



**GMS**  
REALTY, LLC

May 11, 2005

SEAPORT VILLAGE  
849 WEST HARBOR DRIVE  
SUITE D  
SAN DIEGO  
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To Whom it May Concern:

I've worked with Michael Harth and Sunset Parking Services since November of 1998 on two different projects. Over the years I have consistently found Sunset to be very responsive to all of our parking needs. In many cases they have not only exceeded our expectations, but have been creative in finding solutions to issues inherent in two very unique shopping centers.

At Del Mar Plaza the parking garage is challenging by virtue of its size, its seasons and its clientele. Sunset had their hands full with employee parking issues, valet parking and customer self-parking, especially during the summer horse racing season. In addition, SPS took the lead on upgrading parking equipment necessary to run the garage in a more efficient and profitable manner. Although I had not worked with the prior parking company at the Plaza, the income statements provided showed that Sunset increased the gross income to the Landlord by over 80% in their first year at the project. During my four and a half years at the Plaza, the service and profitability continued to improve.

When I first came to Seaport Village in 2003, I asked Sunset to give me a bid to manage the parking lot. This high profile, tourist oriented center is subject to high volume surface parking issues throughout the entire summer and on weekends. In addition, depending on the events held at the Bay or in the downtown area, the lot can fill up without notice. Once again, the parking equipment was extremely old, and Sunset led the charge to have it replaced with a far superior system that is rapidly paying for itself in the first year. Sunset started managing Seaport Village on January 1, 2004, and in the first year, landlord income for parking increased by 89%. Sunset has also been very helpful in a consulting role, with a potential expansion of the shopping center and its parking and potential valet needs.

If I can be of any further information in regards to working with Sunset Parking Services, please do not hesitate to contact me.

Sincerely,

Terry B. Hall, CPM  
General Manager, Seaport Village