

# Crabby's Dockside Ft. Pierce



*A Partnership Proposal*  
*Presented to the City of Fort Pierce*



Crabby's Dockside Ft. Pierce respectfully submits this request for a temporary 18-month rent abatement due to sustained conditions that have materially impacted the restaurant's ability to achieve the sales projections contemplated at the time of lease execution.

When entering into the lease agreement with the City of Fort Pierce, Crabby's Dockside made a good-faith, long-term commitment to the marina district. Financial projections were based on reasonable assumptions, including adequate parking access, continued waterfront activity, and anticipated nearby development (most notably the proposed King's Landing Resort) which was expected to increase tourism, foot traffic, and dining demand.

From the outset, Crabby's Dockside undertook a substantial capital investment at this location, demolishing the former tenant structure and constructing an entirely new, two-story restaurant building prior to opening. This development (completed in compliance with applicable building and floodplain requirements) represented an investment in excess of \$4,000,000 and reflects a deliberate, long-term commitment to the Fort Pierce marina district and the City's waterfront vision.

Those assumptions have not materialized as anticipated. The King's Landing development has not proceeded on its original timeline, eliminating a key source of projected demand. In addition, ongoing parking constraints within the marina district frequently limit guest access, with parking often reaching capacity before the restaurant opens. Together, these conditions have directly impacted walk-in traffic, guest experience, and revenue potential.

Further compounding these challenges are persistent public-area safety and quality-of-experience concerns in and around the marina. While management and staff address situations professionally and compassionately, the frequency of these issues has negatively affected guest comfort and visitation. These challenges were intensified by the restaurant opening during the onset of the COVID-19 pandemic, which disrupted tourism and dining patterns and required the early use of financial reserves.

Despite these conditions, Crabby's Dockside has continued to operate in good faith; remaining open, employing local staff, maintaining quality standards, investing in marketing and local partnerships, refining menu offerings, and supporting the Fort Pierce community. However, the cumulative financial impact of unmet development expectations, access limitations, public-area challenges, and pandemic-related disruptions has created sustained strain that cannot be absorbed indefinitely.

The requested 18-month rent abatement is intended to provide the necessary runway to stabilize operations, rebuild reserves, and realign performance with realistic market conditions, while preserving a strong, long-term partnership with the City of Fort Pierce and continued activation of the marina district.

We appreciate the City's consideration of this request and welcome further discussion.

Respectfully,

*Greg Powers*

CEO, Beachside Hospitality Group



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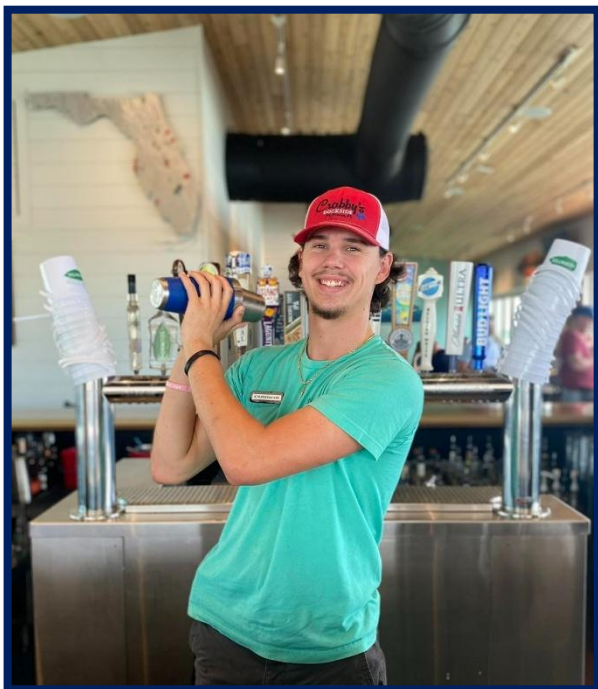


## 2. Tenant Overview & Commitment

Crabby's Dockside Ft. Pierce is operated by Beachside Hospitality Group, a Florida-based hospitality company with extensive experience owning and operating waterfront restaurants throughout the state. Our portfolio includes multiple long-standing locations that serve as anchor tenants within their respective communities, providing consistent employment, tourism draw, and economic activity.



