

OFFICE OF THE COUNCIL

COUNCIL MEMBERS

JIM JOLLY, President
LAURA M. TOY, Vice President
SCOTT BAHR
ROB GJONAJ DONOVIC
BRANDON McCULLOUGH
KATHLEEN E. McINTYRE
SCOTT MORGAN



COMMITTEE MEMEBERS:

JIM JOLLY, Chair
All Councilmembers

33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2250
citycouncil@livonia.gov

OFFICE OF THE COUNCIL

**ELECTRONIC AGENDA PACKET FOR THE
COMMITTEE OF THE WHOLE
WEDNESDAY, NOVEMBER 15, 2023
7:00 P.M.**

**The electronic agenda is compiled, produced and distributed
by the City Council Staff. (734) 466-2250**

The official documents are on file in the City Clerk's office.

PUBLIC MEETING - COMMITTEE OF THE WHOLE
Wednesday, November 15, 2023
7:00 PM

Location:

Livonia City Hall, Council Chambers, 2nd floor
33000 Civic Center Drive
Livonia, MI 48154

Members:

Jim Jolly, Chair
All Councilmembers

AGENDA ITEM(S)

1. [The subject matter of Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. \(CR 320-23\)](#)
2. [The subject matter of Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster. \(CR 305-23\)](#)

AUDIENCE COMMUNICATION

THE FOLLOWING HAVE BEEN NOTIFIED AND ARE REQUESTED TO ATTEND:

Maureen Miller Brosnan, Mayor
Paul Bernier, City Attorney
Mark Taormina, Planning and Economic Development Director

**THIS IS AN OPEN MEETING AND
ALL INTERESTED PARTIES ARE WELCOME TO ATTEND.**

This meeting will be reported at the Regular Meeting of **December 4, 2023**

Minutes of this meeting will be available for public inspection in the City Clerk's Office not more than eight business days following the date of the meeting.

SUSAN M. NASH, CITY CLERK

In accordance with Title II of the American with Disabilities Act as it pertains to access to Public Meetings, the City Clerk's Office of the City of Livonia, upon adequate notice, will make reasonable accommodations for persons with special needs. Please call (734) 466-2236 or email clerk@livonia.gov if you need assistance. **Council agendas are available on the City's website – www.livonia.gov - under Government, City Council, Agendas.**



LETTER TO THE LIVONIA CITY COUNCIL

1.

Planning
October 17, 2023

MEETING DATE

R101623/COW111523/R120423

PREPARED BY

Sara Kasprowicz, Council Office Manager,

AGENDA ITEM

The subject matter of Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. (CR 230-23)

BACKGROUND DETAILS

At the Regular Meeting of October 16, 2023:

On a motion by Councilmember McCullough, supported by Councilmember Morgan and unanimously adopted, it was:

320-23 RESOLVED, that having considered a communication from the City Planning Commission, dated July 29, 2022, approved for submission by the Mayor, and a communication from Jonathan Hartzell, Stark Road Holdings, LLC, dated July 28, 2022, which in accordance with the provisions of Section 13.13(10) of the Livonia Zoning Ordinance, takes an appeal from a determination made on July 19, 2022, by the City Planning Commission in its resolution 07-41-2022 with regard to Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C., requesting to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast $\frac{1}{4}$ of Section 21, and a communication from the City Treasurer, dated September 23, 2022, regarding delinquent property taxes due for 14255 Stark Road and a further email communication from Todd E. McIntyre, MLD, General Manager, Livonia Athletic District (LAD), dated September 29, 2023, forwarding receipts for payment in full of the delinquent property taxes, and the Council having conducted a public hearing with regard to this matter on Monday, September 12, 2022, the Council does hereby refer Petition 2022-06-02-14, submitted by Stark Road Holdings L.L.C., to the Committee of the Whole for its report and recommendation.

PREFERRED COUNCIL RECOMMENDATION/RESOLUTION (Please complete this field. Attachments are not to be used in lieu of the recommendation)

To discuss the subject matter of Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. (CR 320-23)

SPECIFIC NAME OF PRODUCT AND NUMBER TO BE PURCHASED (if more than one)

CONTRACT: Amount and/or purchase price and length of contract (with dates if applicable)

DETAILED WORK BEING PERFORMED

FISCAL CONSIDERATIONS (Amount requested and Account(s) used. If applicable, Grant Funding information)

ACCEPTANCE OF BID (Please detail the following: Why accepted, why not lowest bidder, company name, contact person, full address)

REASON TO WAIVE BID PROCESS (Emergency, Professional services, No advantage to City and why, Consortium package, etc):

ATTACHMENTS

1. R101623 - New Data - Water Bill Receipt - Livonia Athletic District (LAD)
2. R101623 - Tax Receipt - Livonia Athletic District (LAD)
3. R101623 - Req to return - Livonia Athletic District (LAD)
4. R092622 Petition 2022-06-02-14 ON HOLD
5. R092622 NEW DATA - Item 12
6. PH091222 - DIRECTION - APPEAL OF DENIAL (COW)
7. PH091222 Petition 2022-06-02-14 (Stark Road Holdings) Minutes
8. PH091222 - Stark Road Holdings LLC - 14255 Stark Road
9. LTC PH091222 Petition 2022-06-02-14
10. 2022-06-02-14_E-COUNCIL Pkt

APPROVED BY

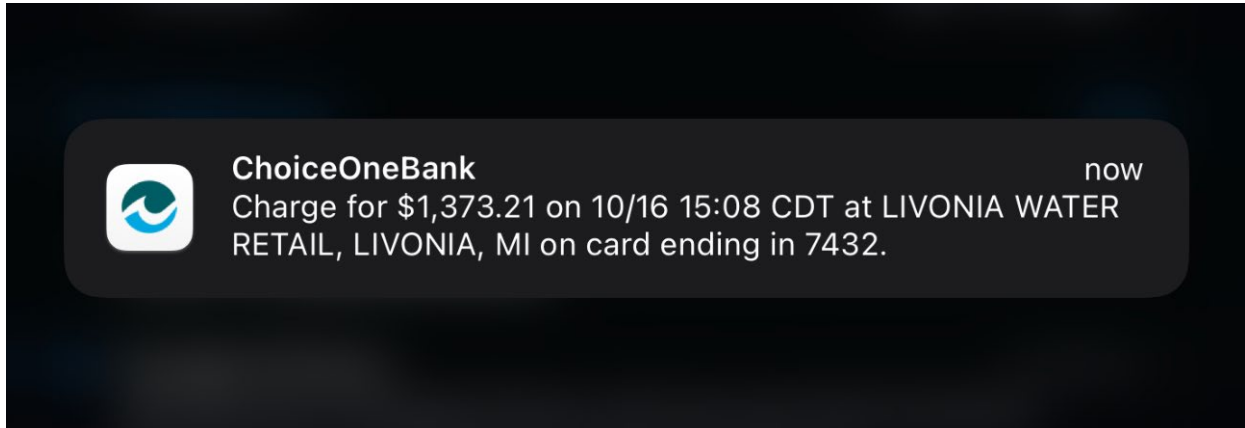
From: [Todd McIntyre](#)
To: [Kasprowicz, Sara](#)
Subject: Water Bill
Date: Monday, October 16, 2023 4:12:55 PM

Sara,

I hope you're having a great Monday!

Wanted to take a quick moment and share with you that I have paid our water bill in full today. This was the last outstanding balance that our company has with the City of Livonia.

Thank you,



Todd McIntyre, MLD

ERIC R. SABREE
WAYNE COUNTY TREASURER
400 Monroe - 5th Floor
Detroit MI 48226-2942



Stark Road Holdings Llc
14255 Stark Rd
Livonia, MI 48154

Web: treasurer.waynecounty.com
Email: taxinfo@waynecounty.com
Social Media: WCTOEricSabree.com

Tax Receipt

Receipt Number: 010-2023-172549  Date: 07/11/23
Bundle: 18081944  Interest Effective Date: 07/11/23

Receipt Details:

Municipality - Parcel ID	Tax Year	Paid Tax	Paid Int & Fees	Paid Total	Due Tax	Due Int & Fees	Due Total
46 - 46084990003000 - 14255 STARK	2021	\$38,809.38	\$11,666.72	\$50,476.10	\$0.00	\$0.00	\$0.00
	2022	\$90,499.07	\$8,144.91	\$98,643.98	\$0.00	\$0.00	\$0.00
	Total:			\$149,120.08			
					Through 07/31/23		\$0.00
	Receipt Total:			\$149,120.08			

Tender Information:

Trans# 20230711-10-3805-01
Total Amount: \$149,120.08
Check (2174): \$149,120.08

Summary Information:

Date Created: 07/11/23 01:02:23 PM	Issued By: 3805
Date Printed: 07/11/23 01:02:41 PM	Type: Counter

Dear Fellow Taxpayer:

Thank you for your payment of property taxes. This payment supports Wayne County, your local community, and other government agencies in providing essential government services. Your payment is greatly appreciated.

Sincerely,

ERIC R. SABREE
Wayne County Treasurer

From: [Todd McIntyre](#)
To: [Kasprowicz, Sara](#)
Subject: Fwd: City of Livonia Treasurer, MI :: Order Receipt
Date: Friday, September 29, 2023 1:56:59 PM

Begin forwarded message:

From: No Reply - City of Livonia Treasurer MI <noreply+city-of-livonia-treasurer-mi@paydici.com>
Date: September 29, 2023 at 1:56:07 PM EDT
To: Todd McIntyre <todd@livoniaathleticdistrict.com>
Subject: City of Livonia Treasurer, MI :: Order Receipt



Hello Todd

Order Confirmation #143312059

Your payment of \$261.05 to City of Livonia Treasurer, MI has been processed on September 29, 2023.

Reference #	Installment	Amount
999 00 2023 003	Amount Due	\$253.94
Processing Fees:		\$7.11
Total:		\$261.05

Payment Method: **** * 7432 (Mastercard)

If you have questions regarding your account, please contact City of Livonia Treasurer, MI.

Click here to register your account:

REGISTER

Thank you,
City of Livonia Treasurer, MI
734-466-2200
support@pointandpay.com

[Need login help?](#)

From: [Taormina, Mark](#)
To: [Jolly, Jim](#); [Todd E. McIntyre, MLD](#)
Cc: [Kasprowicz, Sara](#); [Bernier, Paul A.](#)
Subject: RE: Livonia Athletic District (LAD)
Date: Friday, September 29, 2023 12:18:23 PM

Hello Todd,

Just over a year ago, on September 26, 2022, L.A.D. requested that this matter be removed from the City Council's regular meeting agenda. The item, however, was not officially withdrawn and is still pending before the City Council. In light of the circumstances at that time, related mainly to the delinquent taxes, the Council was prepared to refer the request for a Class C liquor license to the Committee of the Whole.

Now that the taxes have been paid, the Planning Department believes your request can be placed back on an upcoming City Council Regular Meeting agenda for consideration. The Council President approves the agendas. Thus, the Council Office can place this item back on the agenda with his authorization. Please contact Sara Kasprowicz in the Council Office for confirmation.

Mark Taormina

Mark Taormina

Planning and Economic Development Director
City of Livonia | Planning Department
(734) 466-2292
mtaormina@livonia.gov

From: Jolly, Jim <jjolly@livonia.gov>
Sent: Friday, September 29, 2023 12:00 PM
To: Todd E. McIntyre, MLD <todd@livoniaathleticdistrict.com>
Cc: Taormina, Mark <mtaormina@livonia.gov>
Subject: Re: Livonia Athletic District (LAD)

Good Morning,

I have forwarded your inquiry to Mark Taormina copied on this email, for his direction.

Jim

Jim Jolly

Council President
City of Livonia | City Council
(734) 466-2257
jjolly@livonia.gov

From: Todd E. McIntyre, MLD <todd@livoniaathleticdistrict.com>
Sent: Friday, September 29, 2023 11:49:19 AM
To: Jolly, Jim <jjolly@livonia.gov>
Cc: Jonathan Hartzell <jon@detroitrisingdevelopment.com>
Subject: Livonia Athletic District (LAD)

Mr. Jolly,

My name is Todd E. McIntyre, MLD, and I am the General Manager with the Livonia Athletic District (LAD).

About seven months ago, myself, and Jon Hartzell (co-owner) sat before the City Council team in regards to getting approval for a Liquor License at 14255 Stark Rd, Livonia, MI 48154.

Since that meeting, we paid the delinquent property taxes in full, and are completely up to date with our current property taxes. We have solidified funding for the Liquor License, and are wanting to get approval for next steps.

Can you guide us in the right direction and next steps?

Thank you, and enjoy your weekend!

--



Todd E. McIntyre, MLD
General Manager | Livonia Athletic District
Defensive Coordinator | Salem High School

[\(313\)269-0697](tel:(313)269-0697)

[14255 Stark Rd, Livonia, MI 48154](https://www.livoniaathleticdistrict.com)

<https://www.livoniaathleticdistrict.com>

Regular Meeting Minutes of September 26, 2022

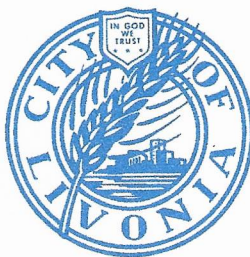
A communication received from the City Treasurer, dated September 23, 2022, re: delinquent real property taxes due for property located at 14255 Stark Road, was received and placed on file for the information of the Council. (Petition 2022-06-02-14)

President Jolly indicated at the request of the Petitioner, Agenda Item #12 was removed from the Agenda.

<i>UNFINISHED BUSINESS AGENDA ITEM 12 (Regular Meeting of September 26, 2022)</i>

Present:	Toy, Bahr, Donovic, Morgan, McCullough, Jolly
Absent:	McIntyre

LYNDA L. SCHEEL
CITY TREASURER



33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3060
(734) 466-2245
FAX: (734) 421-7230

September 23, 2022

Honorable Members of the City Council
City of Livonia

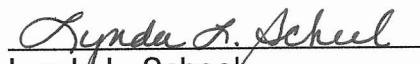
Re: Regular Meeting September 26, 2022 - Item #12
Delinquent Real Property Taxes Due
14255 Stark Road

The Treasurer's Office has checked the upcoming Meeting Agendas for Petitioners and/or Property Owners noted with the above. At this time there are delinquent Real Property Taxes due for the 2022 Summer Taxes, which were due on or before September 14. Amounts shown below are good through September 30. There are also taxes due to Wayne County, as listed below.

084-99-0003-000	\$46,531.40	14255 Stark Road	2022 Summer Tax
	\$49,875.89		2021 Winter Tax to Wayne

Please take this under consideration when reviewing their request.

Sincerely,


Lynda L. Scheel
Treasurer, City of Livonia

MESSAGE TO TAXPAYER VISIT WWW.LIVONIATAX.ORG FOR TAX AND PAYMENT INFORMATION. THIS INFORMATION MAY BE PRINTED DIRECTLY FROM THE WEBSITE. WE RESERVE THE RIGHT TO CHARGE FOR DUPLICATES. WHEN PAYING BY CHECK, INCLUDE YOUR PHONE NUMBER AND PARCEL NUMBER. PLEASE USE ONLY THE 33000 CIVIC CENTER DRIVE, LIVONIA, MI 48154-3060 ADDRESS FOR MAILING CHECK PAYMENTS FOR TAXES.	PAYMENT INFORMATION This tax is due by: 09/14/2022 Pay by mail to: CITY OF LIVONIA TREASURER'S OFFICE 33000 CIVIC CENTER DRIVE LIVONIA, MI 48154-3060 Do not combine tax payments with other payments due to the City of Livonia. Payment for taxes must be on a separate check. **Important information on reverse side**																																																			
PROPERTY INFORMATION Property Assessed To: STARK ROAD HOLDINGS LLC 14255 STARK LIVONIA, MI 48154 Prop #: 084 99 0003 000 School: LIVONIA PUBLIC Prop Addr: 14255 STARK Legal Description: 21U2B1 V2A THAT PART OF THE SE 1/4 OF SEC 21 T1S R9E DES AS BEG AT A POINT DISTANT N 0D 49M 15SEC W ALONG THE N AND S 1/4 LINE 1308.82 FT AND S 89D 04M 15SEC E 86 FT FROM THE S 1/4 COR OF SEC 21 AND PROCEEDING TH N 0D 08M 54SEC W 350 FT. TH S 89D 04M 15SEC E 1233.02 FT. TH S 0D 08M 54SEC E 350 FT. TH N 89D 04M 15SEC W 1233.02 FT TO THE POB EXC THE E 43 FT THEREOF 9.56 ACRES *BALANCE OF DESCRIPTION ON FILE*	TAX DETAIL <table style="width:100%; border-collapse: collapse;"> <tr> <td style="width:60%;">Taxable Value:</td> <td style="width:20%;">1,479,200</td> <td style="width:20%;">COMMERCIAL-I</td> </tr> <tr> <td>State Equalized Value:</td> <td>1,479,200</td> <td>Class: 201</td> </tr> <tr> <td>PRE/MBT %:</td> <td>0.0000</td> <td></td> </tr> </table> Sent to: PROPERTY OWNER <table style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">DESCRIPTION</th> <th style="text-align: left;">MILLAGE</th> <th style="text-align: left;">AMOUNT</th> </tr> </thead> <tbody> <tr><td>SCHOOLCRAFT CC</td><td>2.27000</td><td>3,357.78</td></tr> <tr><td>WAYNE CNTY OPER</td><td>5.60990</td><td>8,298.16</td></tr> <tr><td>SCHOOL DEBT</td><td>2.05000</td><td>3,032.36</td></tr> <tr><td>CNTY ISD SPEC ED</td><td>3.34430</td><td>4,946.88</td></tr> <tr><td>STATE EDUCATION</td><td>6.00000</td><td>8,875.20</td></tr> <tr><td>SCH SINKING FUND</td><td>0.78830</td><td>1,166.05</td></tr> <tr><td>SCHOOL OPERATING</td><td>9.00000</td><td>13,312.80</td></tr> <tr><td>CNTY ISD OPER</td><td>0.09560</td><td>141.41</td></tr> <tr><td>WCRESA ENHANCE</td><td>1.98760</td><td>2,940.05</td></tr> </tbody> </table> <table style="width:100%; border-collapse: collapse;"> <tr> <td style="width:60%;">Total Tax</td> <td style="width:20%;">31.14570</td> <td style="width:20%;">46,070.69</td> </tr> <tr> <td>Administration Fee</td> <td></td> <td>0.00</td> </tr> <tr> <td>Interest:</td> <td></td> <td>460.71</td> </tr> <tr> <td>TOTAL AMOUNT DUE</td> <td></td> <td>46,531.40</td> </tr> </table>	Taxable Value:	1,479,200	COMMERCIAL-I	State Equalized Value:	1,479,200	Class: 201	PRE/MBT %:	0.0000		DESCRIPTION	MILLAGE	AMOUNT	SCHOOLCRAFT CC	2.27000	3,357.78	WAYNE CNTY OPER	5.60990	8,298.16	SCHOOL DEBT	2.05000	3,032.36	CNTY ISD SPEC ED	3.34430	4,946.88	STATE EDUCATION	6.00000	8,875.20	SCH SINKING FUND	0.78830	1,166.05	SCHOOL OPERATING	9.00000	13,312.80	CNTY ISD OPER	0.09560	141.41	WCRESA ENHANCE	1.98760	2,940.05	Total Tax	31.14570	46,070.69	Administration Fee		0.00	Interest:		460.71	TOTAL AMOUNT DUE		46,531.40
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OPERATING FISCAL YEARS The taxes on bill will be used for governmental operations for the following fiscal year(s): County: OCTOBER 01 - SEPTEMBER 30 Twn/Cty: DECEMBER 01 - NOVEMBER 30 School: JULY 01 - JUNE 30 State: OCTOBER 01 - SEPTEMBER 30 Does NOT affect when the tax is due or its amount	RETAIN THIS PORTION FOR YOUR RECORDS. On March 1st unpaid taxes from 2021 were transferred to Wayne County for collection. As of 06/03/22 they were not fully paid. Contact the County Treasurer at: 313-224-5990 or taxinfo@waynecounty.com																																																			

The below original stub required for payment processing. Please detach along perforation. Keep the top portion for your records.

Sent to: **PROPERTY OWNER**

Pay this tax to:

CITY OF LIVONIA
TREASURER'S OFFICE
33000 CIVIC CENTER DRIVE
LIVONIA, MI 48154-3060

TAXPAYER NOTE: Are your name & mailing address correct? If not, please contact the Assessor's Office. Thank You.
Property Addr: 14255 STARK

PLEASE RETURN THIS PORTION WITH PAYMENT OR ENTIRE BILL WITH SASE FOR A "STAMPED PAID" RECEIPT
This tax is due by: 09/14/2022 After 09/14/2022 additional interest and fees apply
2022 Summer Tax for Prop #: 084 99 0003 000

(Partial payments are accepted)

Make Check Payable To: **CITY OF LIVONIA**

TOTAL AMOUNT DUE: **46,531.40**

To: STARK ROAD HOLDINGS LLC
1515 W LAFAYETTE BLVD STE 201
DETROIT MI 48216

Amount Remitted: _____

Check# _____

Cash _____





Treasurer

[Home](#) > [Treasurer](#) > [Make A Payment](#)

Font Size: + - S

Pay Taxes Online

Property & Tax Information

[? Definitions](#)

Municipality

46

Parcel ID

46084990003000

Property Type

REAL

Property Address

 14255 STARK, LIVONIA MI
48154

Taxpayer(s)

STARK ROAD HOLDINGS LLC

Tax Year

2021

Tax

\$44,933.23

Interest & Fees

\$4,942.66

Amount Due

\$49,875.89

Status

? DELINQUENT

TAX AMOUNT DUE if paid on or before 09/30/2022 : \$49,875.89

ADDITIONAL TAXES OR ADJUSTMENTS MAY BE DUE FOR THE CURRENT YEAR.

PROPERTY TAX INFORMATION IS VALID AS OF BUSINESS DAY 09/22/2022.

Per our records there are **no other** outstanding delinquent taxes for this parcel. certified funds required for forfeiture years.

46

46084990003000

Property Address

14255 STARK, LIVONIA, MI 48154

Taxpayer(s)

STARK ROAD HOLDINGS LLC

Note:

You may use this screen to receive receipt(s) via email for payments made within the last three months. If nothing was paid within that time period the screen defaults to the last payment made.

- Enter a valid email address.
- Select the desired receipt(s) by checking the box(es).

You will receive an email with an attached receipt(s) within two business days.

Please be aware that your email provider might have a limit of the attachment size.

We suggest not to select more than three receipts at one time.

Email: lscheel@livonia.gov**Receipts:**

AMOUNT	DATE	SELECT
\$4,938.20	09/16/2022	☒

Clear

Submit

Tax receipt will be emailed to you in the next 48 hrs.

**PUBLIC HEARING
DIRECTION**

MONDAY, SEPTEMBER 12, 2022

PETITION 2022-05-01-01 submitted by Nofar Hotel Group, pursuant to Sections 13.13 and 13.15 of the Livonia Vision 21 Zoning Ordinance, as amended, requesting to rezone the property at 13501 Schoolcraft Road, located on the south side of Schoolcraft Road between Merriman Road and Hubbard Avenue in the Northeast ¼ of Section 27, from C-3 (Highway Services) to C-4 (High Rise Commercial).

DIRECTION: 1) APPROVING

APPEAL OF THE DENIAL OF THE PLANNING COMMISSION regarding Petition 2022-06-02-14 submitted by Stark Road Holdings, LLC, requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21.

DIRECTION: 1) COMMITTEE OF THE WHOLE

**THESE ITEMS ARE TO BE PLACED ON THE AGENDA FOR THE
REGULAR MEETING OF SEPTEMBER 26, 2022**

**CITY OF LIVONIA
PUBLIC HEARING**

Minutes of Meeting Held on Monday, September 12, 2022

A Public Hearing of the Council of the City of Livonia was held at the Livonia City Hall Auditorium on **September 12, 2022**.

MEMBERS PRESENT: Jim Jolly, President
Laura Toy, Vice President
Scott Bahr
Rob Donovic
Kathleen McIntyre
Scott Morgan

MEMBERS ABSENT: Brandon McCullough

OTHERS PRESENT: Paul Bernier, Assistant City Attorney
Mark Taormina, Planning and Economic Development Director
Sara Kasproicz, Recording Secretary

The Public Hearing was called to order at 7:13 p.m. with President Jim Jolly presiding. This item is regarding an appeal of the denial of the Planning Commission for Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21. This item will move to the Regular Meeting of **September 26, 2022**.

The Public Hearing is now open. There were 2 persons in the audience.

Jolly: Mr. Taormina, can you give us some initial details?

Taormina: Thank you again it's a request for a waiver use approval to operate in a Class C liquor license. This is the site of the former YMCA which is now the Livonia Athletic District, a privately owned, multipurpose health and fitness athletic facility. The zoning of the property is N-2, Neighborhood District and utilization of the class C license is possible under Section 2.502, which provides special labor use standards for plan developments that allow modifications of the ordinance for uses that are not permitted in the N-2 District. So, as a special waiver use, this will require a two thirds majority vote of City Council, in order to approve the non-residential use within the N-2 District. The subject property is about 9.6 acres in size. It has 350 feet of frontage on the west side of Stark Road. The buildings are predominantly located in the southeast half of the property. The westerly portion of the site is wooded and undeveloped.

Surrounding land uses include Frost Middle School to the south, John Stymelski Veteran's Park to the north, Ford Field and single-family homes to the east, and then Parkville Memorial Cemetery, as well as some more single-family homes to the west. LAD would restrict the sale and consumption of alcoholic beverages to specific areas of the building. I won't go into detail and allow the petitioner to describe how that operation would occur, but in general, these would be the Café LAD which is the front part of the building. They also have the arcade room, as well as the lounge area or the Observation Lounge, which overlooks the former tennis courts, which is now the soccer fields. There are I think two or three points of sale locations within the building that are proposed. A couple of special requirements as they apply to any on premise licenses. One is that it must be at least 1000 feet from another established Class C licensed business, there are no class C licensed businesses within 1000 feet so that that condition is just complied with. The other one is a 400-foot separation requirement from any church or schools. In this case, measured to the closest point between the buildings LED is 447 feet, roughly from Fall frost Middle School and approximately 956 feet from Christ Our Savior Lutheran Church, as well as The Early Childhood Center. So that too, is being complied with. Planning Commission, as you know, this is an Appeal of the Denial, and with that, Mr. Chairman, I'll be happy to answer any questions you have.

Jolly: Thank you, sir. Gentlemen, if whoever is going to be speaking come to the podium, please introduce yourself. If there are initial comments you'd like to make, please provide them now.

Hartzell: Yeah, hi. My name is John Heartsong. I am one of the owners of the Livonia Athletic District. I provided Mark with the presentation, I also emailed to all of you. Made a few adjustments, just adding some comments in the call I've had with people, so if you want, I could go through that real quick. And again, just trying to give an overview of what our goal planning is here. Go the next page please. So again, this is just kind of a recap of our phase one. It's a phased attack on what we're proposing. Phase One was buying the YMCA and we're converting it to our current use, which is, you know, a sports facility that has an indoor turf, batting cages, pickleball courts, office space with third party tenants, and an Olympic sized pool. We have some traditional leases inside Sailfish Swim Cub, Play-On Sports, Health Quest Physical Therapy, Happy Life Hospitality, which is a restaurant group hospitality, which is mine, Madonna University has leased space from us for training. And we sell programs and spaces, batting tunnels, pickleball courts and indoor soccer turf. Programming, so it's a big question of trying to understand our programming, and who's in the building and when. The office crew are really here 8:00 a.m. to 5:00 p.m. Athletic fields and pools really are working adults, come and work out 5:00 a.m. to 8:00 a.m., or some toddler programming from 8:00 a.m. to 10:00 p.m., to youth programs after school to about 7:00 p.m. to 8:00 p.m., and then adult games programs from 7:00 p.m. until 11:00 p.m. And then typical weekends, we had a weekend youth camps, sports tournaments for youth and adults, and special events. And our Phase Two, what we are posing here, is the plan of a special waiver for liquor license for

special interior areas. Specific interiors continue to transform the Livonia Athletic District as a community space for families, friends and teammates to gather together, play, eat and drink. Our alcoholic service specifically within the main lobby Café pickup area. We have two proposed spaces in the basement. There's a sauna, a spa and there's a golf simulator and clubhouse in the former racquetball area. And then we show kind of we're programming in a café, which extends throughout the lobby, Observation Lounge an arcade, the pickleball concession area and then the golf simulator space. Other spaces are either turf in areas that we wouldn't have allowed beverages on, food or beverage, or the private rented space in the basement which is opposed selling on health club area. Part of their potential lease, if they wanted the rights to be able to have the liquor license extend down there for their tenants, or their clients. The programming where we are, is we're family friendly entertainment space or community center. We're not adults only. We're not loud and disruptive and we're not a private member only club. There are a lot of the groups have come through our building. Some like buildings to what we are proposing is Detroit Athletic Club which has sports, dining, entertainment, DCFC Fieldhouse, which is a converted hockey rink into soccer indoor and outdoor, indoor spaces with a restaurant in the locker rooms that host youth and adult sports. Open Yard Athletics in Waterford, which hosts a plethora of sports, camps and activities with liquor license and full food. Ultimate Soccer in Pontiac, which is now, United Wholesale Mortgage, has a sports center and has a bar, an observation deck over there, multiple sports doing youth and adult sports. And then one of the calls, someone was just interested in kind of my work experience. This just shows some that, I've owned and run businesses for the last 25 years, starting in college. Started a painting company, construction company, and then I launched Detroit's Food Hall, which is a shipping company, a food hall, 20 lunch containers, six restaurants, three bars, live music, and its family friendly as well. And then recently launched (unknown) Hospitality Group that manages several liquor establishments. We have other partners that are qualified for this too. We also have extensive history, but they're not here. The direct business relation of operating section and the liquor space and with a lot of different large venue moving parts, it's a Detroit Shipping Company, and again, I mentioned has multiple pieces to it. Also has outdoor sand volleyball, live music, art galleries, separate lines of retail. And this is kind of very similar to what we'll find in Livonia, in the sense that we have multiple points of sale, and we control that through our management company. And then someone else asked about what our Phase Three was, which essentially is the full back yard redevelopment. We're not here today to present that, but just so you understand where we're going with this. We did it in a phase sense because some of the tenant space, they predicate their annual lease on getting the liquor license with your group. But the full plan is in the phase three. We build up the back yard. It's leaving the existing woodlands intact, just clean that up. But there's a lot of abandoned tennis courts back there that were left throughout 10 years by the former tenant owners. We're converting that into outdoor pickleball, beer garden/sports space, turfing one of the areas for kids play, and that would be really a bigger dynamic backyard. They both come back to you for another approval on that.

And a third phase, I just kind of show like the layout of that, which also shows the bottom corner that existing for indoor pickleball courts. And then you can see where the abandoned tennis courts are out there, how we convert different spaces to different uses.

Jolly: Thank you. So, I'm gonna provide my comments right off the bat. I told you on the phone, I think this is, it's an exciting project. It's the most creative use we could have for this building going forward. I've been to the Detroit Shipping Company. I mentioned that on our call. It's an impressive location. It's kind of a cool, for lack of a better way of saying. It's a really hip kind of thing, right? I think if we look around us, in regard to the use of, so first of all, I like what you're doing in general, right. In regard to requesting a liquor license, I think you probably left off the most important like scenario, which is really, The Hawk in Farmington Hills. That's their recreation center and they have a bar set up as well. And you can get drinks and carry them throughout the facility, at least to some extent. It's also like the Soccer Dome on Five mile and Plymouth. That's something very similar as well. In regards to being able to get a drink and use the driving range and use those kind of facilities like that. We talk a lot with residents, in regard to their not being really new, fresh, hip things kind of going on here. In this, in my time on Council, has been the most, right opportunity, we have to kind of do something that's different, right? And I think what you're doing with the building itself is great. I'm mostly excited about what's going on, in regard to Phase Three, and what that might add to the community. So with that being said, I'll hand it off to Mr. Donovic.

