



# GBX Watsonville

Golden Brands

200 Manabe Ow Rd

154,000 SF Distribution Center

REYES FAMILY  
OF BUSINESSES



# OUR PURPOSE

Reyes Holdings is dedicated to being the best in every segment in which we operate, adding value to our customers' supply chain and achieving unmatched value for our customers while creating an outstanding work environment for our employees and making a positive difference in our communities.

# OUR PEOPLE VISION

Our team is a vibrant collection of great people built upon individual and diverse characteristics, values, beliefs, experiences, and backgrounds, all of which are reflected across our enterprise. In short, our vision is a team that truly reflects the communities we call home across the nation and the world.


Our Vision is embracing our differences and similarities with a collective goal of striving for excellence in all that we do – in our operations, in the way we treat each other, and in our service to our customers, suppliers, and business partners. We are committed to fostering an environment where all are valued, respected, and encouraged to achieve their highest potential.

# OUR VALUES



**PEOPLE & SAFETY**

Great people are the key to continued growth and success and keeping our people healthy and safe is an essential component of that success. Our growth means your growth.




**RELATIONSHIPS**

We seek to build and maintain great relationships with our teammates, our suppliers, our customers, and our community. We are stronger together.




**INTEGRITY**

We commit ourselves to upholding the highest standards of honesty and accountability. We do the right thing because it's what's right.



**DEDICATION**

We are dedicated individuals, and together we make an even stronger team committed to a common purpose with resolve and determination.



**EXCELLENCE**

Each day, all of us work together and strive to improve and be the best versions of ourselves for the benefit of the team. To be the best, we expect the best.



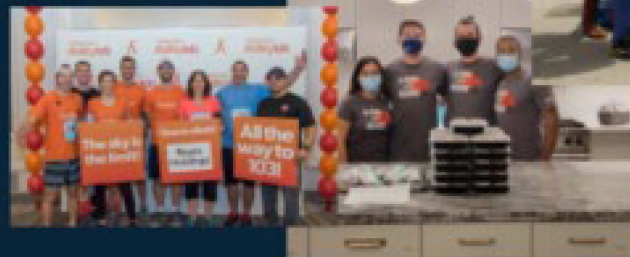


# REYES Cares

DRIVING POSITIVE CHANGE IN OUR COMMUNITIES



Our Reyes Cares banner embodies our commitment to make a **positive impact in the communities where we live and work**. As part of our commitment, we believe in the power and necessity of working together to lift up those around us and leave a **better world for future generations**.



*Reyes Cares encompasses four focus areas where we feel we can have the most meaningful impact – Community, Recycling, Energy and Fuel & Emissions*



## REYES Cares COMMUNITY

We know that when the communities where we live and work thrive, our business thrives. Whether it be through volunteerism, product donations, philanthropic support, or partnerships, we strive to have a positive and lasting impact in our communities, especially in times of need.



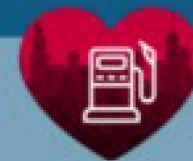
## REYES Cares RECYCLING

We seek to support a circular economy and keep waste out of nature by finding innovative ways to encourage our employees to recycle – at work, at home, and in our communities. Similarly, we work to minimize, recycle, and reuse materials involved in our manufacturing and distribution operations across our global enterprise.



## REYES Cares ENERGY

Energy plays a critical role in our ability to be a global leader in the production and distribution of food and beverage products. In all of our facilities, we are focused on identifying opportunities to increase our energy efficiency. This includes investments in energy-saving improvements in our existing facilities and designing new facilities with energy conservation in mind.



## REYES Cares FUEL & EMISSIONS

Our logistics network is enabled by a fleet of 13K+ trucks/trailers dedicated to delivering millions of cases of food and beverages to customers nationwide. Through Reyes Fleet Management and their use of new technologies, training and improved operational practices, we continue to make progress towards our goal of drastically reducing fuel use & emissions.