At the Fort Pierce marina location, Beachside Hospitality Group acted as both developer and operator. The project included demolition of the prior tenant structure and construction of a new, two-story waterfront restaurant, completed in accordance with applicable building and floodplain requirements. The total capital investment associated with the development and build-out of the facility exceeded \$4,000,000.



Since opening, Crabby's Dockside has remained committed to operating as a full-service restaurant that prioritizes quality, hospitality, and community engagement. The restaurant employs a significant number of local residents in both full-time and part-time roles, providing stable jobs, hospitality training, and seasonal employment opportunities tied to Fort Pierce's tourism economy. In addition, Crabby's Dockside maintains ongoing relationships with regional vendors and suppliers, contributing to the local and regional business ecosystem.

Crabby's Dockside has continued to operate in good faith throughout its tenancy, maintaining consistent hours of operation, investing in staffing and training, and upholding service and food quality standards despite ongoing market challenges. The restaurant has also remained an active participant in the Fort Pierce community, supporting local initiatives, engaging with neighboring businesses, and serving as a welcoming waterfront destination for residents and visitors alike.

Importantly, Crabby's Dockside views its relationship with the City of Fort Pierce as a partnership. As a tenant on City-owned property, we recognize the shared goal of ensuring that the marina district remains active, safe, and economically viable. Our continued presence and success directly contribute to the vibrancy of the waterfront, the perception of Fort Pierce as a destination, and the long-term value of the City's marina assets.

This packet, including the request for temporary rent abatement, is submitted with the intention of preserving that partnership and ensuring that Crabby's Dockside Ft. Pierce can remain a sustainable, contributing tenant for years to come.



### **3. Market Conditions & Area Challenges Affecting Performance**

Since the execution of the lease agreement, several market conditions and area-related challenges have emerged that have materially impacted Crabby's Dockside Ft. Pierce's ability to perform in line with original projections. These conditions are largely external to restaurant operations and stem from broader factors affecting the marina district and surrounding waterfront area.

#### **3.1 Parking Availability & Guest Access Constraints**

Reliable and convenient parking access is a critical driver of restaurant visitation, particularly for waterfront destinations that rely heavily on walk-in traffic, families, and tourists unfamiliar with the area. At Crabby's Dockside Ft. Pierce, parking availability within the marina district has become an ongoing and significant challenge.

On a daily basis, the primary parking areas serving the marina frequently reach near or full capacity well before the restaurant opens its doors, often by mid-morning. As a result, potential guests encounter difficulty finding parking during peak dining windows, leading to lost walk-in traffic and shortened visits. Guests have increasingly expressed frustration with parking limitations, and in many cases, choose to leave the area entirely rather than wait for availability.



*Image captured on a weekday at approximately 10:45 a.m., prior to Crabby's Dockside Ft. Pierce opening for service, illustrating parking capacity constraints within the marina district.*

These access constraints directly impact revenue potential and disproportionately affect casual diners, families, and tourists; key segments of the restaurant's customer base. Importantly, parking availability and management within the marina district fall outside the control of the tenant, yet have a direct and ongoing effect on restaurant performance.

### **3.2 Public-Area Safety & Guest Experience Concerns**

Crabby's Dockside has also experienced increasing challenges related to public-area conditions within and around the marina district that affect guest comfort and perception of safety.

Management and staff routinely address situations involving transient individuals approaching guests in parking areas and during dining service. There have also been repeated instances of individuals entering the restaurant to access restrooms for non-guest use, requiring staff intervention to maintain sanitation standards and guest comfort. These situations place additional strain on restaurant personnel and create uncomfortable experiences for diners, particularly families and visitors unfamiliar with the area.

In response, Crabby's Dockside management has proactively met with and remained in regular communication with the Fort Pierce Police Department to seek guidance and support regarding these concerns. Through these discussions, we have been advised that consistent patrol presence in the marina area is largely driven by the volume of active 911 calls, limiting the ability for routine, preventative enforcement without repeated emergency reporting.

