



3792 Rochester Hills Road  
Rochester Hills, MI 48307

### **Business Plan/Introduction**

The Taziki's Mediterranean Café currently under construction at 3793 S. Rochester Hills Rd. will be the first of several Taziki's restaurants constructed in the Detroit Metropolitan Area. The owner/operators are Jeff and Lisa Wilkins, current owner/operators of 3 Taziki's Mediterranean Cafes in Louisville, KY and Mike and Becky Kosztowny who now reside in Northville, MI (recent relocation from Louisville, KY). The partnership with the Wilkins and Kosztowny's began in 2020 while Mike and Becky resided in Louisville, KY owning and operating multiple Jet's Pizza units in Louisville. Being raised in the Northville, MI area, both Mike and Becky had expressed interest in partnering with the Wilkins in Taziki's restaurants in Detroit and that they would like to return to Northville to raise their four children.

The Kostownys will be the local operators of Taziki's restaurants in the Detroit Metropolitan Area. Both Mike and Becky have undergone months of training to become certified general managers by Taziki's Corporate training department. Each store will employ approximately 20 persons, with 8-10 being full time employees.

Beer and Wine is currently available in all Tazikis Mediterranean Cafes nationwide. There is no bar service in our restaurants, all sales are made at the cash register when the customers order and are given their beer or wine at that time. Total alcohol sales for Taziki's Mediterranean Café are between 2-3% of total sales. Our sales projection for this first restaurant in Rochester Hills is \$2,000,000/year. With our robust catering programs, we expect to hit that sales target in the first 12 months, and we feel confident that this site can easily settle into a top 10 location nationally.

Our current opening date is November 5<sup>th</sup>, 2024. Any expedited reviews would be greatly appreciated.

Jeff & Lisa Wilkins  
Mike & Becky Kosztowny