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- 2<sup>nd</sup> Harvest Food Bank
- The Veterans United / Operation Gratitude
- Susan G Komen Foundation
- Toys for Tots
- Oceanic Global Corona, “Protect our Beaches,” Beach Clean-up
- Big Brothers and Big Sisters of Santa Cruz County





# Golden Brands – Watsonville

- Reyes acquired Elyxir Distributing in August 2020, and rolled it in to the Golden Brands portfolio in NorCal. Current operations at 270 W. Riverside Dr.
- Aggressively looking to grow / reinvest in the business. Prioritized a new facility in Watsonville.
- Identified 200 Manabe Ow Rd in December 2020.
- Submitted initial entitlement package in August 2021.





# Golden Brands Watsonville

## Distribution Territory Supported from Location

Distribution Metric	Watsonville Statistics
Annual Volume Direct (Watsonville)	5M
Annual Deliveries	55,000
Avg Daily Routes	23
Total Employees	137
Brands	500+
SKUs	+/- 600



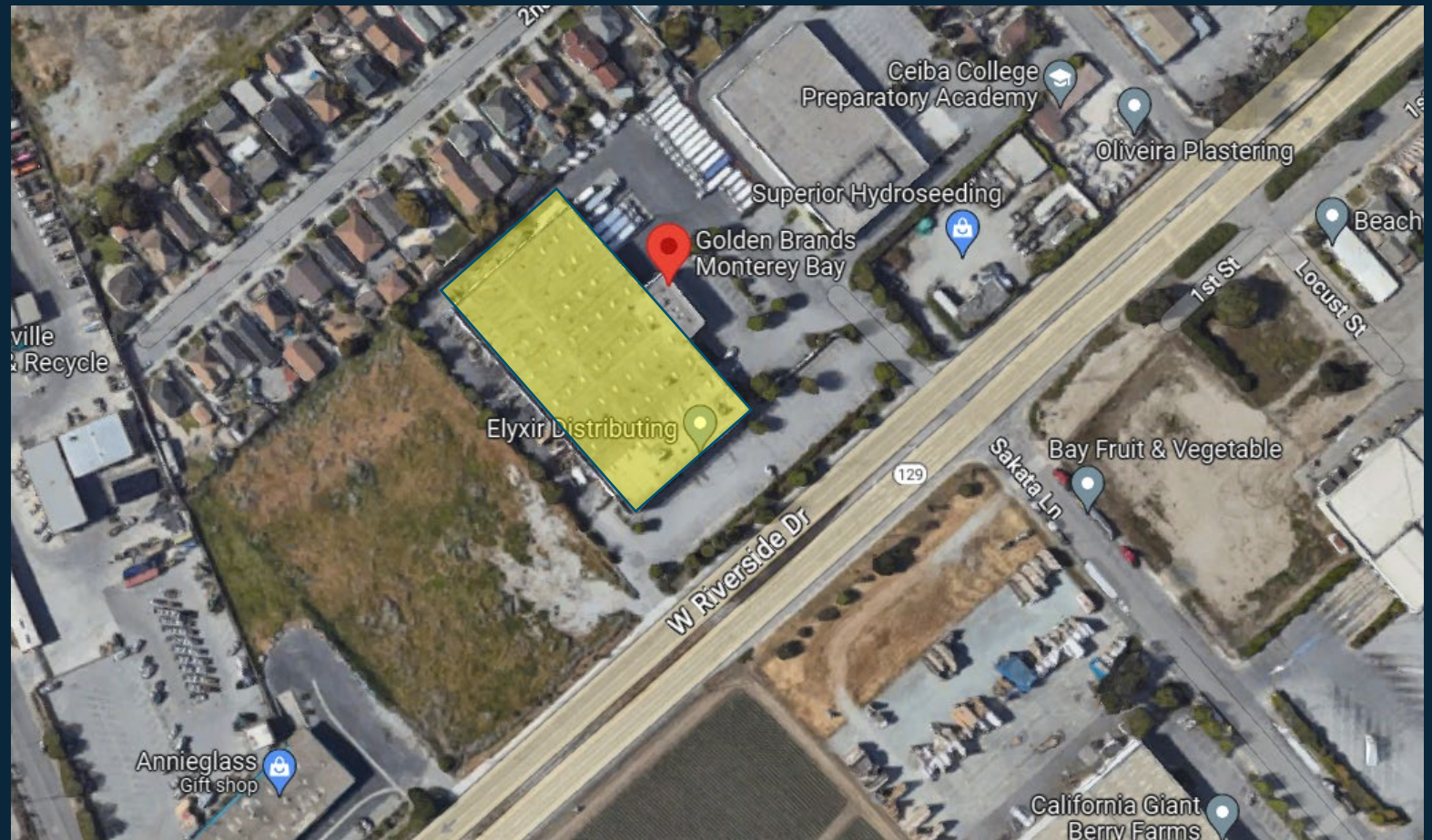
# GBX Watsonville

- Reyes Holdings & Golden Brands are the Owner / Operator; not a speculative developer.
- Beer distribution leader in people, technology & innovation