While our team continues to respond appropriately and professionally within the restaurant footprint, many of these challenges originate in shared public spaces beyond tenant control. The reliance on emergency call volume as the primary mechanism for enforcement places an undue burden on restaurant staff and guests and has contributed to the persistence of these issues. As a result, the frequency of these encounters continues to negatively impact guest experience, repeat visitation, and overall perception of the marina district as a welcoming destination.

### **3.3 Unmet Development Expectations & Lost Anticipated Demand**

At the time of lease execution, Crabby's Dockside's financial projections reasonably anticipated increased demand associated with planned development in the surrounding area - most notably the proposed King's Landing mixed-use resort project. This development was expected to introduce new residential units, lodging accommodations, and visitor traffic that would materially benefit waterfront businesses in the marina district.

Delays, changes, and uncertainty surrounding the timing and scope of the King's Landing project have prevented this anticipated demand from materializing as originally envisioned. As a result, a key economic driver that factored into projected sales and long-term growth has not been realized, creating a gap between forecasted and actual performance that persists today.

This absence of anticipated development-related traffic has compounded other access and area challenges, further limiting organic growth opportunities for the restaurant despite continued operational effort and investment.

### **3.4 Combined Impact on Operations**

Taken together, parking limitations, public-area guest experience concerns, and unmet development expectations have created sustained headwinds for Crabby's Dockside Ft. Pierce that were not contemplated at the time of lease execution. These factors directly affect visitation, dwell time, and revenue potential, while remaining largely outside the tenant's control.

