



Restaurant Depot | Riverhead

Craig Miller – Controller

Anthony Cambria – Branch Manager – Bohemia





Restaurant Depot | Company Overview

Riverhead, NY

Restaurant Depot is a cash-and-carry wholesale distributor serving independent restaurant owners, caterers, delis and not-for-profits.

Our core values are to provide savings, selection and service to our customers—seven days a week.

We provide food, equipment, and supplies to our customers at the lowest prices possible and require no minimum purchase or membership fee. We have become the leading low-cost alternative to traditional delivery and credit-based foodservice suppliers.

“We give our customers the opportunity to see and feel the quality, buy what they need, whenever they need it. All in a beautiful state of the art facility, with significant savings versus traditional delivery wholesalers”

– **Stanley Fleishman, Chairman**





Restaurant Depot | Company Overview

Restaurant Depot has been looking to locate on the eastern north shore of Long Island for a while and has looked at many different locations. When we first discovered the empty building at 765 Old Country Road, we thought it was a great location for us, but it needed a lot of work, and the costs were in excess of what we thought we could justify.

It was only after we learned of the IDA program and assistance that was available that we realized it could work for us financially. We reached out to the IDA in June of 2021 and discussed the possibility of assistance. We were told we should submit the application and the process would take approximately 6 months. Due to various delays, we received landlord approval to move forward with the IDA project in May 2022. After a few months of preparation, the application was finalized and to be presented to the Riverhead IDA board in November 2022.

With the landlord's help and assistance, we will be gutting the building, adding a new electrical transformer, new gas service and new loading docks.



On the interior we will be replacing existing florescent lights with energy efficient LED lighting, installing refrigeration and freezers, adding new office space, building new bathrooms, and re-fixturing the entire interior with pallet racking and cash registers at the front as well as a new computer system.

In addition to the landlord's work, we expect to invest approximately \$6,000,000 in our work.



Restaurant Depot | Company Overview

For the past 20 or so years, independent restaurants have been getting squeezed out of the restaurant industry by national chains. As a low-cost provider of food and supplies for the restaurant industry, we have found that when we open in a new area, the small independent restaurants have access to lower prices, more variety, and a buy-as-needed model that allows them to not only survive but thrive.



Over the past few years, these independent restaurants have had a very tough time due to the pandemic and many of them were closed or out of business for months at a time. They are now trying to regain their footing and having access to a low-cost alternative to purchase their goods will help them build back up.



Restaurant Depot | Company Overview

- Jetro / Restaurant Depot currently has 148 open & operating warehouses nationwide.
- We currently operate in 34 states and have 16 trading branches in New York State; 3 located on Long Island (Garden City, Farmingdale & Bohemia).
- Riverhead will be the 4th on Long Island and 2nd in Suffolk County.
- We anticipate opening an additional 4-6 new locations across the country by end of 2023.





Restaurant Depot | Company Overview

- With this type of expansion nationwide, there is a great capital investment that goes into each project.
- Besides the capital investment for each Restaurant Depot new location there is a substantial investment to stock the newly opened location.
- We rely on local, state & federal incentives to defray this significant investment.
- Examples of incentives that we have received nationwide for our locations include the following:
 - Sales tax exemptions
 - Property tax abatements
 - Employee hiring tax credits (Local & Federal)
 - Grants
 - Corporate income tax credits
- Our Bohemia & Farmingdale locations received IDA benefits in 2004 & 2009 respectively – which allowed us to open there. In Bohemia, we received additional IDA benefits in 2015 to expand the facility to service the needs of our growing customer base.



