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### **Message from the Owner – Antonio Giaccio**

I'd like to provide some background to help potential buyers better understand the current numbers and the story behind the restaurant.

We purchased the restaurant in 2023 when it was already operating successfully. We reopened before October, and from the beginning, business was steady and promising. Shortly after taking over, we made several significant improvements: we renovated the kitchen, hired a highly skilled (and higher-cost) chef, invested in upgrades to both the back and front of house, and launched a marketing campaign to raise visibility.

Our strategy was to invest during the off-season and be fully prepared to capitalize on the summer months, especially with the rooftop, which has always been the strongest revenue generator.

Unfortunately, in the summer of 2024, after operating the rooftop for just one month (June), the City of Kingston shut it down due to compliance issues. Even though the rooftop had been in use for ten years, it was deemed non-compliant under our new ownership and permit structure. As a result, we were forced to close it for the entire summer season.

This was a major blow. We lost an estimated \$300,000 to \$400,000 in revenue that summer—income we had planned on to recover from the upfront investments. Meanwhile, we were operating with a high payroll and upgraded kitchen, all based on the expectation of peak summer revenue.

We didn't sit still. We immediately began renovations on the rooftop—rebuilding the entire deck and reinforcing the structure with stainless steel—and we worked closely with the City to bring everything up to code. As of now, the rooftop is fully legal, licensed, and compliant with all city regulations. It's ready to operate without any issues for the next 10+ years of the lease.

Today, the restaurant is stronger than ever: a fully equipped kitchen, a professionally run operation, and a completely renovated and approved rooftop just in time for the busy summer season. Whoever takes over will have a solid, ready-to-grow operation with none of the legal or logistical hurdles we had to face.

I'm happy to provide more details if needed.

**Sincerely,**

**Antonio Giaccio Owner – Front Street Tavern**