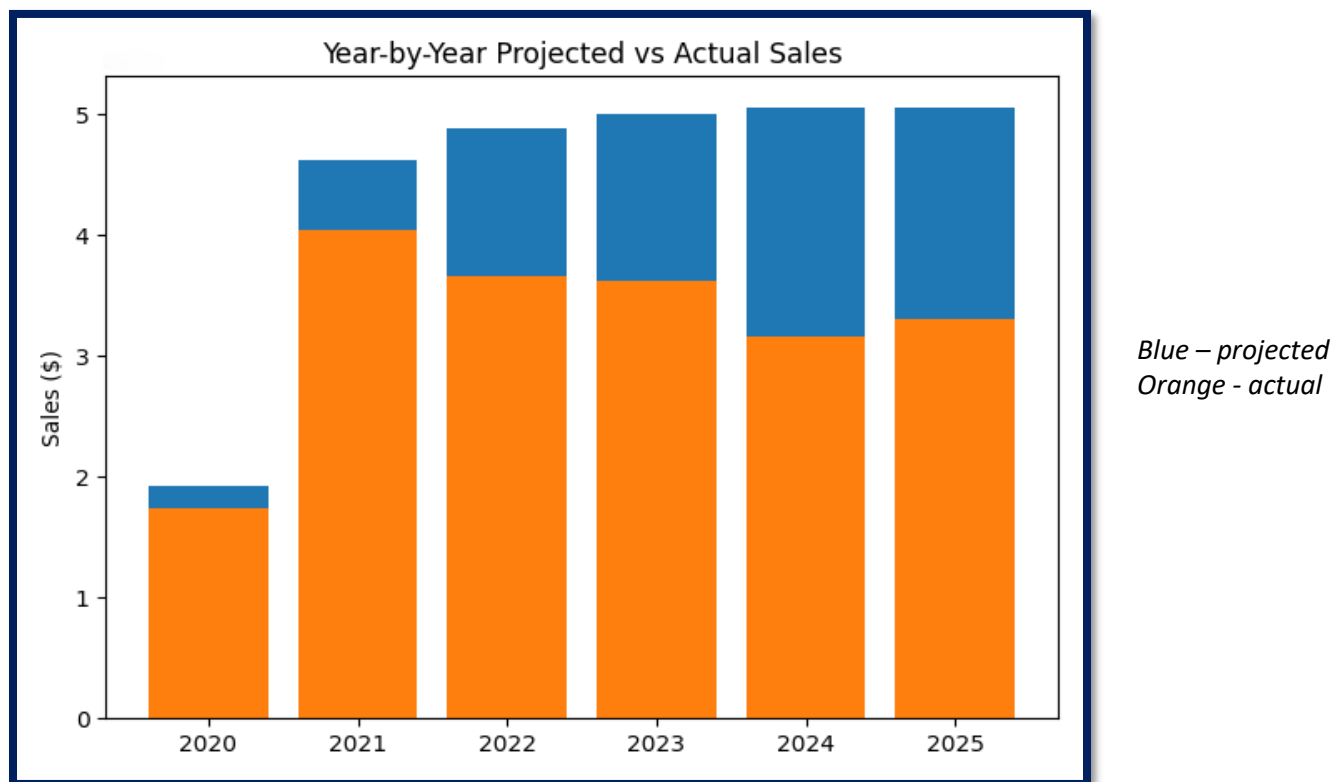
## 4. Financial Impact Overview

The conditions outlined in Section 3 have had a sustained and measurable financial impact on Crabby’s Dockside Ft. Pierce, resulting in performance that has consistently fallen below the sales levels originally projected at the time of lease execution.

At lease commencement, financial projections reasonably assumed increased waterfront activity, accessible parking, and incremental demand generated by planned nearby development. Those assumptions formed the basis for anticipated revenue, staffing levels, capital planning, and long-term lease obligations. As described previously, several of these underlying drivers have not materialized, while additional external pressures have emerged.

### 4.1 Revenue Performance & Sales Pressure

Ongoing parking limitations, reduced walk-in traffic, public-area guest experience concerns, and the absence of anticipated development-driven demand have directly constrained revenue growth. These factors have limited the restaurant’s ability to capitalize on peak dining periods and have reduced discretionary visitation from both local residents and tourists.



While the restaurant continues to generate sales and remain operational, overall revenue has not aligned with original projections, creating a persistent gap between expected and actual performance that has compounded over time.

## 4.2 Pandemic-Related Financial Impact

Crabby's Dockside Ft. Pierce opened during the onset of the COVID-19 pandemic, an extraordinary and unanticipated event that significantly disrupted restaurant operations nationwide. Travel restrictions, reduced tourism, staffing instability, supply chain disruptions, and changes in consumer behavior materially affected early-stage performance during a critical period when businesses typically establish operational momentum and reserves.



As a result, the restaurant was forced to utilize capital and financial reserves far earlier than planned, diminishing its ability to absorb subsequent market challenges and limiting long-term financial flexibility.

## 4.3 Increased Operating Strain

In addition to revenue pressures, ongoing conditions in the marina district have contributed to increased operational strain. Management and staff have been required to devote additional time and resources to guest access challenges, public-area safety concerns, and operational disruptions that fall outside the scope of normal restaurant operations. These demands place pressure on staffing, management focus, and overall efficiency while providing no corresponding increase in revenue.

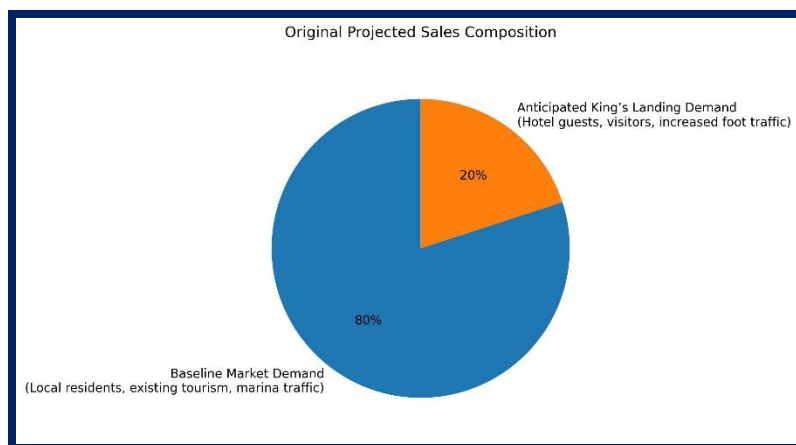
## 4.5 Performance vs. Original Projections

At the time Crabby's Dockside Ft. Pierce entered into its lease agreement, financial projections reflected reasonable assumptions about market growth, waterfront activation, and anticipated demand from planned nearby development. As outlined in the original investor pro forma, projected sales anticipated steady growth beyond the initial startup period, with mature annual sales exceeding \$4.5 million, a level at which the restaurant's business model is designed to operate sustainably and profitably.

