

March 5, 2012

Good Afternoon, Commissioners:

My name is Bob Comiskey and my wife Kay and I are excited about the opportunity to operate a McDonald's at Sea-Tac, and I am hoping today that you will approve the lease agreement for the unit.

I have been a McDonald's franchisee in the South Sound area for 21 years. I have a McDonald's 1.2 miles from the airport in Tukwila. I work in my business every day, and my kids work in my restaurants during their summer vacations. We are a local, family-owned business. I'd also like to introduce Angela who has been with my company for 14 years and she would be managing the Sea-Tac McDonald's.

I know that there's a lot of concern about the kind of jobs created at the airport, and I want to assure you that I provide good jobs with benefits for my employees.

I also feel strongly about providing educational and training opportunities for my employees. My core management team all started at the grill and have worked their way up through my franchise.

I provide excellent opportunities to women and minorities, in fact, 90% of my employees are minorities and women. When a customer comes into my restaurant, they will see a reflection of the community we serve. I believe in the American dream for myself and my employees.

I serve a variety of good and healthy food choices. Besides burgers and French fries, we serve salads, oatmeal, milk and fruit in the kids' Happy Meals and also fruit and walnut salads.

All of our apples as well as other produce such as milk and potatoes come from Washington state. I believe in environmental sustainability, and I look forward to participating in the airport's environmental programs.

And even though I am a national concept, I bring a Northwest character to my restaurants and I will influence the design of the restaurant at Sea-Tac.

In closing, I would like to extend an invitation to each of you to come down to my Tukwila restaurant for a tour and an opportunity to meet some of my employees.

Thank you,

Bob Comiskey

FACT SHEET ABOUT COMWELL dba McDonald's  
Robert Comiskey, Owner / Operator

Years as a McDonald's franchisee	:	21 years Live in the area and have an office in my home
Average Employee Wage	:	\$10.11
Health Benefits	:	Medical, Dental and Vision
Promotional Opportunities	:	I believe in tomorrow's leaders and devote significant time and resources to develop future managers.
Women / Minority Opportunities	:	I am committed to embracing the diversity of background and cultures. 90% of my employees are minorities and women.
Employee Training	:	I provide a comprehensive, intense training program that lays an ideal foundation for building a career from crew position to shift management and ultimately the final certification of Hamburger University.
Number of Employees Who Attended Hamburger University	:	8 (all started as new employees)
Scholarships And College Reimbursement	:	National Employee Scholarship up to \$7500 in addition to 52 hours of college accreditation.
Retirement	:	401k
Local Product Sourcing	:	All apples and other produce such as milk and potatoes served in my restaurant come from Washington state. McDonald's returns more than 47 cents of every dollar earned to local economies.
Community Involvement	:	Donated \$25,000 to Highline Hospital ER Program, Tyee High School McTakeover, Foster High School McTakeover, Tukwila Police Department McTakeover, McTeacher's Night and involved with Ronald McDonald House Charities.

## A MESSAGE FROM A McDONALD'S FRANCHISEE, SMALL BUSINESS OWNER

Elena Ramos from Indian Trail, N.C.

When many people think of McDonald's they think of the big, successful company with "billions served" – or our ubiquity with more than 14,000 restaurants in the U.S. alone. Few probably think about me – one of 2,250 McDonald's franchisees who collectively own and operate more than 87% of McDonald's U.S. locations.

As the small business owner of a McDonald's, I care about things that impact my business, my employees and my community. I'm responsible both financially and legally for everything from updating equipment and restaurant infrastructure, to insurance and employee compensation, to absorbing commodity costs.

So, next time you think of, or hopefully stop by, a McDonald's restaurant, I hope you'll think about me and my small business McDonald's colleagues serving communities in every state.



**RMHC**® 169 Ronald McDonald Houses, 74 Ronald McDonald Family Rooms (in hospitals) and 34 Ronald McDonald Care Mobiles (supported by our customers, our franchisees, the community and our company) serve children and families in the U.S.

## McDONALD'S COMMITMENT TO PEOPLE

- Nearly 43% of U.S. Owner/Operators are minorities and women.
- 84% of our total U.S. workforce are minorities and/or women.
- Nearly 30% of our U.S. Owner/Operators were former Company or Owner/Operator employees.
- As of March 31, 2009, the U.S. McDonald's system, including Owner/Operators, provides employment for more than 766,000 people.

## STRENGTH OF McDONALD'S ECONOMIC IMPACT\*



**McDONALD'S RETURNS  
MORE THAN 47 CENTS OF  
EVERY DOLLAR EARNED  
TO LOCAL ECONOMIES.**



- McDonald's purchase of goods and services creates nearly 2 million jobs and nearly \$45 billion in spending.
- More than \$6 billion in taxes are generated due to McDonald's new job generation and the additional purchases of goods and services from other local businesses.
- McDonald's restaurants spend \$16 billion dollars in the nation's communities – more than \$43 million per day.

**More than \$1 billion**

**McDONALD'S PAYS MORE THAN \$1 BILLION  
IN BUSINESS TAXES, LICENSES AND PAYROLL  
TAXES (NOT INCLUDING INCOME TAX).**

\*The study was performed and reported by Professor Dennis H. Tootelian, Professor of Marketing and Director of the Center for Small Business, California State University at Sacramento, based upon 2009 data.

## FOOD QUALITY & SAFETY



**McDONALD'S IS ONE  
OF THE LARGEST  
PURCHASERS OF  
APPLES IN THE U.S.**

**NO. 1**

- McDonald's burgers are made with 100% USDA-inspected beef.
- In 2008, McDonald's announced that all fried menu items in our U.S. restaurants, from our World Famous Fries® and hash browns to our chicken choices and Filet-O-Fish® sandwich are 0 grams trans fat, per serving.
- High-quality food begins with high-quality ingredients, and McDonald's uses many of the same trusted ingredients and brands used at home.
- For more than two decades, McDonald's has been quietly at the forefront in helping the industry address food safety issues.



**IN 1973,  
McDONALD'S BECAME THE 1ST  
QUICK SERVICE RESTAURANT COMPANY  
TO PROVIDE NUTRITION INFORMATION  
TO CUSTOMERS AND ADDING TO  
SELECT PACKAGING IN 2007.**

**WE WERE FIRST**