



# **GATEWAY MARKET**

**City of Brampton Committee of Council Meeting – April 2, 2025**

**Request of Council to extend Rent Relief Support for Gateway on the Go  
within the Brampton City Hall**

# Your Trusted Franchisor for Convenience

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Trusted  
Community  
Brand

Delivering convenience since 1994

Expertise  
& Support

60+ years of combined knowledge  
& expertise

National  
Presence

120+ franchisee-owned &  
operated stores across Canada

Diverse  
Product  
Portfolio

Offering a comprehensive  
convenience, grocery, and market  
shop

[www.Gatewaymarket.ca](http://www.Gatewaymarket.ca)

# Gateway on the Go #623 Brampton City Hall

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Tenant  
since 2015

Tobmar Investments Inc. entered into a Lease with the City of Brampton on January 9, 2015, expiring on August 23, 2025



Sanjay Patel has been the Franchisee/Subtenant of this location since February 2017

Value  
Partnership

Providing daily snacking and food needs for the employees of Brampton City Hall

# COVID<sub>19</sub> Pandemic and Return to Work Impact on Sales

GW623 Brampton City Hall

Sales by Month by Year - as at February 28, 2025

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total	% Var to PY	% Var to 2019
2019	10,688.54	9,346.38	8,507.74	8,222.21	9,659.80	8,636.25	9,995.02	9,232.73	9,414.52	10,989.48	9,867.76	9,787.47	114,347.90	0.0%	0.0%
2020	13,215.20	11,599.08	5,084.04	0.00	0.00	0.00	0.00	0.00	821.06	1,027.71	965.33	960.25	33,672.68	-70.6%	-70.6%
2021	699.87	629.26	674.93	641.97	747.00	1,352.30	1,376.05	1,247.27	1,296.68	990.99	1,499.71	687.97	11,844.00	-64.8%	-89.6%
2022	429.99	803.40	2,040.32	2,749.37	2,325.22	3,178.85	3,129.44	3,900.33	3,833.35	3,483.37	5,209.70	4,111.19	35,194.53	197.2%	-69.2%
2023	6,026.53	5,488.91	5,297.52	4,634.90	4,602.15	2,704.36	3,206.46	2,777.32	2,911.69	3,824.73	5,230.20	3,724.90	50,429.67	43.3%	-55.9%
2024	8,894.15	4,486.50	4,349.50	4,761.05	3,933.74	3,933.74	3,859.85	3,793.29	4,381.48	6,071.82	5,096.45	3,797.29	57,358.86	13.7%	-49.8%
2025	8,590.11	6,366.42											14,956.53		
% Var vs 2024	-3.4%	42%													



2024 FY Sales -49.8% versus 2019  
 2024 FY Sales +13.7% versus 2023

# Sanjay's Estimated Proforma & Profitability

	2019	2020	2021	2022	2023	2024	2025
Lottery Sales	80,801	21,646	10,998	37,233	49,978	40,462	25,751
<i>% of Lotto Commissions</i>	6.80%	6.87%	7.02%	6.79%	6.85%	6.67%	7.08%
<b>Income</b>							
Lottery Commission	5,492	1,487	772	2,529	3,424	2,699	1,822
Tobacco	72	66	807	4,451	3,579	-	-
Merchandise	108,783	32,120	10,265	28,214	43,426	54,512	33,824
	<b>114,348</b>	<b>33,673</b>	<b>11,844</b>	<b>35,195</b>	<b>50,430</b>	<b>57,211</b>	<b>35,647</b>
<i>% of prior year</i>	-	-70.6%	-64.8%	197.2%	43.3%	13.4%	-37.7%
<i>% of 2019</i>	-	-70.6%	-89.6%	-69.2%	-55.9%	-50.0%	-68.8%
<b>Gross Margin</b>							
Lottery Commission	5,492	1,487	772	2,529	3,424	2,699	1,822
Tobacco	9	8	97	534	429	-	-
Merchandise	48,953	14,454	4,619	12,696	19,542	24,530	15,221
	<b>54,453</b>	<b>15,949</b>	<b>5,488</b>	<b>15,760</b>	<b>23,396</b>	<b>27,230</b>	<b>17,043</b>
		48%	47%	46%	45%	46%	48%
<b>Expenses</b>							
Gross Rent	25,061	11,731	11,841	11,955	12,068	16,496	17,534
Royalty Fees	4,359	1,275	465	1,396	1,988	2,178	1,366
SG&A Expenses (Insurance, etc)	2,400	2,400	2,400	2,400	2,400	2,400	2,400
<b>Estimated Store Profitability</b>	<b>22,633</b>	<b>543</b>	<b>(9,218)</b>	<b>9</b>	<b>6,940</b>	<b>6,156</b>	<b>(4,256)</b>
		20%	2%	-78%	0%	14%	11%
<b>Without Wages</b>							

