

Good afternoon,

My name is Shannon Foster, my address is 2250 Frankfort Ave. and I am one of the owners of Crave Café and Crave a Go Go food truck.

I am speaking today in opposition to proposed ordinance O-374-18 and also to speak to the restaurant community because we all know that they are behind this effort to curtail sales by food trucks.

I'm in a position to understand both the restaurant industry and the food truck business. I own Crave Café on Frankfort Ave, a restaurant that has been in operation for 12 years. I also own Crave a Go Go, a food truck.

Let's be clear: parking restrictions are primarily designed to prevent food trucks from competing with existing restaurants. But in reality, food trucks are in a different market segment than restaurants. If a customer wants a sit down meal, with table service, air conditioning or heating as appropriate, shelter from rain and wind, perhaps TVs, and all the other perks of dining indoors, that person is not coming to a food truck. Conversely, if a customer has limited time, just needs a quick grab and go lunch, then a food truck parked close to where they work is a great option. Food trucks are a serious treat only to your leftovers in the brown bag sitting in the office break room fridge.

Restaurants often claim that food trucks have an unfair advantage in lower start up costs and lower taxes due to vehicle taxes being less than property taxes. But I am here to say that food trucks have many disadvantages when compared to restaurants. Food trucks have limited refrigerated space, tiny storage space, little to no freezer space, and cook in a postage stamp sized kitchen. They break down on the way to work. They are typically only open 3-4 hours a day. We clearly don't operate from a fixed location. You will *always* find Crave located on Frankfort Ave. You will need to follow social media or hunt for Crave a Go Go. Food trucks are dependent on social media to engage customers.

One food service model isn't better than the other; they are simply different.

I urge you to follow Los Angeles' and most other major cities', approach to food trucks. Cities that appreciate food trucks understand that food trucks are mini commerce centers that enrich a consumer's downtown experience. The goal of any legislation must not be to engage in protectionist practices, but should be to do what is good for the economy and good for the consumers.

This Ordinance needs to be withdrawn immediately.