  - Routing / Logistics
  - Idling programs
- PRIDE Values
- Commitments:
  - Community & Environment
  - Safety & Quality
  - Best Employers



# GBX Watsonville – Current Operations

- 59,750 SF – Half the size needed for 2020 operations; No ability to grow
- Limited dock positions (3)
- Constrained yard (4.3 acres total)
- Limited vehicle service capabilities
- Inefficient freon refrigeration (900 SF)
- Limited employee amenities
- Low Ceiling Heights limits storage capacity
- Restricted conversion to ZEVs
- Outdoor storage due to undersized warehouse





# GBX Watsonville

## Proposed Site

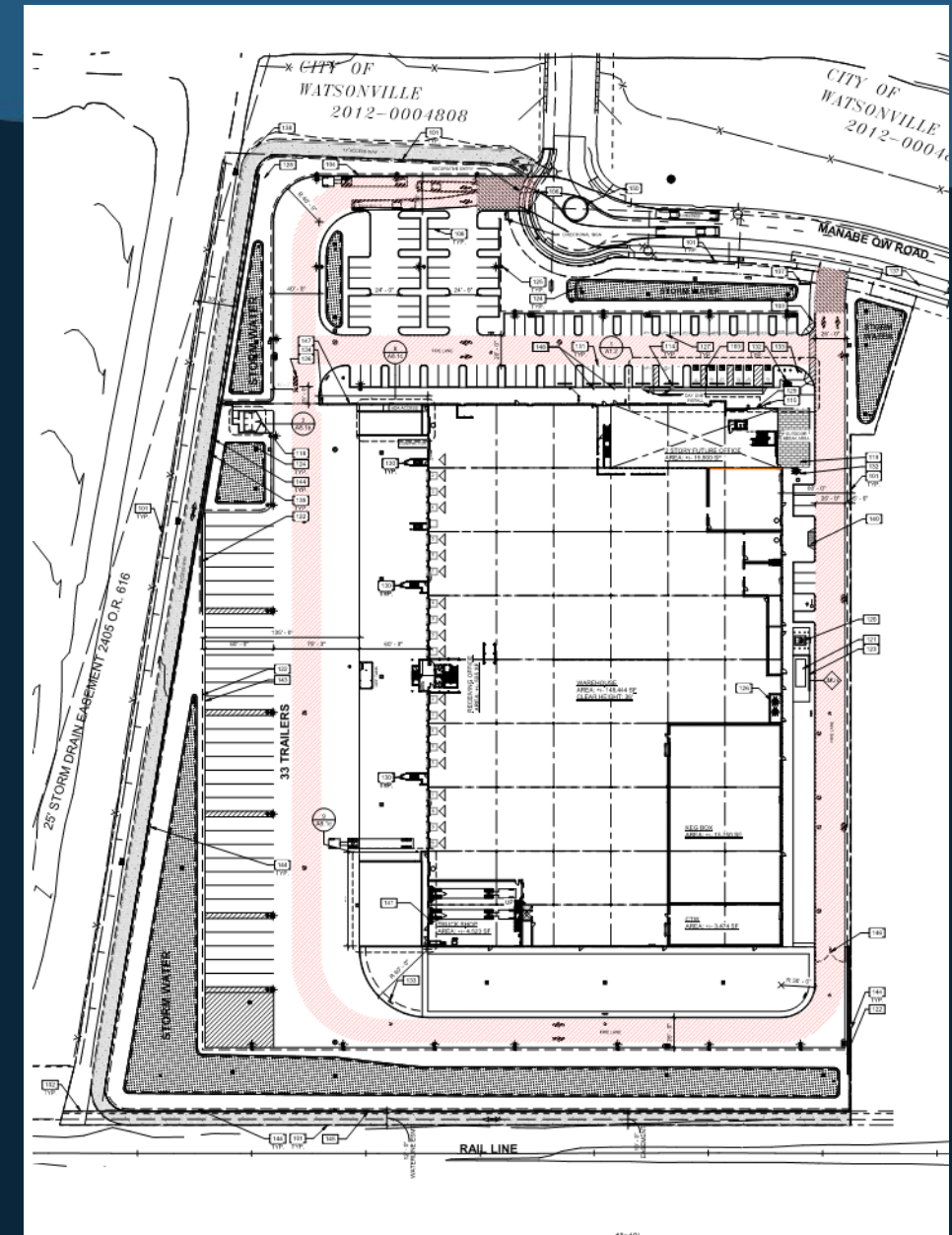
- 1.6 miles from existing site = No impact to current delivery routes & personnel retention
- 150,000 SF (with 2<sup>nd</sup> floor offices)
- 11.4 Acres
- Close to transportation corridors
- New Construction: State-of-the-art, efficient
- Single building solution
  - Minimize transport for off-site service
  - Minimize trailer movements at dock doors
  - Separate personnel and tractor/trailer drive entrances
  - Integral service shop for Material Handling Equipment and GBX Watsonville Fleet.