Restaurant Depot | Company Overview

- We estimate our Capital Investment for the Riverhead project to be at approximately \$6M.
- Leasehold improvements should total approximately \$2.7M which include but are not limited to:
 - Site Work
 - Concrete & Masonry
 - Metals
 - Architectural Woodworking
 - Thermal & Moisture protection
 - Doors & Windows
 - Finishes
 - Fire Sprinkler
 - Plumbing
 - HVAC
 - Electrical repairs
- Machinery & Equipment should total approximately \$2.8M which include but are not limited to:
 - Refrigeration equipment
 - Racking equipment
 - LED energy efficient lighting fixtures
 - Telephone
 - Forklifts & Hi-Los
 - Trash compactors
 - Alarm & sprinkler systems



Restaurant Depot | Company Overview

- In addition to Restaurant Depot's Capital Expenditures, our lease calls for the landlord to make significant improvements to the site.
- Other improvements include but are not limited to:
 - New roof
 - Modify Sprinkler system
 - Patch & repair holes to exterior insulation finishing system
 - Parking repairs & lighting improvements
 - Concrete curb repairs
 - New bathrooms
 - Reimbursement for new HVAC



Restaurant Depot | Sales Tax Revenue

- We anticipate generating over \$200K of sales tax revenue in year one and that amount will grow annually thereafter.
- This sales tax revenue goes back into the local community.
- Taxable (Retail) items included are restaurant use items such as kitchen supplies, equipment and a variety of paper products and cleaning supplies.
- The Restaurant Depot in Riverhead will employ 28 newly hired employees upon grand opening. Historically, 2-3 experienced employees are transferred from an existing location, with the balance of employees hired within the local community.
- We anticipate job growth of 3-5 by year 3 and upwards of 40 employees by year 5.
- Newly created jobs include management / admin roles (such as department managers) and union jobs (such as stockers).



Restaurant Depot | Company Overview

- Restaurant Depot in Riverhead will be a broadline distributor of restaurant supplies and related products, selling at low cost to small independent restaurants, delis, caterers and not-for-profits.
- Restaurant Depot is not only committed to quality products, but convenient shopping for its customers. Our customers find everything they need from the front to the back of the house including meat, poultry, seafood, produce, frozen foods, disposables, janitorial, and a complete selection of equipment and supplies from major manufacturers. Our customers also find in-store product demonstrations providing education on the many offerings available from Restaurant Depot.
- For over 40 years, Restaurant Depot has been the leading, low-cost alternative to other foodservice suppliers by bringing a nearby solution for business owners and non-profit organizations that struggle with food and supply costs.
- Typical Restaurant Depot customers shop within a 30-mile radius of the warehouse.
- There are over 4,000 independent restaurants, grocers and food service businesses in all of Suffolk county.
- Over 2,000 independent restaurants that are located within 30 miles of Riverhead location.



Restaurant Depot | Inflation

- Recent articles have been published on wholesalers struggling with food prices.
- 75% of restaurants were closed during the pandemic which was a major hit on their businesses.
- Now inflation is hitting the small independent restaurants more:
 - A ribeye that cost \$7, is now more than \$12 a pound.
 - Potatoes that were 40¢ each are up to a dollar.
- Restaurant Depot (now more than ever) is offering the cheaper alternative vs. delivery.



Restaurant Depot | Feeding America

- Restaurant Depot is a proud member of the Feeding America food donation family.
- Our branches participate in the program and donate product to local food banks across the country.
- The local food bank for Long Island is Long Island Cares Inc.





Restaurant Depot | Recent Grand Openings

There have been recent press releases for our latest store openings.

- **Brewster, NY opened May 2022**

[Restaurant Depot Debuts New Brewster Store - Total Food Service](#)

- **Concord, CA opened May 2022**

[Mar 1 | Restaurant Depot to open March 1st, 2022 in Concord, CA | Concord, CA Patch](#)

- **Colorado Spring, CO opened August 2022**

https://gazette.com/premium/restaurant-depot-express-set-to-open-in-colorado-springs/article_e90c3a74-1cb4-11ed-816d-8b9476c34d45.html



