



**Oceanographic Teaching Stations, Inc.**

**DBA Roundhouse Aquarium**

**2 Manhattan Beach Boulevard, P.O. Box 1, Manhattan Beach, CA 90266**

**310.379.8117 • [www.roundhouseaquarium.org](http://www.roundhouseaquarium.org)**

June 1, 2020

Members of the City Council  
City of Manhattan Beach  
1400 Highland Avenue  
Manhattan Beach, CA 90266

Dear Members of the Manhattan Beach City Council,

Thank you for your consideration of the MOU, pursuant to which the Roundhouse hopes to raise revenue to support its operations and programs. It is particularly important that we diversify our sources of revenue in these uncertain times. Like many businesses in Manhattan Beach, we have suffered a significant loss of revenue because of the measures taken to contain the spread of COVID-19.

From mid-March through May 28, 2020, the Roundhouse has suffered lost revenues of approximately \$208,000, resulting from canceled classes, reduced summer camp enrollment, a cancelled fundraising gala and zero donations from visitors. These losses have been partially off-set by a PPP loan of approximately \$83,000. If the total amount of the PPP loan is forgiven, then our net lost revenues through May 28, 2020 would be approximately \$125,000, or approximately 18% of our anticipated revenues for the year.

We anticipate that we will suffer further lost revenues over the next several months as the economic consequences of the pandemic negatively impact donations to the Roundhouse.

Under these circumstances, it is particularly important that we have the latitude to develop additional sources of revenue to support the Roundhouse. If the MOU is approved, we will of course not hold any events until permitted to do so by applicable health and safety regulations. However, we need time to prepare for implementation of this program, and therefore would appreciate the City Council's approval of the MOU at this time.

Thank you for your consideration of our proposal.

Sincerely,

A handwritten signature in black ink, appearing to read "Johnnie Lee".

President, Board of Directors  
Oceanographic Teaching Stations dba The Roundhouse Aquarium