

May 1, 2019

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BOARD OF SUPERVISORS
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BY AK

San Francisco Board of Supervisors
Public Safety and Neighborhood Services
Attn: John Carroll
1 Dr. Carlton B. Goodlett Place
City Hall, Room 244
San Francisco, CA 94102

Re: Request for the Determination of Public Convenience or Necessity for
Bebidas Bananas Operations, LLC, 475 6th St., San Francisco, CA 94103
Pending file no. 21-605447

Dear Mr. Carroll and Members of the Public Safety and Neighborhood Services Committee:

Bebidas Bananas Operations, LLC *dba* "CloudKitchens" operates commissary kitchens for delivery-only restaurants. CloudKitchens was launched in 2017 with the goal of making it easier for restaurateurs and food service vendors to succeed in today's challenging and rapidly evolving business environment. CloudKitchens licenses turn-key kitchen spaces to restaurateurs, food vendors, mobile food facilities, and caterers to operate and fulfill food orders purchased through apps, web portals, or over the phone. The food vendors hire and train their own employees to prepare the food, but CloudKitchens owns the facility, handles the facility maintenance, and facilitates the online food ordering process. This results in significant savings in real estate costs, labor costs, and operating costs for the food vendors.

CloudKitchens recently submitted an application for a Type-21 liquor license (the "Liquor License") to the Department of Alcoholic Beverage Control for the sale of alcoholic beverages for off-premises consumption from our facility set to open at 475 6th St. We believe that public convenience or necessity would be served by the issuance of the Liquor License.

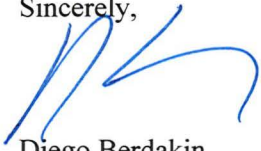
After operating our Los Angeles facility for over two years, we have experienced first-hand the positive impact CloudKitchens can have on a community. In addition to the direct benefit to the food vendors through significant cost-savings, our facilities have had a positive impact on the traffic issues and food safety challenges faced at traditional brick-and-mortar facilities. We have also helped revitalize the local neighborhood by providing convenient access to healthy food. In addition, our facility has helped to directly create an estimated 150 new jobs. We believe that these same benefits will result from our facility in San Francisco.

CloudKitchen's proposed hours of operation are 6:00 am to 2:00 am daily, but the majority of the business from our facility will be conducted during regular meal times. With respect to the issue of undue concentration of liquor licenses in the census tract, the issuance of the Liquor License at our facility will not have a negative impact on the surrounding community due to the nature of our business. As a delivery-only concept, the food vendors will be delivering food and alcoholic beverages up to 5 miles away from the facility. This facility will not resemble a liquor store in any way.

CloudKitchens is looking forward to the opportunity to assist food vendors in San Francisco with the opportunity to operate their business at a fraction of the cost, and to have a positive impact on the surrounding neighborhood in the process. We respectfully request that the Committee determine that public

convenience or necessity will be served by the issuance of the Liquor License at our facility. Thank you in advance for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Diego Berdakin', with a stylized flourish at the end.

Diego Berdakin
Managing Member