Crabby's Dockside Fort Pierce Investor Pro-forma							
	July 20 - December						
	Startup	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Projected Sales	1,927,083	\$ 4,625,000	\$ 4,887,500	\$ 4,994,375	\$ 5,051,594	\$ 5,059,173	\$ 26,544,726
Projected Operating Income	134,896	813,862	17.6% 872,653	17.9% 885,438	17.7% 895,582	17.7% 896,926	\$ 4,499,357
Actual Sales	1,738,804	4,037,246	3,655,780	3,617,161	3,165,204	3,299,250	\$ 19,513,445
Operating Income	107,472	185,440	4.6% 12,944	0.4% (74,025)	-2.0% (185,335)	-3.9% (112,956)	\$ (66,460)

Actual performance has consistently fallen below these projections. From opening through 2025, cumulative projected sales totaled approximately \$26.5 million, while actual sales during the same period totaled approximately \$19.5 million, representing a shortfall of more than \$7 million.

Importantly, original projections assumed that approximately 20% of total sales would be generated by guests staying in or visiting the area as a result of the planned King's Landing development. That anticipated demand has not materialized, contributing significantly to the ongoing gap between projected and actual performance.



Because staffing levels and fixed operating costs are not proportionally reduced at lower sales volumes, this revenue shortfall has had a pronounced impact on operating income. While early projections anticipated positive operating margins approaching 17–18% in mature years, actual operating results have declined year over year, resulting in cumulative operating losses despite continued operational effort and cost management.

## 5. Community Investment, Economic Value & Ongoing Commitment

Crabby’s Dockside Ft. Pierce plays an active and meaningful role in the Fort Pierce community that extends well beyond restaurant operations. As a waterfront tenant on City-owned property, Crabby’s Dockside views its presence as both an economic driver and a community partner, contributing to tourism visibility, local engagement, and charitable support throughout St. Lucie County.

### 5.1 Proactive Marketing & Tourism Engagement

Over the past six months, Crabby’s Dockside has made targeted investments to increase awareness, visitation, and economic activity within the marina district. These efforts include the engagement of an outside Marketing and Public Relations firm to expand reach through targeted digital campaigns, strategic social media advertising, and earned media opportunities.