Donovic: Thank you, Mr. President. My first question to Mr. Taormina. I know we're not talking about Phase Three, but bear with me for a second. If we were to approve this usage for liquor license, would that be only limited to indoors, then petitioner have to come back before us in the future for any outdoor alcoholic beverage usage, or how network, or is that up to Council's discretion?

Taormina: That's up to Council's discretion. So, I would suggest that you in fact limit the license at this point to just what you've been presented with and that's the indoor activities. It would not preclude them from coming back. That's Phase Three is developed and appears before you for site plan approval for the expansion of liquor licenses. That's what I would recommend.

Donovic: Thank you, Mr. Taormina, thank you to the petitioner. Thanks for being here tonight. Thanks for the hard work. I'd like to echo some of my comments from President Jolly. I think this is very creative. I think it's state of the art. I think it's one of the cooler things we're doing in our community right now. Especially talking about attracting young people. I'm a sports fan myself. I like to play sports. I may not be very good at them, but I still like to go out with friends and hang out and as young adults and even parents that like to enjoy maybe a cold beer while they're playing soccer in their soccer league or where they're at a number of events that you, that this place offers. I think it's very modern looking and I think this isn't a bar atmosphere. I prefer to keep the alcoholic beverages limited to indoors only and then if you so choose after Phase

Three, you want to come back out and ask for alcoholic beverages outside. That's a different subject, but I'm okay indoors because again, typically speaking, with activity, you're out, you're hanging out with a friend, your club, organization, whatever different sporting organizations are out there, and you have a beer, you have a bag of chips, you have some food, whatever you're offering. But my biggest concern is, again, if you can fill in the blanks for me, is this. I don't know what's happening with the property taxes. We just got another email today from our Treasurer. Those are some really big numbers. I understand, and please, if you can fill in those blanks. I understand opening up a new business has a lot of costs, but when you're opening a new business, your property taxes, your obligation to be to the community should be worked into your financing. So, that's what's concerning to me as those numbers I've read, I don't know if they've been paid since. I know that a few months ago, this was a topic with the with the Commission, and the email I got today at 2:14 says these are outstanding. So, I'd like, if you could provide some content there, some context there, and go from there. Thank you, Mr. President.

Hartzell: Thank you. We're working on a payment plan because it's not over a year old and only a couple months old. Wayne County doesn't create payment plans. So, we just started paying 10% each month against it until we get to the winter months here. We were just kind of programming that. There were some cost overruns a bit on the, construction of the building was a little farther behind than we thought, and so, as we got into the summer months where we didn't have programming quite set up yet, there was a shortfall and we're working internally in our group to solve funding on that. We have multiple partners, and it kind of created a little bit of a bottleneck on us. So, we as an operational team had the ability to use our operational budget to start just knocking that off 10% of the time. So, it'll be done before we get to a point where it's the next issue.

Donovic: Mr. President.

Jolly: Yes sir.

Donovic: Thank you. Thank you for your explanation. For me, this is a great project and I'm not trying to hold you back when we're talking about, if I understand correctly, almost \$100,000, \$54,000 due to the county for 2021 Winter tax bill and then 2022 Summer tax bill \$46,000. And I know that's due on 14th, I believe in Livonia. So, I'm going to need more clarification on that. Those are just some really big numbers. I understand overrides and understand change orders. I want to work with you, but to get my vote, you know, those are some really large numbers that I find really concerning, that I need to see, you know, knocked down a lot more before we move forward on my end, as one Councilmember, but thank you to the petitioners, and thanks for what you are doing.

Jolly: Ms. Toy.

Toy: Thank you. Sir, in all due respect, I do agree with my colleague that just spoke. As a former Treasurer of the City, I'm very sensitive to the fact that taxes need to be paid on time, and they need to be collected. I think you're doing a wonderful project, but I think it's got to be paid for as you're doing it. And it just speaks of good community involvement when you pay your taxes. Before you get my vote, this has got to be straightened out, most definitely. I cannot, in good conscience, tell the taxpayers of this community that I'm voting for an establishment, even though it's a beautiful one, you're doing a fabulous job. You've got to get those taxes in line and paid on time. Thank you.

Jolly: Mr. Bahr.

Bahr: Question for Mark. Along the same vein of what Rob and Laura were just saying, when I reviewed the Planning Commission minutes, and they obviously denied this, but it appeared that the primary hang-up for them was this tax issue. Not so much the proposal itself, right? Is that your recollection?

Taormina: It is.

Bahr: Okay, I just that's what I was reading, but I just wanted to fill that in with something, thank you.

Jolly: Anybody else? Does anybody have a motion at this time they would like to offer? Mr. Donovic.

Donovic: Mr. President, I have a point of clarification. Are we able to, at public hearings, offer the committee option?

Jolly: So, you can offer the kitchen sink at this point, it doesn't really matter. There will be no votes tonight because it's a public hearing, it just kind of gives us a direction of things that are likely to be considered. It's not uncommon for there to be an approving, a denying and a committee the whole offered at such a meeting.

Donovic: Mr. President, I'd like to offer Committee and my intention is to give the petitioner ample opportunity to really put a dent in this. And a serious dent, not 10%. Again, this is for me personally, what I like to offer a committee option. Thank you, Mr. President.

Jolly: Thank you very much, anybody else? I see no more comments from the Council. I'll note that there is nobody here from the public, I think there's only people affiliated with the petition. So at this time, we have our direction. This will be on the agenda on September 26, as well, and thank you for coming out and we'll see you then.

Hartzell: Appreciate it, thank you.

As there were no further questions or comments, the Public Hearing was declared closed at 7:30 p.m.

From: [Scheel, Lynda L.](#)
To: [Jolly, Jim](#); [Toy, Laura](#); [McIntyre, Kathleen](#); [Bahr, Scott](#); [McCullough, Brandon](#); [Morgan, Scott](#); [Donovic, Rob](#)
Cc: [Bernier, Paul A.](#); [Taormina, Mark](#); [Kasprowicz, Sara](#); [Dolmetsch, Sharon](#); [Scheel, Lynda L.](#)
Subject: RE: Public Hearing Tonight - Stark Road Holdings LLC - 14255 Stark Road
Date: Monday, September 12, 2022 2:14:51 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

Correction to dollar amount highlighted below.

Lynda L. Scheel, CPFA, CPFIM, MiCPT
City Treasurer
City of Livonia | Treasurer's Office
(734) 466-2244
lscheel@livonia.gov

From: Scheel, Lynda L. <lscheel@livonia.gov>
Sent: Monday, September 12, 2022 2:01 PM
To: Jolly, Jim <jjolly@livonia.gov>; Toy, Laura <ltoy@livonia.gov>; McIntyre, Kathleen <kmcintyre@livonia.gov>; Bahr, Scott <sbahr@livonia.gov>; McCullough, Brandon <bmccullough@livonia.gov>; Morgan, Scott <smorgan@livonia.gov>; Donovic, Rob <rdonovic@livonia.gov>
Cc: Scheel, Lynda L. <lscheel@livonia.gov>; Bernier, Paul A. <pbernier@livonia.gov>; Taormina, Mark <mtaormina@livonia.gov>; Kasprowicz, Sara <skasprowicz@livonia.gov>; Dolmetsch, Sharon <SDolmetsch@livonia.gov>
Subject: Public Hearing Tonight - Stark Road Holdings LLC - 14255 Stark Road

Hello everyone,
Please see email trail below for back up information.

1. As of today, Stark Road Holdings LLC still owes Wayne County for the 2021 Livonia Winter tax bill, total now at ~~\$54,320.26~~ **\$54,814.08** (see 1st attachment).
2. As of today, Stark Road Holdings LLC has not paid their 2022 Summer tax bill, \$46,070.69, which is due this Wednesday, September 14. (see 2nd attachment)
3. The treasurer's office did receive a check in the mail for \$4,938.21 (see 3rd attachment) from Stark Road Holdings LLC, the end of last week with no tax bill, no parcel #, but it did have my name on it. I sent an email to Jonathan H. to follow up and placed a call to the LAD Office to inquire what the check was for. Mr. Todd McIntyre did return the call and stated that this was for the 2021 winter tax due. Since that payment would not come to us, as I stated in the email I sent in February and is stated on our tax bill, we sent the check back to his attention per his request.

I hope this helps with any questions you may have.

Thank you,
Lynda

Lynda L. Scheel, CPFA, CPFIM, MiCPT
City Treasurer
City of Livonia | Treasurer's Office
(734) 466-2244
lscheel@livonia.gov

From: Scheel, Lynda L. <lscheel@livonia.gov>
Sent: Thursday, July 7, 2022 11:17 AM
To: Miller, Scott <smiller@livonia.gov>
Cc: Reece, Stephanie <SReece@livonia.gov>; Taormina, Mark <mtaormina@livonia.gov>
Subject: FW: Petition 2022-06-02-14 - 14255 Stark Road

Hi Scott,

I just checked the Wayne County Tax Site, and the delinquent real property taxes are still not paid. Do you know if they plan on paying them prior to Tuesday?

Thank you, Lynda

From: Scheel, Lynda L. <lscheel@livonia.gov>
Sent: Monday, June 20, 2022 3:06 PM
To: Miller, Scott <smiller@livonia.gov>
Cc: Reece, Stephanie <SReece@livonia.gov>; Planning <Planning@Livonia.gov>
Subject: RE: Petition 2022-06-02-14 - 14255 Stark Road

Please see my letters and delinquent tax statement for real property taxes due attached.

Thank you, Lynda

From: Miller, Scott <smiller@livonia.gov>
Sent: Monday, June 20, 2022 12:09 PM
To: Gosselin, Linda <L.Gosselin@livonia.gov>; Siterlet, Kathie <ksiterlet@livonia.gov>; Scheel, Lynda L. <lscheel@livonia.gov>; Kumpula, Connie <ckumpula@livonia.gov>
Cc: Reece, Stephanie <SReece@livonia.gov>
Subject: Petition 2022-06-02-14 - 14255 Stark Road

SUBJECT: Petition 2022-06-02-14 - 14255 Stark Road

Attached are plans submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21.

If you have any observations or concerns, we would appreciate receiving your comments by **July 12, 2022**. Please transmit an **electronic copy** (PDF format please) to planning@livonia.gov

Scott Miller
Planner IV
City of Livonia | Planning Department
(734) 466-2296
smiller@livonia.gov

From: Scheel, Lynda L. <lscheel@livonia.gov>
Sent: Friday, February 4, 2022 2:15 PM
To: Jonathan Hartzell <jon@detroitrisingdevelopment.com>
Subject: FW: 14255 Stark Rd

Hi Jonathan,

As a follow-up to my below email, I thought I would mention that you could check with our local Livonia Chamber of Commerce to see if there are any property tax assistance programs available for businesses that you may qualify for. Their contact number is 734-427-2122.

Thank you,
Lynda

Lynda L. Scheel, CPFA, CPFIM, MiCPT

City Treasurer
City of Livonia | Treasurer's Office
(734) 466-2244
lscheel@livonia.gov
www.livonia.gov

From: Scheel, Lynda L. <lscheel@livonia.gov>
Sent: Friday, February 4, 2022 2:02 PM
To: Jonathan Hartzell <jon@detroitrisingdevelopment.com>
Subject: RE: 14255 Stark Rd

Hi Jonathan,

Currently the property is not delinquent on their real property taxes. If you have anything to schedule with our Building Inspection Department, please do not hesitate to do so. The winter taxes in the amount of \$49,382.00 can only be paid to the City of Livonia through Monday, February 28. We can accept partial payments at any time throughout the period taxes are due, and we do hope that you are able to pay them in full by this date. However, beginning Tuesday, March 1, all payments still owing on real property must be made to the Wayne County Treasurer's Office, as I do not have the option to collect taxes past the February 28 deadline on real property taxes.

In the past, the Wayne County Treasurer's Office has set up payment plans, but the concern will be if you have any remaining issues with our building inspection department or items to come before City Council. Along with this, please keep in mind the next bill will be coming out on July 1, due September 14.

Please do not hesitate to let me know if you have any questions regarding the above.

Thank you, Lynda

Lynda L. Scheel, CPFA, CPFIM, MiCPT
City Treasurer
City of Livonia | Treasurer's Office
(734) 466-2244
lscheel@livonia.gov
www.livonia.gov

From: Jonathan Hartzell <jon@detroitrisingdevelopment.com>
Sent: Thursday, February 3, 2022 3:40 PM
To: Scheel, Lynda L. <lscheel@livonia.gov>
Subject: Re: 14255 Stark Rd

Thank you.

On Thu, Feb 3, 2022, 3:33 PM Scheel, Lynda L. <lscheel@livonia.gov> wrote:

Hi Jonathan,

Just wanted to let you know that I received your email. I am checking into a few things and will respond back tomorrow.

Thank you, Lynda



Lynda L. Scheel, CPFA, CPFIM, MiCPT
City Treasurer
City of Livonia | Treasurer's Office
(734) 466-2244
lscheel@livonia.gov
www.livonia.gov



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From: Jonathan Hartzell <jon@detroitrisingdevelopment.com>
Sent: Thursday, February 3, 2022 2:06 PM

To: Scheel, Lynda L. <lscheel@livonia.gov>

Subject: 14255 Stark Rd

Lynda,

I received your contact information from Mark Taormina. Im the operational partner at the Livonia Athletic District, 14255 Stark Rd. We have a feb tax bill of around \$49,000.00. We are wondering if we can set up a payment plan, as we have just launch our business and are still unoccupied in most of the building. We are currently finishing our work to get full building CoO, so we want to make sure if we do set up a payment plan that we would still be considered current with taxes, as the building dept wont inspect if we are not current.

Please let me know your thoughts or if we can schedule a call.

thank you for your time

--

Jonathan Hartzell
Detroit Rising Development
Director of Development
248-854-8005

STARK ROAD HOLDINGS LLC
14255 STARK RD.
LIVONIA, MI 48154

74-843/724

1112

DATE 8.29.22

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THE ORDER OF

City of Livonia - Lynda Scheel

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MP

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LOOK FOR FRAUD-DETECTING FEATURES INCLUDING THE SECURITY SQUARE AND HEAT-REACTIVE INK. DETAILS ON BACK.

Returned check
to Livonia Athletic
Dist. ATTN: Todd
McIntyre (new
general manager)

313-597-2109



[Home](#) > [Treasurer](#) > [Make A Payment](#)

Font Size: + - S

Pay Taxes Online

Property & Tax Information

[Definitions](#)

Municipality	Parcel ID	Property Type
46	46084990003000	REAL

Property Address	Taxpayer(s)
14255 STARK, LIVONIA MI 48154	STARK ROAD HOLDINGS LLC

Tax Year	Tax	Interest & Fees	Amount Due	Status
2021	\$49,382.06	\$5,432.02	\$54,814.08	? DELINQUENT

TAX AMOUNT DUE if paid on or before 09/30/2022 : \$54,814.08

i **ADDITIONAL TAXES OR ADJUSTMENTS MAY BE DUE FOR THE CURRENT YEAR.**
PROPERTY TAX INFORMATION IS VALID AS OF BUSINESS DAY 09/09/2022.

Per our records there are **no other** outstanding delinquent taxes for this parcel. certified funds required for forfeiture years.



Treasurer

[Home](#) > [Treasurer](#) > [Make A Payment](#)

Font Size: + - S

Pay Taxes Online

Property & Tax Information

[Definitions](#)

Municipality

46

Parcel ID

46084990003000

Property Type

REAL

Property Address

 14255 STARK, LIVONIA MI
48154

Taxpayer(s)

STARK ROAD HOLDINGS LLC

Tax Year

2021

Tax

\$49,382.06

Interest & Fees

\$4,938.20

Amount Due

\$54,320.26

Status

? DELINQUENT

TAX AMOUNT DUE if paid on or before 08/31/2022 : \$54,320.26

ADDITIONAL TAXES OR ADJUSTMENTS MAY BE DUE FOR THE CURRENT YEAR.

PROPERTY TAX INFORMATION IS VALID AS OF BUSINESS DAY 08/19/2022.

Per our records there are **no other** outstanding delinquent taxes for this parcel. certified funds required for forfeiture years.

MESSAGE TO TAXPAYER VISIT WWW.LIVONIATAX.ORG FOR TAX AND PAYMENT INFORMATION. THIS INFORMATION MAY BE PRINTED DIRECTLY FROM THE WEBSITE. WE RESERVE THE RIGHT TO CHARGE FOR DUPLICATES. WHEN PAYING BY CHECK, INCLUDE YOUR PHONE NUMBER AND PARCEL NUMBER. PLEASE USE ONLY THE 33000 CIVIC CENTER DRIVE, LIVONIA, MI 48154-3060 ADDRESS FOR MAILING CHECK PAYMENTS FOR TAXES.	PAYMENT INFORMATION This tax is due by: 09/14/2022 Pay by mail to: CITY OF LIVONIA TREASURER'S OFFICE 33000 CIVIC CENTER DRIVE LIVONIA, MI 48154-3060 Do not combine tax payments with other payments due to the City of Livonia. Payment for taxes must be on a separate check. **Important information on reverse side**																																																			
PROPERTY INFORMATION Property Assessed To: STARK ROAD HOLDINGS LLC 14255 STARK LIVONIA, MI 48154 Prop #: 084 99 0003 000 School: LIVONIA PUBLIC Prop Addr: 14255 STARK Legal Description: 21U2B1 V2A THAT PART OF THE SE 1/4 OF SEC 21 T1S R9E DES AS BEG AT A POINT DISTANT N 0D 49M 15SEC W ALONG THE N AND S 1/4 LINE 1308.82 FT AND S 89D 04M 15SEC E 86 FT FROM THE S 1/4 COR OF SEC 21 AND PROCEEDING TH N 0D 08M 54SEC W 350 FT. TH S 89D 04M 15SEC E 1233.02 FT. TH S 0D 08M 54SEC E 350 FT. TH N 89D 04M 15SEC W 1233.02 FT TO THE POB EXC THE E 43 FT THEREOF 9.56 ACRES	TAX DETAIL <table style="width: 100%;"> <tr> <td>Taxable Value:</td> <td>1,479,200</td> <td>COMMERCIAL-I</td> </tr> <tr> <td>State Equalized Value:</td> <td>1,479,200</td> <td>Class: 201</td> </tr> <tr> <td>PRE/MBT %:</td> <td>0.0000</td> <td></td> </tr> </table> Sent to: PROPERTY OWNER <table style="width: 100%; border-top: 1px solid black;"> <thead> <tr> <th style="text-align: left;">DESCRIPTION</th> <th style="text-align: right;">MILLAGE</th> <th style="text-align: right;">AMOUNT</th> </tr> </thead> <tbody> <tr><td>SCHOOLCRAFT CC</td><td style="text-align: right;">2.27000</td><td style="text-align: right;">3,357.78</td></tr> <tr><td>WAYNE CNTY OPER</td><td style="text-align: right;">5.60990</td><td style="text-align: right;">8,298.16</td></tr> <tr><td>SCHOOL DEBT</td><td style="text-align: right;">2.05000</td><td style="text-align: right;">3,032.36</td></tr> <tr><td>CNTY ISD SPEC ED</td><td style="text-align: right;">3.34430</td><td style="text-align: right;">4,946.88</td></tr> <tr><td>STATE EDUCATION</td><td style="text-align: right;">6.00000</td><td style="text-align: right;">8,875.20</td></tr> <tr><td>SCH SINKING FUND</td><td style="text-align: right;">0.78830</td><td style="text-align: right;">1,166.05</td></tr> <tr><td>SCHOOL OPERATING</td><td style="text-align: right;">9.00000</td><td style="text-align: right;">13,312.80</td></tr> <tr><td>CNTY ISD OPER</td><td style="text-align: right;">0.09560</td><td style="text-align: right;">141.41</td></tr> <tr><td>WCRESA ENHANCE</td><td style="text-align: right;">1.98760</td><td style="text-align: right;">2,940.05</td></tr> <tr><td colspan="2"> </td><td></td></tr> <tr> <td style="text-align: right;">Total Tax</td> <td style="text-align: right;">31.14570</td> <td style="text-align: right;">46,070.69</td> </tr> <tr> <td style="text-align: right;">Administration Fee</td> <td></td> <td style="text-align: right;">0.00</td> </tr> <tr> <td style="text-align: right;">TOTAL AMOUNT DUE</td> <td></td> <td style="text-align: right;">46,070.69</td> </tr> </tbody> </table> *BALANCE OF DESCRIPTION ON FILE*	Taxable Value:	1,479,200	COMMERCIAL-I	State Equalized Value:	1,479,200	Class: 201	PRE/MBT %:	0.0000		DESCRIPTION	MILLAGE	AMOUNT	SCHOOLCRAFT CC	2.27000	3,357.78	WAYNE CNTY OPER	5.60990	8,298.16	SCHOOL DEBT	2.05000	3,032.36	CNTY ISD SPEC ED	3.34430	4,946.88	STATE EDUCATION	6.00000	8,875.20	SCH SINKING FUND	0.78830	1,166.05	SCHOOL OPERATING	9.00000	13,312.80	CNTY ISD OPER	0.09560	141.41	WCRESA ENHANCE	1.98760	2,940.05	 			Total Tax	31.14570	46,070.69	Administration Fee		0.00	TOTAL AMOUNT DUE		46,070.69
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OPERATING FISCAL YEARS The taxes on bill will be used for governmental operations for the following fiscal year(s): County: OCTOBER 01 - SEPTEMBER 30 Twn/Cty: DECEMBER 01 - NOVEMBER 30 School: JULY 01 - JUNE 30 State: OCTOBER 01 - SEPTEMBER 30 Does NOT affect when the tax is due or its amount	RETAIN THIS PORTION FOR YOUR RECORDS. On March 1st unpaid taxes from 2021 were transferred to Wayne County for collection. As of 06/03/22 they were not fully paid. Contact the County Treasurer at: 313-224-5990 or taxinfo@waynecounty.com																																																			

The below original stub required for payment processing. Please detach along perforation. Keep the top portion for your records.

Sent to: **PROPERTY OWNER**

Pay this tax to:

CITY OF LIVONIA
TREASURER'S OFFICE
33000 CIVIC CENTER DRIVE
LIVONIA, MI 48154-3060

TAXPAYER NOTE: Are your name & mailing address correct? If not, please contact the Assessor's Office. Thank You.
Property Addr: 14255 STARK

PLEASE RETURN THIS PORTION WITH PAYMENT OR ENTIRE BILL WITH SASE FOR A "STAMPED PAID" RECEIPT
This tax is due by: 09/14/2022 After 09/14/2022 additional interest and fees apply
2022 Summer Tax for Prop #: 084 99 0003 000

(Partial payments are accepted)

Make Check Payable To: **CITY OF LIVONIA**

TOTAL AMOUNT DUE: **46,070.69**

Amount Remitted: _____

Check# _____

Cash _____

To: STARK ROAD HOLDINGS LLC
1515 W LAFAYETTE BLVD STE 201
DETROIT MI 48216





LETTER TO THE LIVONIA CITY COUNCIL

2.

Planning
July 29, 2022

MEETING DATE

September 12, 2022

PREPARED BY

Stephanie Reece, Program Supervisor,

AGENDA ITEM

Appeal of the denial of the Planning Commission for Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21.

BACKGROUND

RECOMMENDATION

August 1, 2022

Honorable Members of the City Council
City of Livonia, Michigan

Re: Petition 2022-06-02-14 – Livonia Athletic District

Dear Council Members:

At the 1,189th Public Hearings and Regular Meeting held by the City Planning Commission on July 19, 2022, the following resolution was unanimously adopted:

#07-41-2022 RESOLVED, That pursuant to a Public Hearing having been held by the City Planning Commission on July 19, 2022, on Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21, the Planning Commission does hereby recommend to the City Council that Petition 2022-06-02-14 be denied for the following reasons:

1. That the petitioner has failed to affirmatively show that the proposed utilization of a Class C liquor license at this location would comply with all the general waiver use standards and

requirements as set forth in Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended.

2. That the petitioner has not sufficiently demonstrated that the proposed utilization of a Class C liquor license at this location would be compatible to and in harmony with surrounding residential neighborhoods in the area.
3. That it has not been demonstrated that the utilization of a Class C liquor license at this location is needed for this facility to flourish.
4. That the petitioner has failed to adequately demonstrate that the facility has the capacity to accommodate the proposed Class C liquor license, and
5. That the utilization of a Class C liquor license at this location is contrary to the goals and objectives of the Zoning Ordinance which, among other things, are intended to ensure suitability and appropriateness of uses.

FURTHER RESOLVED, That notice of the above hearing was given in accordance with the provisions of Section 13.13 of Livonia Vision 21 Zoning Ordinance, as amended.

FISCAL CONSIDERATION

ATTACHMENTS

1. 2022-06-02-14_E-COUNCIL Pkt
2. PH091222 - Stark Road Holdings LLC - 14255 Stark Road

APPROVED BY



Mark Taormina, Planning and Economic Development Director

Date: August 01, 2022



Maureen Miller Brosnan, Mayor

Date: August 25, 2022

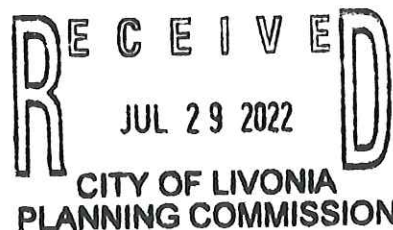
Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21.



Livonia Athletic District
12455 Stark Road
Livonia, MI 48154

July 28, 2022

Planning Commission
Sam Caramagno
33000 Civic Center Drive
Livonia, MI 48154



Petition 2022-06-02-14 – Livonia Athletic District

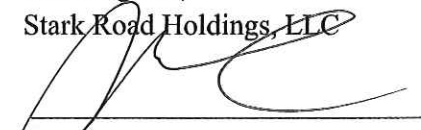
Dear Mr. Caramagno

RE: #7-41-2022

At the 1,189th Public Hearing and Regular Meeting held by the City Planning Commission on July 19, 2022, in the Livonia City Hall, the following resolution was unanimously adopted and denied our request for a special waiver use under Section 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C Liquor Licenses at 14255 Stark Road.

Stark Road Holdings, LLC would like to appeal the Planning Commissions' decision. We would also like to discuss the commission's concerns regarding the Class C Liquor License. We ask that a date be set to resolve and affirm our reasoning for requiring a Class C Liquor License at Livonia Athletic District.

Best Regards,
Stark Road Holdings, LLC


Jonathan Hartzell

PLANNING COMMISSION

IAN WILSHAW, Chairman
GLEN W. LONG, JR., Vice Chairman
SAM CARAMAGNO, Secretary
DAVID BONGERO
ELIZABETH McCUE
CAROL A. SMILEY
PETER H. VENTURA



33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2290 Fax (734) 466-2108

MAUREEN MILLER BROSNAN
MAYOR

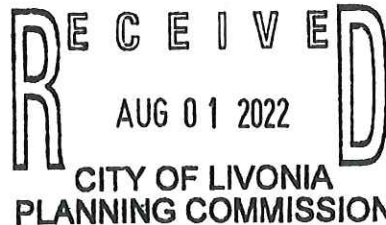
MARK TAORMINA
PLANNING & ECONOMIC
DEVELOPMENT DIRECTOR

JACOB UHAZIE
PLANNING & ECONOMIC DEVELOPMENT
COORDINATOR

SCOTT O. MILLER
PLANNER IV

July 20, 2022

Stark Road Holdings, L.L.C.
Jonathan Hartzell
14255 Stark Road
Livonia, MI 48154



RECEIVED
CITY OF LIVONIA
2022 JUL 29 PM 2:52

Re: Petition 2022-06-02-14 – Livonia Athletic District

Dear Mr. Hartzell:

At the 1,189th Public Hearing and Regular Meeting held by the City Planning Commission on July 19, 2022, in the Livonia City Hall, the following resolution was unanimously adopted:

#07-41-2022 **RESOLVED**, That pursuant to a Public Hearing having been held by the City Planning Commission on July 19, 2022, on Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21, the Planning Commission does hereby recommend to the City Council that Petition 2022-06-02-14 be denied for the following reasons:

1. That the petitioner has failed to affirmatively show that the proposed utilization of a Class C liquor license at this location would comply with all the general waiver use standards and requirements as set forth in Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended.
2. That the petitioner has not sufficiently demonstrated that the proposed utilization of a Class C liquor license at this location would be compatible to and in harmony with surrounding residential neighborhoods in the area.

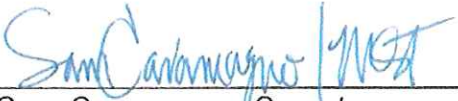
3. That it has not been demonstrated that the utilization of a Class C liquor license at this location is needed for this facility to flourish.
4. That the petitioner has failed to adequately demonstrate that the facility has the capacity to accommodate the proposed Class C liquor license, and
5. That the utilization of a Class C liquor license at this location is contrary to the goals and objectives of the Zoning Ordinance which, among other things, are intended to ensure suitability and appropriateness of uses.

FURTHER RESOLVED, That notice of the above hearing was given in accordance with the provisions of Section 13.13 of Livonia Vision 21 Zoning Ordinance, as amended.

Please be advised that the petitioner has 10 business days to appeal the decision in writing to the Livonia City Council, pursuant to Section 13.13(10) of the Livonia Vision 21 Zoning Ordinance, as amended. The fee for an appeal is \$400.00.

Very truly yours,

CITY PLANNING COMMISSION



Sam Caramagno, Secretary

CITY OF LIVONIA, MICHIGAN
APPLICATION FOR WAIVER USE APPROVAL

All applications must be presented in triplicate to the City Clerk, 33000 Civic Center Drive, Livonia, MI 48154-3097. Applications must include property owner's name, address and notarized signature.

For filing fee see below for computation

Date Filed: 06/17/2022 Petition 2022-06-02-14

Site Address: 14255 STARK ROAD Sidwell 46-084-99-0003-000 Zoning of Property N-2

Requesting Approval To PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER

Applicant: Jonathan Hartell Business/Company: STARK ROAD Holdings LLC

Applicant's Address: 14255 Stark Rd City: Livonia State: MI Zip Code: 48154

Applicant's Phone # (248) 854-8005 Applicant's Email Jon@DetroitRisingDevelopment.com

Contact Person: Jon Hartell Business/Company: SAME

Contact's Address: SAME City: " State: " Zip Code: "

Contact's Phone # () 8AM Contact's Email SAME

Please provide the following information:

- 1) **Site Plan** showing:
 - property dimensions, including road right-of-way & building setback lines
 - foot print of building(s), including dimensions & square footage
 - all easements, protective walls, sidewalks & existing trees
 - any significant topographic features (existing or proposed)
 - parking layout, including type of surface material, sizes of spaces & aisles
 - method used in calculating parking requirement
 - location of light standards servicing parking lot & cutout showing type & height
 - location of trash receptacle, including description of screening
 - location of signs
- 2) **Detailed Landscape Plan** including:
 - listing or labeling of all planted materials as to type and size
 - areas to be fully irrigated
 - percentage of landscaping provided (15% of total site required)
- 3) **Building Elevation Plan** depicting:
 - architectural quality
 - wall section & detail plan - exterior building materials must be labeled (i.e. brick, thin brick, E.F.I.S.)
 - all visible rooftop mechanical equipment and how they will be screened
- 4) **General Floor Plan** showing:
 - floor layout
 - entrances & exits
 - restaurants are required to illustrate seating arrangement & capacity
- 5) **One (1) set of reduced plans** (i.e. site, landscape, elevation, floor), a maximum 11" x 17" in size, or digital file in a .pdf format either on CD or emailed to planning@livonia.gov
- 6) **Legal Description** of the property to be considered (Clearly Printed)
- 7) Three (3) completed application forms & **three (3)** sets of full-size drawings

RECEIVED
JUN 17 2022
CITY OF LIVONIA
PLANNING COMMISSION

You are invited and encouraged to review your proposal with the Planning Department staff. Only one set of preliminary drawings will be necessary for this analysis.

