

Arentz, Steven Delegate

From: William Oertel <hchoertel@gmail.com>
Sent: Monday, February 17, 2020 8:23 AM
To: Arentz, Steven Delegate
Subject: HB0686 , HB0690 HB0463 Title Queen Anne's County - Alcoholic Beverages - Financial Interest

Good morning,

I am submitting a formal request on behalf of Harris Crab House for the above bills in subject line. HB0686, HB0690, HB0463

All of the bills submitted are in reference to alcohol permit being allowed for business owners that are not residents of Queen Annes County in incorporated. We do understand the definition of Inc. towns.

All of the bills submitted are in reference to alcohol permits being allowed for business owners that are not residents of Queen Annes County in the so mentioned Incorporated town. We understand the towns in which this is going to take place.

The definition of incorporated towns would be more applicable to a county of a different infrastructure. However a county such as Queen Annes County Incorporated town definition does not come into play.

There are 54 restaurants in between the bay bridge and Grasonville Maryland. Harris Crab house is one of those restaurants. The business was started by our grandfather 70 years ago and is one of the last oyster packinghouse is in a state of Maryland. He opened the restaurant in 1980 as a place for grandchildren to be employed in the summer. It expanded over the years and was re-built in the early 90s as it stands today. It is a tourist attraction for Queen Annes County.

Harris Crab house employees over 60 employees year-round and 120 employees 6 to 8 months of the year.

Harris Crab House buys crabs and other Maryland Seafood from over 25 Waterman.

Harris Crab House buys between \$10-\$30,000 or more a month from local Queen Annes County business United Shellfish.

Harris Crab House uses local breweries and distilleries as well as local beer distributors for our supply.

Harris Crab House buys all lettuce from a local Queen Annes County grower. All of our produce comes from a local produce distributor and in the summertime from our local farms. Harris Crab house tries it's very best to be a good business neighbor to all local business establishments.

Harris Crab House holds the United Way campaign for Queen Annes County at our restaurant.

Harris Crab House is a major component of a large breast cancer charity organization which gives back to the local Harris Crab House is a major component of a large breast cancer charity organization which gives to the Shore Health hospital and the Anne Arundel county hospital that all of the local residents of Queen Annes County use.

On the way to the hearing we will be stopping by the restaurant to write a check and the 2 gallons of cocktail sauce that we are donating to the local fire department. When there isn't money in the account to support we We pull it out of our own pocket if even if we do not have it. We never turn down any school or local charity that asked us for money. We also heavily donate to Haven ministries out of Queen Annes County for homeless people.

Any one of our employees could be interviewed and would be able to tell you how long they have been at the restaurant and why they don't leave. Our core staff has been there over 20 years. We are employers that care about our staff and our community and quite frankly one of the major reasons why there isn't really any profit.

Because they were so many bars in the immediate area that the restaurant is located, we decided to open up a coffee and dessert bar this past summer 2019 to bring something different to the area. We supported a local coffee company, the number one coffee in Maryland now; rise up coffee. We purchased all of our desserts from the local bakery in Stevensville, Piece Of Cake taking her revenue anywhere between 2500 to 6000 per month from Harris Crab House (dessert first). Sadly we were not able to stay in business and we had to close for now. We are hoping to open up again in the summertime, we could not afford what we were paying employees, it was losing money rapidly.

A beautiful coffee shop (Wonderland) opened on Kent Island this year and then went out of business two months after Starbucks was brought in. It was a fantastic family that had a great idea for young people to come there and play music after school and unfortunately they could not compete with Starbucks.

This is the exact same thing that will be happening when you bring these corporate restaurants here.

When this bill was presented and explained there were no financial studies or background information to provide reason for the bill. As a matter of fact one of the commissioners actually stated "I want restaurants just like Talbot County has." "I want it because I want it".

These two statements were made after a half hour dissertation on why large cable companies cannot come to Queen Annes County because there are no ROI for the cable companies to stay in the county or even to pay for the studies to bring their business.

This is the same county that would be supporting these chain restaurants.

Please, I implore you prior to passing this bill take a look at lower Delaware. I challenge you to find local restaurants there in lower Delaware they are not there anymore they all went out of business.

The chain restaurants do not care about the return on investment because they know they will put the majority of the restaurants out of business and they will get the business from the county residents. They have the buying power, they have the infrastructure to pay employees The new rate of pay.

They have corporate human resources, corporate tax accountants, corporate advertising, corporate menu structures, they are not Harris Crab House that has to do all of this on their own.

We just went to the local bank to make a loan on Friday. Our mother is submitting the her own paperwork because we have to put her own personal liabilities on submission as well. We went to a local bank to make a loan to pay our bills. It has been a huge financial strain to pay the pay rate in which was inducted this year. We are willing to do this to make the loan because we care about the employees and keeping them employed.

There is no doubt in our minds that bringing a corporate entity even 3 miles down the road in Queenstown would not substantially affect our business and all of the local businesses in the area. We are in institution, we bring tourism to Queen Anne's County. We bring bus groups to the county. There is no way some of the smaller restaurants would be able to stay in business at all. If we have to make a loan to pay our bills what do you think the smaller businesses will do.?

Sherrie Oertel

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Harris Crab House