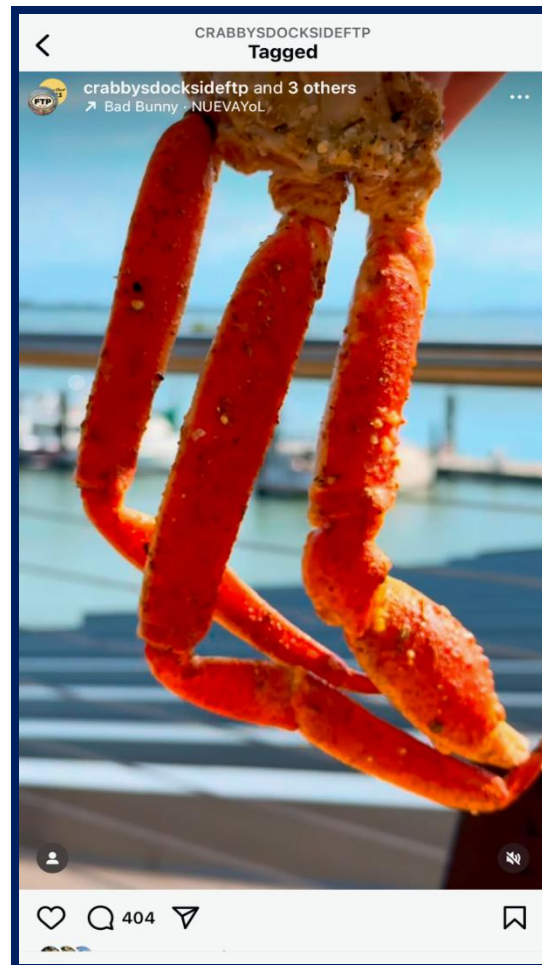


In addition, Crabby's Dockside has partnered with local and statewide influencers, Visit St. Lucie County, and other tourism-focused organizations to promote the restaurant (and by extension, Fort Pierce) as a waterfront destination. These initiatives are designed to drive incremental visitation, attract new audiences, and support the broader tourism economy, while reinforcing the marina district as an active and welcoming hub for residents and visitors alike.

These efforts reflect a continued financial and strategic investment by Crabby's Dockside to grow demand organically, despite market conditions that remain challenging.

## 5.2 Local Sourcing & Menu Investment

As part of its commitment to supporting the local economy and enhancing the guest experience, Crabby's Dockside Ft. Pierce has made ongoing investments in menu development and sourcing practices that reflect the character and preferences of the Fort Pierce community.



The restaurant has actively worked with local fishermen and seafood suppliers to feature fresh, daily catches whenever available, allowing guests to enjoy regionally sourced seafood while supporting the local fishing industry. These efforts help reinforce Fort Pierce's identity as a working waterfront and provide a meaningful economic benefit to local vendors and maritime professionals.

In parallel, Crabby's Dockside has refined menu offerings to better align with the tastes and expectations of both local residents and visitors, while maintaining the quality and consistency expected of a waterfront destination. These updates are part of a broader strategy to strengthen repeat visitation, enhance guest satisfaction, and promote the restaurant as an authentic Fort Pierce dining experience.

These sourcing and menu initiatives represent continued financial and operational investment by Crabby's Dockside and are intended to drive organic growth while supporting local livelihoods.

### 5.3 Charitable Giving & Community Support

Crabby's Dockside maintains an ongoing commitment to supporting local and regional causes that directly benefit Fort Pierce residents and families. Recent and recurring initiatives include:

- **National Pediatric Cancer Foundation:** Regular participation in fundraising initiatives to support children and families impacted by pediatric cancer.
- **Local Fishermen & Community Support:** Hosting a benefit event for Gil Coombes, a well-known local fisherman, with a portion of our sales donated to assist his family.
- **Treasure Coast Manatee Foundation:** Annual partnership and financial support to promote marine conservation and education within the Treasure Coast.
- **Holiday Giving Initiatives:** Donation of turkeys to local shelters during the holiday season to support families in need throughout St. Lucie County.
- **Amazon Teacher Giveback Program:** Completion of the sixth consecutive year of this program, providing classroom supplies to local teachers and supporting public education across the county.

These efforts represent an ongoing commitment to reinvesting in the local community and supporting organizations that strengthen the social fabric of Fort Pierce.



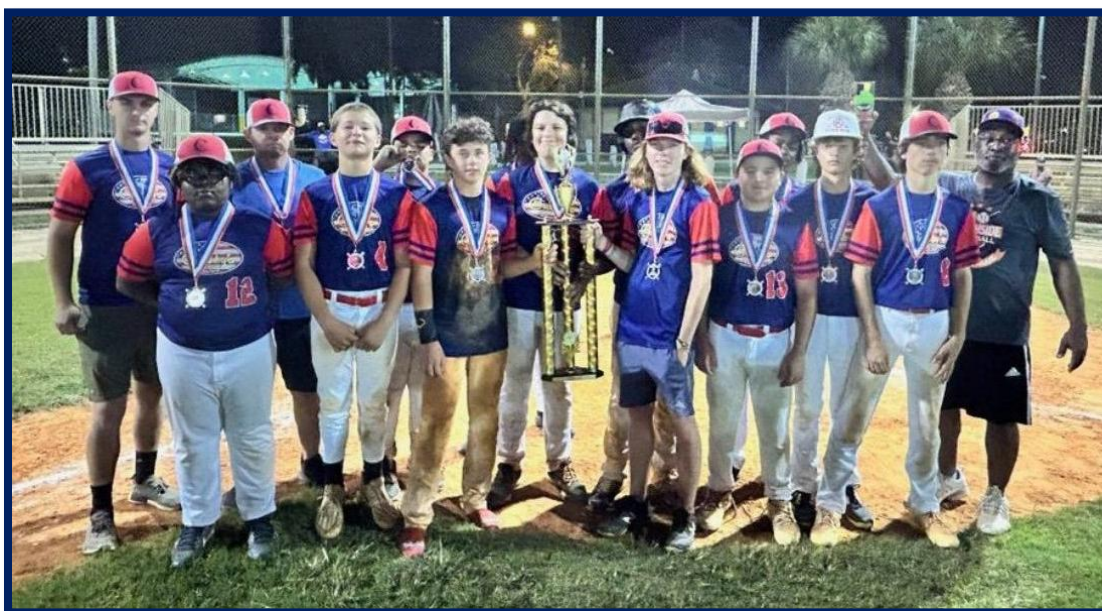
## 5.5 Youth Engagement & Educational Outreach

