

Thank you for allowing us the opportunity to address the upcoming fee changes.

As a small business, we are thrilled to be serving the same community we are raising our family in. We have a vested interest in staying local while supporting our schools and all first responders.

As much as we love our community, the new fee schedule threatens our ability to stay in business at the Saginaw Switchyard. As a new business, our expenditures far outweigh the amount of income we have seen so far.

Our current costs include:

- Food (\$1200+ this week alone)
- Trailer payment
- Equipment fees
- Propane
- Insurance
- Storage fees
- Commissary
- Permits
- Inspections
- Phone and internet
- Gas
- Fire suppression system maintenance
- Point of sale and credit card fees
- Repairs
- Website development
- Additional employees
- Working towards adding signage and banners

We were hoping to add to our customer base before accumulating new fees. The profit margin for fresh ribeye and other quality meats is slim, but it is what we have built our business upon. Over half the days we have been at the Switchyard, we have ran at 10-15% capacity and brought in approximately \$400 or less in gross sales, not profit. All while working seven days a week to provide the best and freshest quality of product. We have a family to support and personal bills in addition to business expenses while the cost of food is still rising each week as we make our purchases.

As a business, we understand the need to curb the costs the city accumulates by providing the beautiful park and hookups, but we would also like to think that we add value to the city by keeping dollars local. Currently, we see three upcoming events that could be very beneficial to our family of food trucks, but there is no guaranteed foot traffic or sales throughout some of the hardest months. The cold months and lesser foot traffic loom ahead of us after the holidays.

We would ask that you revisit the fee schedule with an understanding that your Saginaw Switchyard food trucks are very small businesses. Most have had some time to create their own followings and regulars, but some are new, like us, and are working towards getting out of the red from huge startup costs. We are hoping to be afforded the opportunity to have a reduction or waiver of fees while we continue to build our clientele and help build value in the Saginaw community.

We would also like to thank Jen Weldon and Vicki Weldon for all of their help and support during our journey to starting our business. They are tireless champions for Saginaw and small businesses.

Sincerely,

Tasty Steaks
Chris and Cassie



Good Afternoon,

Thank you for notifying us of the recent changes taking place at The Switchyard. We want to start off by expressing our gratitude to the City of Saginaw and the Saginaw Department of Recreation. We have come to love working in Saginaw and have felt the support from the community. When starting Salsazon we had the vision to turn the food truck into a brick and mortar in Fort Worth. However, we quickly changed our minds and hope to one day have a brick and mortar in Saginaw and be part of the exciting growth. We also hope to offer scholarships to the seniors in Saginaw in the future. We are not saying this because of the recent news, but this has been planned before; review the recent Chamber of Commerce survey where we lay out our desires to grow and invest in the community.

It is still our desire to grow in Saginaw. However, it will be difficult to achieve this due to the recent fees. We feel that the fees are too high especially in the winter months as not a lot of clients are willing to go out in January and February. Most of the time the cost to serve in the winter results in revenue losses. During the winter we serve because of our commitment to the community rather than profit. We feel that the new rates will prevent us from frequenting the Switchyard as often throughout the year and especially in the winter.

We understand the rationale behind charging fees for the Switchyard food truck park especially in Farmers Markets days. However, we would suggest a more reasonable rate such as \$20 for special events which is the same rate that the Farmers Market booth food vendors are charged according to the Saginaw Farmers Market Vendor Handbook (pg. 3). It would be more reasonable to remove the \$25 daily parking fee during the week; as weekday vending is met with less clients and competing/ overlapping food options.

After reviewing the City of Saginaw Fiscal Year 2022/2023 report I noticed that the Switchyard fees is estimated to bring in \$15,000 in revenue (pg. 21). We feel that the goal to bring revenue to the City of Saginaw can still be achieved by charging a \$20 - \$25 farmers market fee and raising the cost for the permit to \$300. According to the Saginaw Fiscal Year 2022/2023 report the Switchyard averaged over 120 trucks in the 2021-2022 accomplishments. Without the fees being charged The Switchyard is expected to grow in the upcoming year and the increased permit cost can fill in for the expected revenue. Raising the permit cost along with charging a lower special events fee can make up for the expected revenue.

We want to see the Switchyard grow and become a one-of-a-kind location where it helps small businesses grow and allow these businesses to give back in the future. Last week we talked to a client that owns a drink trailer in Nevada she was finally able to fly in, take an Uber to the Switchyard and saw what the Switchyard is all about. We are getting noticed. The City of Saginaw is getting noticed.

We are excited for the upcoming growth and understand the appeal to bringing in brand recognized restaurants into Saginaw. However, we can see city become a place of locally grown restaurants like Austin which was the birthplace of Pluckers and Torchy's Taco's to name a few. We are grateful to have our start in Saginaw and hope that other food trucks can say the same thing. We hope that the City of Saginaw can continue facilitating the growth of these small businesses, many which are owned by Saginaw constituents. We are open to continue this discussion as a stakeholder if the opportunity arises.

Thank you,

Fernando A. Nunez / Owner
Rosa L. Rosales, M.A. / Owner
info@salsazondf.com
www.salsazondf.com

From: Lori Cuadros <duckduckscoop@gmail.com>

Sent: Tuesday, November 8, 2022 6:56 PM

To: Vickie Weldon <vweldon@saginawtx.org>

Subject: Re: Fee Schedule effective December 1, 2022 Response Required

I would like a prorated refund. This is not fair to have to pay these fees two separate ways.