FEE COMPUTATION	\$700.00 (\$400 publication fee plus \$300 base review fee) plus
_____ sq. ft. of new construction x \$20.00 per 1,000 sq. ft. plus \$30 per lot or unit for residential construction.	(NOTE: Round off to nearest 1,000) + _____
	Total Amount Due \$ <u>700.00</u>

Owner of Property: STARK ROAD Holdings LLC

Owner's Address: 14255 Stark Rd City: Livonia State: MI Zip Code: 48154

Owner's Phone # (248) 854-8005 Owner's Email Jon@DetroitRisingDevelopment.com

Signature of Owner: [Signature] Print Name: Jonathan Hartell

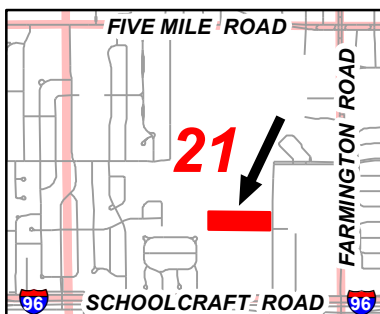
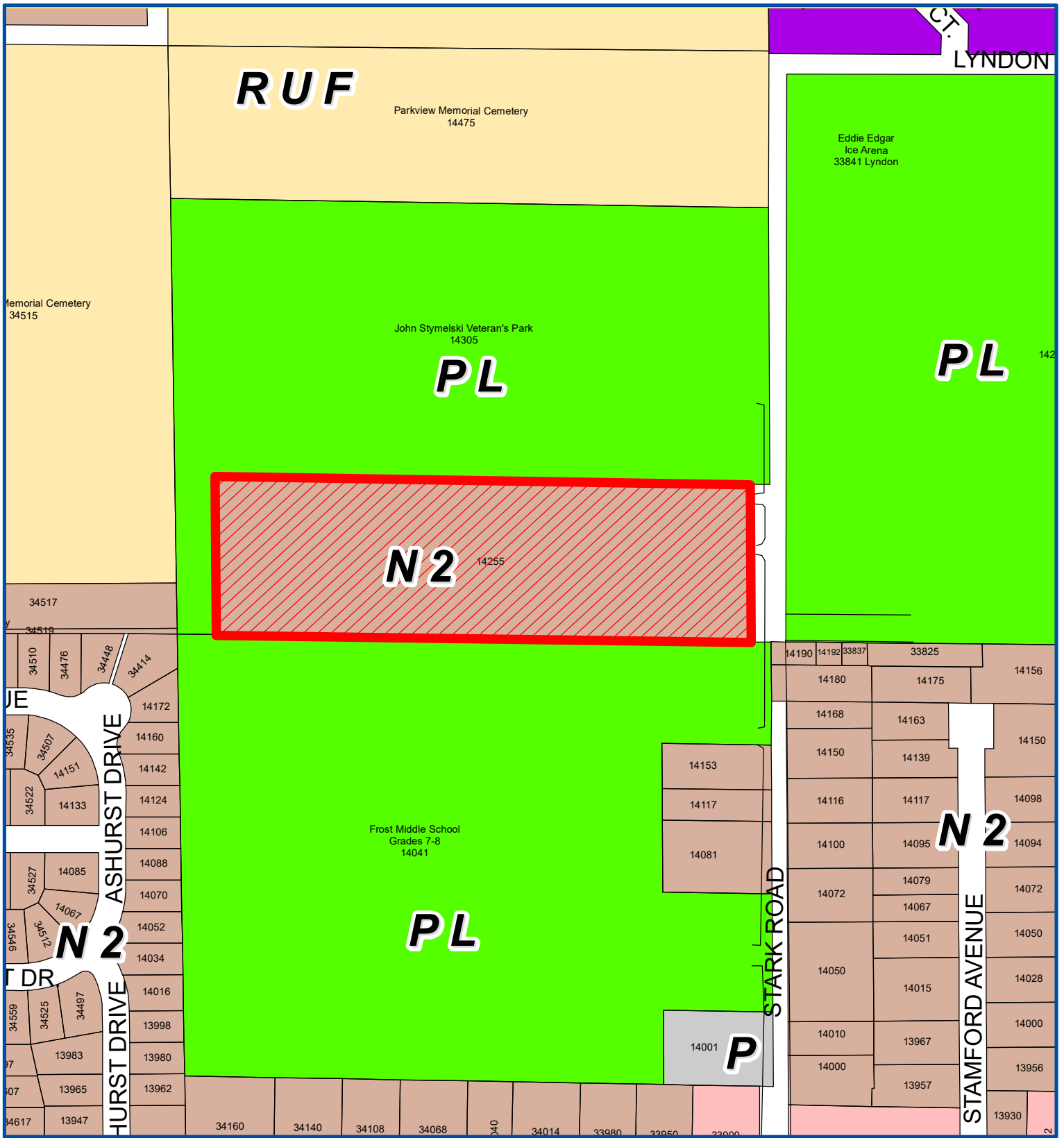
Subscribed and sworn to before me, a Notary Public in and for the County of LIVINGSTON State of MICHIGAN

this 17th day of JUNE 20 22

Signature of Notary Nora Brock My commission expires 9/1/2028

Acting in the County of WAYNE

NORA BROCK
NOTARY PUBLIC, STATE OF MI
COUNTY OF LIVINGSTON
MY COMMISSION EXPIRES Sep 1, 2028
ACTING IN COUNTY OF WAYNE



Address & Zoning Map

Petition 2022-06-02-14
Livonia Athletic District
14255 Stark Road
Class C License

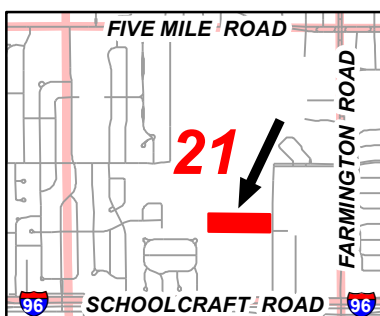


Not to Scale

City of Livonia
Planning Department



STARK ROAD



Aerial Map

Petition 2022-06-02-14
Liviona Athletic District
14255 Stark Road
Class C License



Not to Scale



City of Livonia
Planning Department

PLANNING COMMISSION STAFF NOTES

PUBLIC HEARING

ITEM 3

Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21.

July 12, 2022: Study Meeting:

This item involves a request to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a proposed Planned General Development called the Livonia Athletic District (LAD). The proposed development would operate the liquor license in specific interior areas of the existing building. Alcohol would be permitted in shared spaces including Café LAD, the arcade, soccer observation lounge, putting green & golf lounge, the eastern observation area of the pickle ball courts and connecting hallways. Proposed Point of Sales are located in the Café LAD and the dogleg golf observation area. Alcohol would not be permitted on any of the playing surfaces.

The subject property is zoned N-2, Neighborhood District, which does not permit or allow liquor licenses per se. However, Section 5.02 of the Livonia Vision 21 Zoning Ordinance provides special standards for Planned Developments that allow modifications of the ordinance for uses not permitted in the N-2 District. Uses not permitted may be allowed when they are related to an overall concept of a Planned Development.

Class C liquor licenses are regulated under Section 6.22 of The Livonia Vision 21 Zoning Ordinance. One special requirement specifies that no Class C licensed establishments shall be located within 1,000 feet of any other such licensed establishment as measured from the actual premises being used or proposed for use of the respective properties; provided, however, that with respect to those licensed establishments which are utilized primarily as restaurants or for dining facilities, the foregoing 1,000-foot requirement may be waived by the City Council. There are no such licensed establishment within 1,000 feet of the proposed Planned Development.

Another special requirement of Section 6.22 specifies that a proposed Class C-licensed establishment shall be located at least 400 feet distant away from any church or school building as measured from the nearest point on the building proposed to be licensed to the existing church or school building. No such

PUBLIC HEARING

establishments are within 400 feet of the Planned Development. Measured at the closest points between buildings, LAD is 447 feet from Frost Middle School and 956 feet from Christ Our Savior Lutheran Church/Early Childhood center.

July 19, 2022: Public Hearing:

Approving Resolution: That the request to utilize a Class C liquor license in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road is hereby approved, subject to the following conditions and for the following reasons:

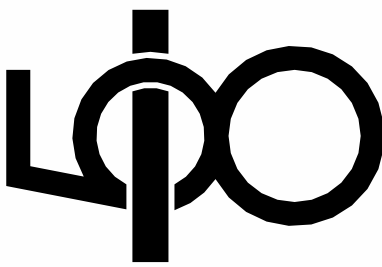
1. All unpaid taxes shall either paid in full prior to final action of the City Council or be paid in full according to a specific payment schedule as approved by City Council and the City Treasurer.
2. The serving and consumption of alcohol in connection with a Class C license at this location shall be limited to the interior of the existing building, and there shall be no serving or consumption of alcohol on the property outside of the building.
3. The serving and consumption of alcohol shall be limited to the areas shown on the Enlarged Floor Plans, Sheets A/4.01 thru A/4.07 dated June 16, 2022 as prepared by Five Eighths.
4. That the operation of a Class C liquor license at this location complies with all of the general waiver use standards and requirements as set forth in Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended.
5. That the subject site has the capacity to accommodate the proposed use.
6. That providing alcohol beverages at this location is an amenity that customers of the facility have requested and will allow LAD to retain and increase membership to become more economically viable.

Denying Resolution: That the request to utilize a Class C liquor license in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, is hereby denied for the following reasons:

1. That the petitioner has failed to affirmatively show that the proposed utilization of a Class C liquor license at this location would comply with all the general waiver use standards and requirements as set forth in Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended.

PUBLIC HEARING

2. That the petitioner has not sufficiently demonstrated that the proposed utilization of a Class C liquor license at this location would be compatible to and in harmony with surrounding residential neighborhoods in the area..
3. That it has not been demonstrated that the utilization of a Class C liquor license at this location is needed for this facility to flourish.
4. That the petitioner has failed to adequately demonstrate that the facility has the capacity to accommodate the proposed Class C liquor license, and
5. That the utilization of a Class C liquor license at this location is contrary to the goals and objectives of the Zoning Ordinance which, among other things, are intended to ensure suitability and appropriateness of uses.



FIVE - EIGHTHS

2321 WOLCOTT STREET
FERNDALE - MI - 48220

313 - 936 - 0835
INFO@FIVE-EIGHTHS.COM

LIVONIA ATHLETIC DISTRICT

14255 STARK RD - LIVONIA - MICHIGAN - 48154

TITLE SHEET

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

SHEET 1 of 15



PROJECT ISSUE DATE:
06/16/2022

G/

0.01

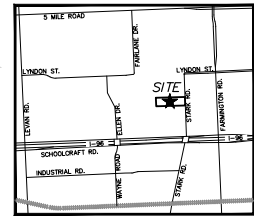
LIVONIA ATHLETIC DISTRICT

14255 STARK ROAD - LIVONIA - MICHIGAN - 48154

PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER USE APPLICATION (PHASE 2)

PROJECT TITLE		3
ARCHITECT: FIVE - EIGHTHS 2321 WOLCOTT STREET FERNDALE - MICHIGAN - 48220 CONTACT - GRANT JEFFRIES 248 - 981 - 8744 GRANT@FIVE-EIGHTHS.COM CLIENT / BUILDING OWNER: DETROIT RISING DEVELOPMENT 14255 STARK ROAD LIVONIA - MICHIGAN - 48154 CONTACT - JON HARTZELL 248-854-8005 JON@DETROITRISINGDEVELOPMENT.CO M GENERAL CONTRACTOR: DETROIT RISING DEVELOPMENT 14255 STARK ROAD LIVONIA - MICHIGAN - 48154 CONTACT - RICK STANZA 586 - 879 - 8163 RSTANZA@DETROITRISINGDEVELOPMENT.CO M		1. DO NOT SCALE DRAWINGS. CONSULT OWNER IF DIMENSIONAL QUESTION ARISES. 2. CONTRACTOR SHALL PROVIDE ALL ITEMS, ARTICLES, MATERIALS, AND OPERATIONS SCHEDULED INCLUDING ALL LABOR, MATERIALS, AND INCIDENTALS REQUIRED FOR COMPLETION. 3. ALL CONSTRUCTION SHALL CONFORM TO ALL APPLICABLE LOCAL, STATE, AND FEDERAL CODES/LAWS. CONTRACTOR SHALL BE RESPONSIBLE FOR OBTAINING ALL APPLICABLE BUILDING AND OTHER PERMITS REQUIRED FOR THE COMPLETION OF THE WORK. 4. ALL DIMENSIONAL LUMBER, PLYWOOD, PARTICLE BOARD, FITTING, AND BLOCKING SHALL BE PRESSURE TREATED/UL CERTIFIED NON-COMBUSTIBLE 5. CONTRACTOR SHALL VERIFY ALL DIMENSIONS AND CONDITIONS SHOWN ON THE DRAWINGS AT THE JOB SITE. 6. NOTIFY THE ARCHITECT OR OWNER PRIOR TO COMMENDING WORK OF ANY DISCREPANCIES, CONFLICTS, OR OMISSIONS IN THE CONSTRUCTION DOCUMENTS AND FIELD CONDITIONS. AN ADDENDUM WILL BE ISSUED AS NECESSARY AND WILL BECOME A PART OF THE CONTRACT DOCUMENTS. FOR THOSE DISCREPANCIES NOT BROUGHT TO THE ATTENTION OF THE OWNER, IT WILL BE ASSUMED THAT THE CONTRACTOR HAS BID THE MORE EXPENSIVE METHOD OF CONSTRUCTION. 7. COORDINATE ALL WORK BEFORE AND DURING CONSTRUCTION WITH ALL OTHER AFFECTED TRADES. 8. WHERE INTERFACES DEVELOP, NOTIFY OWNER FOR RESOLUTION OF CONFLICT. THIS PHASE OF THE PROJECT, PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER USE APPLICATION (PHASE 2), IS TO OBTAIN A LIQUOR LICENSE FOR PORTIONS OF THE LIVONIA ATHLETIC DISTRICT. THIS APPLICATION COVERS INTERIOR AREAS ONLY AND ANY EXTERIOR USES THAT REQUIRE A WAIVER WILL BE IN A FUTURE PHASE. INTERIOR MODIFICATIONS INCLUDE THE ADDITION OF BATHROOMS, BARS, AND KITCHEN PREP SPACES. THERE ARE NO PROPOSED EXTERIOR MODIFICATIONS IN THIS PHASE. NO STRUCTURAL MODIFICATIONS ARE BEING PROPOSED FOR THIS PHASE. HVAC MODIFICATIONS WILL BE LIMITED TO SOME DUCTWORK MODIFICATIONS BASED ON NEW CEILINGS/LAYOUTS. ELECTRICAL MODIFICATIONS INCLUDE NEW INTERIOR/EXTERIOR LIGHTING IN THE COMMON AREAS AND SOME OUTLETS/SWITCHES IN THE NEW INTERIOR DEMISING WALLS. FUTURE PROJECT PHASES WILL BE PERMITTED SEPARATELY. INTENDED AND COMPLETED PHASES ARE AS FOLLOWS. PREVIOUS PHASES: PHASE 1 - LIVONIA ATHLETIC DISTRICT PURPOSE: ORIGINAL BUILD-OUT AND EXTERIOR SIGN PERMIT STATUS: COMPLETE CURRENT PHASE: PHASE 2 - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS STATUS: CURRENT FUTURE PHASES: PHASE 3- INDIVIDUAL BUILDING PERMITS FOR PERMITS FOR 'DOGLEG' GOLF SIMULATORS, CAFE LAD, & LOWER LEVEL TENANT PURPOSE: TENANT BUILDOUTS STATUS: FUTURE PHASE 4 - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR EXTERIOR AREAS STATUS: FUTURE PHASE 5 - INDIVIDUAL BUILDING PERMITS FOR BACKYARD AND 'BIG PICKLE' PICKLEBALL COURTS PURPOSE: TENANT BUILDOUTS STATUS: FUTURE G/ 0.01 G/ 0.02 G/ 0.03 C/ 1.00 C/ 1.01 A/ 1.00 A/ 1.01 A/ 2.01 A/ 4.01 A/ 4.02 A/ 4.03 A/ 4.04 A/ 4.05 A/ 4.06 A/ 4.07 TITLE SHEET GENERAL NOTES CODE REVIEW SITE PLAN / AREA PLAN SURVEY FLOOR PLAN / LOWER LEVEL FLOOR PLAN / FIRST FLOOR ELEVATIONS / EXTERIOR ENLARGED PLANS / CAFE L.A.D. ENLARGED FLOOR PLANS / OBSERVATION ENLARGED PLANS / 'DOGLEG' ENLARGED PLANS / 'BIG PICKLE' ENLARGED PLANS / BATHROOMS ENLARGED PLANS / BATHROOMS ENLARGED PLANS / BATHROOMS
PROJECT DIRECTORY		11
PROJECT NOTES		8
PROPERTY INFORMATION: PIN: ZONING: TYPE OF CONSTRUCTION: LOT AREA: YEAR BUILT: NUMBER OF BUILDINGS: NUMBER OF STORIES: BUILDING AREA: HEIGHT: PARKING SPACES: SPRINKLERED: 46-084-99-0003-000 N-2 NEIGHBORHOOD 3B 9.56 ACRES 1968 2 2 (INCLUDING BASEMENT) 95,531 SF (INCLUDING BASEMENT) 22'-4" 96 NO		
PROJECT INFORMATION		10
VICINITY MAP NOT TO SCALE SCALE		7
PROJECT DESCRIPTION		4
SHEET LIST		1

DATE	ISSUE
May	Issue



LOCATION MAP
(NOT TO SCALE)

UNDERGROUND UTILITY LOCATIONS:
- NO UNDERGROUND UTILITIES PLACED OR MARKED BY UTILITY COMPANIES AND NO UNDERGROUND UTILITY MAPS PROVIDED BY THE CLIENT. UNDERGROUND UTILITY CONNECTIONS AS SHOWN ON THE SURVEY ARE FROM RECORD DRAWING PROVIDED BY CITY OF LIVONIA AND MISS DIO.

NOTE TO THE CLIENT, INSURER, AND LENDER:
WITH REGARD TO TABLE A, ITEM 11, INFORMATION FROM THE SOURCES CHECKED (SEE UNDERGROUND UTILITY LOCATION ABOVE) WILL BE COMBINED WITH OBSERVED EVIDENCE OF UTILITIES PURSUANT TO SECTION 5.6.1 TO DEVELOP A VIEW OF THE UNDERGROUND UTILITIES. HOWEVER, LACKING EXCAVATION, THE EXACT LOCATION OF UNDERGROUND FEATURES CANNOT BE ACCURATELY, COMPLETELY, AND RELIABLY DETERMINED.

ZONING INFORMATION

ZONED R-2 (ONE FAMILY RESIDENTIAL)

ABOVE INFORMATION TAKEN FROM CITY OF LIVONIA ZONING MAP.
https://livoniamaps.org/

PARKING INFORMATION

REGULAR SPACES = 95
HANDICAPPED SPACES = 8
TOTAL = 103

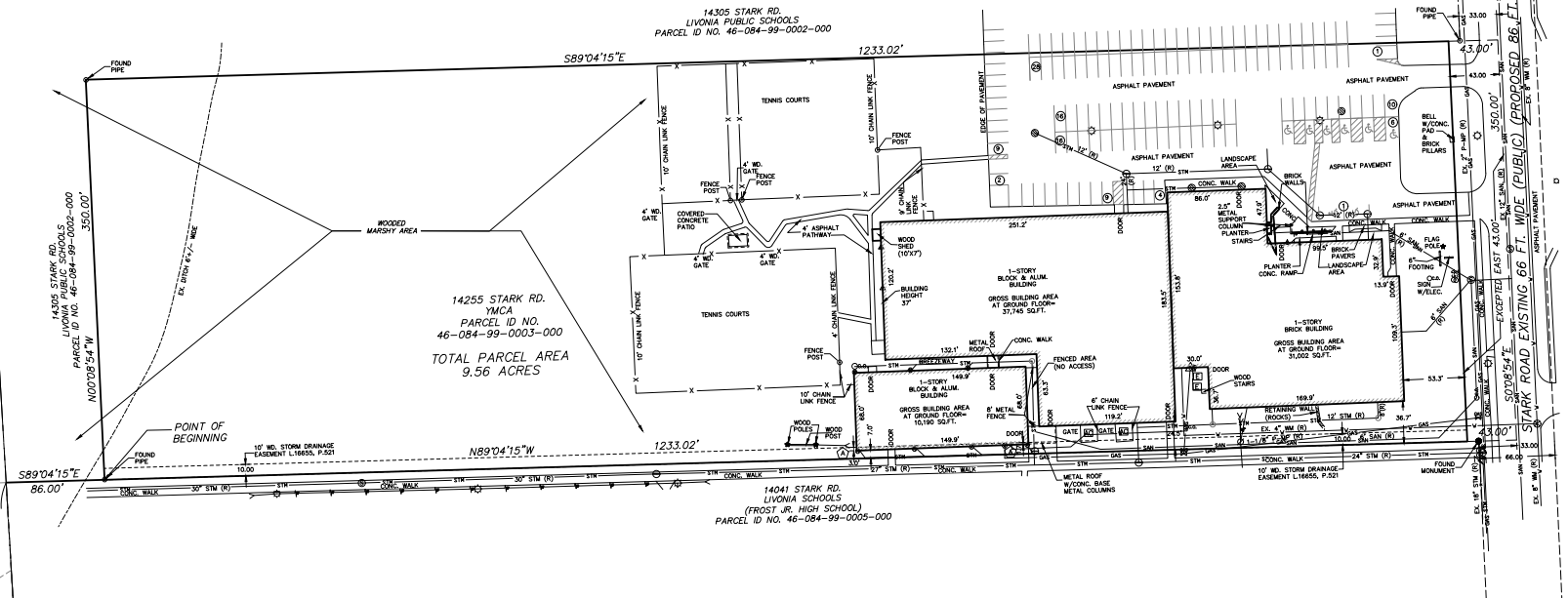
NOTES:
- SURVEY IN ACCORDANCE WITH TITLE COMMITMENT NO. NCS-1038988-MCH, PREPARED BY FIRST AMERICAN TITLE INSURANCE COMPANY, DATED SEPTEMBER 23, 2020.
- THIS PARCEL IS LOCATED WITHIN A FEDERALLY DESIGNATED FLOOD HAZARD AREA ZONE "X" (AREA DETERMINED TO BE OUTSIDE OF THE 0.2% ANNUAL CHANCE FLOODPLAIN) IN ACCORDANCE WITH THE FEDERAL INSURANCE RATE MAP, PANEL NUMBER 44 OF 375, MAP NUMBER 2616300044E, EFFECTIVE DATE FEBRUARY 2, 2012.
- THE BASIS OF BEARING FOR THE PROPERTY DESCRIPTION OVERALL PARCEL AS FIELD SURVEYED IS BASED ON RECORD DESCRIPTION.
- THE DISTANCE TO THE NEAREST INTERSECTING STREET IS 950' +/- TO LIVONIA ROAD.
- WITH REGARD TO TABLE A, ITEM 6, NO ZONING REPORT LETTER HAS BEEN PROVIDED TO THE SURVEYOR BY THE CLIENT. THEREFORE SETBACK INFORMATION IS NOT SHOWN ON THIS DRAWING.
- THERE IS NO EVIDENCE OF EARTH MOVING WORK, BUILDING CONSTRUCTION, OR BUILDING ADDITIONS OBSERVED IN THE PROCESS OF CONDUCTING FIELD WORK.
- THERE IS NO EVIDENCE OF PROPOSED CHANGES IN STREET RIGHT OF WAY LINES.
- THERE IS NO EVIDENCE OF RECENT STREET OR SIDEWALK CONSTRUCTION OR REPAIRS OBSERVED IN THE PROCESS OF CONDUCTING FIELDWORK, UNLESS OTHERWISE NOTED.

TABLE OF ENCROACHMENTS

ENCROACHMENT	DATE
BUILDING ENCROACHMENT INTO THE DRAINAGE EASEMENT	

LEGEND - EXISTING

SECTION LINE	SECTION 21	SECTION 21
E/ PAVEMENT	E/ PAVEMENT	E/ PAVEMENT
E/ GRAVEL	E/ GRAVEL	E/ GRAVEL
E/ WALK	E/ WALK	E/ WALK
E/ BRICK	E/ BRICK	E/ BRICK
MISC. LINE	MISC. LINE	MISC. LINE
WATER VALVE	WATER VALVE	WATER VALVE
WATER METER	WATER METER	WATER METER
POST INDICATOR VALVE	POST INDICATOR VALVE	POST INDICATOR VALVE
IRIGATION CONTROL BOX	IRIGATION CONTROL BOX	IRIGATION CONTROL BOX
STORM MH	STORM MH	STORM MH
CATCH BASIN	CATCH BASIN	CATCH BASIN
BEDPHE CB	BEDPHE CB	BEDPHE CB
CULVERT E.S.	CULVERT E.S.	CULVERT E.S.
ROOF/DOWN SPOUT	ROOF/DOWN SPOUT	ROOF/DOWN SPOUT
OVERFLOW/OUTLET STRUCTURE	OVERFLOW/OUTLET STRUCTURE	OVERFLOW/OUTLET STRUCTURE
C.O.S. STORM CLEAN OUT	C.O.S. STORM CLEAN OUT	C.O.S. STORM CLEAN OUT
ROUND CB	ROUND CB	ROUND CB
LIGHT POLE	LIGHT POLE	LIGHT POLE
UTILITY POLE	UTILITY POLE	UTILITY POLE
ELEC. TRANS.	ELEC. TRANS.	ELEC. TRANS.
US TELE. LINE	US TELE. LINE	US TELE. LINE
US CABLE TV LINE	US CABLE TV LINE	US CABLE TV LINE
PAINT STRIKE	PAINT STRIKE	PAINT STRIKE
COMBINED SEWER	COMBINED SEWER	COMBINED SEWER
P.D. LINE	P.D. LINE	P.D. LINE
STEAM LINE	STEAM LINE	STEAM LINE
ELECTRIC OVERHEAD	ELECTRIC OVERHEAD	ELECTRIC OVERHEAD
TELEPHONE OVERHEAD	TELEPHONE OVERHEAD	TELEPHONE OVERHEAD
SAN. MH	SAN. MH	SAN. MH
SAN. CLEAN OUT	SAN. CLEAN OUT	SAN. CLEAN OUT
SAN. RISER	SAN. RISER	SAN. RISER
SAN. PUMP STATION	SAN. PUMP STATION	SAN. PUMP STATION
COMB. MH	COMB. MH	COMB. MH
GATE VALVE	GATE VALVE	GATE VALVE
HYDRANT	HYDRANT	HYDRANT
WATER VALVE	WATER VALVE	WATER VALVE
WATER METER	WATER METER	WATER METER
POST INDICATOR VALVE	POST INDICATOR VALVE	POST INDICATOR VALVE
IRIGATION CONTROL BOX	IRIGATION CONTROL BOX	IRIGATION CONTROL BOX
STORM MH	STORM MH	STORM MH
CATCH BASIN	CATCH BASIN	CATCH BASIN
BEDPHE CB	BEDPHE CB	BEDPHE CB
CULVERT E.S.	CULVERT E.S.	CULVERT E.S.
ROOF/DOWN SPOUT	ROOF/DOWN SPOUT	ROOF/DOWN SPOUT
OVERFLOW/OUTLET STRUCTURE	OVERFLOW/OUTLET STRUCTURE	OVERFLOW/OUTLET STRUCTURE
C.O.S. STORM CLEAN OUT	C.O.S. STORM CLEAN OUT	C.O.S. STORM CLEAN OUT
ROUND CB	ROUND CB	ROUND CB
LIGHT POLE	LIGHT POLE	LIGHT POLE
UTILITY POLE	UTILITY POLE	UTILITY POLE
ELEC. TRANS.	ELEC. TRANS.	ELEC. TRANS.
US TELE. LINE	US TELE. LINE	US TELE. LINE
US CABLE TV LINE	US CABLE TV LINE	US CABLE TV LINE
PAINT STRIKE	PAINT STRIKE	PAINT STRIKE
COMBINED SEWER	COMBINED SEWER	COMBINED SEWER
P.D. LINE	P.D. LINE	P.D. LINE
STEAM LINE	STEAM LINE	STEAM LINE
ELECTRIC OVERHEAD	ELECTRIC OVERHEAD	ELECTRIC OVERHEAD
TELEPHONE OVERHEAD	TELEPHONE OVERHEAD	TELEPHONE OVERHEAD
GAS METER	GAS METER	GAS METER
GAS RISER	GAS RISER	GAS RISER
GAS VALVE	GAS VALVE	GAS VALVE
GAS MH	GAS MH	GAS MH
TELE. RISER	TELE. RISER	TELE. RISER
TELE. MH	TELE. MH	TELE. MH
TELE. CROSS BOX	TELE. CROSS BOX	TELE. CROSS BOX
FOUND PIPE	FOUND PIPE	FOUND PIPE
MANHOLE	MANHOLE	MANHOLE
CONC. CONCRETE	CONC. CONCRETE	CONC. CONCRETE
A.C. AIR CONDITIONER	A.C. AIR CONDITIONER	A.C. AIR CONDITIONER
GUY	GUY	GUY
CHAIN-LINK FENCE	CHAIN-LINK FENCE	CHAIN-LINK FENCE
DOOR LEDGE	DOOR LEDGE	DOOR LEDGE
FINISHED FLOOR	FINISHED FLOOR	FINISHED FLOOR
OVERHANG	OVERHANG	OVERHANG
BLDG. CORNER (FIELD LOCATED)	BLDG. CORNER (FIELD LOCATED)	BLDG. CORNER (FIELD LOCATED)
HANDICAP PARKING	HANDICAP PARKING	HANDICAP PARKING
WETLAND FLAG	WETLAND FLAG	WETLAND FLAG
F.P. FOUND IRON PIPE	F.P. FOUND IRON PIPE	F.P. FOUND IRON PIPE
MEASURED	MEASURED	MEASURED
RECORD	RECORD	RECORD
F.M. FOUND MONUMENT	F.M. FOUND MONUMENT	F.M. FOUND MONUMENT
S.N. SET NAIL	S.N. SET NAIL	S.N. SET NAIL
CMP. CORRUGATED METAL PIPE	CMP. CORRUGATED METAL PIPE	CMP. CORRUGATED METAL PIPE
REINFORCED CONCRETE PIPE	REINFORCED CONCRETE PIPE	REINFORCED CONCRETE PIPE
GRASSING LIGHT	GRASSING LIGHT	GRASSING LIGHT
RECORD STN. MH (NOT FIELD LOCATED)	RECORD STN. MH (NOT FIELD LOCATED)	RECORD STN. MH (NOT FIELD LOCATED)
SOL. BORING	SOL. BORING	SOL. BORING
MONITORING WELL	MONITORING WELL	MONITORING WELL
LAWN IRRIG. HEAD	LAWN IRRIG. HEAD	LAWN IRRIG. HEAD
CENTURINE R.R. TRACK	CENTURINE R.R. TRACK	CENTURINE R.R. TRACK



PROPERTY DESCRIPTION

(PER TITLE COMMITMENT NO. NCS-1038988-MCH, PREPARED BY FIRST AMERICAN TITLE INSURANCE COMPANY, DATED SEPTEMBER 23, 2020)

LAND IN THE CITY OF LIVONIA, WAYNE COUNTY, MICHIGAN, DESCRIBED AS FOLLOWS:

THAT PART OF THE SOUTHEAST 1/4 OF SECTION 21, TOWNSHIP 15 NORTH, RANGE 9 EAST, CITY OF LIVONIA, WAYNE COUNTY, MICHIGAN, DESCRIBED AS BEGINNING AT A POINT ON THE NORTH AND SOUTH 1/4 LINE OF SAID SECTION 21 DISTANT NORTH 0 DEGREES 49 MINUTES 15 SECONDS WEST, 1308.62 FEET ALONG THE NORTH AND SOUTH 1/4 LINE OF SECTION 21 AND SOUTH 89 DEGREES 54 MINUTES 15 SECONDS EAST, 86.00 FEET FROM THE SOUTH 1/4 CORNER OF SECTION 21; PROCEEDING THENCE NORTH 0 DEGREES OR MINUTES 54 SECONDS WEST, 350.00 FEET; THENCE SOUTH 89 DEGREES 54 MINUTES 15 SECONDS EAST, 1233.02 FEET; THENCE SOUTH 0 DEGREES OR MINUTES 54 SECONDS EAST ALONG THE CENTER LINE OF STARK ROAD (66.00 FEET IN WIDTH), 350.00 FEET; THENCE NORTH 89 DEGREES 54 MINUTES 15 SECONDS WEST, 1233.02 FEET TO THE POINT OF BEGINNING, EXCEPT THE EAST 43.00 FEET.