Crabby's Dockside also supports educational initiatives and youth engagement programs aimed at fostering learning and community connection. Notably, the restaurant has hosted local school field trips to Sweet Willy's Ice Cream, located within the restaurant, where students participate in hands-on lessons focused on real-world math skills such as spending money, understanding bill totals, and calculating change.

Additional youth-focused initiatives include:

- Providing free scoops of ice cream to St. Lucie County Principal's List and Honor Roll students, recognizing academic achievement and encouraging positive outcomes for local youth.
- Sponsoring the Fort Pierce Little League Senior Team, supporting local youth athletics and reinforcing Crabby's Dockside's commitment to investing in Fort Pierce's next generation.

These programs reinforce Crabby's Dockside's role as a family-friendly destination and a positive presence within the community.



## 5.5 Future Community Partnerships & 2026 Initiatives

Looking ahead to 2026 and beyond, Crabby's Dockside plans to expand its community engagement through the launch of a Spirit Night program, allowing local schools, nonprofits, and community organizations to partner with the restaurant and receive a portion of daily sales to support their missions.

This initiative is designed to provide ongoing fundraising opportunities for local organizations while increasing visitation to the marina district and strengthening ties between Crabby's Dockside and the Fort Pierce community.



## 5.6 Long-Term Value to the City of Fort Pierce

Through employment, tourism promotion, charitable giving, and community programming, Crabby's Dockside Ft. Pierce contributes meaningfully to the vitality of the marina district and the City as a whole. Maintaining a healthy, active tenant at this location supports the City's goals of waterfront activation, economic sustainability, and positive public perception.

## **6. Path Forward & Partnership with the City of Fort Pierce**

Crabby's Dockside Ft. Pierce submits this request for temporary rent abatement with the intent of preserving a productive, long-term partnership with the City of Fort Pierce and ensuring the continued vitality of the marina district.

The challenges outlined in this packet reflect conditions that have materially impacted performance and fall largely outside the tenant's control. At the same time, Crabby's Dockside has demonstrated ongoing commitment through continued operation, sustained employment, proactive marketing investment, and meaningful community engagement. These efforts reflect our belief in the long-term potential of the Fort Pierce waterfront and our desire to remain a positive contributor to its success.

The requested 18-month rent abatement is designed to provide a defined period of financial relief that allows Crabby's Dockside to stabilize operations, rebuild reserves, and continue implementing initiatives aimed at increasing visitation and economic activity within the marina district. This request is temporary in nature and is not intended to alter the long-term structure of the lease agreement.

Crabby's Dockside welcomes the opportunity to work collaboratively with the City to address shared challenges affecting the marina district, including guest access, public-area conditions, and long-term activation of the waterfront. We remain open to ongoing dialogue, site walkthroughs, and coordinated efforts that support both tenant sustainability and City objectives.



We appreciate the City's time and consideration of this request and respectfully submit this packet in good faith, with the goal of maintaining a strong, active, and mutually beneficial presence on the Fort Pierce waterfront for years to come.

