

December 30, 2020

Town of Los Gatos  
110 E. Main Street  
Los Gatos, CA 95030

RE: Letter of Justification and Written Description  
Development Review Application for new Conditional Use Permit for a restaurant located at 35  
W Main St, Los Gatos CA 95030.

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Dear Sirs/Madams,

I am applying for a new conditional use permit for a restaurant located at 35 W. Main St., Los Gatos CA 95030, and submit this letter of justification. I am a career entrepreneur with dual MBAs from Columbia University and Berkeley Haas School of Business. Born and raised locally in Los Gatos, I attended Los Gatos schools through high school and now reside in the neighboring city of Saratoga. My previous business ventures include founding TempCFO, Inc., an accounting and finance service firm that provides advisory services to small businesses and technology companies. I sold the firm in 2018

During the first years of TempCFO, I maintained office headquarters in downtown Los Gatos and enjoyed being a business owner in Los Gatos and contributing to the local community. It is one of the many reasons that I am very excited to start another new venture in the town of Los Gatos.

I am also excited to start this new business venture along-side of my brother, Jeff Johnson, and business partner. Jeff is also a Los Gatos native, and attended Los Gatos High School. More importantly, Jeff brings over 15 years of restaurant and retail expertise to this endeavor and will be managing the day-to-day operations.

We are requesting to be approved for a conditional use permit for 35 W Main St, Los Gatos CA 95030 for the operation of a restaurant that sells bubble tea.

We have secured the franchise rights for a ShareTea store in the Los Gatos area. ShareTea is an international tea franchise known for high quality, customer service and upscale stores. There are only three ShareTea stores in the South Bay, the Los Gatos store will be the 4<sup>th</sup>. Here are the details:

- The store will primarily sell bubble tea which is a tea-based drink with candy-like tapioca balls ("boba" or "pearls") and a wide range of other toppings. We plan to sell other healthy and organic specialty food items as well.
- Plan to remodel the space at 35 W Main to provide an upscale and comfortable environment, that is in keeping with the charm of the town. We plan to have a mix of indoor and outdoor seating. Estimated investment \$200k to \$300k.

- Plan to enhance the outdoor corner space to provide an outdoor patio seating.
- Customers can either order online or at the counter. Customers can enjoy products onsite or to-go. We anticipate the majority of orders will be online and to-go.
- Hours of operations are 7 days a week 8am to 10pm.
- The store will be operated by 4 employees – Manager, cashier and two preparers

Thank you for your consideration of this application. We look forward to bringing our concept to the Town and are confident that it will enhance the shopping and dining experience of downtown Los Gatos. The addition of this use is desirable to the public convenience and will not impair the integrity and character of the downtown C-2 commercial zone. We are committed to operating ShareTea in a safe, healthy, and professional manner, thus the business will not be detrimental to public health, safety or general welfare, and is in harmony with various elements and objectives of the general plan.

Thank you for your consideration

A handwritten signature in black ink that reads "David Johnson". The signature is written in a cursive, flowing style.

David Johnson  
General Partner  
Beowawie Tea, LLC