SCHEDULE B - II. EXCEPTIONS:

(PER TITLE COMMITMENT NO. NCS-1038988-MCH, PREPARED BY FIRST AMERICAN TITLE INSURANCE COMPANY, DATED SEPTEMBER 23, 2020)

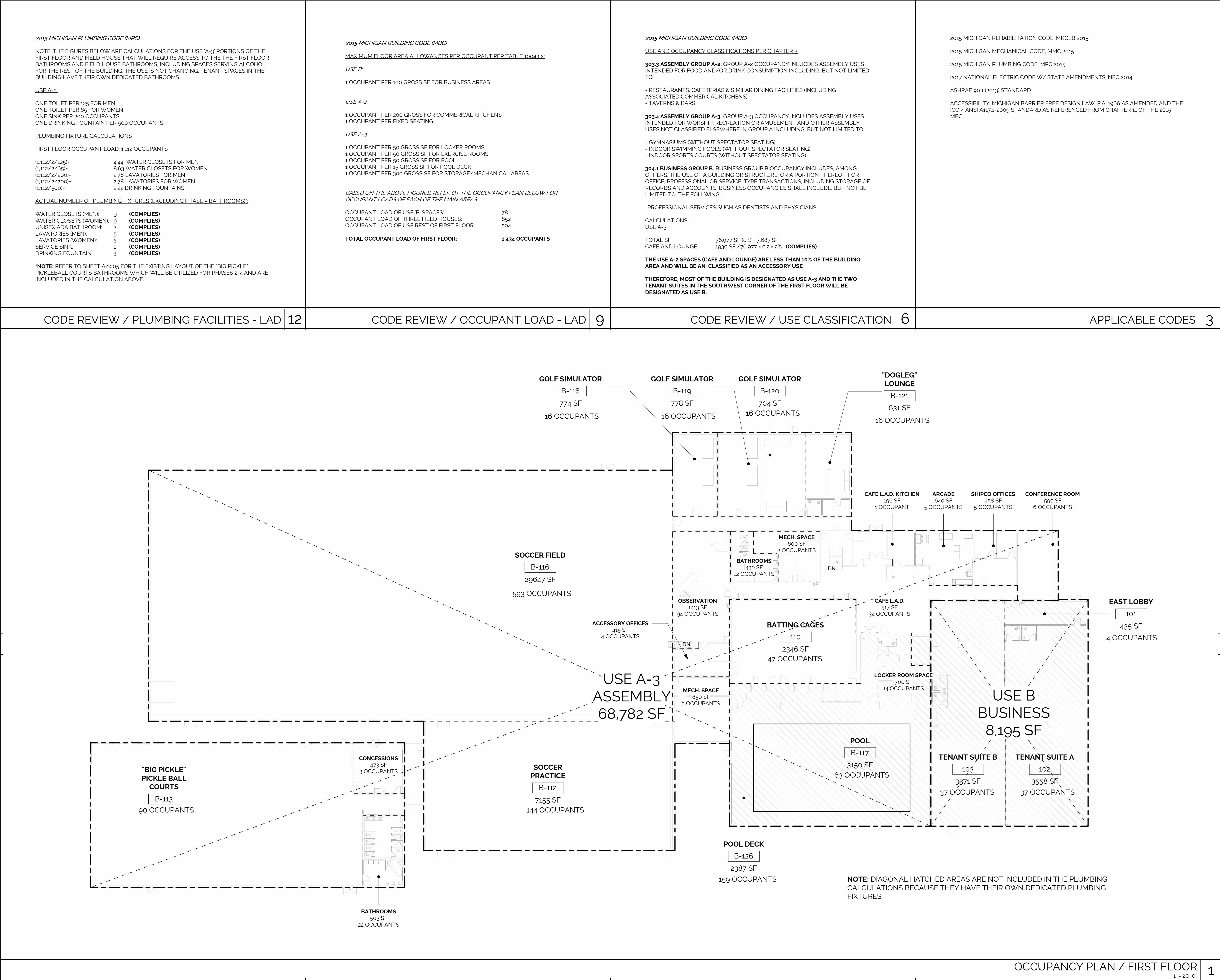
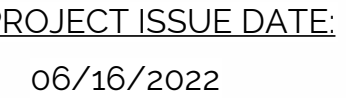
- SUBJECT TO THE TERMS AND PROVISIONS CONTAINED IN THE DOCUMENT ENTITLED "RESOLUTION FOR MASTER SCHOOL AND PARK PLAN" RECORDED AS LIBER 10117, PAGE 600 OF OFFICIAL RECORDS.
- NO PLOTTABLE EASEMENT.
- SUBJECT TO THE TERMS AND PROVISIONS CONTAINED IN THE DOCUMENT ENTITLED "MASTER SCHOOL AND PARK PLAN" RECORDED AS LIBER 16192, PAGE 256 OF OFFICIAL RECORDS.
- "MCA PARCEL" IS A PART OF THE DESCRIBED PARCELS (O) IN SECTION NO. 21 UNDER PARKS.
- SUBJECT TO THE TERMS, PROVISIONS AND EASEMENTS CONTAINED IN THE DOCUMENT ENTITLED "GRANT OF EASEMENT" RECORDED AS LIBER 16655, PAGE 521 OF OFFICIAL RECORDS.
- "10' WD. STORM DRAINAGE EASEMENT SHOWN ON SURVEY."

CERTIFICATION

TO:
- FIRST AMERICAN TITLE INSURANCE COMPANY
- STARK ROAD HOLDINGS, LLC, A MICHIGAN LIMITED LIABILITY COMPANY
- YOUNG MEN'S CHRISTIAN ASSOCIATION OF METROPOLITAN DETROIT, A MICH. NON-PROFIT CORPORATION

THIS IS TO CERTIFY THAT THIS MAP OR PLAN AND THE SURVEY ON WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH THE 2021 MINIMUM STANDARD DETAIL REQUIREMENTS FOR ALTA/NSPS LAND TITLE SURVEYS, JOINTLY ESTABLISHED AND ADOPTED BY ALTA AND NSPS, AND INCLUDES ITEMS 2, 3, 4, 6(a), 6(b), 7(a), 7(b)(1), 8, 9, 10, 11(a), 11(b), 12, 14, 15, 17, 18, 19 OF TABLE A THEREOF. THE FIELDWORK WAS COMPLETED ON MAY 26, 2021.

DATE OF PLAN OR MAP: MAY 27, 2021



CITY OF LIVONIA ZONING ORDINANCE

PER SECTION 3.03 - PERMITTED USES BY DISTRICT:

CURRENT ZONING DISTRICT N-2 NEIGHBORHOOD

N-2 PERMITTED USES:

- PARKS AND OUTDOOR RECREATIONAL USES
- EDUCATIONAL USES

N-2 WAIVER USES:

- PRIVATELY OWNED AND OPERATED RECREATIONAL USES

USES NOT ALLOWED IN N-2:

- ESTABLISHMENTS HAVING LIQUOR LICENSES SUCH AS CLASS C, TAVERN, AND CLUB

PER SECTION 5.01 - SPECIAL WAIVER USE STANDARDS FOR PLANNED GENERAL DEVELOPMENT:

(C) USES NOT PERMITTED IN THE ZONING ORDINANCE DISTRICT WITHIN THE PLANNED DEVELOPMENT IS LOCATED MAY BE PERMITTED WHEN SUCH USES ARE PRIMARILY DESIGNED AND INTENDED TO SERVICE RESIDENTS OF ANY PLANNED RESIDENTIAL

THEREFORE, WE ARE APPLYING FOR A PLANNED GENERAL DEVELOPMENT IN ORDER TO OBTAIN A LIQUOR LICENSE FOR CERTAIN PORTIONS OF THE INTERIOR OF THE LIVONIA ATHLETIC DISTRICT.

PER SECTION 6.22 - ESTABLISHMENTS HAVING LIQUOR LICENSES SUCH AS CLASS C, TAVERN, AND CLUB:

(A) ESTABLISHMENTS HAVING LIQUOR LICENSES SUCH AS CLASS C, TAVERN, CLUB, AND SMALL DISTILLER SHALL NOT BE LOCATED WITHIN 1,000' - 0" OF ANY OTHER SUCH LICENSED ESTABLISHMENT AS MEASURED FROM THE ACTUAL PREMISES BEING USED OR PROPOSED FOR USE OF THE RESPECTIVE PROPERTIES

(B) SUCH PROPOSED LICENSED ESTABLISHMENT SHALL BE LOCATED AT LEAST 400' - 0" DISTANT FROM ANY CHURCH OR SCHOOL BUILDING, EITHER PUBLIC OR PAROCHIAL, AS MEASURED FROM THE NEAREST POINT ON THE BUILDING PROPOSED TO BE LICENSED TO THE EXISTING CHURCH OR SCHOOL BUILDING

THE FROST MIDDLE SCHOOL IS APPROXIMATELY 457' - 0" FROM THE LIVONIA ATHLETIC DISTRICT (COMPLIES).

CODE REVIEW / PLANNED GENERAL DEVELOPMENT 11

CITY OF LIVONIA ZONING ORDINANCE

PER SECTION 9.05 - MINIMUM NUMBER OF PARKING SPACES REQUIRED

- PRIVATELY OWNED AND OPERATED RECREATIONAL USES - OFF-STREET PARKING FACILITIES SHALL BE PROVIDED ON THE PREMISES TO ACCOMMODATE 1/3 OF THE TOTAL MEMBER FAMILIES AND/OR INDIVIDUAL MEMBERS OF THE ORGANIZATION
- INDOOR RECREATIONAL USES - ONE PARKING SPACE FOR EACH 200SF OF FLOOR AREAS

TOTAL SF FOR LAD

FIRST FLOOR 76,997 SF

LOWER LEVEL 16,620 SF

TOTAL: 93,597 SF

(93,597/200) =

467.98 PARKING SPACES FOR THE LIQUOR LICENSE AREAS

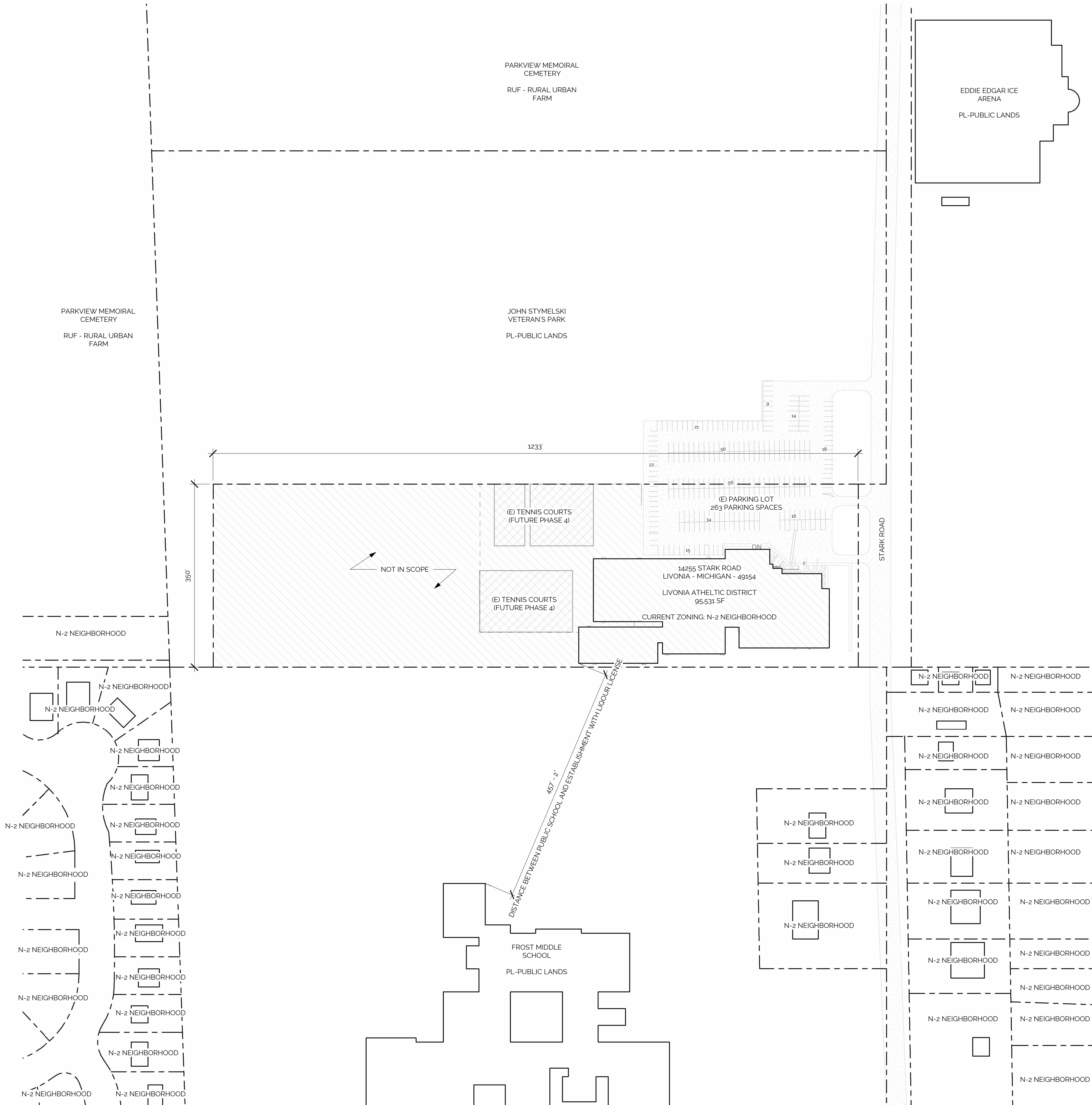
ACTUAL NUMBER OF PARKING SPACES:

263 SPACES (EXISTING NONCOMPLIANT)

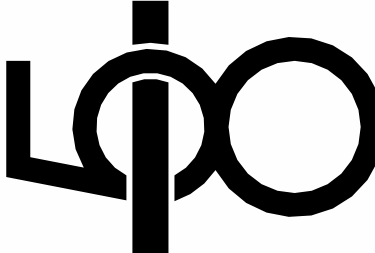
***NOTE:** WHILE THE EXISTING PARKING LOT IS NOT SUFFICIENT FOR THE UPDATED ZONING ORDINANCE'S PARKING REQUIREMENTS, LAD DOES NOT ANTICIPATE USING THE ENTIRE EXISTING PARKING LOT FOR THE FOLLOWING REASONS:

- THE DIFFERENT ACTIVITIES OFFERED AT LAD ARE SEASONAL. THE FUTURE OUTDOOR SPACE WILL NOT BE UTILIZED IN THE WINTER MONTHS, AND THE INTERIOR SPACES WILL NOT BE AS BUSY IN THE SUMMER MONTHS.
- MANY USERS CARPOOL TO AND FROM ACTIVITIES, SUCH AS PRACTICE.
- THE FACILITY HOSTS MANY EVENTS FOR CHILDREN WHO ARE CARPOOL, GET DROPPED OFF, ETC.
- THERE ARE OVERLAPPING OCCUPANCIES. THE PURPOSE OF THE CAFE AND LOUNGE SPACES ARE SO THAT CHILDREN'S PARENTS/GUARDIANS CAN HAVE A SPACE TO ENJOY DURING GAMES/PRACTICE. NO ONE WILL COME TO THE BUILDING FOR THE SOLE PURPOSE OF PURCHASING FOOD/DRINKS.

CODE REVIEW / PARKING 10



AREA PLAN 1



FIVE - EIGHTHS

LIVONIA ATHLETIC DISTRICT

SITE PLAN / AREA PLAN



PROJECT ISSUE DATE:
06/16/2022

C/
1.00

2321 VOLCOTT STREET
FERNDALE - MI - 48220
313 - 936 - 0835
INFO@FIVE-EIGHTHS.COM

14255 STARK RD - LIVONIA - MICHIGAN - 48154

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION
SHEET 4 OF 15

		PREVIOUS PHASES: PHASE 1 - LIVONIA ATHLETIC DISTRICT PURPOSE: ORIGINAL BUILD-OUT AND EXTERIOR SIGN PERMIT STATUS: COMPLETE CURRENT PHASE: PHASE 2 - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS, INCLUDING LOWER LEVEL NOTES: • THE LOWER LEVEL INTERIOR SHALL BE INCLUDED IN THE WAIVER APPLICATION FOR A LIQUOR LICENSE. MORE DETAILS WILL BE PROVIDED FOR THE INDIVIDUAL TENANT BUILDING PERMIT AS THE TENANTS LEASE IS ASSUMING THE ABILITY TO SERVE ALCOHOLIC BEVERAGES • ALCOHOL WILL BE PROHIBITED IN ALL EQUIPMENT AND MECHANICAL ROOMS BECAUSE THEY ARE TO REMAIN AS IS. STATUS: CURRENT FUTURE PHASES: PHASE 3- INDIVIDUAL BUILDING PERMITS FOR PERMIT FOR LOWER LEVEL TENANT PURPOSE: INTERIOR TENANT BUILDOUT. NOTES: • LOWER LEVEL BATHROOMS TO BE UTILIZED FOR FIRST FLOOR PLUMBING REQUIREMENTS UNTIL PHASE 5 BATHROOMS ARE BUILT • LOWER LEVEL TENANT TO PROVIDE SEPARATE BUILDING PERMIT WITH REQUIRED INFORMATION REGARDING A LIQUOR LICENSE STATUS: FUTURE PHASE 5 - INDIVIDUAL BUILDING PERMITS FOR BACKYARD AND BIG PICKLE NOTES: • FIRST FLOOR OCCUPANTS MAY USE NEW BATHROOMS IN 'BIG PICKLE' AT THE COMPLETION OF THIS PHASE. STATUS: FUTURE
		PROJECT PHASING PLAN / LOWER LEVEL TENANT 1/2" = 1'-0" 2

TO SOCCER FIELD UP 1 A/ 4.07 2 A/ 4.07 3 A/ 4.07 4 A/ 4.07 5 A/ 4.07 SPA ROOM B-124 174 SF SPA EQUIPMENT B-125 85 SF ELECTRICAL ROOM B-122 322 SF MECHANICAL ROOM B-123 807 SF SAUNA B-127 86 SF ELEC. B-128 73 SF MESSAGE B-129 73 SF SAUNA B-130 79 SF (E) LOCKER ROOM (E) LOCKER ROOM (E) LOCKER ROOM (E) LOCKER ROOM (E) LOCKER ROOM ALCOHOL PROHIBITED ALCOHOL PROHIBITED POOL EQUIPMENT ROOM NOTE: THE LOWER LEVEL INTERIOR SHALL BE INCLUDED IN THE WAIVER APPLICATION FOR A LIQUOR LICENSE AND MORE DETAILS WILL BE PROVIDED FOR THE INDIVIDUAL TENANT BUILDING PERMIT AS THE TENANTS LEASE IS ASSUMING THE ABILITY TO SERVE ALCOHOLIC BEVERAGES ALCOHOL WILL BE PROHIBITED IN THE OUTLINED AREAS AS ALL EQUIPMENT AND MECHANICAL ROOMS ARE TO REMAIN AS IS.	PLAN / LOWER LEVEL 1/2" = 1'-0" 1
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FIVE - EIGHTHS

LIVONIA ATHLETIC DISTRICT

FLOOR PLAN / LOWER LEVEL

2321 VOLCOTT STREET
FERNDALE - MI - 48220

14255 STARK RD - LIVONIA - MICHIGAN - 48154

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

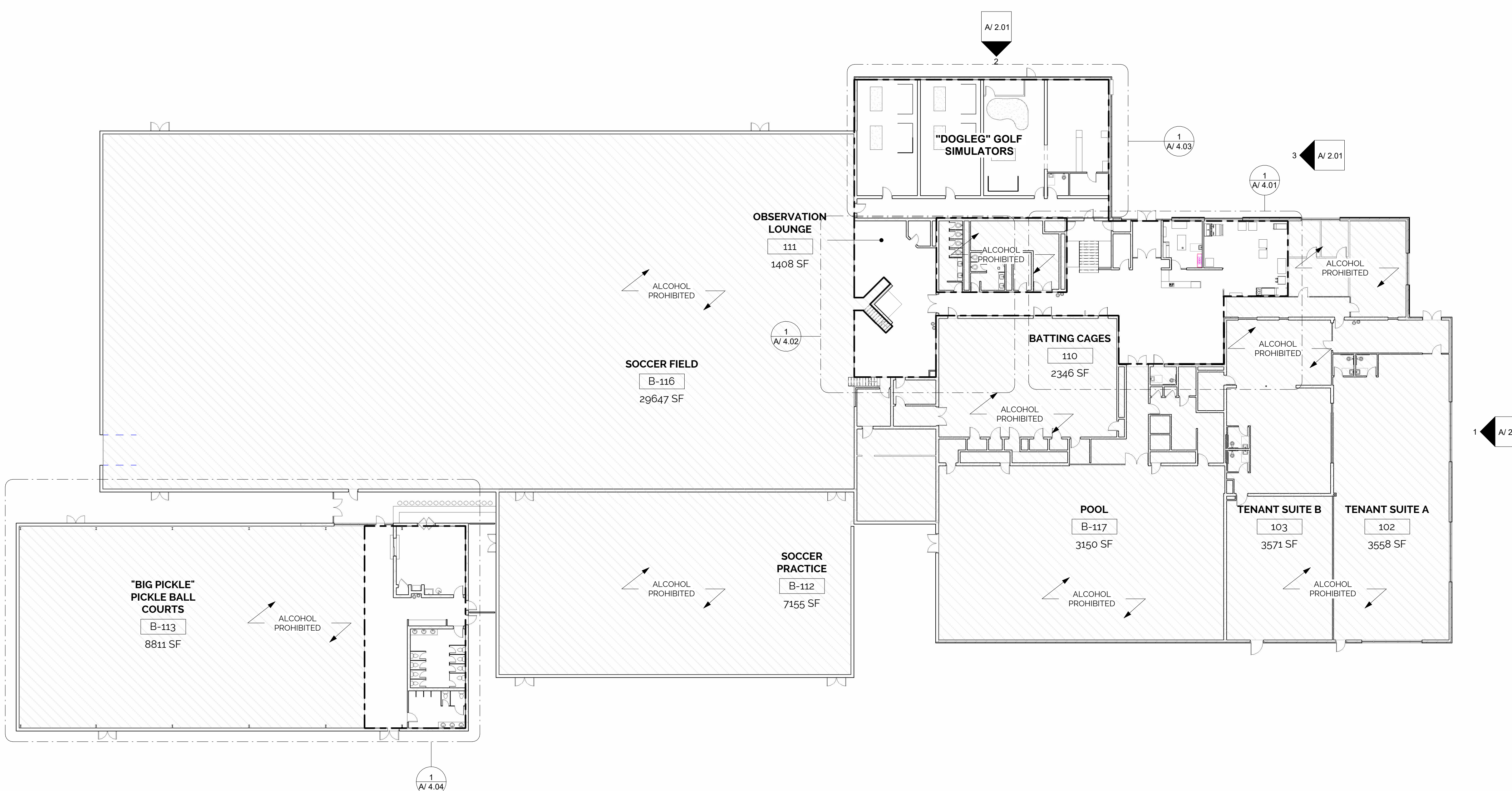
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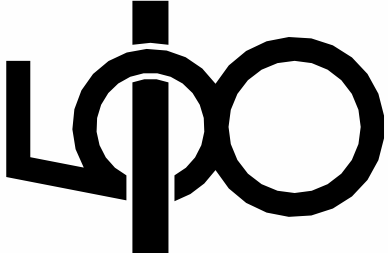
SHEET 6 of 15

PROJECT ISSUE DATE:
06/16/2022

A/
1.00

		PREVIOUS PHASES: <u>PHASE 1</u> - LIVONIA ATHLETIC DISTRICT PURPOSE: ORIGINAL BUILD-OUT AND EXTERIOR SIGN PERMIT STATUS: COMPLETE CURRENT PHASE: <u>PHASE 2</u> - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS STATUS: CURRENT FUTURE PHASES: <u>PHASE 3</u> - INDIVIDUAL BUILDING PERMITS FOR PERMITS FOR DOGLEG AND CAFE LAD PURPOSE: INTERIOR TENANT BUILDOUT STATUS: FUTURE <u>PHASE 4</u> - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR EXTERIOR AREAS STATUS: FUTURE <u>PHASE 5</u> - INDIVIDUAL BUILDING PERMITS FOR BACKYARD AND BIG PICKLE PURPOSE: INTERIOR TENANT BUILDOUT STATUS: FUTURE
		PROJECT PHASING PLAN 3

		FLOOR PLAN / FIRST FLOOR 1
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FIVE - EIGHTHS

2321 WOLCOTT STREET
FERNDALE - MI - 48220
313 - 936 - 0835
INFO@FIVE-EIGHTHS.COM

LIVONIA ATHLETIC DISTRICT

14255 STARK RD - LIVONIA - MICHIGAN - 48154

FLOOR PLAN / FIRST FLOOR

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

SHEET 7 of 15



PROJECT ISSUE DATE:
06/16/2022

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1.01



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313 - 936 - 0835
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LIVONIA ATHLETIC DISTRICT

14255 STARK RD - LIVONIA - MICHIGAN - 48154

ENLARGED PLANS / CAFE

L.A.D.
PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

SHEET 9 OF 15



PROJECT ISSUE DATE
06/16/2022

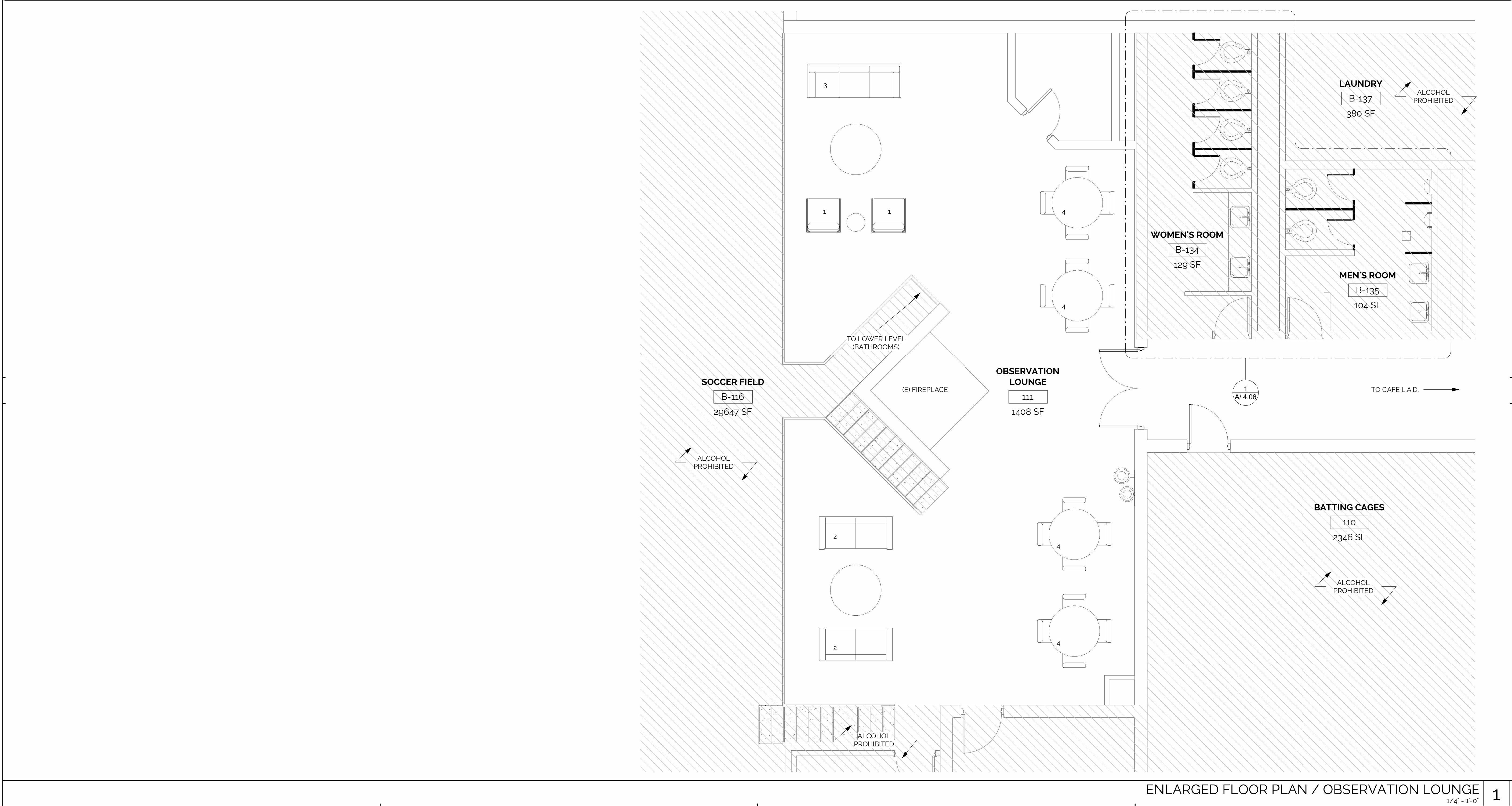
A/

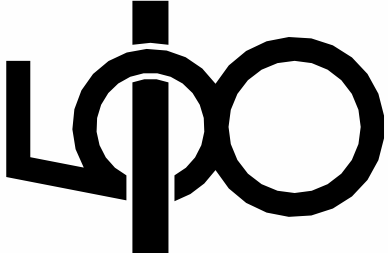
4.01

	PREVIOUS PHASES: <u>PHASE 1</u> - LIVONIA ATHLETIC DISTRICT PURPOSE: ORIGINAL BUILD-OUT AND EXTERIOR SIGN PERMIT STATUS: COMPLETE CURRENT PHASE: <u>PHASE 2</u> - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS, INCLUDING CAFE L.A.D. NOTES: - PRE-MADE CANNED ALCOHOLIC BEVERAGES WILL BE SERVED AT THE CAFE FOR CONSUMPTION IN THE CAFE AND OBSERVATION LOUNGE STATUS: CURRENT FUTURE PHASES: <u>PHASE 3</u> - INDIVIDUAL BUILDING PERMITS FOR PERMIT FOR CAFE L.A.D. PURPOSE: INTERIOR TENANT BUILDOUT. STATUS: FUTURE NOTE: CONSTRUCTION DOCUMENTS FOR CAFE L.A.D. BUILDOUT TO BE SUBMITTED IN FUTURE PHASE 3.	PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER USE - CAFE L.A.D. <u>CAFE L.A.D. HOURS OF OPERATIONS:</u> MONDAY - 6AM-11PM TUESDAY - 6AM-11PM WEDNESDAY - 6AM-11PM THURSDAY - 6AM-11PM FRIDAY - 6AM-11PM SATURDAY - 6AM-11PM SUNDAY - 6AM-11PM <u>CAFE L.A.D. SECURITY:</u> THERE WILL BE NO SECURITY GUARD NEEDED FOR CAFE <u>CAFE L.A.D. STAFF TRAINING:</u> ALL STAFF WILL BE REQUIRED TO TAKE THE SERVSAFE ALCOHOL TRAINING PROGRAM DAILY TRAINING AND COACHING BY MANAGER ON DUTY <u>CAFE L.A.D. FOOD SERVICE:</u> FOOD: - PACKAGE SANDWICHES - PREPARED SALADS - PACKAGE PASTRIES AND DESSERTS - READY TO USE SOUPS ALCOHOLIC DRINKS: - CANNED COCKTAILS - CANNED BEER - CANNED WINE <u>AVAILABLE BATHROOMS:</u> - ADA UNISEX 109 - WOMEN'S ROOM B-134 - MEN'S ROOM B-135 - LOWER LEVEL BATHROOMS DURING PHASE 2-4 - FUTURE WOMEN'S AND MEN'S ROOMS AFTER PHASE 5
	PROJECT PHASING PLAN / CAFE L.A.D. 6	ADMINISTRATIVE INFORMATION / CAFE L.A.D. 3

