

Mayor Jordan,

We would like to begin with saying thank you for your leadership and sincere concern and passion when it comes to the City of Fayetteville. You have been an exemplary leader and we support you and your efforts 100%.

We are writing today to ask for additional time on the polystyrene ban passed by the city council. We are Sonic Drive-In Franchisees and have owned and operated the Fayetteville Sonic Drive-Ins since 1989. At the time the initiative passed, the Fayetteville Sonics were number 17-20 out of 3500 Sonic Drive-Ins mandated to operate under similar polystyrene bans. We went to work with Sonic Purchasing to make sure there were available alternatives. Currently Sonic Corp provides 3 of our 5 cup sizes in plastic. We have not been able to source the iconic 44 ounce cup as of yet or our Kid's meal size. As supporters of Fayetteville and the future of recycling, we have tried to push our Franchisor to source a chainwide alternative solution to Sonic's iconic insulated cups. Long term, Sonic is looking at an eco friendly container, made of plastic, that insulates as well as polystyrene. The cost to each drive-in for the basic plastic solution available to us now will be in the range of \$10,000.00 per year per unit. The eco friendly cup would cost each location closer to \$15,000.00 per year and is actually not even available to us at this time. The reason our costs are so much higher is the incredible bulk pricing Sonic receives on polystyrene products.

We are also concerned at this time, with our ability to have an approved ample stock of plastic cups over the rest of this year. Distribution is quickly becoming a nightmare for all chain restaurants at this juncture of the pandemic. Not only is commodity pricing surging, our suppliers are seeing staffing and stocking issues. Many other locally owned franchised restaurant chains in Fayetteville are in similar situations. Sonic has remained strong through the Covid-19 pandemic. We have been able to stay open and keep all our staff working, but we are seeing supply issues across the board. Our Corporate supply people tell us all supply products will be volatile throughout the rest of 2020, not just the availability of a plastic alternative.

Although we are based in Fayetteville, we operate 29 Sonic locations in Arkansas, Missouri, Oklahoma, Iowa and Illinois. We believe in supporting the community and following the guidelines and laws in any area we operate, no matter the cost implications. We were grateful when you extended the start date to July 1, as it allowed us to focus on the safety our guests and employees. Due to these factors, we humbly ask that you and the council revisit the deadline for compliance and extend the date to January 1<sup>st</sup>, 2021. Please know we will do our best to make the transition no matter the timeframe.

Sincerely,

Kenneth V. Smith  
John Friend  
Brandon Drake  
Matthew Mason