



STIX, Inc.
9274 Lapwing Court
Columbia, MD 21045

November 12, 2012

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. 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.

Working in our Nation's Capital and witnessing the city being restored to its true glory is exciting. Our passion for the city is reflected in the fact that we purchase all operational supplies from District businesses.

Our good friend, Stephan Boillon, owner of El Floridano foodtruck is building his new venture *Mothership* on Georgia Avenue. It is quite thrilling and inspiring to see daily progress of his project. Josh Saltzman (PORC) opened *Kangaroo Boxing Club* at the beginning of the 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 had 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.

Other regulations are unclear. The ten foot rule does not allow vending on most streets of the central business district. 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 put together by the DCFTA shows that eight out of ten of the most popular vending locations would not fit this criteria.

Also unclear are references about the MRV locations, and how many permits will be issued in comparison to the number of MRV spaces. The decision to grant one person the authority to add or remove these locations without any outside approval is simply not acceptable. An appeal process must be established. Furthermore, MRV locations should be limited to ONLY high traffic areas (Farragut, Metro, etc.) where public safety may be an issue. We currently control our line and sidewalk congestion, which has thus far been effective.

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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