Restaurant Depot | Company Overview

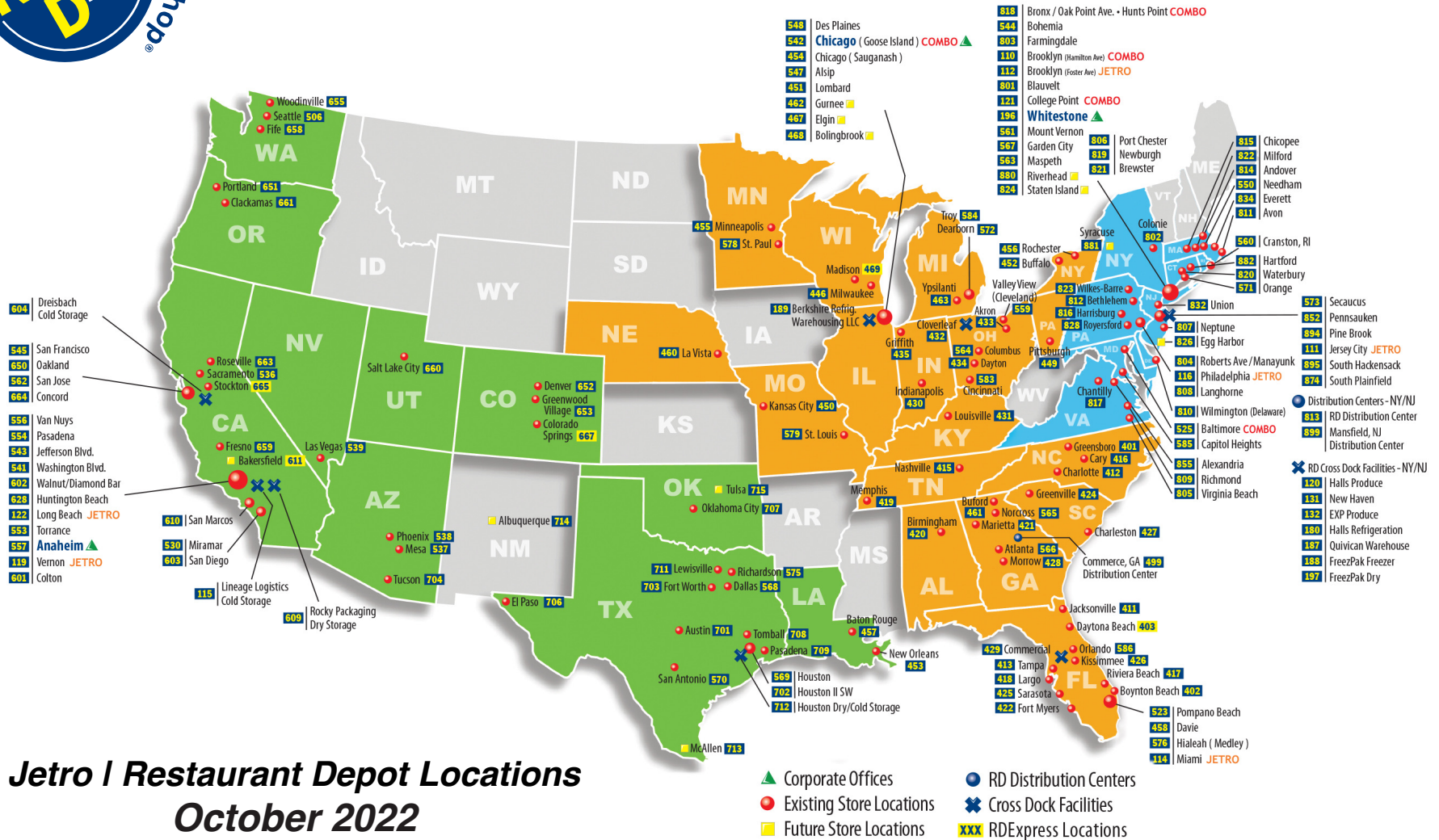


We expect to open in the 4th quarter of 2023.

We anticipate adding 28 jobs in year 1 and growing to 40 by year 5, most of whom will be hired locally.



Restaurant Depot | Company Overview



Jetro | Restaurant Depot Locations
October 2022



Restaurant Depot | Company Overview