Thank you,

~Lori

On Nov 8, 2022, at 6:47 PM, Lori Cuadros <duckduckscoop@gmail.com> wrote:

Wow Vickie. I know it's not you, but I really got hosed. I just paid 250 for the year in September. I can't believe they're starting it before the new year.

Thank you,

~Lori

From: Lori Cuadros <duckduckscoop@gmail.com>

Sent: Thursday, November 10, 2022 8:21 AM

To: Vickie Weldon <vweldon@saginawtx.org>

Subject: Re: Fee Schedule effective December 1, 2022 Response Required

Thank you. I appreciate it. It is so infuriating. We are the smallest of small businesses. Most of us operate with 1-2 employees and for them to try and increase our rent 21x what we were quoted is unacceptable. As usual, the rich get richer and the poor get poorer. If they can't refund me the difference, I want to be grandfathered into the current pricing that I paid. Next September, I would understand if I have to go to the new pricing structure. I don't know how the kettle corn and new donut truck are going to be able to continue serving at the switchyard as well as myself. We can only charge so much for our product.

I see in the letter they make no note of making any improvements. I know some people have told me they get discouraged when wanting to come to the Switchyard because the parking is so terribly small. 6 spaces for 6 trucks? I see people make U-turns and leave when they can't park.

Why would they do this as soon as it starts to get cold? Business is always much slower when it's cold out for all of the trucks. This is hurting everyone's pocketbook twice.

Hey, Mrs. Vickie.

Unfortunately the fees that the City of Saginaw has voted to enforce are too great for my business. In the near future I will be unable to serve the Saginaw residents to the capacity at which I currently serve them.

I love the city of Saginaw and its residents, some of which are my oldest regulars that I now call friends. I have been invited to many of these people's homes and places of work to serve them coffee.

I do not want to quit serving the people of Saginaw, but the fees are just too high for the level of business in Saginaw, more specifically the Switchyard. I made sustainable money in the City of Keller at \$25 for 1 day at the Farmer's Market (apart from Keller's yearly Mobile Food Unit Permit Fee of \$250).

I believe that the Saginaw Switchyard should raise enough money to sustain itself, and raise funds for the city, but is it possible that the increase is much too high?

Until this point, the Saginaw Switchyard has served as a nursery to newly developing food trucks and dreams largely because of the unique flexibility in scheduling, social media post, and affordability. What kind of trucks will be in this new vision of the switchyard?

I have had a blast being a part of the Switchyard family over the past two years. I am so thankful that I got to work with you, Mrs. Vickie, and Jen. You guys are great. ❤️

Sincerely,

-Lee Limoges

Limoges Coffee L.L.C.

From: jesus rodriguez

Sent: Sunday, November 13, 2022 8:03 PM

To: Vickie Weldon <vweldon@saginawtx.org>

Subject: Re: Fee Schedule effective December 1, 2022 Response Required

Oh wow that is huge ,I do undertand but prob wont be part of the switchyard anymore 😞 we bearly make 240 250 on market days so wont be worth it ,just wish I woulda known a few weeks before just renewed my permit 🙏

Sent from my T-Mobile 4G LTE Device

Get [Outlook for Android](#)

From: Gardenia Torres <

Sent: Wednesday, November 9, 2022 10:24 AM

To: Vickie Weldon <vweldon@saginawtx.org>

Subject: Re: Fee Schedule effective December 1, 2022 Response Required

So what about our yearly fee? Do we get a refund back or is it a credit for the date we choose to go after December?

Here are responses from four of our trucks:

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"So what about our yearly fee? Do we get a refund back or is it a credit for the date we choose to go after December?"

"This is confirmation that I received the fee notice. _____ and I will need to talk, and we would like to voice our concerns to your shortly. We appreciate everything you and Jen do for us!
Thank you"

"I would like a prorated refund. This is not fair to have to pay these fees two separate ways. "

IMPORTANT FEE CHANGES - SAGINAW SWITCHYARD

On October 1st, 2022 the Saginaw City Council ratified and approved the fee schedule for the city. Fees were adjusted and added in attempt to increase revenue for the 2022-2023 fiscal operating year.

The following new fees will go into effect December 1st, 2022

Saginaw Switchyard -Food Truck Park Fees

\$25.00	Daily Truck Fee	Sunday – Thursday unless a holiday or special event
\$40.00	Daily Truck Fee	Friday, Saturday, holiday, or special event
\$135.00	Weekly Truck Fee	Monday-Sunday
\$450.00	Monthly Truck Fee	1 st – 31 st of the month

The fees are for parking on city property, and do not guarantee a hook up or parking assignment location. Fees are non-refundable, unless the city chooses to close or cancel an event.

Payment must be made prior to scheduling and must be made in person at the Recreation Center. Money can be held in your account and schedule requests can be done through email.

The cash register receipt of fee payment must be displayed in a visible location on your truck/ trailer along with your Saginaw Mobile Food Unit Permit.

Please direct any comments, concerns, or how the fees will impact your business, directly to me. I will make sure to convey your statements to the proper channels so that your voice can be heard. Changes to the fee schedule must be go through a due process.

Vickie Weldon
Managing Director
The Switchyard Food Truck Park

vweldon@saginawtx.org

Mobile: (682) 232-9305

Office: (817) 230-0354