ENLARGED PLAN / CAFE L.A.D. 1/4" = 1'-0"

	PREVIOUS PHASES: PHASE 1 - LIVONIA ATHLETIC DISTRICT PURPOSE: ORIGINAL BUILD-OUT AND EXTERIOR SIGN PERMIT STATUS: COMPLETE CURRENT PHASE: PHASE 2 - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS, INCLUDING CAFE L.A.D. NOTES: • PRE-MADE CANNED ALCOHOLIC BEVERAGES WILL BE SERVED AT THE CAFE FOR CONSUMPTION IN THE CAFE AND OBSERVATION LOUNGE STATUS: CURRENT FUTURE PHASES: PHASE 3 - INDIVIDUAL BUILDING PERMITS FOR PERMIT FOR CAFE L.A.D. PURPOSE: INTERIOR TENANT BUILD-OUT. STATUS: FUTURE	PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER USE - CAFE L.A.D. <u>CAFE L.A.D. HOURS OF OPERATIONS:</u> MONDAY - 6AM-11PM TUESDAY - 6AM-11PM WEDNESDAY - 6AM-11PM THURSDAY - 6AM-11PM FRIDAY - 6AM-11PM SATURDAY - 6AM-11PM SUNDAY - 6AM-11PM <u>CAFE L.A.D. SECURITY:</u> THERE WILL BE NO SECURITY GUARD NEEDED FOR CAFE <u>CAFE L.A.D. STAFF TRAINING:</u> ALL STAFF WILL BE REQUIRED TO TAKE THE SERVSAFE ALCOHOL TRAINING PROGRAM DAILY TRAINING AND COACHING BY MANAGER ON DUTY <u>CAFE L.A.D. FOOD SERVICE</u> FOOD: • PACKAGE SANDWICHES • PREPARED SALADS • PACKAGE PASTRIES AND DESSERTS • READY TO USE SOUPS ALCOHOLIC DRINKS: • CANNED COCKTAILS • CANNED BEER • CANNED WINE AVAILABLE BATHROOMS: • ADA UNISEX 109 • WOMEN'S ROOM B-134 • MEN'S ROOM B-135 • LOWER LEVEL BATHROOMS DURING PHASE 2-4 • FUTURE WOMEN'S AND MEN'S ROOMS AFTER PHASE 5
	PROJECT PHASING PLAN / CAFE L.A.D. / LOUNGE6	ADMIN INFORMATION / CAFE L.A.D. / LOUNGE3





FIVE - EIGHTHS

2321 WOLCOTT STREET
FERNDALE - MI - 48220

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INFO@FIVE-EIGHTHS.COM

LIVONIA ATHLETIC DISTRICT

14255 STARK RD - LIVONIA - MICHIGAN - 48154

ENLARGED FLOOR PLANS / OBSERVATION

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

SHEET 10 of 15

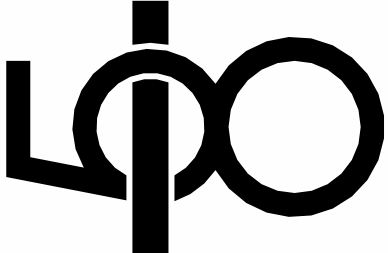


PROJECT ISSUE DATE:
06/16/2022

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4.02

	PREVIOUS PHASES: <u>PHASE 1</u> - LIVONIA ATHLETIC DISTRICT PURPOSE: ORIGINAL BUILD-OUT AND EXTERIOR SIGN PERMIT STATUS: COMPLETE CURRENT PHASE: <u>PHASE 2</u> - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS, INCLUDING CAFE L.A.D. NOTES: • PRE-MADE CANNED ALCOHOLIC BEVERAGES WILL BE SERVED AT "DOGLEG" GOLF SIMULATORS FOR CONSUMPTION IN "DOGLEG" GOLF SIMULATORS STATUS: CURRENT FUTURE PHASES: <u>PHASE 3</u> - INDIVIDUAL BUILDING PERMITS FOR PERMIT FOR DOGLEG PURPOSE: INTERIOR TENANT BUILDOUT. STATUS: FUTURE NOTE: CONSTRUCTION DOCUEMTNS FOR "DOGLEG" GOLF SIMULATORS TO BE SUBMITTED AT LATER PHASE.	PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER USE - DOGLEG <u>DOGLEG HOURS OF OPERATIONS:</u> MONDAY - 6AM-11PM TUESDAY - 6AM-11PM WEDNESDAY- 6AM-11PM THURSDAY- 6AM-11PM FRIDAY - 6AM-11PM SATURDAY- 6AM-11PM SUNDAY - 6AM-11PM <u>DOGLEG SECURITY:</u> THERE WILL BE NO SECURITY GUARD NEEDED FOR DOGLEG <u>DOGLEG STAFF TRAINING:</u> ALL STAFF WILL BE REQUIRED TO TAKE THE SERVSAFE ALCOHOL TRAINING PROGRAM DAILY TRAINING AND COACHING BY MANAGER ON DUTY <u>DOGLEG FOOD SERVICE</u> ALCOHOLIC DRINKS: • CANNED COCKTAILS • CANNED BEER • CANNED WINE <u>AVAILABLE BATHROOMS:</u> • ADA UNISEX 109 • WOMEN'S ROOM B-134 • MEN'S ROOM B-135 • LOWER LEVEL BATHROOMS DURING PHASE 2-4 • FUTURE WOMEN'S AND MEN'S ROOMS AFTER PHASE 5
	PROJECT PHASING PLAN / "DOGLEG" 6	ADMINISTRATIVE INFORMATION / "DOGLEG" 3



FIVE - EIGHTHS

2321 VOLCOTT STREET
FERNDALE - MI - 48220
313 - 936 - 0835
INFO@FIVE-EIGHTHS.COM

LIVONIA ATHLETIC DISTRICT

14255 STARK RD - LIVONIA - MICHIGAN - 48154

ENLARGED PLANS / "DOGLEG"

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

SHEET 11 OF 15



PROJECT ISSUE DATE:
06/16/2022

A/
4.03

	CURRENT PHASE: PHASE 2 - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR SPECIFIC INTERIOR AREAS, INCLUDING 'BIG PICKLE' PICKLEBALL COURTS NOTES: • PRE-MADE CANNED ALCOHOLIC BEVERAGES WILL BE SERVED AT 'BIG PICKLE' PICKLEBALL COURTS FOR CONSUMPTION IN 'BIG PICKLE' STATUS: CURRENT FUTURE PHASES: PHASE 4 - PLANNED GENERAL DEVELOPMENT SPECIAL WAIVER USE PURPOSE: TO OBTAIN WAIVER FOR LIQUOR LICENSE FOR EXTERIOR AREAS STATUS: FUTURE PHASE 5 - INDIVIDUAL BUILDING PERMITS FOR BACKYARD AND 'BIG PICKLE' PICKLEBALL COURTS PURPOSE: INTERIOR TENANT BUILDOUT, EXTERIOR BUILDOUT STATUS: FUTURE NOTE: CONSTRUCTION DOCUMENTS FOR "BIG PICKLE" PICKLEBALL COURTS TO BE SUBMITTED AT LATER PHASE.	PLANNED GENERAL DEVELOPMENT - SPECIAL WAIVER USE - BIG PICKLE BIG PICKLE HOURS OF OPERATIONS: MONDAY - 6AM-11PM TUESDAY - 6AM-11PM WEDNESDAY - 6AM-11PM THURSDAY - 6AM-11PM FRIDAY - 6AM-11PM SATURDAY - 6AM-11PM SUNDAY - 6AM-11PM BIG PICKLE SECURITY: THERE WILL BE NO SECURITY GUARD NEEDED FOR CONCESSIONS BIG PICKLE STAFF TRAINING: ALL STAFF WILL BE REQUIRED TO TAKE THE SERVSAFE ALCOHOL TRAINING PROGRAM DAILY TRAINING AND COACHING BY MANAGER ON DUTY BIG PICKLE FOOD SERVICE ALCOHOLIC DRINKS: • CANNED COCKTAILS • CANNED BEER • CANNED WINE AVAILABLE BATHROOMS: • FUTURE WOMEN'S ROOM 116 • FUTURE MEN'S ROOM 117
	PROJECT PHASING PLAN / "BIG PICKLE"	ADMINISTRATIVE INFORMATION / "BIG PICKLE"

	ENLRAGED FLOOR PLAN / "BIG PICKLE" 1/8" = 1'-0"
--	--

FIVE - EIGHTHS

2321 VOLCOTT STREET
FERNDALE - MI - 48220

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INFO@FIVE-EIGHTHS.COM

LIVONIA ATHLETIC DISTRICT

14255 STARK RD - LIVONIA - MICHIGAN - 48154

ENLARGED PLANS / "BIG PICKLE"

PLANNED GENERAL DEVELOPMENT WAIVER APPLICATION

SHEET 12 OF 15

PROJECT ISSUE DATE:
06/16/2022

A/

4.04

CORRESPONDENCE

DEPARTMENT OF PUBLIC WORKS
ENGINEERING DIVISION

TODD J. ZILINCIK, P.E.
CITY ENGINEER

DAVID W. LEAR, P.E.
ASST. CITY ENGINEER



MAUREEN MILLER BROSNAN
MAYOR

DONALD R ROHRAFF
DIRECTOR OF PUBLIC WORKS

12973 FARMINGTON ROAD
LIVONIA, MICHIGAN 48150
(734) 466-2571
FAX: (734) 466-2195

June 22, 2022

Mr. Scott Miller
Planner IV
City of Livonia

Re: Petition 2022-06-02-14 – 14255 Stark Road

Dear Mr. Miller:

In accordance with your request, the Engineering Division has reviewed the above referenced petition. We have no objections to the proposed waiver use at this time. The parcel is assigned the address of **#14255 Stark Road**.

The existing building is currently serviced by water main, storm and sanitary sewer. The drawings do not indicate any alterations to the existing services, so we do not anticipate any issues with the proposed waiver use.

It should be noted that should the owner need to modify any of the existing utilities, or do any work within the Stark Road right-of-way, drawings will need to be submitted to this Department to determine if permits will be required.

Should you have any additional questions on this matter, please feel free to contact myself at (734) 466-2608 or the City Engineer, Mr. Todd Zilincik at (734) 466-2561. If you would prefer, you can e-mail either of us at dlear@livonia.gov or tzilincik@livonia.gov.

Sincerely,

A handwritten signature in blue ink, appearing to read "D. Lear", is written over a horizontal line.

David W. Lear, P.E.
Assistant City Engineer

cc: 2022 Petition File

DEPARTMENT OF PUBLIC SAFETY
LIVONIA FIRE & RESCUE

ROBERT JENNISON
FIRE CHIEF



MAUREEN MILLER BROSNAN
MAYOR

14910 FARMINGTON ROAD
LIVONIA, MICHIGAN 48154-5419
734-466-2444
734-466-2082 fax

DATE: July 8, 2022
TO: Scott O. Miller, Planner IV
FROM: Livonia Fire Prevention Division
SUBJECT: Petition 2022-06-02-14 14255 Stark

This office has reviewed the site plan submitted in connection with a request to construct a commercial building on property located at the above referenced address.

We have no objections to this proposal with the following stipulations:

On submitted plans, please include nearest fire hydrant location(s).

This site may require an automatic sprinkler system based on A-2, A-3 use.

Hydrants shall be located between 50 feet and 100 feet from the Fire Department connection. NFPA 14, 2019 6.4.5.4

A further detailed plan review will take place when this division receives an official plan set.

Sincerely,

Brian Kukla

Brian Kukla-Fire Marshal
Sr. Fire Inspector

DEPARTMENT OF PUBLIC SAFETY
DIVISION OF POLICE

THOMAS GORALSKI
CHIEF OF POLICE



MAUREEN MILLER BROSNAN
MAYOR

15050 FARMINGTON ROAD
LIVONIA, MICHIGAN 48154-5499
(734) 466-2470
FAX: (734) 261-2265

July 11th, 2022

Mr. Scott Miller
City of Livonia Planning Dept
33000 Civic Center Drive
Livonia, MI 48154

Re: Petition 2022-06-02-14 - 14255 Stark Road

Mr. Miller,
I have reviewed the plans in connection with the petition. I have no objections to the proposals.

Please feel free to contact me, should you have any questions.

Sincerely,

FOR THE CHIEF OF POLICE,

Scott Szczepanski, Sergeant
Traffic Bureau
(734) 466-2107

INSPECTION DEPARTMENT

BUILDING
HEATING
PLUMBING
ELECTRICAL
ZONING
ENVIRONMENTAL PROTECTION
ORDINANCE ENFORCEMENT



MAUREEN MILLER BROSNAN
MAYOR

JEROME A. HANNA
DIRECTOR

33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2580
FAX: (734) 466-2095

Date: July 11, 2022

To: Scott O. Miller

From: Jerome Hanna

RE: Petition 2022-06-02-14 – 14255 Stark Road

Pursuant to your request, the above referenced Petition has been reviewed.

This Department has no objections to this Petition.

I trust this provides the requested information.

Jerome Hanna
Jerome Hanna
Director of Inspection

DEPARTMENT OF FINANCE

Michael T. Slater
DIRECTOR OF FINANCE

Connie Kumpula
CHIEF ACCOUNTANT



MAUREEN MILLER BROSNAN
MAYOR

33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2260
FAX: (734) 421-1807

July 1, 2022

Mr. Scott O. Miller
Planning Commission
33000 Civic Center Drive
Livonia, MI 48154

Petition 2022-06-02-14 - 14255 Stark Road

Dear Mr. Miller,

I have reviewed the address connected with the above noted petition. The following amounts are due to the City of Livonia:

Unpaid water and sewer charges:	\$ 4,309.84
Unpaid delinquent false alarm charges:	\$ 660.70
 Total Due City of Livonia	 \$ 4,970.54

Please contact me if you have any further questions.

Very truly yours,


Connie Kumpula
Chief Accountant

CK: jw

Transaction Statement

Service Address

14255 STARK
LIVONIA, MI 48154

Mailing Address

STARK ROAD HOLDINGS LLC
14255 STARK
LIVONIA, MI 48154

Account Number

000304100-001

Amount Due

\$4,309.84

Account Number

000304100-001

From - Through

01/01/2022 - 07/01/2022

Services

Water & Sewer - Metered

Service Address

14255 STARK
LIVONIA, MI 48154

Beginning Balance

\$2,041.86

Date	Type	Amount	Description
01/13/2022	Penalty	\$61.26	
01/14/2022	Bill	\$3,386.61	Due Date 02/10/2022
01/26/2022	Payment	(\$5,428.47)	Check
02/14/2022	Penalty	\$1.84	
02/15/2022	Bill	\$8,276.61	Due Date 03/10/2022
03/14/2022	Penalty	\$250.19	
03/15/2022	Bill	\$1,153.51	Due Date 04/11/2022
03/16/2022	Payment	(\$8,339.71)	Check
04/13/2022	Penalty	\$42.11	
04/14/2022	Bill	\$1,243.16	Due Date 05/10/2022
05/12/2022	Penalty	\$80.67	
05/13/2022	Bill	\$737.86	Due Date 06/10/2022
06/15/2022	Penalty	\$105.23	
06/16/2022	Bill	\$697.11	Due Date 07/11/2022

Total Due

\$4,309.84

Transaction Statement

Account Number

000304100-001

Account #2068

Read/Write Mode

Commercial

Unknown

Incident:	STARK ROAD HOLDINGS	14255 STARK	LIVONIA	MI	48154
Billing:	STARK ROAD HOLDINGS	14255 STARK	LIVONIA	MI	48154

☐ Exempt ☐ Reg
Exempt

Effective
Date(s):
1/23/2006 -

Account History

☒ Current YearMonth: 

Date Range:

☐ All DatesFrom: 1/1/2022 To: 6/13/2022 

Show Transaction Types

☒ Notes☒ Finances☒ Incidents☒ Correspondences☐ Activity Logs☐ Tasks☐ Bill Dates

Date Time	Reference	Description	Notes	Disposition	Amount
6/8/2022 3:21:21 PM	83852	Invoice Generated	Invoice # 83852 for 05/01/2022 printed and sent to BA STARK ROAD HOLDINGS LLC 14255 STARK		\$660.70
6/1/2022 12:00:00 AM		Past Due Balance	Balance for Period 5/1/2022 thru 5/31/2022 billed 6/1/2022		\$660.70
5/31/2022 11:59:00 PM		Late Payment Interest Penalty	Late Charge of \$3.57 on balance of \$357.13		\$3.57
5/30/2022 3:50:29 PM	LI- 220018642	Sixth in the calendar year	BUILDING SECURE, MAIN LOBBY DOOR #2... JOHN HARTZELL 248 854 8005, BUSINESS SECURE, Officer Narative: LINEVILLEJ - 15:50:29 - MAIN LOBBY DOOR #2... JOHN HARTZELL 248 854 8005 LIJENGB - 16:08:05 - BUSINESS SECURE LIALGHAZALYA - 16:09:36 - BUILDING SECURE	CFA	\$300.00
5/12/2022 11:41:48 AM	83786	Invoice Generated	Invoice # 83786 for 04/01/2022 printed and sent to BA STARK ROAD HOLDINGS LLC 14255 STARK		\$357.13
5/1/2022 12:00:00 AM		Past Due Balance	Balance for Period 4/1/2022 thru 4/30/2022 billed 5/1/2022		\$357.13
4/30/2022 11:59:00 PM		Late Payment Interest Penalty	Late Charge of \$3.54 on balance of \$353.59		\$3.54
4/11/2022 2:47:36 PM	83724	Invoice Generated	Invoice # 83724 for 03/01/2022 printed and sent to BA STARK ROAD HOLDINGS LLC 14255 STARK		\$353.59
4/1/2022 12:00:00 AM		Past Due Balance	Balance for Period 3/1/2022 thru 3/31/2022 billed 4/1/2022		\$353.59
3/31/2022 11:59:00 PM		Late Payment Interest Penalty	Late Charge of \$0.53 on balance of \$53.06		\$0.53
3/28/2022 12:49:46 AM	LI- 220010365	Fifth call in the calendar year	BUILDING SECURE, ALARM APPEARS FALSE., GYM 1 MOTION KH:JOE DEVERTEUIL 2482782906, Officer Narative: LIGRADINSCAKJ - 00:49:46 - GYM 1 MOTION KH:JOE DEVERTEUIL 2482782906 LIEDWARDSJ - 01:37:03 - BUILDING SECURE, ALARM APPEARS FALSE.	CFA	\$200.00

3/11/2022 4:02:16 PM	83647	Invoice Generated	Invoice # 83647 for 02/01/2022 printed and sent to BA STARK ROAD HOLDINGS LLC 14255 STARK		\$53.06
3/2/2022 12:21:20 AM	LI- 220006992	Fourth call in the calendar year	TITLE INFORMATION: 3RD PARTY EMPLOYEE ON SCENE WORKING ON THE HEALTHQUEST SECTION. TRIPPED THE MOTION ALARM AND UNABLE TO RESET IT., STEPHAN KEITH EBERHARD CHECKING BUILDING, OUT SPEAKING WITH EMPLOYEE, NORTH-EAST DOOR KEY HOLDER...CHRIS SARTZILL 2486400193, Officer Narrative: LIGRADINSCAKJ - 00:21:20 - NORTH-EAST DOOR KEY HOLDER...CHRIS SARTZILL 2486400193 LINEWTONT - 00:27:53 - TITLE INFORMATION: 00:29:19 -CHECKING BUILDING LINEWTONT - 00:30:49 - OUT SPEAKING WITH EMPLOYEE LIHILLT - 00:42:21 - STEPHAN KEITH EBERHARD 00:43:08 - 3RD PARTY EMPLOYEE ON SCENE WORKING ON THE HEALTHQUEST SECTION. TRIPPED THE MOTION ALARM AND UNABLE TO RESET IT.	CFA	\$100.00
3/1/2022 12:00:00 AM		Past Due Balance	Balance for Period 2/1/2022 thru 2/28/2022 billed 3/1/2022		\$53.06
2/28/2022 11:59:00 PM		Late Payment Interest Penalty	Late Charge of \$0.53 on balance of \$52.53		\$0.53
2/23/2022 10:51:32 AM		Payment	Paid - via FAB [8289]	Check Payment	(\$100.51)
2/14/2022 12:12:10 PM	83560	Invoice Generated	Invoice # 83560 for 01/01/2022 printed and sent to BA STARK ROAD HOLDINGS LLC 14255 STARK		\$153.04
2/1/2022 12:00:00 AM		Past Due Balance	Balance for Period 1/1/2022 thru 1/31/2022 billed 2/1/2022		\$153.04
1/31/2022 11:59:00 PM		Late Payment Interest Penalty	Late Charge of \$1.02 on balance of \$102.02		\$1.02

1/23/2022 12:27:46 AM	LI- 220002437	Third call in the calendar year	EAST SERVICE DOOR KEY HOLDER-JOHN HARTEL 248-854-8005..ALARM COMPLANY STATED THEY GOT IN TOUCH W JOHN, WHO STATED NO ONE SHOULD BE A THE BUSINESS, UNABLE TO SECURE THE DOOR, HOWEVER THE BUILDING IS NOT OCCUPIED. OFFICERS SET OFF NUMEROUS ALARMS WHILE CHECKING BUILDING, MOTION ALARMS DID NOT APPEAR TO BE GOING OFF PRIOR TO ENTRY, UNSECURED NORTH DOOR, Officer Narative: LINOUHANH - 00:27:46 - EAST SERVICE DOOR KEY HOLDER-JOHN HARTEL 248-854-8005..ALARM COMPLANY STATED THEY GOT IN TOUCH W JOHN, WHO STATED NO ONE SHOULD BE A THE BUSINESS LIHARMONM - 00:46:28 - UNSECURED NORTH DOOR LIARPINOJ - 00:58:28 - UNABLE TO SECURE THE DOOR, HOWEVER THE BUILDING IS NOT OCCUPIED. OFFICERS SET OFF NUMEROUS ALARMS WHILE CHECKING BUILDING, MOTION ALARMS DID NOT APPEAR TO BE GOING OFF PRIOR TO ENTRY	CFA	\$50.00
1/22/2022 4:04:57 AM	LI- 220002354	Second call in the calendar year	GYM 1 NORTHEAST CORNER MOTION KEYHOLDER JOHN HARTZELL 248-854-8005, MARK JOHN WEBER 37: OUT WITH A MALE ON THE SOUTH SIDE, Officer Narative: LIBECKMANK - 04:04:57 - GYM 1 NORTHEAST CORNER MOTION KEYHOLDER JOHN HARTZELL 248-854-8005 LIPROCTORJ - 04:12:36 - 37: OUT WITH A MALE ON THE SOUTH SIDE LIPROCTORJ - 04:17:31 - MARK JOHN WEBER STATUS: NO REAL ID: NO SECURE	CFA	\$0.00
1/21/2022 1:55:21 AM	LI- 220002219	First call in the calendar year	MOTION IN THE NORTH EAST CORNER... NO KEYHOLDER INFORMATION, SECURE, ALL DOORS LOCKED AN NO SIGNS OF ENTRY/DAMAGE TO THE BUILDING., Officer Narative: LIMASONG - 01:55:21 - MOTION IN THE NORTH EAST CORNER... NO KEYHOLDER INFORMATION LIRILEYN - 02:10:13 - SECURE, ALL DOORS LOCKED AN NO SIGNS OF ENTRY/DAMAGE TO THE BUILDING.	CFA	\$0.00
1/11/2022 11:00:03 AM		Payment	Paid - via FAB [8289]	Check Payment	(\$50.50)
1/7/2022 3:13:42 PM	83441	Invoice Generated	Invoice # 83441 for 12/01/2021 printed and sent to BA STARK ROAD HOLDINGS LLC 14255 STARK		\$152.52
1/1/2022 12:00:00 AM		Past Due Balance	Balance for Period 12/1/2021 thru 12/31/2021 billed 1/1/2022		\$152.52

OFFICE OF THE TREASURER

LYNDA L. SCHEEL
CITY TREASURER



33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3060
(734) 466-2245
FAX: (734) 421-7230

June 20, 2022

Mr. Scott Miller – Planner IV
Planning Commission
City of Livonia

Re: Petition 2022-06-02-14

14255 Stark Road
Stark Road Holdings LLC

Dear Mr. Miller,

In accordance with your request, the Treasurer's Office has reviewed the name and addresses connected with the above noted petition. At this time there are delinquent taxes due, therefore I do have objections to the proposal.

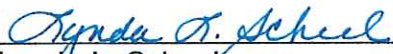
2021 Real Property Winter Taxes:

Winter Bill issued on December 1, 2021

Good through June 30, 2022: **\$53,332.62** - Payable to Wayne County Treasurer

(We do not show any payments have been made towards this bill, either with the City of Livonia prior to March 1, nor with Wayne County since March 1).

Sincerely,


Lynda L. Scheel
Treasurer, City of Livonia

ERIC R. SABREEWAYNE COUNTY TREASURER
400 Monroe - 5th Floor
Detroit MI 48226-2942Make checks payable to:
Wayne County TreasurerTaxpayer Information:
(313) 224-5990Office Hours:
8:00 a.m. - 4:30 p.m.
Monday through FridayWeb: treasurer.waynecounty.com
Email: taxinfo@waynecounty.com

Mailing Stark Road Holdings LLC
Address: 1515 W LAFAYETTE BLVD STE 201
 DETROIT MI 48216

Tax Statement

Number: 2022 - 144047**Date:** 06/20/2022

46-46084990003000



17560804

Livonia Real Property Description:**Property Classification:(201) Commerical****Parcel ID:** 46084990003000**SEV Amt:** \$1,750,000 - 2021**HSTD VAL:** \$0**Address:** 14255 Stark**PRE:** 0%**NON HSTD VAL:**
\$1,750,000

Livonia, MI 48154

**Legal
Description:**

21U2B1 V2A THAT PART OF THE SE 1/4 OF SEC 21 T1S R9E DES AS BEG AT A POINT DISTANT N 0D 49M 15SEC W ALONG THE N AND S 1/4 LINE 1308.82 FT AND S 89D 04M 15SEC E 86 FT FROM THE S 1/4 COR OF SEC 21 AND PROCEEDING TH N 0D 08M 54SEC W 350 FT. TH S 89D 04M 15SEC E 1233.02 FT. TH S 0D 08M 54SEC E 350 FT. TH N 89D 04M 15SEC W 1233.02 FT TO THE POB EXC THE E 43 FT THEREOF 9.56 ACRES

Tax Year	Base Tax	Total Amt Due	Status Description
2021	\$49,382.06	\$53,332.62	DELINQUENT REAL PROPERTY TAX

Total: \$49,382.06 \$53,332.62 If this property is available for payment, the amounts presented here are good on or before 06/30/2022.
By providing these figures this office does not represent that this property can be redeemed or reclaimed.

Created by:3111

Page 1 of 1

DEPARTMENT OF PUBLIC SAFETY
DIVISION OF POLICE

THOMAS GORALSKI
CHIEF OF POLICE



MAUREEN MILLER BROSNAN
MAYOR

15050 FARMINGTON ROAD
LIVONIA, MICHIGAN 48154-5499
(734) 466-2470
FAX: (734) 261-2265

July 8, 2022

Scott Miller, Planner IV
Planning Commission
33000 Civic Center Drive
Livonia, MI 48154

RE: Petition 2022-06-02-14 – 14255 Stark Road (Livonia Athletic District)

Dear Mr. Miller,

We received the plans submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast quarter of Section 21.

The proposed site is in close proximity to Frost middle School at 14041 Stark (444 feet) but does meet the separation requirement distance of at least four-hundred (400) feet distance from any school or church.

After reviewing the plans with the Chief of Police, we have no objections to the waiver being granted, contingent that the petitioner complies with:

- All State Laws
- City Ordinances
- Stipulations and conditions set by the Livonia Police Department, Liquor Investigation Unit, as approved by the Chief of Police
- Stipulations and conditions set by the Traffic Bureau of the Livonia Police Department

We are available to provide any additional information you may desire on this subject.

Sincerely,

FOR THE CHIEF OF POLICE,


Jeffrey Ronayne
Special Services Bureau

**OTHER ITEMS
RELATED TO THE
PETITION**

UNAPPROVED MINUTES

1

MINUTES OF THE 1,189th PUBLIC HEARINGS AND REGULAR MEETING HELD BY THE CITY PLANNING COMMISSION OF THE CITY OF LIVONIA

On Tuesday, July 19, 2022, the City Planning Commission of the City of Livonia held its 1,189th Public Hearing and Regular Meetings in the Livonia City Hall, 33000 Civic Center Drive, Livonia, Michigan.

Mr. Ian Wilshaw, Chairman, called the meeting to order at 7 p.m.

Members present: David Bongero Sam Caramagno Glen Long
 Betsy McCue Carol Smiley Ian Wilshaw

Members absent: Peter Ventura

Mr. Mark Taormina, Planning Director, and Stephanie Reece, Program Supervisor, were also present.

Chairman Wilshaw informed the audience that if a petition on tonight's agenda involves a rezoning request, this Commission makes a recommendation to the City Council who, in turn, will hold its own public hearing and make the final determination as to whether a petition is approved or denied. The Planning Commission holds the only public hearing on a request for preliminary plat and/or vacating petition. The Commission's recommendation is forwarded to the City Council for the final determination as to whether a plat is accepted or rejected. If a petition requesting a waiver of use or site plan approval is denied tonight, the petitioner has ten days in which to appeal the decision, in writing, to the City Council. Resolutions adopted by the City Planning Commission become effective seven (7) days after the date of adoption. The Planning Commission and the professional staff have reviewed each of these petitions upon their filing. The staff has furnished the Commission with both approving and denying resolutions, which the Commission may, or may not, use depending on the outcome of the proceedings tonight.

