



STIX, Inc.  
9274 Lapwing Court  
Columbia, MD 21045

April 8, 2013

Mr. Helder Gil  
Legislative Affairs Specialist  
Department of Consumer and Regulatory Affairs  
1100 Fourth Street SW  
Room 5164  
Washington, D.C. 20024

Dear Mr. Gil,

My name is Leah Perez and I co-own STIX foodtruck. My partner and I have been vending in the District since May of 2011. However, the concept and building of the truck took nearly a year of planning. We scraped together everything we had to build our truck. I used all my savings, cleaned out my 403B - my husband even borrowed against his retirement funds to help us launch STIX. We cut costs wherever we could by designing the blueprints ourselves, picking up the equipment and delivering it to the shop. We even put the decals on the truck ourselves. Our hearts and souls were poured into this little foodtruck, which has become our home away from home.

We had no idea how much hard work this business would be. The hours are long, from food preparation every morning, managing the books, website creation and management, marketing, you name it – we must make it happen. STIX now has three employees and during the summer months, four – including my partner and I working the truck every day.

However, the result of our hard work is extremely rewarding. Customer relationships continue to grow. Working in our Nation's Capital and witnessing the city being restored to its true glory is extremely exciting. As foodtruck owners, we have the ability to bring a unique element of fun and culture to the city. Lunchtime for Washingtonians can bring diverse choices with foodtrucks close at hand. The caliber of food and quality of service we provide is upscale, a fair price and our patrons love it.

Our good friend, Stephan Boillon, owner of El Floridano foodtruck has recently opened his new venture *MotherShip* on Georgia Avenue. It is quite thrilling and inspiring to see his dream of opening a restaurant in the District come to fruition. Josh Saltzman (PORC) opened *Kangaroo Boxing Club* at the beginning of last summer and has been very successful. I hope to open my own brick and mortar in the next few years, as do many other foodtruck owners. This truck is my stepping stone to bigger dreams, but without this experience I may never have that opportunity.

The proposed regulations have some really good aspects. No longer operating under the ice cream truck rule is extremely beneficial. The employee badge is also a great asset. It will allow STIX the ability to hire more employees to operate the truck if we, as owners are unavailable.

The MRV locations and lottery system however, do not add up in my mind. There are currently over 150 foodtrucks in the city and there are only 100 proposed sites. Most of these locations currently support lunch service for as many as 15 trucks. As written, these locations will only provide three MRV parking spots. This leaves a 30% chance of not being selected through the lottery, forcing the remaining mobile vendors at least 500 feet from these areas.

All this would not be a problem, if the 10 foot rule were not in place. If obstructions consist of street lamps, parking meters, bike racks and planter boxes, then almost every spot in the city could potentially be seen as having some sort of "obstruction". The survey and map put together by the DCFTA shows that virtually everywhere else in the downtown district inhibits our ability to vend without obstruction.

If we are not selected for an MRV and cannot vend without obstruction - how will Stix be able to support its expenses? We are still required to have a Health Department sanctioned kitchen where we store our food, as space for the truck and employees with families that need stability. Our current monthly bills exceed \$2500 - before food cost. In order to be sustainable, we need regulations that will allow us the opportunity to be successful. As written, I can easily see these obstacles being detrimental to the longevity of our businesses. There is absolutely no way we will survive without a full month of work.

My hope is that together we can resolve the current regulatory issues, so that the rules mutually benefit all parties. Our goal is to allow vendors to operate in a safe and profitable atmosphere. Thank you for permitting our voices to be heard and truly considering our suggestions and concerns.

Respectfully submitted,

Leah Perez, Co-Owner

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