End of Lease Term Aug 23/25  
Forecast 8 months of Data

Annual Rent	2019	2020	2021	2022	2023	2024	2025
Square Footage	540	540	540	540	540	540	540
Base Rent psf	\$ 20.40	\$ 10.20	\$ 10.41	\$ 10.62	\$ 10.83	\$ 17.50	\$ 22.52
Base Rent	\$ 11,016.00	\$ 5,508.00	\$ 5,618.70	\$ 5,732.10	\$ 5,845.50	\$ 9,450.00	\$ 12,160.80
TMI psf	\$ 15.02	\$ 7.51	\$ 7.51	\$ 7.51	\$ 7.51	\$ 7.51	\$ 15.02
TMI	\$ 8,110.80	\$ 4,055.40	\$ 4,055.40	\$ 4,055.40	\$ 4,055.40	\$ 4,055.40	\$ 8,110.80
Utilities	\$ 3,600.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,800.00	\$ 3,600.00
Storage	\$ 2,334.69	\$ 1,167.35	\$ 1,167.35	\$ 1,167.35	\$ 1,167.35	\$ 1,190.71	\$ 2,428.99
Gross Annual Rent incl Storage & Util (excl HST)	\$ 25,061.49	\$ 11,730.75	\$ 11,841.45	\$ 11,954.85	\$ 12,068.25	\$ 16,496.11	\$ 26,300.59
Gross Monthly Rent incl Storage & util (excl HST)	\$ 2,088.46	\$ 977.56	\$ 986.79	\$ 996.24	\$ 1,005.69	\$ 1,374.68	\$ 2,191.72
Gross Annual Rent incl Storage & Util (incl HST)	\$ 28,319.48	\$ 13,255.74	\$ 13,380.83	\$ 13,508.98	\$ 13,637.12	\$ 18,640.60	\$ 29,719.67
Gross Monthly Rent incl Storage & util (incl HST)	\$ 2,359.96	\$ 1,104.65	\$ 1,115.07	\$ 1,125.75	\$ 1,136.43	\$ 1,553.38	\$ 2,476.64

Estimated Profitability

2024 \$6,156 wages for Sanjay  
2025 -\$4,256 wages for Sanjay

Rent

2024 Rent as a % of sales is 29%  
2025 Rent as a % of Sales is 49%

# Committee of Council Support

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## Council Support

We are very thankful for Council's support of our Franchisee/Subtenant Sanjay and appreciate the rent relief previously granted – see letter dated February 26, 2025

## Issue

City staff have not returned to work full time (Non-Management 3 days per week and Management 4 days per week). Sales potential limited based on Staff in building and negatively impacting Sanjay's ability to pay 100% rent while earning minimal to no income.

## Ask of Council

Extend Rent Relief from November 28, 2024 to end of lease term August 23, 2025.

Thank you for your consideration

**GATEWAY**  
**MARKET**

[www.Gatewaymarket.ca](http://www.Gatewaymarket.ca)