ITEM #3 PETITION 2022-06-02-14 Livonia Athletic District

Mr. Caramagno, Secretary, announced the next item on the agenda, Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark

Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21.

Mr. Taormina: Thank you. This is a request for special waiver-use approval to operate a Class-C liquor license. The location is the site of the former YMCA on Stark Road, now operating as the Livonia Athletic District (LAD), a privately-owned, multipurpose health fitness and athletic facility. The property is zoned N-2 (Neighborhood District). Utilization of a Class-C liquor license is possible under Section 5.02, which provides special waiver-use standards for planned developments that allow modifications of the ordinance for uses not permitted in the N-2 district. Uses other than those permitted may be allowed when they relate to an overall concept of a planned development and meet the requirements of Section 5.024, including the proposed use shall be of such location, size and character as to be in harmony with the appropriate and orderly development of the zoning district in which situated, and shall not be detrimental to the orderly development of adjacent zoning districts. The subject property is 9.6 acres in size with 350 feet of frontage on the west side of Stark Road. The various interconnected buildings that make up the LAD are located on the easterly half of the property. The westerly half is mostly wooded and undeveloped. Surrounding land uses include Frost Middle School to the south, John Stymelski Veterans Park to the north and Ford Field to the east, all of which are zoned PL, Public Lands. Single-family homes are located to the east and west, along with Parkview Memorial Cemetery. These areas are zoned N2 and RUF, respectively. LAD would restrict the sale and consumption of alcoholic beverages to specific interior areas of the building. Consumption would be allowed in what is referred to as Cafe LAD, which is a lounge located in the building's main lobby. Consumption would also be allowed in the coin operated arcade room, which is in what was formerly the YMCA's administrative offices located adjacent to the main lobby, as well as the observation lounge overlooking the former tennis courts, now an indoor soccer field. Other locations include the sitting areas adjacent to the golf simulators and indoor putting green, which are the former racquetball courts, the eastern observation area of the pickleball courts, and the connecting hallways between these various areas. The point of sales locations would be in the Cafe LAD and a lounge located adjacent to the indoor putting green. Alcohol would not be allowed on any of the playing surfaces, including the pool and batting cages. Special provisions include a requirement that a proposed Class-C licensed establishment

shall not be located within 1,000 feet of another such licensed establishment. There are no such license establishments within 1,000 feet of the proposed planned development. Another special requirement is that a proposed Class-C license shall be located at least 400 feet from any church or school measured between the buildings. No such establishments are within 400 feet of this planned development. Livonia Athletic District is 447 feet from Frost Middle School and 956 feet from Christ our Savior Lutheran Church and the early childhood center. With that, Mr. Chairman, I can read out the departmental correspondence.

Mr. Wilshaw: Yes, please.

Mr. Taormina: The first item is from the Engineering Division, dated June 22, 2022, which reads as follows: *"In accordance with your request, the Engineering Division has reviewed the above referenced petition. We have no objections to the proposed waiver use at this time. The parcel is assigned the address of #14255 Stark Road. The existing building is currently serviced by water main, storm and sanitary sewer. The drawings do not indicate any alterations to the existing services, so we do not anticipate any issues with the proposed waiver use. It should be noted that should the owner need to modify any of the existing utilities, or do any work within the Stark Road right-of-way, drawings will need to be submitted to this Department to determine if permits will be required."* The letter is signed by David W. Lear, P.E., Assistant City Engineer. The next letter is from the Livonia Fire & Rescue Division, dated July 8, 2022, which reads as follows: *"This office has reviewed the site plan submitted in connection with a request to construct a commercial building on property located at the above referenced address. We have no objections to this proposal with the following stipulations: On submitted plans, please include nearest fire hydrant location(s). This site may require an automatic sprinkler system based on A-2, A-3 use. Hydrants shall be located between 50 feet and 100 feet from the Fire Department connection. NFPA 14, 2019 6.4.5.4 A further detailed plan review will take place when this division receives an official plan set."* The letter is signed by Brian Kukla, Fire Marshal. The next letter is from the Division of Police, dated July 11, 2022, which reads as follows: *"I have reviewed the plans in connection with the petition. I have no objections to the proposal."* The letter is signed by Scott Sczepanski, Sergeant, Traffic Bureau. The next letter is from the Inspection Department, dated July 11, 2022, which reads as follows: *"Pursuant to your request, the above-referenced*

petition has been reviewed. This Department has no objections to this petition.” The letter is signed by Jerome Hanna, Director of Inspection. The next letter is from the Finance Department, dated July 1, 2022, which reads as follows: “I have reviewed the address connected with the above noted petition. The following amounts are due to the City of Livonia: Unpaid water and sewer charges: \$4,309.84 Unpaid delinquent false alarm charges:\$660.70 Total Due City of Livonia \$4,970.54” The letter is signed by Connie Kumpula, Chief Accountant. The next letter is from the Treasurer’s Department, dated June 20, 2022, which reads as follows: “In accordance with your request, the Treasurer’s Office has reviewed the name and addresses connected with the above noted petition. At this time there are delinquent taxes due, therefore I do have objections to the proposal. 2021 Real Property Winter Taxes: Winter Bill issued on December 1,2021 Good through June 30, 2022: \$53,332.62 - Payable to Wayne County Treasurer (We do not show any payments have been made towards this bill, either with the City of Livonia prior to March 1, nor with Wayne County since March 1).” The letter is signed by Lynda Scheel, Treasurer. The last letter is from the Division of Police, dated July 8, 2022, and it reads: “We received the plans submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark ro ad, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast quarter of Section 21. The proposed site is in close proximity to Frost middle School at 14041Stark (444 feet) but does meet the separation requirement distance of at least four hundred (400) feet distance from any school or church. After reviewing the plans with the Chief of Police , we have no objections to the waiver being granted, contingent that the petitioner complies with: All State Laws City Ordinances, Stipulations and conditions set by the Livonia Police Department, Liquor Investigation Unit, as approved by the Chief of Police Stipulations and conditions set by the Traffic Bureau of the Livonia Police Department We are available to provide any additional information you may desire on this subject.” That is the extent of the correspondence.

Mr. Wilshaw: Thank you. Mr. Taormina. Any questions for our planning staff?

UNAPPROVED MINUTES

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Mr. Bongero: Mark, there was correspondence from the fire chief? I don't have it in my packet.

Mr. Taormina: It's part of our packet. Going back to that letter, I know that they reference construction, even though there isn't any new construction associated with this petition other than some possible minor interior building modifications.

Mr. Bongero: Did I understand they're talking about fire suppression needed inside the building?

Mr. Taormina: Yes, but I don't believe the operation of a liquor license would trigger the need to add a fire suppression system. I will have to get clarification from the Senior Fire Inspector.

Mr. Bongero: It'd be a lot of work to have to try to wrap it up. I guess I had one other question...has the petitioner made any type of arrangements for these back fees, water and sewer and taxes?

Mr. Taormina: I'm going to let the petitioner respond to that question. I'm not aware of any, but that doesn't mean that there haven't been some discussions.

Mr. Bongero: Okay. Thank you.

Mr. Wilshaw: We'll ask the petitioner that when he gets an opportunity to come forward, it'll be just a minute. Is there any other questions for our planning staff? Okay, no other questions for our planning staff. So now, our petitioner is up, we'll give him a minute to get over to our podium. And again, we'll ask that you start with your name and address and good evening.

Good evening, Jonathan. Hartzell, 31196, Churchill Drive, Beverly Hills, MI.

Mr. Wilshaw: Okay. And you did hear a question regarding the payment of some back property taxes and other fees. Did you want to address that first and then you can get into any other presentation you'd like to make?

Mr. Hartzell: Sure. Wonderful. Yeah, um, we'll set up a payment plan with the city. Try to get all knocked out before October 1. I'm not sure who to talk to. I'll just talk to the Treasurer on that, I guess. Just set up ah, schedule payment plan, I guess.

Mr. Wilshaw: All right. Any other information you'd like to provide? Before we get into questions?

UNAPPROVED MINUTES

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Mr. Hartzell: No, I think we'll just go to questions. We had a good session last week, and I assume you guys still have some questions from there. So, I'd like to hear from you guys.

Mr. Wilshaw: That sounds great. Any questions for our petitioner? Ms. Smiley?

Ms. Smiley: Can you tell me where those stations would be located that they're able to get drinks or beer or wine or whatever?

Mr. Hartzell: Sure. As you walk in the entryway where your mouse is going, North, I guess, above the batting cages, there's an entryway, there. You see a vestibule and right to the left of the...or to the right of that you can see a little L shaped mill package to the left of your mouse. Right there is your kiosk for your little cafe space. And in front of that, that big open space in front, a little dining seating space where you can sit in and partake, that's kind of the hub of the building. So, if you walk in and turn to the right, you're gonna get to office space and Healthquest physical therapy and another suite not finished. If you'd walk straight and gone through the door in front of it, you get to the pool space, and if you walk left and go down, and you get to the soccer sports space. So, that kind of main common core where you're running the mouse and down the core, that's the real drinking facility in space. So, you can go and watch sport happen. You can sit and dine after a workout right there. And there is an arcade right there to entertain it. Then, as we're asking for the rights to have in the dogleg simulator, that's a future tenant space. So, we're just, you know, that's their build plan is to put golf simulators and a little lounge in there, but that'll be a secondary permit for them. We just want to make sure we have the right to have use in that space. And then to the left, I guess, all the way down there, you can see by the bathrooms, there's a little...pickleball courts are on the left of that dotted line, and the space for the dotted line and the doorway, it's kind of a lounge space where there's just a seated area, and there's an opportunity to sit and have a cocktail. And there's a little room there by itself. That's set up as a little lounge with couch and chairs to congregate between matches.

Ms. Smiley: So, there's really three places so you have personnel in all those places checking ID's and...

Mr. Hartzell: Yup.

UNAPPROVED MINUTES

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- Ms. Smiley: Okay, well, that's interesting. I'm familiar with...I mean, I know that we have a place that has golf simulators, and they have parties and stuff, but it's like one section. It's a one unit in a shopping mall. I'm familiar with that. I'm not familiar with this setup. But as one Commissioner until these...that \$58,000 is paid, I don't think I'm interested in approving any kind of liquor sale.
- Mr. Wilshaw: Okay, thank you, Ms. Smiley. Any other questions for Petitioner? Ms. McCue?
- Ms. McCue: Just to double click on the staffing of those items. So, you're going to have three individuals at all times, or will those places not be open at all times?
- Mr. Hartzell: Yeah, so some might not be open. Just depends on the time of day.
- Ms. McCue: Because the logistics, obviously, as we know, I'm singing to the choir, right? But having alcohol, it's going to have to be manned. Just that always kind of makes me a little panicked when you have a lot of kids running around there. I'm sure you have it under control, but just having three separate individuals that are going to strictly be in charge of alcohol sales, I don't...from a logistics standpoint, that seems like a lot.
- Mr. Hartzell: So, I own a place called Detroit shipping company. It's a 12,000 square foot, two-story, food hall. It's got six food vendors. We have four different points of sale of beer, wine, liquor. In the backyard, which has a sand volleyball pit, it's very family friendly, I kind of built it around...I have four children, and we go to Detroit city, there was nowhere ever to go with your kids. It's really hard. I kind of built this, and if you ever go there, you'll see kids are kind of running around all the place. Families, big family gathering space, and there is four points of sale like are there and we are controlled by MLCC, and there's heavy fines and regulations and how that your staff is trained. And, you know, it's not worth the value of goofing off of that because you lose, you know, especially when it's \$75,000 for a license plus annual expenses.
- Ms. McCue: What's the attendance at a place like that versus what you have right now going on?

UNAPPROVED MINUTES

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- Mr. Hartzell: At Detroit Shipping Company, we have a 500-person capacity. We do a lot there. Weekends it really gets busy. Hate to say it, but about 200,000 people go through annually in the space.
- Ms. McCue: Okay, thank you. Thank you.
- Mr. Wilshaw: Thank you, Ms. McCue. Any other questions for our petitioner? Mr. Bongero?
- Mr. Bongero: I just...I guess I do have a concern about the back fees. How's business going over there? I mean, it looks pretty busy every time I drive by there. But...
- Mr. Hartzell: Yeah, it's...we bought June 4, last summer, and went under remodel and opened the back courts of the sports spaces, soccer space, early in October, but really didn't get our marketing and into the real segment of the sports community until March, April. That's when our pool opened up. So, really our first year of true business because a calendar year of the sports world starts in October, So, we're really just kind of, you know, carrying on that first year of just opening so it's kind of slow on that level, you know, below expectation, but our leases that we've pulled from club sports and other third parties for next year is really ramped up. So it's like 40% higher than first year.
- Mr. Bongero: Yeah, I just...I guess I'd be concerned, you know. that the fees are, you know, they're doing or they're delinquent, you're gonna have to make a payment plan, but I know that liquor license is not cheap. So, you're gonna have to outlay that money to get this license, but it seems like, you know, you're struggling to make the other payments. I guess I'd be concerned about that 'til we saw those fees paid up. That's my feeling, though. Whether or not I agree, you know, for this or not, but I'm in agreement with Commissioner Smiley about that. So, thanks.
- Mr. Wilshaw: Thank you, Mr. Bongero. Any other questions for petitioner? Mr. Caramagno?
- Mr. Caramagno: Sir, when you said when you walk in the original lobby, you said there's a kiosk. What's the kiosk?
- Mr. Hartzell: A cafe, you know, front end. So, you can buy, you know, food, drink, different little things there. So, it's just a cafe front.

UNAPPROVED MINUTES

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Mr. Caramagno: There's no kiosk availability of mixed drinks and a can or a beer out of this? If you show an ID, is there? Is there any possibility of that? Or is that just...

Mr. Hartzell: No, it'd be someone standing there at a POS system selling goods.

Mr. Caramagno: So, it'd be a staffed person in the lobby, or at the other couple of stations?

Mr. Hartzell: That is correct.

Mr. Caramagno: Is there a manager that's on site all the time here?

Mr. Hartzell: There is now yeah.

Mr. Caramagno: There is now versus there wasn't before?

Mr. Hartzell: Our partnership was in there. We just hired a general manager to run the building.

Mr. Caramagno: Okay, so there will be someone there during all business hours?

Mr. Hartzell: That's right.

Mr. Caramagno: Okay. What is the...tell me about the urgency to put this liquor in there now versus being stabilized to some extent because I obviously share the same concerns with the taxes and water and the alarms not being paid, and so what is the urgency now? Is the urgency to...what is that?

Mr. Hartzell: Yeah, a big part of it, as I mentioned, like the dogleg in some of the lease spaces, they're reliant on that usage to come in and sign their leases. So, it's part of the contingency on my end is I have to get approval to have like a license in the building.

Mr. Caramagno: So really, this license is an attractant to future current tenants, future tenants, and without this, are you saying this thing's in trouble?

Mr. Hartzell: No, not at all. We just didn't pay a few bills, just because how they're capitalized, our partnership group, and we're actually buying a partner out in the middle, so it's just kind of a little legal moment. So, it's movement of cash. It's just kind of goofy. So, we have the funds to move. It's just how it's all unfolding, and so it'll be done in the next three to six weeks. With that, just going

through that, and then I'm able to release all the funds. That's why said, it's like, I don't have anything set up. But you know...

Mr. Caramagno: You say just not paying a few bills. Well, these are pretty substantial bills for the City of Livonia. You're a property owner, and you're coming to us asking for something else, and you're not just paying a couple bills, and you want to move on without taking care of the prior arrangements and engagement you have. So, that's troubling to me. I'd like to see you slow down on the urgency with this thing. Straighten this this issue up, and then come back and see us. That's my opinion.

Mr. Wilshaw: Thank you for your thoughts, Mr. Caramagno. Any other questions or comments to our petitioner? There is no one else in our audience to speak for or against this. So, Mr. Hartzell, I will give you a chance to have the last word.

Mr. Hartzell: I just appreciate the time everyone puts into these meetings, right? You get together on your time in the evening. You know, I'd love to be able to say that we paid those beforehand. I just couldn't move it with my partners on whatever reasons we have going forth. The business is good, strong, we've got a lot of great, you know, movement with third party lease tenants coming through. A lot of clubs coming through. You probably...if you go during the day, you've seen the sports camps going on. So, it's really bringing back a lot of, of that traffic that was there before. It takes a little bit of time, you know, but it's coming. You know, I own four or five different businesses and your ones generally are tough ones to get through, but our partnership is very strong, very well fiscally supported. It's just, again, we have a little bit of a hiccup with one of our partners we had to move on from so don't be afraid of the business. It'll be the long-standing business and community. We will solve the problem of what was left in front of us with the tax bill and we'll come back and solve it.

Mr. Wilshaw: Thank you, Mr. Hartzell.

Ms. Smiley: May I ask one more question?

Mr. Wilshaw: Of course.

Ms. Smiley: Are you trying to get more adults than kids? I when I first saw this, I thought this was going to be something for children, but you're trying to lean towards more like the golf simulator and

that kind of stuff. This is more of an adult athletic club kind of thing.

Mr. Hartzell: Oh, no, no family oriented, right? Golf is, if you look at, the 90,000 square foot facility, right, and that's 3000 square feet, right? In the sports facilities from, you know, eight in the morning till about seven at night are all youth, and then from seven at night 'til 11pm is adult. So, if you just, you know, start taking the different times and zones, we're just trying to be a place that you can come and congregate and entertain, and have a good time and be it that you're an adult at night, your adult in the simulator, or if your family comes in and do all your things, you can partake in that, right.

Ms. Smiley: Okay, like I said, my real problem I don't ever remember, and I've been on the Commission for quite a long time that we had a \$58,000 bill and then we approved something else. So that's gonna make me a hard no. Okay, thank you, Mr. Chair.

Mr. Wilshaw: Thank you, Ms. Smiley. Any other comments? Just one question Mr. Hartzell. The pickleball, I'm not super familiar with it, but I know it does tend to appeal toward an older audience. Is that more of an adult oriented sport even during the day? Are there youth playing pickleball as well?

Mr. Hartzell: No, there's no youth in there. That's all adults. And that's really 40 and up. They come seven in the morning, and some groups leave at 10 at night.

Mr. Wilshaw: Okay so you do get some daytime activity from the pickleball with adults.

Mr. Hartzell: Yeah, and then like Healthquest, that's all adults, older. On the north side, like I said, I put an office in there from hospitality company that runs all the other businesses I mentioned. So, that's a good group of young adults, and then like the simulator space, but that simulator space, as you know, it'd be later in the evening. It's a good mix.

Mr. Wilshaw: All right, very good. Thank you. Appreciate that. If there's no other questions or comments on this item, I will close the public hearing at this time and a motion would be in order.

On a motion by Smiley, seconded by Bongero, and unanimously adopted, it was

#07-41-2022 **RESOLVED**, That pursuant to a Public Hearing having been held by the City Planning Commission on July 19, 2022, on Petition 2022-06-02-14 submitted by Stark Road Holdings L.L.C. requesting Special Waiver Use approval for a Planned Development under Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended, to utilize a Class C liquor license (sale of beer, wine and spirits for consumption on the premises) in connection with the operation of a multi-purpose recreational facility (Livonia Athletic District) at 14255 Stark Road, located on the west side of Stark Road between Schoolcraft Road and Lyndon Avenue in the Southeast ¼ of Section 21, the Planning Commission does hereby recommend to the City Council that Petition 2022-06-02-14 be denied for the following reasons:

1. That the petitioner has failed to affirmatively show that the proposed utilization of a Class C liquor license at this location would comply with all the general waiver use standards and requirements as set forth in Sections 3.04 and 5.02 of the Livonia Vision 21 Zoning Ordinance, as amended.
2. That the petitioner has not sufficiently demonstrated that the proposed utilization of a Class C liquor license at this location would be compatible to and in harmony with surrounding residential neighborhoods in the area.
3. That it has not been demonstrated that the utilization of a Class C liquor license at this location is needed for this facility to flourish.
4. That the petitioner has failed to adequately demonstrate that the facility has the capacity to accommodate the proposed Class C liquor license, and
5. That the utilization of a Class C liquor license at this location is contrary to the goals and objectives of the Zoning Ordinance which, among other things, are intended to ensure suitability and appropriateness of uses.

FURTHER RESOLVED, That notice of the above hearing was given in accordance with the provisions of Section 13.13 of Livonia Vision 21 Zoning Ordinance, as amended.

Mr. Wilshaw: Is there any discussion?

UNAPPROVED MINUTES

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Mr. Wilshaw, Chairman, declared the motion is carried and the foregoing resolution adopted.



LETTER TO THE LIVONIA CITY COUNCIL

2.

Planning
October 17, 2023

MEETING DATE

PREPARED BY

S072423/R080923/COW111523/R120423

Sara Kasprovicz, Council Office Manager,

AGENDA ITEM

The subject matter of Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster. (CR 305-23)

BACKGROUND DETAILS

At the Regular Meeting of October 2, 2023:

On a motion by Councilmember Morgan, supported by Councilmember Donovic and unanimously adopted, it was:

#305-23 RESOLVED, that having considered a communication from the City Planning Commission, dated July 12, 2023, approved for submission by the Mayor, which transmits its resolution #07-44-2023, adopted on July 11, 2023, with regard to Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster, requesting to develop a Planned General Development, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1, the Council does hereby refer this item to the Committee of the Whole for its report and recommendation.

PREFERRED COUNCIL RECOMMENDATION/RESOLUTION (Please complete this field. Attachments are not to be used in lieu of the recommendation)

To discuss the subject matter of Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster. (CR 305-23)

ATTACHMENTS

1. R100223 Petition 2023-06-02-06, ServiceMaster (Vassar) to COW CR 305-23
2. R100223 Letter to Council for revote of Petition 2023-06-02-06, ServiceMaster
3. R091823 NEW DATA - 2023-06-02-06 - Petitioner response recd 9-14-23
4. R091823 NEW DATA - 2023-06-02-06 - Resident Response Recd 9-6-23
5. R091823 2023-06-02-06 ServiceMaster - Req to return
6. S072423 2023-06-02-06 ServiceMaster - Req to delay
7. S072423 LTC 2023-06-02-06, ServiceMaster
8. 2023-06-02-06_E-COUNCIL Pkt

Regular Meeting Minutes of October 2, 2023

On a motion by Councilmember Morgan, supported by Councilmember Donovic and unanimously adopted, it was:

#305-23 RESOLVED, that having considered a communication from the City Planning Commission, dated July 12, 2023, approved for submission by the Mayor, which transmits its resolution #07-44-2023, adopted on July 11, 2023, with regard to Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster, requesting to develop a Planned General Development, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest $\frac{1}{4}$ of Section 1, the Council does hereby refer this item to the Committee of the Whole for its report and recommendation.

Donald Hall, 29105 Vassar, spoke in favor of Petition No. 2023-06-02-06.

<i>REGULAR AGENDA ITEM 7 (Regular Meeting of October 2, 2023)</i>
--

Motion:	Morgan
Second:	Donovic
Ayes:	Bahr, Donovic, Morgan, McCullough, McIntyre, Toy Jolly
Nays:	None
Absent:	None

**PRIVILEGED AND CONFIDENTIAL ATTORNEY-CLIENT COMMUNICATION
DO NOT COPY OR DISTRIBUTE**

MEMORANDUM

To: Hon. Maureen Miller Brosnan, Mayor, and
City Council Members
From: Paul A. Bernier, City Attorney
and Michael Fisher, Chief Assistant
Re: Waiver Use Petition Denial
Date: September 22, 2023

On Monday, September 18, 2023, City Council discussed and voted on Petition 2023-06-02-06, which was a waiver use petition filed on behalf of Servicemaster for 29200 Vassar. After much discussion by the members, the petitioner and several area residents, Council voted 3-3 on both proposed approving and denying resolutions. We were asked to advise on the procedural steps and whether this matter needed to be reconsidered.

Normally, lack of a majority is a denial of the resolution. As City Attorney, I have never been witness to a tie vote on a waiver use, and assumed that the normal rules requiring a majority vote also applied to a waiver use petition. Normally a lack of a majority is a denial. I was mistaken in that belief, however.

State statute does not allow a non-denial denial of a waiver use, such as the one here. MCL 125.3502(4) says, in pertinent part,

The decision on a special land use shall be incorporated in a statement of findings and conclusions relative to the special land use which specifies the basis for the decision and any conditions imposed.

The statutory term “special land use” is equivalent to our “waiver use.” Zoning Ordinance 2.01(2), part of the definition of “waiver use.”

Waiver uses are synonymous to uses, as defined in Section 125.3502 of the Michigan Zoning Enabling Act.

So, the attempt to decide this via tie vote is a nullity. Any denial must be supported by findings, and incorporated in findings and conclusions, and a tie vote does not accomplish that mandate.

Remember there is no such thing as common law zoning; the power to zone is based on the state statute, as Zoning Section 1.04 recites.

This Ordinance is adopted pursuant to the Michigan Zoning Enabling Act, Act 110 of 2006, as amended; its predecessor statute, Act 208, Public Acts of Michigan, 1949, as amended; and Section I of Chapter II and Sections 11 and 20 of Chapter IV of the Charter of the City of Livonia. Said acts are hereby made a part of this Ordinance just as if they were word for word repeated herein.

My suggestion is that we use Code of Ordinances Section 2.04.050(A)(4), regarding the submission and correcting of the journal of the last session, as a place to get the question back before the Council. Since Council's last action (or inaction) was a nullity for lack of a majority, perhaps the matter should have been tabled until there was an odd number of members present to provide a majority vote. If we allow a 3-3 tie to decide the issue, a judge on appeal would likely start proceedings with a remand to Council for a compliant straight-up vote. It makes more sense to do it the proper way while we have the opportunity to correct any errors.

The upshot of MCL 125.3502(4) is that this matter is still in effect before Council for its disposition until there is an actual majority vote.

From: [Cowan, Dennis](#)
To: [Kasprowicz, Sara](#)
Cc: [Taormina, Mark](#); garyg@selfstoragemyspace.com; [Gerald Clark](#)
Subject: FW: Special Waiver Use Request - 29200 Vassar
Date: Thursday, September 14, 2023 11:10:11 AM
Attachments: [Letter to Livonia City Council re Special Waiver Use Request \(MSSS Livonia\) 2023_09_14.PDF](#)
[MSSS Livonia - Petition to Approve Signatures - 29200 Vassar.PDF](#)

Sara: Please find attached a letter to the City Council and petitions containing over 200 resident signatures in support of the project. Please forward this information to the City Council for the Sept. 18th meeting. Please confirm your receipt of this email. Thanks,
Dennis



Dennis G. Cowan

Plunkett Cooney
Attorneys & Counselors at Law
T 248.901.4029 C 248.321.2820

[bio](#) | [office](#) | [vcard](#) | [web](#) | [linkedin](#)



From: Wyckoff, Cindy <CWyckoff@plunkettcooney.com>
Sent: Thursday, September 14, 2023 11:03 AM
To: Cowan, Dennis <DCowan@plunkettcooney.com>
Subject: Special Waiver Use Request - 29200 Vassar



September 14, 2023

City Council
City of Livonia
33000 Civic Center Drive, 3rd Floor
Livonia, MI 48154

Re: ServiceMaster / My Space Self Storage Mixed Use Project
29200 Vassar Road

Dear President Jolly and City Council Members:

On behalf of ServiceMaster and My Space Self Storage, we are very pleased to come before you on September 18th for approval of our Special Waiver Use for a Planned General Development, which will totally transform the long vacant property at 29200 Vassar Road ("Vassar Property"). This process started in February, and we believe the project has evolved in a positive manner due to input from the City's Planning and other Departments, our Vassar Property neighbors, the Planning Commission and your City Council. As a result, this project will be a "win-win-win" for all involved -- the adjacent residents, the City and our clients' businesses.

Tremendous Community Support

Since the time of our meeting with you on July 24th, ServiceMaster and My Space Self Storage have been active in gauging community support for the project. The positive result has been beyond our clients' expectations. Attached are Petitions signed by Livonia residents in the two precincts including and adjacent to the Vassar Property. In less than a week, 208 signatures were acquired by going door-to-door. Some of the comments made to our petition gatherers were as follows:

"A good project is long overdue for this site. We welcome it with open arms."

"I am sick and tired of the vandalism, blight and adverse impact on my property values."

"It has been 15 years since its decline started and we need to put an end to this situation right now."

"There is no excuse not to take this opportunity to clean-up this mess that me and my neighbors have had to live with for too long."

ATTORNEYS & COUNSELORS AT LAW

City Council
City of Livonia
September 14, 2023
Page 2

This response is unprecedented. It is rare that 10 or 15 people sign a petition to support a project, let alone over 200. We could have obtained even more signatures but believe the point has been made. Clearly, the residents have spoken loud and clear and want to have the Vassar Property approved and constructed.

Market Feasibility Study

As we have previously shared with you, our clients engaged Self Storage 101 to conduct an **independent** market feasibility study ("Study"). The Study indicated that this site is an excellent one for a self-storage facility and both the proposed development and site are ranked as a "B+." The Study further states that within a 3-mile area, self-storage is not oversaturated and is, in fact, undersupplied. This "positive ranking" meets the test required by lenders and property managers. In addition, our clients are fully aware there will be competition and are ready to meet that challenge. Due to competition, the residents of Livonia will benefit.

Not surprisingly, the only people who have complained about the Study are a couple of competitors. They have "thrown shade" on the Study and even implied that somehow the Study results were pre-determined in our clients' favor. Nothing can be further from the truth. Self Storage 101 is a company that has a national reputation and has literally done thousands of independent market feasibility studies. They are not involved in the project in any way and will not benefit from City Council's approval. Our clients asked for and received an unbiased, independent report in order to determine their own business plans and are prepared to move forward.

The Study our clients have presented to City Council is the sole evidence regarding the immediate self-storage market. The competitors could have ordered their own study, but they did not. The reason is simple -- they knew the results would not support their position. We ask the City Council to treat the Study fairly, accept its independent and professional conclusions and not be swayed by competitors' unsupported opinions.

Significant Tax Revenue

The last two tax bills for 29200 Vassar, which are attached for your reference, are as follows:

- Winter 2022: \$5,282.72
- Summer 2023: \$13,747.12
- Total: \$19,029.84

City Council
City of Livonia
September 14, 2023
Page 3

The City only receives \$4,393.36 in taxes. The Clarenceville Schools operating millage receives \$6,300. The State Education Tax (6 mils) only generates about \$2,100.

If the Vassar Property is approved and our clients close on the property, the taxable value will be uncapped. The assessment on our clients' investment on the Vassar Property and the five new homes to be built on Parkville will generate additional taxes into the future. Such increased taxes will benefit both the City and the Clarenceville School District.

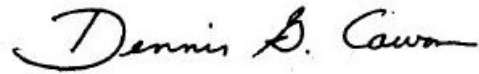
While we recognize that decisions regarding land use are not made based solely on financial matters, approval for the project will clearly provide a positive fiscal benefit to the City and the Clarenceville School District.

Our clients have met or exceeded the standards required for a Special Waiver Use. I have attached the Compliance Sheet that was previously forwarded for your review. The benefits of the Vassar Property far outweigh any perceived negatives.

We would like to take this opportunity to thank the Vassar Property and nearby neighbors, as well as others in the broader Clarenceville community, who have supported the project.