# GBX Watsonville

New operation will provide community...

- Committed Owner / Occupier that will remain engaged in the surrounding community
- Great employment opportunities – training, career orientated
- Minimized onsite operations, logistics, and idling
- Visually appealing building and landscaping
- Sustainable Lifecycle - design, construction, operations, future adaptability





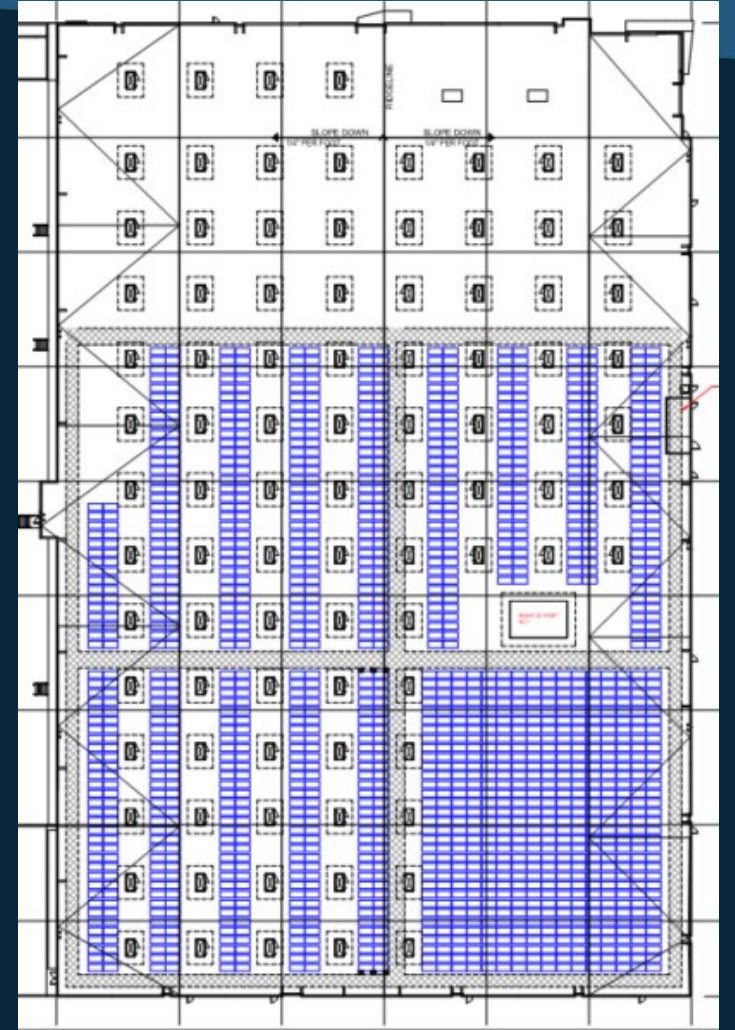
# GBX Watsonville

## Unique features:

- Employee Amenities: (9) EV Parking stalls, bicycle storage, fitness center, employee hospitality area, outdoor amenities
