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GLOBAL AMERICA REAL ESTATE CORPORATION

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September 18, 2007

VIA FACSIMILE (562) 570-6789

Mayor Bob Foster  
& the City Council  
CITY OF LONG BEACH  
c/o Department of City Clerk  
333 West Ocean Boulevard  
Long Beach, CA 90802

Re: BKBIA Annual Assessment  
Council Meeting of September 18, 2007

Good Evening:

We respectfully request that the Council consider an amendment to the current BKPBIA fee structure for independent contractors, namely real estate licensees. Such a policy would help not only our firm, but could also benefit new agents and those that might work sporadically for other realty companies.

The current structure as we have been informed, requires *any* agent registered to a firm with the California Department of Real Estate (DRE), to pay annual fees, *whether or not* they have done *any* business at all. The multi-million dollar, full-time agent pays exactly the same amount as a part-time agent that might do one small deal a year. It doesn't seem quite equitable and fair.

Our situation may be even more unique.

We *had* two agents registered to our firm with the DRE, who were *not* looking to handle transactions, but wanted to keep their agent licenses current and affiliated with a broker. In the years our office has been located in Long Beach, neither agent has represented *any* clients. Further, since we moved to our current location just over two years ago, neither agent has even stepped foot into our offices.

So why did we keep them affiliated with us? Simply because they sometimes *referred* business to our firm, and because it would behoove us should they decide to *become active* in the future. Since they are *not* bringing in any income, they are *not* inclined to pay the assessments, and would take their licenses elsewhere if required to do so. Therefore, *our firm* has been paying the *agent* assessments. Unfortunately, due to the fees, one of the two agents had to be released for 2007. We may have to do the same with the second agent for 2008.

With the current downturn in the real estate market, *any* "lost" deal or even *potential* deal is detrimental to our business, yet having to pay annual assessments for *inactive* agents simply is *not* feasible.

Mayor Bob Foster  
& the City Council  
September 18, 2007  
Page Two

Based on the foregoing, please consider amending the fee structure by establishing a minimum "income" standard before an agent is required to pay the annual assessment. Let us be clear that we are *not* contesting the current assessments that our firm is required to pay, just the fee structure for agents/independent contractors.

As set forth in the paragraph labeled "Objective" on page 7 of the 2007-2008 Report To The City of Long Beach under consideration tonight, the BKBIA seeks to "...retain and support existing businesses;..." and "...to assist in the attraction of new businesses..." We ask that you help us *retain and support* our *existing business* by amending the fee structure.

By its very name, it is the Bixby Knolls Business Improvement Association. The current fee schedule works towards the opposite.

One separate issue regarding the BKBIA. We believe it would behoove us all if the Business Directory were distributed/delivered to businesses as well as area residents. Our assessments contribute to the publication of the directory, but without special effort, we do not even receive a copy. We have *not* seen the directory for perhaps a couple of years now, and thus have no way of knowing if our company is correctly listed, or *if it is even listed at all.*

Thank you for your time and consideration.

Very truly yours,

Sara Akahoshi