On behalf of ServiceMaster and My Space Self Storage, we respectfully request that you approve the Special Waiver Use to allow the Vassar Property to proceed. Our full Vassar Property team will be available at the September 18th to answer any additional questions and look forward to seeing you at the meeting. In the meantime, should you have any questions regarding the Vassar Property, please feel free to contact me at your earliest convenience.

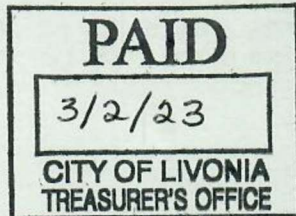
Sincerely,



Dennis G. Cowan
Direct Dial: (248) 901-4029
Email: dcowan@plunkettcooney.com

DGC/cmw
Attachments
cc: Gary Gerrits
G. Todd Clark
Mark Taormina
Open.26462.14972.31785656-1

MESSAGE TO TAXPAYER VISIT WWW.LIVONIATAX.ORG FOR TAX AND PAYMENT INFORMATION. THIS INFORMATION MAY BE PRINTED DIRECTLY FROM THE WEBSITE. WE RESERVE THE RIGHT TO CHARGE FOR DUPLICATES. WHEN PAYING BY CHECK, INCLUDE YOUR PHONE NUMBER AND PARCEL NUMBER. PLEASE USE ONLY THE 33000 CIVIC CENTER DRIVE, LIVONIA, MI 48154-3060 ADDRESS FOR MAILING CHECK PAYMENTS FOR TAXES.	PAYMENT INFORMATION This tax is due by: 02/14/2023 Pay by mail to: CITY OF LIVONIA TREASURER'S OFFICE 33000 CIVIC CENTER DRIVE LIVONIA, MI 48154-3060 Do not combine tax payments with other payments due to the City of Livonia. Payment for taxes must be on a separate check. **See reverse side for additional information**																																																
PROPERTY INFORMATION Property Assessed To: LIVONIA CORPORATE TOWER LLC 29200 VASSAR LIVONIA, MI 48152 Prop #: 003 01 0423 000 School: CLARENCEVILLE Prop Addr: 29200 VASSAR Legal Description: 01F423 424 SUPERVISORS LIVONIA PLAT NO 7 T1S R9E L66 P58 WCR LOT 423 ALSO E 225FT OF THE N1/2 OF ADJ VAC ST ALSO LOT 424	TAX DETAIL <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Taxable Value:</td> <td style="width: 20%;">333,386</td> <td style="width: 20%;">COMMERCIAL-</td> </tr> <tr> <td>State Equalized Value:</td> <td>1,049,800</td> <td>Class: 201</td> </tr> <tr> <td>PRE/MBT %:</td> <td>0.0000</td> <td></td> </tr> </table> Sent to: PROPERTY OWNER <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">DESCRIPTION</th> <th style="text-align: right;">MILLAGE</th> <th style="text-align: right;">AMOUNT</th> </tr> </thead> <tbody> <tr> <td>CITY</td> <td style="text-align: right;">13.17800</td> <td style="text-align: right;">4,393.36</td> </tr> <tr> <td>WAYNE COUNTY</td> <td style="text-align: right;">0.98290</td> <td style="text-align: right;">327.68</td> </tr> <tr> <td>HURON CLINTON MA</td> <td style="text-align: right;">0.20700</td> <td style="text-align: right;">69.01</td> </tr> <tr> <td>WAYNE CTY SAFETY</td> <td style="text-align: right;">0.93580</td> <td style="text-align: right;">311.98</td> </tr> <tr> <td>WAYNE CTY PARKS</td> <td style="text-align: right;">0.24420</td> <td style="text-align: right;">81.41</td> </tr> <tr> <td>ZOO AUTHORITY</td> <td style="text-align: right;">0.09920</td> <td style="text-align: right;">33.07</td> </tr> <tr> <td>ART INSTITUTE</td> <td style="text-align: right;">0.19860</td> <td style="text-align: right;">66.21</td> </tr> </tbody> </table> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Total Tax</td> <td style="width: 20%;">15.84570</td> <td style="width: 20%; text-align: right;">5,282.72</td> </tr> <tr> <td>Administration Fee</td> <td></td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>TOTAL AMOUNT DUE</td> <td></td> <td style="text-align: right;">5,282.72</td> </tr> <tr> <td>PREV. PAYMENTS</td> <td></td> <td style="text-align: right;">5,282.72</td> </tr> <tr> <td>BALANCE DUE</td> <td></td> <td></td> </tr> </table>	Taxable Value:	333,386	COMMERCIAL-	State Equalized Value:	1,049,800	Class: 201	PRE/MBT %:	0.0000		DESCRIPTION	MILLAGE	AMOUNT	CITY	13.17800	4,393.36	WAYNE COUNTY	0.98290	327.68	HURON CLINTON MA	0.20700	69.01	WAYNE CTY SAFETY	0.93580	311.98	WAYNE CTY PARKS	0.24420	81.41	ZOO AUTHORITY	0.09920	33.07	ART INSTITUTE	0.19860	66.21	Total Tax	15.84570	5,282.72	Administration Fee		0.00	TOTAL AMOUNT DUE		5,282.72	PREV. PAYMENTS		5,282.72	BALANCE DUE		
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OPERATING FISCAL YEARS The taxes on bill will be used for governmental operations for the following fiscal year(s): County: OCTOBER 01 - SEPTEMBER 30 Twn/Cty: DECEMBER 01 - NOVEMBER 30 School: JULY 01 - JUNE 30 State: OCTOBER 01 - SEPTEMBER 30 Does NOT affect when the tax is due or its amount	RETAIN THIS PORTION FOR YOUR RECORDS.																																																



The below original stub required for payment processing. Please detach along perforation. Keep the top portion for your records.

Sent to: **PROPERTY OWNER**

Pay this tax to:

CITY OF LIVONIA
TREASURER'S OFFICE
33000 CIVIC CENTER DRIVE
LIVONIA, MI 48154-3060

PLEASE RETURN THIS PORTION WITH PAYMENT OR THE
ENTIRE BILL WITH SASE FOR A PAID RECEIPT

This tax is due by: **02/14/2023**

After 02/14/2023 additional interest and fees apply

2022 Winter Tax for Prop #: **003 01 0423 000**

TAXPAYER NOTE: Are your name & mailing address correct? If not, please contact the Assessor's Office. Thank You.

Property Addr: 29200 VASSAR

(Partial payments are accepted)
Make Check Payable To: **CITY OF LIVONIA**

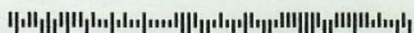
TOTAL AMOUNT DUE: **0.00**

To: LIVONIA CORPORATE TOWER LLC
5440 WHITEHALL BLVD
OAKLAND TOWNSHIP MI 48306

Amount Remitted: _____

Check# _____

Cash _____



MESSAGE TO TAXPAYER

VISIT WWW.LIVONIATAX.ORG FOR TAX AND PAYMENT INFORMATION. THIS INFORMATION MAY BE PRINTED DIRECTLY FROM THE WEBSITE. WE RESERVE THE RIGHT TO CHARGE FOR DUPLICATES. WHEN PAYING BY CHECK, INCLUDE YOUR PHONE NUMBER AND PARCEL NUMBER. PLEASE USE ONLY THE 33000 CIVIC CENTER DRIVE, LIVONIA, MI 48154-3060 ADDRESS FOR MAILING CHECK PAYMENTS FOR TAXES.

PAYMENT INFORMATION

This tax is due by: **09/14/2023**

Pay by mail to: CITY OF LIVONIA
TREASURER'S OFFICE
33000 CIVIC CENTER DRIVE
LIVONIA, MI 48154-3060

Do not combine tax payments with other payments due to the City of Livonia. Payment for taxes must be on a separate check.

See reverse side for additional information

PROPERTY INFORMATION

Property Assessed To:
LIVONIA CORPORATE TOWER LLC
29200 VASSAR
LIVONIA, MI 48152

Prop #: 003 01 0423 000 School: CLARENCEVILLE
Prop Addr: 29200 VASSAR

Legal Description:
01F423 424 SUPERVISORS LIVONIA PLAT NO 7 T1S R9E L66
P58 WCR LOT 423 ALSO E 225FT OF THE N1/2 OF ADJ VAC
ST ALSO LOT 424

TAX DETAIL

Taxable Value: 350,055 COMMERCIAL-
State Equalized Value: 1,135,700 Class: 201
PRE/MBT %: 0.0000

Sent to: PROPERTY OWNER

DESCRIPTION	MILLAGE	AMOUNT
SCHOOLCRAFT CC	2.27000	794.62
WAYNE CNTY OPER	5.60990	1,963.77
SCH SINKING FUND	4.22570	1,479.22
CNTY OISD SPC ED	2.97770	1,042.35
STATE EDUCATION	6.00000	2,100.33
CNTY OISD GEN ED	0.18810	65.84
SCHOOL OPERATING	18.00000	6,300.99

Total Tax 39.27140 13,747.12
Administration Fee 0.00

TOTAL AMOUNT DUE 13,747.12
PREV. PAYMENTS
BALANCE DUE **13,747.12**

OPERATING FISCAL YEARS

The taxes on bill will be used for governmental operations for the following fiscal year(s):

County: OCTOBER 01 - SEPTEMBER 30
Twn/Cty: DECEMBER 01 - NOVEMBER 30
School: JULY 01 - JUNE 30
State: OCTOBER 01 - SEPTEMBER 30

Does NOT affect when the tax is due or its amount

RETAIN THIS PORTION FOR YOUR RECORDS.

The below original stub required for payment processing. Please detach along perforation. Keep the top portion for your records.

Sent to: **PROPERTY OWNER**

Pay this tax to:

CITY OF LIVONIA
TREASURER'S OFFICE
33000 CIVIC CENTER DRIVE
LIVONIA, MI 48154-3060

PLEASE RETURN THIS PORTION WITH PAYMENT OR THE
ENTIRE BILL WITH SASE FOR A PAID RECEIPT

This tax is due by: **09/14/2023**

After 09/14/2023 additional interest and fees apply

2023 Summer Tax for Prop #: **003 01 0423 000**

TAXPAYER NOTE: Are your name & mailing address correct? If not, please contact the Assessor's Office. Thank You.

Property Addr: 29200 VASSAR

(Partial payments are accepted)

Make Check Payable To: **CITY OF LIVONIA**

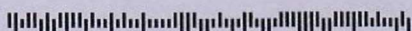
TOTAL AMOUNT DUE: **13,747.12**

Amount Remitted: _____

To: LIVONIA CORPORATE TOWER LLC
5440 WHITEHALL BLVD
OAKLAND TOWNSHIP MI 48306

Check# _____

Cash _____



29200 VASSAR ROAD

Compliance with Special Waiver Use Standards for Planned Developments Section 5.02(4) of Livonia Zoning Code

- (A) The proposed use or uses shall be of such location, size and character as to be in harmony with the appropriate and orderly development of the zoning district in which situated and shall not be detrimental to the orderly development of adjacent zoning districts.**

The prior use of the property as an office building with a “sea of blacktop” for parking was not in harmony with the surrounding areas. The proposed project will correct that problem as follows:

- The development of five new family homes on the western edge of the property which will be harmonious with the existing residential neighborhood on Parkville as well as create additional buffer for the residents;
- The creation of green space on the eastern edge of the property will decrease the blacktop and provide a “park-like” space for nearby residents, customers and employees to gather and use;
- The ServiceMaster/My Space self-storage businesses will have very low impact on the surrounding uses;
- Vassar Street will remain closed so there will be no point of entry to Parkville and the residential neighborhood.

- (B) The location and size of the proposed use or uses, that nature and intensity of the principal use and all accessory uses, the site layout and its relation to the streets giving access to it, shall be such that the traffic to and from the use or uses, the assembly of persons in connection therewith, will not be hazardous or inconvenient to the neighborhood nor conflict with the normal traffic of the neighborhood. In applying this standard the Commission shall consider, among other things: convenient routes for pedestrian traffic, particularly of children; the relationship of the proposed project to the main traffic throughfare to street and road intersections; and the general character intensity of the existing potential development in the neighborhood. In addition, where appropriate the Commission shall determine that noise vibration, odor, light, glare, heat, electromagnetic or act of radiation or other external effects, from any source whatsoever which relates to the proposed use will not have a detrimental effect upon neighboring property or the neighboring area in general.**

The principal use of self-storage at the project is very low impact. Upon maturity of the self-storage facilities, the My Space’s experience is there are generally only 10-15 visitors per a day. The ServiceMaster business will have approximately 20 to 30

employees on a regular basis and there maybe several more if there is a major emergency that needs to be responded to by the company. The retail space will be two units with a total of 5255 square feet, which will not create an significant vehicular traffic.

As previously mentioned, Vassar Street will remain closed so there will be no vehicular connection to or any hazards or inconvenience to the neighborhood.

The only noise that will be associated with the project uses would be vehicles, and use of the outdoor “drive-up” facilities, which will not be noise intense. Any noises will be mitigated by the new homes on Parkville and the surrounding perimeter walls. There will be no vibrations, odors, light, glare, heat, electromagnetic, or radioactive radiation or other external effects caused by ServiceMaster/My Space business operations which will be detrimental to neighboring properties.

- (C) The location and height of the buildings, the location and nature and height of walls and fences, and the nature and extent of landscaping of the site shall be such that they will not hinder or discourage the proper development and use of adjacent land and buildings nor impair the value thereof.**

The building is 8 stories high. ServiceMaster/My Space has indicated that they will shield the windows so that no customer or employee will be able to look down into any of the residential neighbor’s property and backyards. The perimeter walls will create a buffer and no ServiceMaster business or self-storage activities will be visible by residential neighbors.

The upgrade to the exterior of the building, the removal of the “sea of parking,” green space and landscaping will encourage, not discourage, proper development and use of the adjacent land and buildings. Property values will no longer be impaired by the current condition of the Vassar Street property.

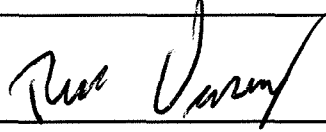
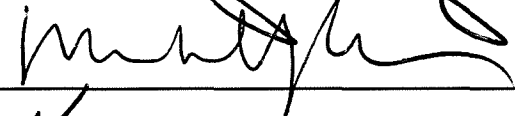
- (D) The standards of density and required open space in the proposed project are at least equal to those required by this ordinance and the zoning district in which the proposed project is to be located.**

Climate controlled self-storage units in building will occupy a portion of the first and the remaining seven floors. The outdoor storage units which were originally planned to be 295 units have been reduced to 84 units. Open space on the eastern side of the project replaces current blacktop parking space. Landscaping will be enhanced on Vassar Street and the entrance to the project.

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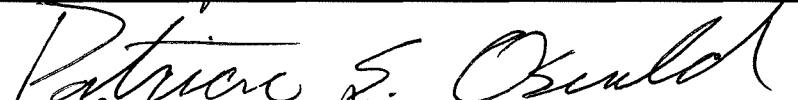
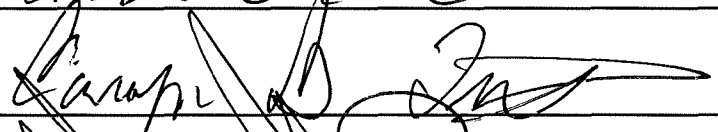
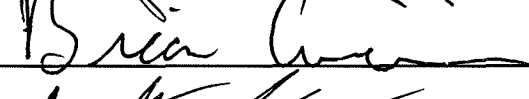
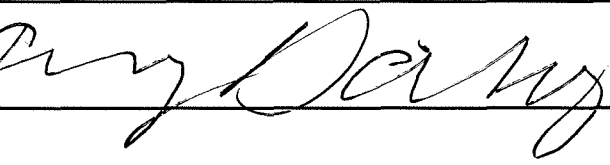
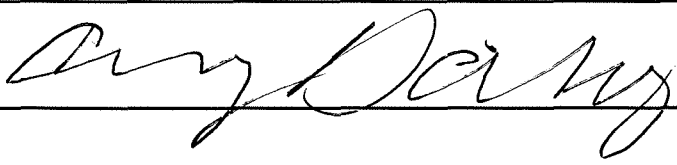
PETITION TO APPROVE 29200 VASSAR STREET PROJECT

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SIGNATURE	STREET ADDRESS	DATE
	19360 BRENTWOOD LIVONIA, MI 48152	8-30-23
	19636 BRENTWOOD LIVONIA MI 48152	8-30-23
	30533 FAIRFAX MI 48152	8-30-23
Kelly Reich	30536 Fairfax MI 48152	8-30-23
Beth Reich	30536 Fairfax MI 48152	8-30-23
Miranda Arciero	19745 Purlingbrook st. Livonia MI	8-30-23
Cheryl Trotter	30521 Bretton	8-30-23
	30560 Pembroke Livonia 48152	8-30-23
	19572 Swinbridge Livonia 48152	8-30-23
Cindy Bowen	19600 Flamingo Blvd Livonia	8/30/23

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SIGNATURE	STREET ADDRESS	DATE
	19656 Weyher Livonia MI	8/30/23
	19480 WEYHER LIVONIA, MI	8/30/23
	19480 WEYHER LIVONIA, MI	8/30/23
	19344 Weyher Livonia, MI	8/30/23
	19311 Weyher Livonia, MI	8/30/23
	19354 Weyher Livonia MI	8/30/23
	20457 MAPLEWOOD ST LIVONIA MI	8/30/23
	20222 Maplewood St Livonia MI	8/30/23
	20134 Maplewood, Liv M.	8-30-23

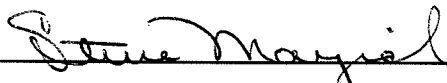
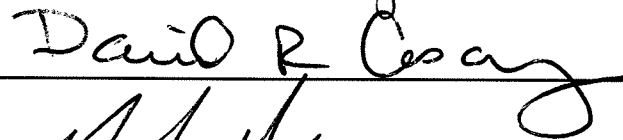
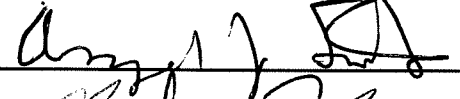
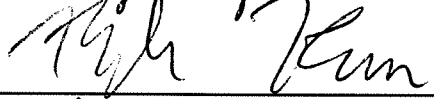
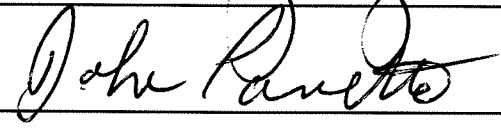
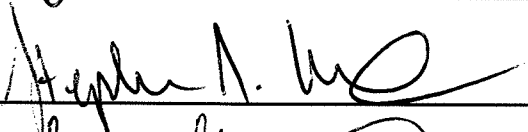
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	38316 FAIRFAX ST	8-29-23
	19688 PARKVILLE	8-29-23
	19816 Parkville	8-30-23
	19900 Parkville	8-30-23
	19922 Parkville St	8/30/2023
	20244 Parkville St	8/30/2023
	20262 PARKVILLE ST.	8/30/23
	19147 OSMUS ST.	8/30/23
	20315 Parkville St	8/30/23
	20315 Parkville St	8/30/23

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STREET ADDRESS

DATE

<i>Jeffery M. Belanger</i>	<i>20308 Parkville</i>	<i>8/30/23</i>
<i>Amy L. Belanger</i>	<i>20308 Parkville</i>	<i>8/30/23</i>
<i>Jessica Belanger</i>	<i>20312 Parkville</i>	<i>8/30/23</i>
<i>Joseph H. Belanger</i>	<i>20312 Parkville</i>	<i>8/30/23</i>
<i>Chris Bayton</i>	<i>17855 Parkville St</i>	<i>8/30/23</i>
<i>[Signature]</i>	<i>19835 Parkville St</i>	<i>8/30/23</i>
<i>Rebe L M. [Signature]</i>	<i>19819 PARKVILLE</i>	<i>8/30/23</i>
<i>Mike McVettie</i>	<i>19697 Brentwood</i>	<i>8-30-23</i>
<i>Brian Saylor</i>	<i>19629 Brentwood</i>	<i>8-30-23</i>
<i>Kristen Saylor</i>	<i>19629 Brentwood</i>	<i>8-30-23</i>

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SIGNATURE	STREET ADDRESS	DATE
William Greenwood	19605 Brentwood Liv Mich	8/30/23
Karen Quas	19579 Brentwood Livonia MI	8/30/23
Walter Quas	19579 Brentwood Livonia MI	8/30/23
Annice Hudzinski	19511 Brentwood Livonia, MI	08/30/2023
Jim Hudzinski	19511 Brentwood Livonia, MI	8/30/2023
W. H.	19345 Brentwood Livonia MI	8/30/23
Amy C. Smith	19295 Brentwood, Livonia MI	8/30/23
Carol Conway	19320 Brentwood Livonia MI	8/30/23
Lynne M. Curnow	14358 Cranston St, Livonia MI 48154	8/30/23
Cynthia K. Varney	19340 Brentwood Liv, MI 48152	8/30/23

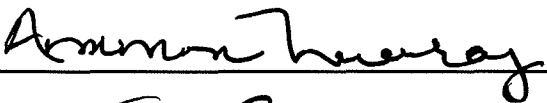
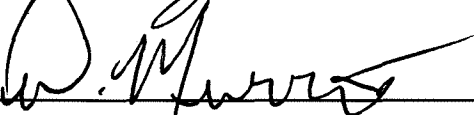
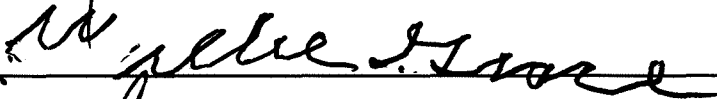
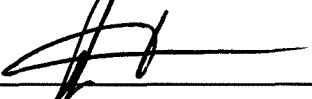
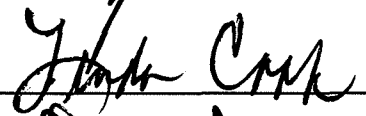
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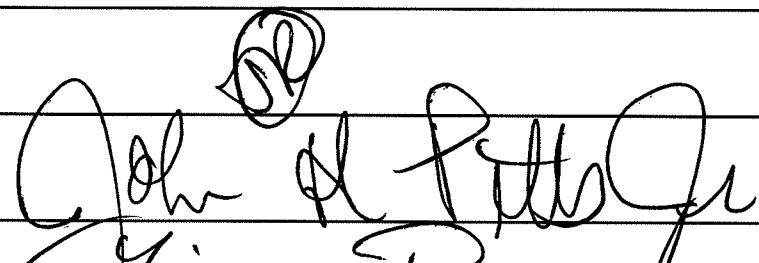
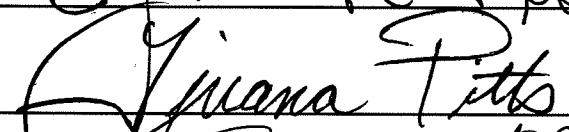
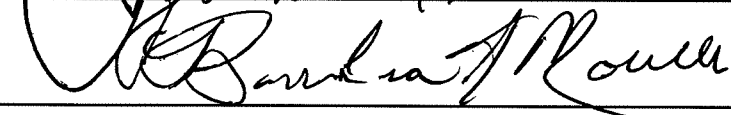
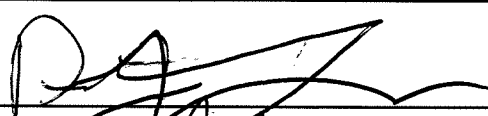
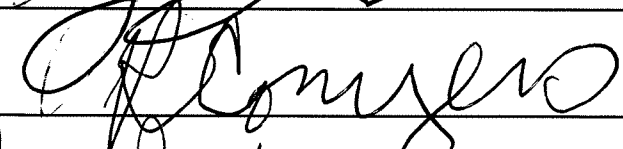
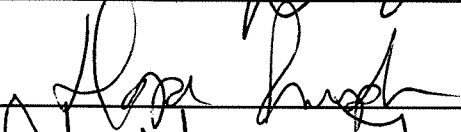
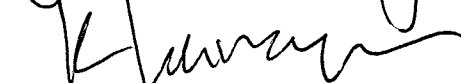
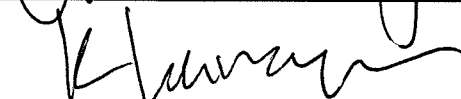
STREET ADDRESS

DATE

	19461 Parkville	8-25-23
	19261 Parkville	8-25-23
	19261 Parkville	8-25-23
	19249 Parkville	8-25-23
	19249 Parkville	8-25-23
	19249 Parkville	8-25-23
	19196 Parkville	8/25/23
	19250 Parkville	8/25/23
	19310 Parkville	8/25/23
	19420 Parkville St.	8/25/23

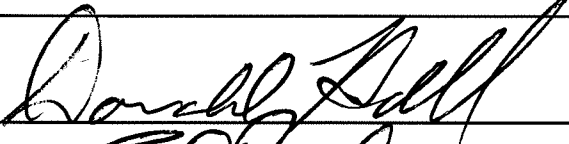
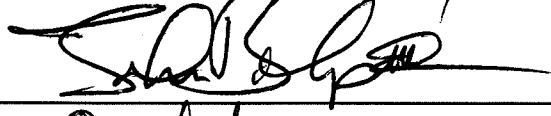
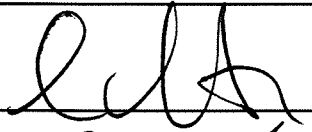
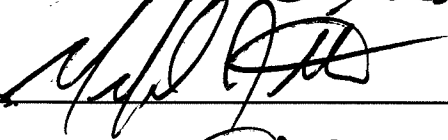
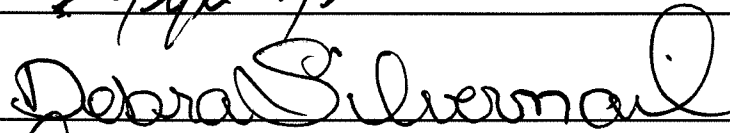
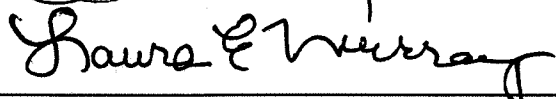
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SIGNATURE	STREET ADDRESS	DATE
	19420 Parkville St.	8/25/23
	19432 Parkville St.	8/25/23
	19432 Parkville St.	8/25/23
	19464 Parkville St.	8/25/23
	29255 Saint Martin's	8/26/23
	19615 Parkville St.	8-26-23
	29050 SAINT MARTINS ST	8-26-23
	29104 St. Martins St.	8/26/23
	19642 Parkville	8/26/23
	19642 Parkville	8/26/23

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SIGNATURE	STREET ADDRESS	DATE
	29105 Vassar St	8-25-23
	29151 St. Martins	8-25-23
	29137 St. Martins	8/5/23
	29101 St. MARTINS	8-25-23
	29037 St. Martins	8/25/23
	29120 ST. MARTINS	8/25/23
	29123 St Martins	8-25-23
	29123 St. Martins	8-25-23
	19555 PARKVILLE St	8/25/23
	19461 Parkville	8/25/23

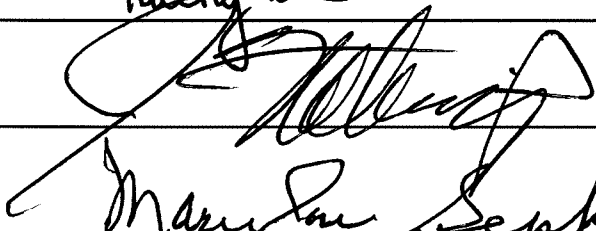
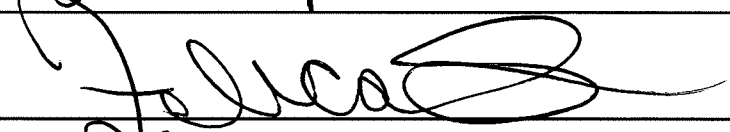
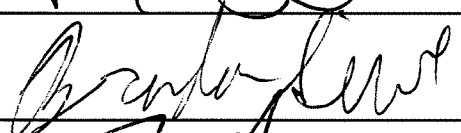
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Kathy L. Dunbar	20238 Brentwood St. Livonia MI 48152	8.29.2023
	20122 BRENTWOOD 48152	8-29-2023
Mary Lou Sepke	20100 Brentwood 48152	8-29-2023
John Rine	20056 Brentwood 48152	8-29-2023
	19996 Brentwood 48152	8-29-2023
Al S	19996 Brentwood 48152	8-29-23
	30045 Fairfax St	8-29-23
	30135 Fairfax St.	8-29-23
Brentwood	30333 Fairfax St	8-29-23
102 Holman	19726 Potlidge Brook	8.29-23

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Bob Kennedy	19953 Sunbury St	8-29-23
Dean Troncari	19929 Sunbury	8/29/2023
Samantha Kruse	19917 Brentwood	8/29/2023
AS Partenio	19917 Brentwood	8/29/2023
Eric Bishop	19929 Brentwood	8/29/23
me whel	19973 Brentwood	8/29/23
Margaret A Worley	20153 Brentwood	8-29-23
Tiann Hall	20338 Brentwood	8-29-23
Elizabeth Hall	20338 Brentwood	8-29-23
Maureen Monte	20227 Brentwood	8-29-23

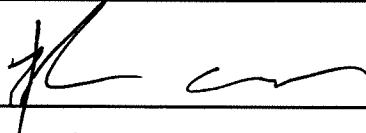
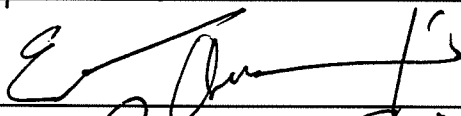
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	19730 Brentwood Livonia mi	8-28-23
Kirana	19610 Brentwood St Livonia 48152	8-28-23
	19610 Brentwood St Livonia MI 48152	8-28-23
Pam Smith	19361 Brentwood Livonia MI 48154	8-28-23
Melissa Smith Dink	19365 Brentwood Livonia MI 48152	8-28-23
Shannell Allen	19610 Brentwood St 48152	8-28-23
Robert Haig	20028 Sunbury St.	8-29-23
	20044 Sunbury St 48152	8/29/23
Watt Moberg	28650 Fargo St	8-29-23
Loren Gentry	20029 Sunbury St	8-29-23

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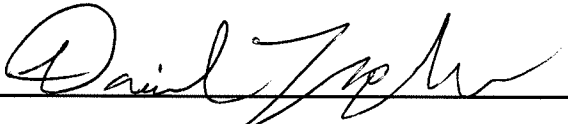
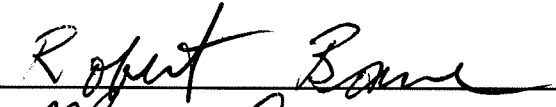
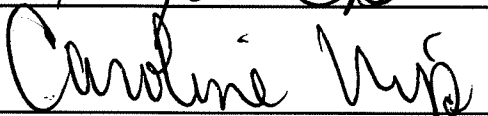
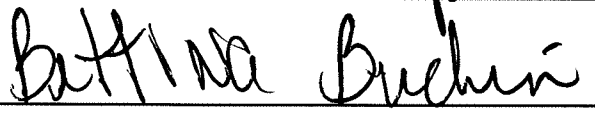
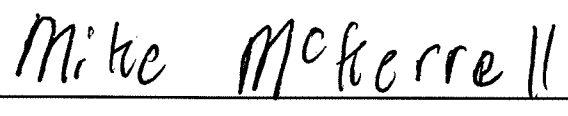
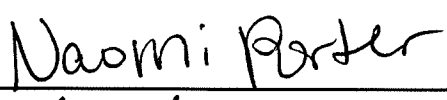
STREET ADDRESS

DATE

Mary Baesh	28219 Pembroke	8-29-23
Jodi Telpers	19945 LATHERS ST.	8-29-23
[Signature]	19945 Lather St.	8-29-23
[Signature]	19970 Lather St	8-29-23
[Signature]	19957 Lather St.	8/29/23
Don West	19940 Brentwood	8/29/23
Claudia Stanton	19658 Melvin	8/29/23
Jodi Telpers	30010 Fairfax	8/29/23
[Signature]	30154 Fairfax	8/29/23
Sarena Barrett	30304 Fairfax St	8/29/2023

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SIGNATURE	STREET ADDRESS	DATE
	29105 Bretton	8/27/23
	29105 Bretton	8/27/23
R.D. MODI	29059 Bretton St.	08/27/23.
	29073 Morlock	8/27/23
	29073 Morlock	8/27/23
	29090 Morlock St	8/27/23
	29090 Morlock St	8/27/23
	29000 Morlock St	8/27/23
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	28980 Morlock St	8/27/23

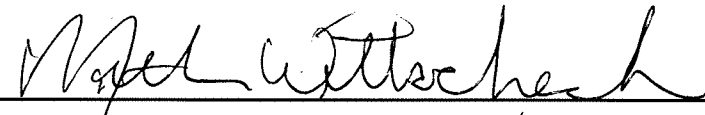
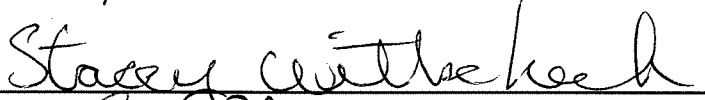
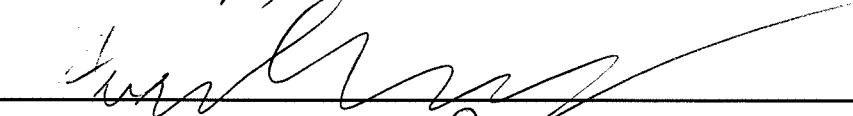
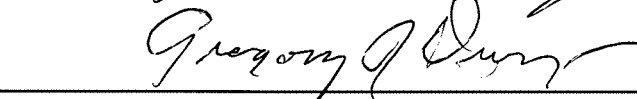
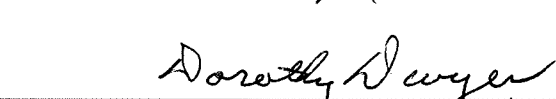
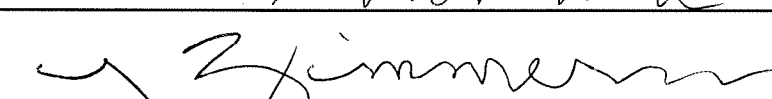
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DATE

	19942 Maplewood St. Livonia MI 48152	8-28-23
	" " " "	" "
	19917 Weyher St Livonia MI 48152	8-29-23
	20059 Weyher St Livonia 48152	8-29-23
	20224 WEYHER LIVONIA 48152	8-29-23
	28355 PEMBROKE LIV. 48152	8/29/23
	—	—
	28331 PEMBORA Livonia 48152	8/29/23
	28307 Pembroke "	"
	19946 Lathurst St	8-29-23

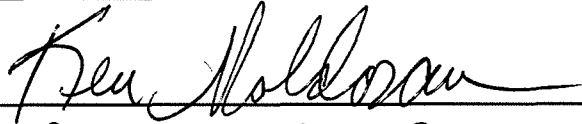
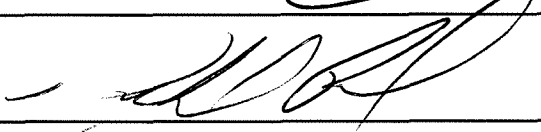
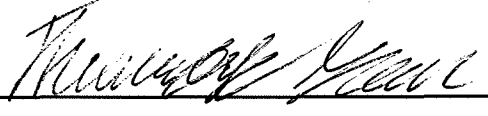
PETITION TO APPROVE 29200 VASSAR STREET PROJECT

We, the undersigned, urge the Livonia City Council to approve the project proposed by My Space Self Storage / ServiceMaster at 29200 Vassar Street. We welcome the new development, including renovation of the 8-story building, new retail and business space, and five new homes on Parkville. We are tired of over a decade of blight, decay and vandalism to the building and property. We want the Livonia City Council to support our neighborhoods and property values.