- Operations: 100% electric MHE equipment, EV chargers for service vehicles and vans
  - Future ZEV capabilities
- CO2 refrigeration ( <1 Ozone Depletion Potential; 0 Global Warming Potential)
- Solar – 660 kW PV System; Offset >90% of the energy usage
- Green Construction: regional and recycled construction materials, metering, native and drought-resistant plantings, refrigerant management, lighting control, commissioning, water use reduction, day-lighting, natural ventilation strategies

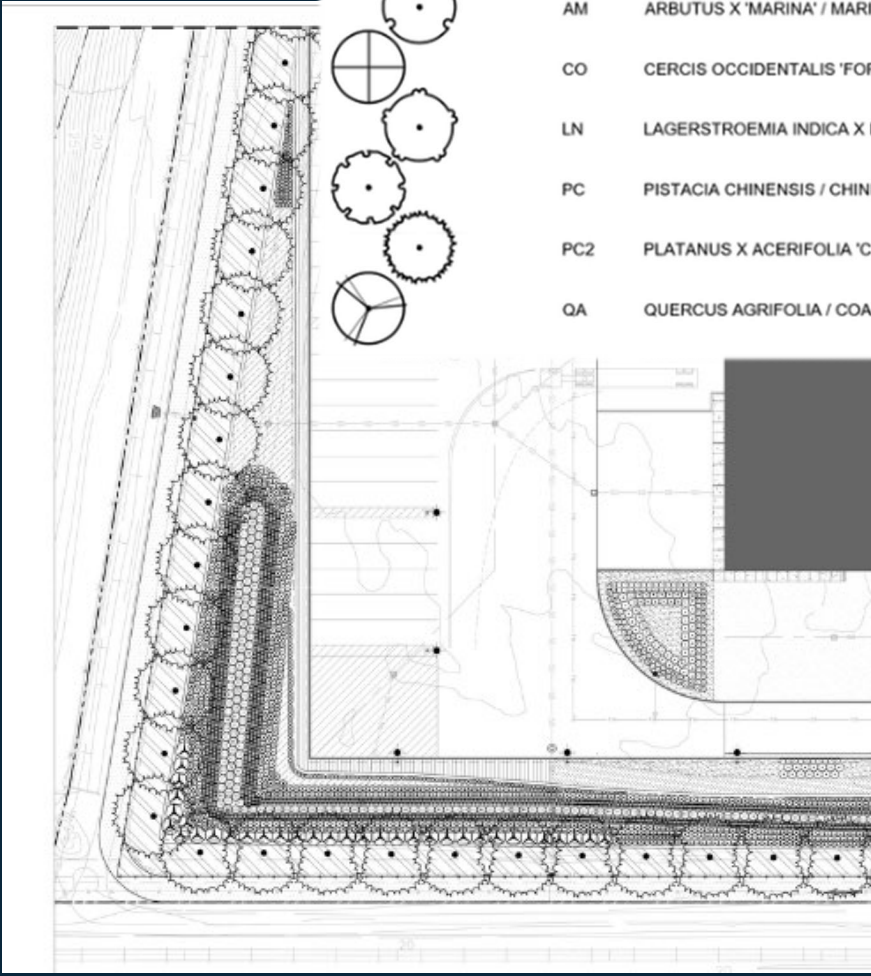
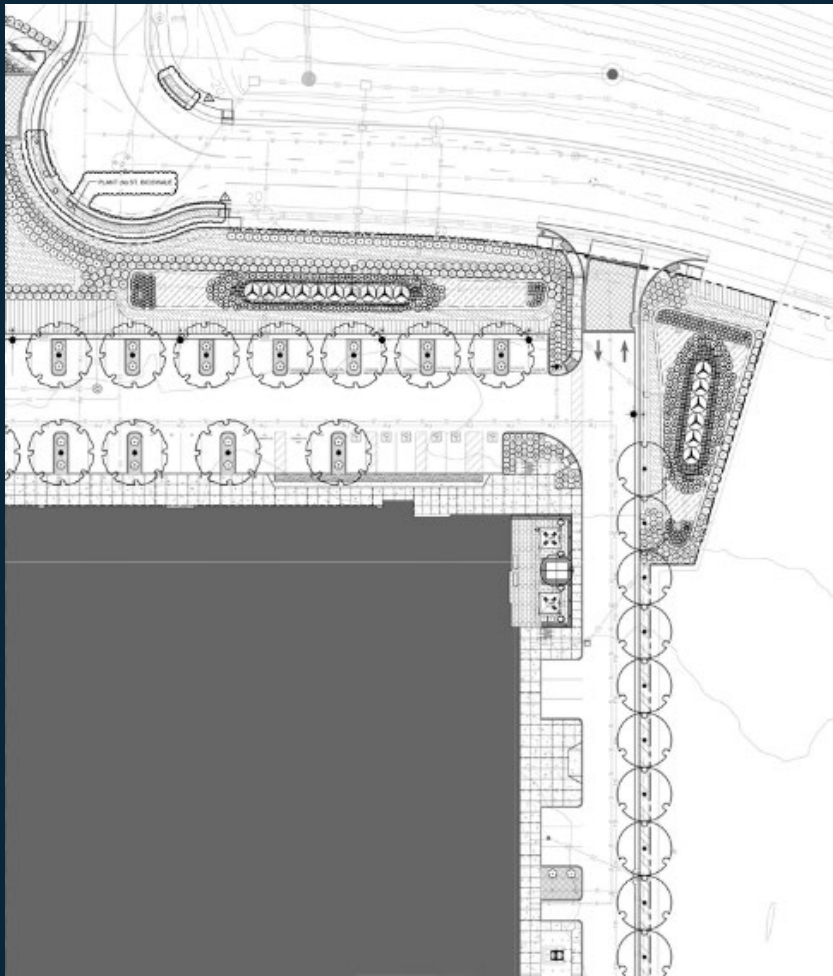


