



May 18, 2020

Milton Fuentes
4493 Beverly Blvd.,
Los Angeles, CA 90004

Councilman Mitch O'Farrell
200 N Spring St, Room 480
Los Angeles, CA 90012

Dear Councilman O' Farrell,

During these difficult times we are currently facing together as Angelinos, it brings me great relief to know that an issue that affects small restaurant owners is being addressed. As you know, we are a small family owned restaurant, serving the Salvadoran community in Koreatown for more than 35 years. The circumstances we are currently facing are unprecedented, which has obligated us to seek alternatives to survive economically.

There is no doubt that delivery services have become an integral part of our lives. Unfortunately, these services are too expensive for small restaurant owners like us.

Currently due to the pandemic Uber Eats has lowered their rate of 30% to 27% to aid with the loss caused by the pandemic. In hopes of saving jobs, as a family, we agreed to enter the agreement with Uber Eats. After analyzing and crunching our numbers, even with the lower rate, we concluded that it is not feasible for us to start the service. Doing so would require us to raise our menu prices to offset the surcharges.

We are proud to serve many low-income families. Our average dine-in check, for a family of four, in our restaurant is \$30. A third of this is usually allocated to cover some of our business expenses. Using these services would obligate us to change our prices and cut hours from our employees.

Therefore the 15% cap that is being proposed is indeed a tremendous aid to the struggling industry. It would allow many other small restaurants to use these services. This would also open the delivery services to a segment of customers that cannot afford to order from these delivery platforms.



Everyone has been affected in one way or another by Covid-19; unfortunately, some more than others. Aid from the federal government has been uncertain for small businesses and has proved to favor large companies. This cap on delivery surcharges would allow small restaurants like ours to offer our products, and therefore not rely on government economic aids to stay in business. Instead, by passing this ordinance, you and your fellow councilmembers will be aiding a segment of the food industry that urgently needs your help.

Respectfully,

A handwritten signature in black ink, appearing to read 'Milton Fuentes', is written in a cursive style.

Milton Fuentes