

Tommy V's Urban Kitchen & Bar  
2659 Gateway Rd  
Carlsbad, CA 92010

The Don Diego Scholarship Foundation  
2260 Jimmy Durante Blvd.  
Del Mar, CA 92014

March 21, 2022

Letter of Recommendation for Kadence Kehle

Hello Scholarship Selection Committee,

My name is Francisco and I manage Tommy V's Urban Kitchen & Bar in Carlsbad, CA. We're a semi-formal restaurant featuring an eclectic American menu and occasional live music. Our guests typically visit from north county coastal cities and expect superior food quality and customer service.

I'm pleased to recommend Kadence Kehle for the Don Diego Scholarship. Let me start by saying that Kadence is not your typical 16-year-old high school student. For example, she diligently does her schoolwork during work breaks and recently approached me about a promotion after eight months on the job. If you like candidates with gumption, she fits the bill.

Kadence joined our work family within days of her 16<sup>th</sup> birthday. She was hired as a hostess where she oversaw guest reservations, in-person seating and phone orders. I was personally impressed with her desire to learn and how quickly she polished her customer service skills. Even more impressive was her ability to enforce Covid protocol without alienating our guests.

She was also responsible for taking a high quantity of phone orders which exponentially increased due to our Covid restrictions. Kadence's ability to read the quest and upsell the menu, even over the phone, was amazing. She was directly responsible for managing the entire delivery process from initial phone call, to order placement, to food packaging and payment. On some nights her total sales exceeded \$2,000.

Kadence recently sat me down and asked for a promotion to busser. She explained her accomplishments at the restaurant and at school where she earned a 4.0 last semester. More interestingly, she explained that she needs to become a “waitress-in-training” as she plans to work during college and feels she can maximize her earning potential in the hospitality sector.

I don’t know many 16-year-old students that think that far in advance and have a financial plan to fund their college education. Her goal is to graduate college with no debt via her determination, work ethic and thru additional support from the Don Diego Scholarship Foundation.

Thank you for considering Kadence. I know she’s enjoyed raising animals for the fair and suspect she refined her interpersonal skills when educating the public about 4-H and her livestock projects.

Please don’t hesitate to contact me should you have any questions. My number is 000.000.0000.

Thank you,

Francisco