# Thank you!











# Site Layout & Landscape Plans



## PLANT SCHEDULE

TREES	CODE	BOTANICAL / COMMON NAME	CONT	QTY
	AM	ARBUTUS X 'MARINA' / MARINA STRAWBERRY TREE	24"BOX	20
	CO	CERCIS OCCIDENTALIS 'FOREST PANSY' / WESTERN REDBUD	15 GAL	8
	LN	LAGERSTROEMIA INDICA X FAURIEI 'NATCHEZ' / NATCHEZ CRAPE MYRTLE	24"BOX	15
	PC	PISTACIA CHINENSIS / CHINESE PISTACHE	24"BOX	15
	PC2	PLATANUS X ACERIFOLIA 'COLUMBIA' / COLUMBIA LONDON PLANE TREE	24"BOX	34
	QA	QUERCUS AGRIFOLIA / COAST LIVE OAK	24"BOX	10

# Watsonville Planned Vehicle Traffic

- Outbound Deliveries Schedule
  - 20-24 Tractor Trailers per Day
  - Departing from 3:30 AM to 8:00 AM – Monday thru Friday
  - Returning from 12:00 PM to 4:00 PM – Monday thru Friday
- Inbound Deliveries
  - 10-20 Inbound Loads a Day [By Truck]
  - Receiving begins at 6:00 AM, complete by 12:00 PM
  - Receiving Monday thru Friday, except major holidays



# Watsonville Facility Headcount Estimates

EE Count – Current	Role	Shift Times	Hourly/Salary	Remote / DC Based
24	Transportation	3:30am – 4pm	Hourly	DC Based
24	Warehouse & Fleet Maintenance	Morning: 5am – 2pm Night: 2:30pm – 2am	Hourly	DC Based
25	Merchandising Service Team	6am – 2:30pm	Hourly	Remote
62	Sales & Marketing	6am – 2:30pm	Hourly & Commission	Remote
2	General & Administrative	7am – 5pm	Salaried	DC Based