SIGNATURE

STREET ADDRESS

DATE

	19414 WEYHER Livonia MI 48152	8-26-2023
	19304 Weyher Livonia MI 48152	8-26-2023
	19177 Weyher Livonia MI 48152	8-26-23
	19445 Weyher Livonia MI 48152	8/26/23
	29150 Bretton Livonia MI 48152	8/27/23
Bruce Hansen	29150 Bretton Livonia MI 48152	8/27/23
CAREY FRANKLIN	29030 Brett on st, Livonia MI 48152	8/27/23
Angela Franklin	29030 Brett on st, Livonia, MI 48152	8/27/23
Kalle LaRoche	19642 Parkville st, Livonia	8/27/23
Alexis Belanger	19642 Parkville st, Livonia	8/27/23

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SIGNATURE

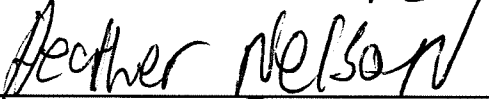
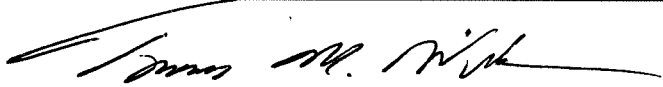
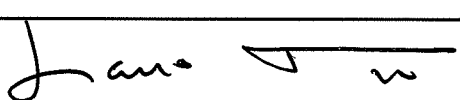
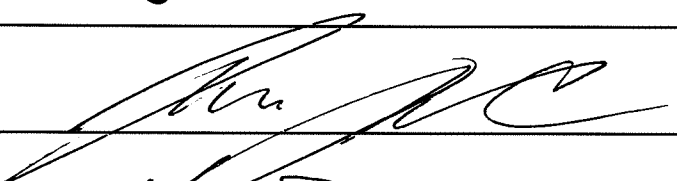
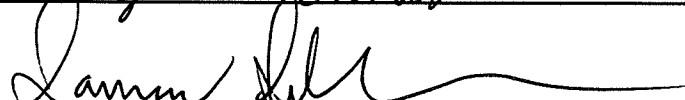
STREET ADDRESS

DATE

Keith Larouche	19642 Parkville	8/26/23
John Larouch	19642 Parkville	8/26/23
H. Boger	19519 Weyher	8/26/23
D. Petersen	28911 St MARTIN	8/26/23
Paul Doerflinger	19614 Weyher St	8/26/23
Judith Perri	19600 Weyher	8/26/23
John Spencer	19504 Weyher St	8-26-23
Marge Smith	19504 Weyher St	
Paul [Signature]	19467 Weyher St	8/26/23
Debi Spino	19467 Weyher St	8/26/23

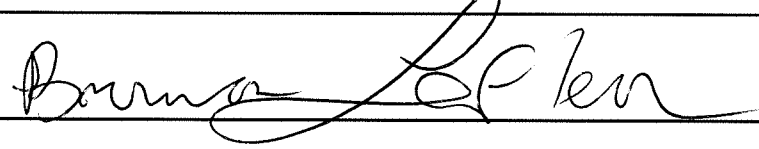
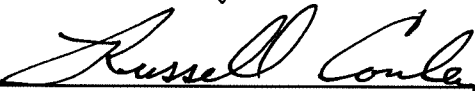
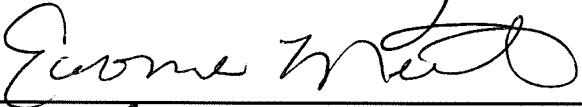
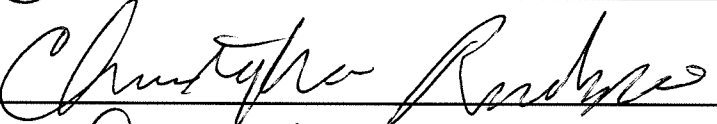
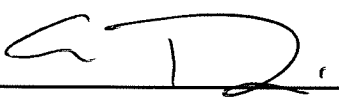
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SIGNATURE	STREET ADDRESS	DATE
	19790 Parkville	8-27-23
	19830 Parkville	8-27-23
	20054 Parkville	8-27-23
	20054 Parkville	8-27-23
	19726 Weyher	8-28-23
	19796 Weyher	8-28-23
	19750 Weyher	8-28-23
	19796 Weyher	8-28-23
	19822 Weyher	8-28-23
	19834 Weyher	8-28-23

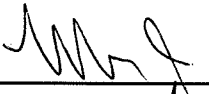
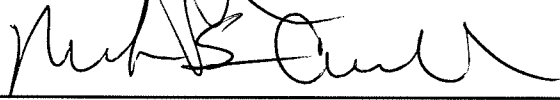
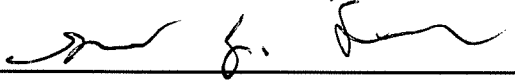
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SIGNATURE	STREET ADDRESS	DATE
	28332 Maple Wood St Livonia MI	8-28-2023
Aelana Stuart	20308 Maplewood St Livonia 48152	8-28-23
Greg Stuebe	20308 Maplewood St. Livonia MI 48152	8-28-23
	20170 Maplewood St Livonia, MI 48152	8-28-23
	20114 Maplewood St Livonia 48152	8-28-23
	20076 Maplewood St Livonia 48152	8-28-23
Laura Goodman	20038 Maplewood St Livonia 48152	8/28/23
Melissa Dick	20014 Maplewood Livonia MI 48152	8/28/23
	20014 Maplewood Livonia MI 48152	8/28/23
Abby Denomy	19990 Maplewood St. Livonia, MI 48152	8/28/23

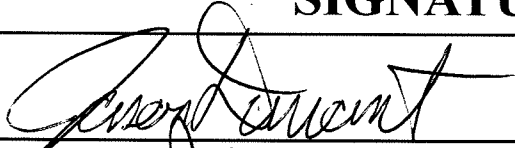
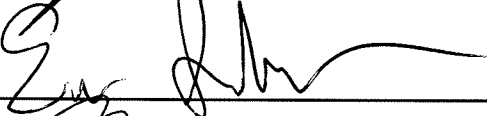
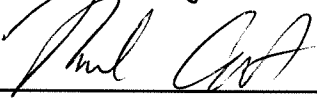
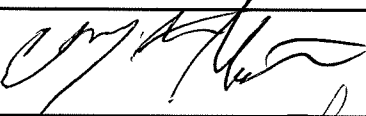
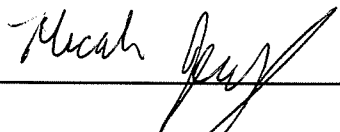
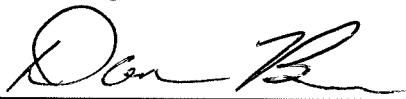
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SIGNATURE	STREET ADDRESS	DATE
	20079 Maplewood Livonia MI	8/28/23
	320-20101 MAPLEWOOD	8/28/23
Rajni Patel	20223 Maplewood	8/28/23
Ana Key	20235 Maplewood	8/28/23
	20259 MAPLEWOOD	8/28/23
Lashae Patterson	20309 maplewood	8/28/23
Jamie English	20045 Maplewood	8-28-23
Stacey Blackport	20045 Maplewood	8-28-23
Jean Schott	20444 MAPLEWOOD	8-28-23
	20558 Maplewood St	8-28-23

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SIGNATURE	STREET ADDRESS	DATE
	19745 MAPLEWOOD ST	8-28-23
	19813 MAPLEWOOD ST	8/28/23
	19825 MAPLEWOOD ST	8/28/23
	19975 Maplewood St	8/28/23
	19935 Maplewood St	8/28/23
	19983 MAPLEWOOD ST	8/28/23
	20019 "	8/28
	20031 " "	8/28/23
	20043 MAPLEWOOD	8-28-23
	20043 MAPLEWOOD ST	8-28-23

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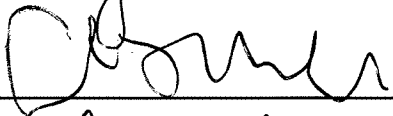
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SIGNATURE

STREET ADDRESS

DATE

	19258 L'AVILLE	8-30-23
Bonnie Holbrook	19639 PARKVILLE	8-30-23
Mary Marnier	30026 Fairfax	8/30/23
	19914 Weyman	8/30/23
	18424 Brentwood st	8/31/23

From: noreply@civicplus.com
To: [CityCouncil](#)
Subject: Online Form Submittal: City Council Inquiries
Date: Wednesday, September 6, 2023 5:46:41 PM

City Council Inquiries

This form is for any questions, comments, or concerns you may have for the City in regards to city council meetings or other city council inquiries. If you leave contact information, the City will reply within 2 business days. If this is an emergency, please dial 9-1-1.

First Name	Debbie
Last Name	Grefke
Address	19444 Parkville St
Email Address	debbielg6290@yahoo.com
Phone Number	2484738235
Topic	City Council Meetings
Date of Issue	<i>Field not completed.</i>
Attachment (Optional)	<i>Field not completed.</i>
Comments	I would like to express my feeling on the vassar street redevelopment, although it would be very nice to have this building updated and all, I just don't feel these are the businesses to go in that place, we have a new storage build done the street that is not even full at this time. Also bringing more house in this space would over load our neighborhood. Please do not pass this plan.. we can find something else to go there.

Email not displaying correctly? [View it in your browser.](#)

From: [Cowan, Dennis](#)
To: [Kasprowicz, Sara](#)
Cc: garyg@selfstoragemyspace.com
Subject: RE: 29200 Vassar
Date: Wednesday, August 30, 2023 11:07:19 AM
Attachments: [image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)

Sara: Our team is good for the Monday, Sept. 18th City Council meeting at 7pm. Thanks, Dennis PS I will probably send a letter soon that can be added to the information for the meeting.



Dennis G. Cowan

Plunkett Cooney
Attorneys & Counselors at Law
T 248.901.4029 C 248.321.2820

[bio](#) | [office](#) | [vcard](#) | [web](#) | [linkedin](#)



From: Kasprowicz, Sara <skasprowicz@livonia.gov>
Sent: Wednesday, August 30, 2023 10:50 AM
To: Cowan, Dennis <DCowan@plunkettcooney.com>
Cc: garyg@selfstoragemyspace.com
Subject: RE: 29200 Vassar

[EXTERNAL]

Hi Dennis,
I am very sorry, but the Council President indicated his preference to be the 9/18 Regular meeting at 7p instead of 9/6.
I will email the agenda once it is approved, which should be by next Friday.
See you then,
Sara



Sara Kasprowicz
Program Supervisor
City of Livonia | City Council Office
(734) 466-2250
skasprowicz@livonia.gov



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From: Cowan, Dennis <DCowan@plunkettcooney.com>

Sent: Wednesday, August 30, 2023 10:18 AM

To: Kasprowicz, Sara <skasprowicz@livonia.gov>

Cc: garyg@selfstoragemyspace.com

Subject: 29200 Vassar

Sara: Thanks for all your assistance this morning. Please call me to confirm our client's item is on the City Council's Sept. 6th voting agenda at 7pm . Thanks, Dennis



Dennis G. Cowan

Plunkett Cooney
Attorneys & Counselors at Law
T 248.901.4029 C 248.321.2820

[bio](#) | [office](#) | [vcard](#) | [web](#) | [linkedin](#)



From: [Cowan, Dennis](#)
To: [Kasprowicz, Sara](#)
Subject: RE: City Council Study Agenda off 7/24/23/Vassar St. Project
Date: Tuesday, July 25, 2023 9:10:30 AM
Attachments: [image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)

Sara: I don't know if you were at the meeting last night, but in light of the discussion, my client would like to delay the item being on the August 9th City Council agenda. Can we discuss ? Please let me know when we can discuss this morning before 11am, if possible. I am out at meetings most the rest of the day. Thanks, Dennis



Dennis G. Cowan

Plunkett Cooney
Attorneys & Counselors at Law
T 248.901.4029 C 248.321.2820

[bio](#) | [office](#) | [vcard](#) | [web](#) | [linkedin](#)



From: Kasprowicz, Sara <skasprowicz@livonia.gov>
Sent: Wednesday, July 19, 2023 3:56 PM
To: Cowan, Dennis <DCowan@plunkettcooney.com>
Subject: RE: City Council Study Agenda off 7/24/23

[EXTERNAL]

Sounds good!



Sara Kasprowicz
Program Supervisor
City of Livonia | City Council Office
(734) 466-2250
skasprowicz@livonia.gov
www.livonia.gov



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intended recipient, or the employee or agent responsible for delivering the message to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this communication in error, please notify us immediately by telephone and/or reply to this e-mail message. Thank you.

From: Cowan, Dennis <DCowan@plunkettcooney.com>

Sent: Wednesday, July 19, 2023 3:54 PM

To: Kasprowicz, Sara <skasprowicz@livonia.gov>

Subject: Re: City Council Study Agenda off 7/24/23

Sara: Our entire team will be there. Dennis



Dennis G. Cowan

Plunkett Cooney
Attorneys & Counselors at Law
T 248.901.4029 C 248.321.2820

[bio](#) | [office](#) | [vcard](#) | [web](#) | [linkedin](#)



On Jul 19, 2023, at 3:36 PM, Kasprowicz, Sara <skasprowicz@livonia.gov> wrote:

[EXTERNAL]

Good Afternoon,

The City Council Study agenda for **Monday, July 24th** is attached.

It is highly recommended that you or a representative attend this meeting in the **City Hall Auditorium** to answer any questions regarding your request.

Please note, the Study meeting is scheduled to begin at **8pm**. However, if the meeting prior runs over, the Study meeting will begin shortly after the prior meeting adjourns.

Thank you,

Sara

[<CitySeal100x100_8f7d9122-2022-4a3b-86d9-f05a096c6a3c.png>](#)

Sara Kasprowicz

Program Supervisor

City of Livonia | City Council Office

(734) 466-2250

skasprowicz@livonia.gov

www.livonia.gov

[<Livonia-Logo-250_2521acb0-d42c-429b-900f-b59ac98c1049.png>](#)

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[<SocialLink_Twitter_32x32_a844deab-cb87-48f2-9175-647012b70cfe.png>](#)

[<SocialLink_Youtube_32x32_9b8afb50-3b86-4678-b53d-7e423a9d8771.png>](#)

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<S072423 .pdf>



LETTER TO THE LIVONIA CITY COUNCIL

8.

Planning
July 12, 2023

MEETING DATE

S072423/R080923

PREPARED BY

Stephanie Reece, Program Supervisor,

AGENDA ITEM

WAIVER PETITION: Planning Commission, re: Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster, requesting to develop a Planned General Development, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1.

BACKGROUND DETAILS

July 12, 2023

Honorable Members of the City Council
City of Livonia, Michigan

Re: Petition 2023-06-02-06 - Service Master

Dear Council Members:

At the 1,201st Public Hearings and Regular Meeting held by the City Planning Commission on July 11, 2023, the following resolution was adopted:

PREFERRED COUNCIL RECOMMENDATION/RESOLUTION (Please complete this field. Attachments are not to be used in lieu of the recommendation)

#07-44-2023 RESOLVED, That the City Planning Commission does hereby recommend to the City Council that Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster requesting special waiver use approval to develop a Planned General Development under Section 5.02 of the City of Livonia Zoning Ordinance, as amended, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1, be approved subject to the following conditions:

The Architectural Site Plan, identified as sheet AS1.1, and the Landscape Plan, identified as Sheet

L1.1, both dated May 31, 2023, as revised, prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that:

The metal fence shall be extended along the south property line to the southwest corner of Building 'C.'

Additional evergreen plantings shall be provided between the parking lot and the residential properties on the site's north side and along the vacated portion of Vassar Avenue.

The final design of the landscape feature at the west end of the site shall be reviewed and approved by the Planning Department.

Any additional trash containers or compactors provided on the site shall be fully enclosed and screened with the masonry wall.

All parking spaces shall be appropriately sized and marked, including any barrier-free space(s) as may be required by the State of Michigan.

All disturbed lawn areas, including road rights-of-way, shall be sodded instead of hydroseeding.

Underground sprinklers shall be provided for all landscaped and sodded areas. All planted materials shall be installed to the satisfaction of the Inspection Department and, after that, permanently maintained in a healthy condition.

The Elevation Plans, identified as sheets A2.1 and A2.2, dated May 31, 2023, as revised, and prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that City Council shall approve the final exterior colors of the building.

The Elevation Plans for Buildings 'B' and 'C,' identified as sheets A1.5 and A1.6, dated May 25, 2023, and prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that any sides visible to the public shall consist of either brick, stone, prefinished metal panels, or composite siding.

The number of self-storage units on the first floor of the building shall be limited to twenty-two (22).

The overnight outdoor parking and storage of service vehicles shall be restricted to the parking spaces adjacent to the building within the fenced area on the north side of the building.

There shall be no outdoor storage of vehicle parts, equipment, scrap material, waste petroleum products, junked, unlicensed or inoperable vehicles, or other similar items in connection with this operation.

The outdoor storage of recreational vehicles, including motorhomes, travel trailers, and boats, is prohibited.

All exterior light fixtures shall not exceed twenty feet (20') in height and shall be aimed and shielded to minimize stray light trespassing across property lines and glaring into adjacent roadways.

The three walls of the trash dumpster area shall be constructed from materials that complement the building. The enclosure gates shall be solid steel or durable, long-lasting panel fiberglass.

Where this property abuts residential along the north side, a six foot (6') high masonry wall shall be required. The Inspection Department shall review the structural integrity of the existing wall to determine what, if any, improvements are needed. Along with the wall, additional evergreen landscaping shall be installed to help screen the property from the residential district.

The issues outlined in the correspondence dated June 22, 2023, from the Fire Marshal shall be resolved to the satisfaction of the Department of Public Safety, Livonia Fire and Rescue.

Only conforming signage is approved with this petition and all wall signage shall not be installed higher than the first floor of the building. Any additional signage shall be separately submitted for review and approval by the Zoning Board of Appeals.

No LED light band or exposed neon shall be permitted on this site, including, but not limited to, the building or around the windows.

Unless approved by the proper local authority, any type of exterior advertising, such as promotional flags, streamers, or sponsor vehicles designed to attract the attention of passing motorists, shall be prohibited.

Final approval of the residential condominiums shall require the review and approval of the master deed and bylaws by the Planning Commission and City Council.

Under Section 13.13 of the Livonia Zoning Ordinance, as amended, this approval is valid for one year only from the date of approval by the City Council. Unless a building permit is obtained, this approval shall be null and void at the expiration of said period.

FURTHER RESOLVED, That notice of the above hearing was given in accordance with the provisions of Section 13.13 of Livonia Zoning Ordinance, as amended.

ATTACHMENTS

1. S072423 LTC 2023-06-02-06, ServiceMaster
2. 2023-06-02-06_E-COUNCIL Pkt

APPROVED BY



Date: July 18, 2023

Mark Taormina, Planning and Economic Development Director



Date: July 19, 2023

Maureen Miller Brosnan, Mayor

Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster requesting special waiver use approval to develop a Planned General Development under Section 5.02 of the City of Livonia Zoning Ordinance, as amended, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1.

CITY OF LIVONIA, MICHIGAN
APPLICATION FOR WAIVER/USE APPROVAL

All applications must be presented in triplicate to the City Clerk, 33000 Civic Center Drive, Livonia, MI 48154-3097. Applications must include property owner's name, address and notarized signature.
Filing fee = \$600.00 plus \$20.00 for each 1,000 sq. ft. of gross floor area of new construction.

Date Filed: 6/2/2023 Petition 2023-06-02-06

Site Address: 29200 Vassar Sidwell 003010423000 Zoning of Property C-4
 Requesting Approval To Convert existing building to ServiceMaster restoration business, retail space and self storage facility with 5 new residential lots on Parkville.

Applicant: Gerald Todd Clark Business/Company: ServiceMaster

Applicant's Address: 979 S. Old US Hwy 23 City: Brighton State: MI Zip Code: 48114

Applicant's Phone # (810) 225-0604 Applicant's Email msssddevelopment@gmail.com

Contact Person: Gary Gerrits Business/Company: ServiceMaster

Contact's Address: 979 S. Old US Hwy 23 City: Brighton State: MI Zip Code: 48114

Contact's Phone # (810) 225-0604 Contact's Email gary@selfstoragemyspace.com

Please provide the following information:

- 1) **Site Plan** showing:
 - property dimensions, including road right-of-way & building setback lines
 - foot print of building(s), including dimensions & square footage
 - all easements, protective walls, sidewalks & existing trees
 - any significant topographic features (existing or proposed)
 - parking layout, including type of surface material, sizes of spaces & aisles
 - method used in calculating parking requirement
 - location of light standards servicing parking lot & cutout showing type & height
 - location of trash receptacle, including description of screening
 - location of signs
- 2) **Detailed Landscape Plan** including:
 - listing or labeling of all planted materials as to type and size
 - areas to be fully irrigated
 - percentage of landscaping provided (15% of total site required)
- 3) **Building Elevation Plan** depicting:
 - architectural quality
 - wall section & detail plan - exterior building materials must be labeled (i.e. brick, thin brick, E.F.I.S.)
 - all visible rooftop mechanical equipment and how they will be screened
- 4) **General Floor Plan** showing:
 - floor layout
 - entrances & exits
 - restaurants are required to illustrate seating arrangement & capacity
- 5) **One (1) set of reduced plans** (i.e. site, landscape, elevation, floor), a maximum 11" x 17" in size, or digital file in a .pdf format either on CD or emailed to smiller@cl.livonia.mi.us
- 6) **Legal Description** of the property to be considered (Clearly Printed)
- 7) **Three (3) completed application forms & three (3) sets of full-size drawings**

You are invited and encouraged to review your proposal with the Planning Department staff. Only one set of preliminary drawings will be necessary for this analysis.

FEE COMPUTATION	<u>15,505</u> sq. ft. of new construction x \$20.00 per 1,000 sq. ft.	\$600.00
	(NOTE: Round off to nearest 1,000)	+ 320.00
	Total Amount Due	\$ 920.00

Owner of Property: Labeed Nouri, M.D.

Owner's Address: 5440 Whitehall Blvd. City: Oakland Twp. State: MI Zip Code: 48306

Owner's Phone # (619) 627-4440 Owner's Email labeednouri@yahoo.com

Signature of Owner: [Signature] Print Name: Labeed Nouri, M.D.

Subscribed and sworn to before me, a Notary Public in and for the County of Macomb State of MICHIGAN

on this 1st day of June 20 23

Signature of Notary: [Signature] My commission expires 6-16-2025

Acting In the County of Macomb

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OFFICE OF THE CITY CLERK

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CITY OF LIVONIA
PLANNING COMMISSION

KARAM SHAMMAS
NOTARY PUBLIC - MICHIGAN
MACOMB COUNTY
MY COMMISSION EXPIRES 06/16/2025
ACTING IN MACOMB COUNTY



UNAPPROVED MINUTES

1

MINUTES OF THE 1,201st PUBLIC HEARINGS AND REGULAR MEETING HELD BY THE CITY PLANNING COMMISSION OF THE CITY OF LIVONIA

On Tuesday, July 11, 2023, the City Planning Commission of the City of Livonia held its 1,201st Public Hearing and Regular Meetings in the Livonia City Hall, 33000 Civic Center Drive, Livonia, Michigan.

Mr. Ian Wilshaw, Chairman, called the meeting to order at 7 p.m.

Members present:	Wafa Dinaro	David Bongero	Sam Caramagno
	Glen Long	Peter Ventura	Ian Wilshaw

Members absent: None

Mr. Mark Taormina, Planning Director, and Stephanie Reece, Program Supervisor, were also present.

Chairman Wilshaw informed the audience that if a petition on tonight's agenda involves a rezoning request, this Commission makes a recommendation to the City Council who, in turn, will hold its own public hearing and make the final determination as to whether a petition is approved or denied. The Planning Commission holds the only public hearing on a request for preliminary plat and/or vacating petition. The Commission's recommendation is forwarded to the City Council for the final determination as to whether a plat is accepted or rejected. If a petition requesting a waiver of use or site plan approval is denied tonight, the petitioner has ten days in which to appeal the decision, in writing, to the City Council. Resolutions adopted by the City Planning Commission become effective seven (7) days after the date of adoption. The Planning Commission and the professional staff have reviewed each of these petitions upon their filing. The staff has furnished the Commission with both approving and denying resolutions, which the Commission may, or may not, use depending on the outcome of the proceedings tonight.

ITEM #4 PETITION 2023-06-02-06

Service Master

Mr. Caramagno, Secretary, announced the next item on the agenda, Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster requesting special waiver use approval to develop a Planned General Development under Section 5.02 of the City of Livonia Zoning Ordinance, as amended, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on

the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1.

Mr. Taormina: Thank you. This petition is for a Planned General Development involving the former Livonia Pavilion East office building, which is on Middlebelt Road across from the former Sears department store. The plan is to convert the eight-story building into a climate controlled self-storage facility, including retail on the first floor and a residential and commercial restoration service company called ServiceMaster. Additionally, portions of the existing parking lot on the east side of the property would be developed with two buildings that would be used for drive-up non-climate-controlled storage, plus five single family homes that would be developed along Parkville Avenue. The property was initially developed in the early 1970s. The site is about four and a half acres in size. It measures 630 feet by 300 feet. Access is available from the south off Middlebelt Road via a public street called Vassar Avenue. Vassar dead ends approximately 670 feet east of Middlebelt. It was in 1971 when the east 225 feet of Vassar was vacated. The rear of the property also has frontage along Parkville Avenue, which is a residential side street. The property is zoned C-4 (High Rise Commercial) and is shown on the Future Land Use Map as part of the former Livonia Mall Mixed Development Center. The existing building contains roughly 122,000 square feet of floor area. It is vacant and it is blighted. In 2016, approval was granted to develop a Planned General Development with commercial services on the first floor and 112 senior apartment units on floors two through eight; however, this project was never developed. The main building appears on the plans as Building A. The first floor of Building A will contain a mix of commercial uses, including office, retail and indoor storage. The plans show a leasing office for the storage units and examples of potential retail tenants such as a UPS Store and a FedEx Office. The first floor would also support the operations of a commercial and residential restoration company called Service Master and would have 22 climate controlled self-storage units. Floors two through eight would be devoted entirely to climate control self-storage. Altogether, there would be 738 climate-controlled storage units that range in size from five by five to 10 feet by 37 feet. On the outside of the building attached to the southeast corner, the plans show eight drive up units that measure 10 feet by 12-1/2 feet. These would be non-climate-controlled units and would only be accessible from the outside of the building. Building B and Building C would be developed

on the easterly portion of the site. Building B, as you can see from this plan, includes two rows of units that are arranged back-to-back. Building C would contain a single row. Separating the two buildings would be a 24-foot-wide drive aisle. Building B will contain 46 storage units, while Building C would have 29 units. All of the outdoor units would be constructed of corrugated metal panels and access would be provided via overhead metal doors. The height of these buildings would be roughly 11 feet. With respect to the single-family lots, the plan shows five lots, four of them would measure 60 feet by 120 feet, and then the fifth, which is the largest lot, would measure 90 feet by 120 feet. All five would exceed the N1 minimum lot size requirements which is 50 feet by 120 feet and 6,000 square feet. Separating the lots from the commercial, the plan shows a six-foot-high block wall. To familiarize you with the plan, this is the main office building. As you can see from the aerial photograph, it sits centrally on the property. The additional exterior units that would be attached to the main building or Building A are located here in the southeast corner, and then Building B and Building C are on the easterly part of the site. As you continue further to the east, where Parkville Avenue is located, the remaining property would be developed with five new residential homesites. Security fencing would be provided for the east part of the site, as well as portions of the north and south. These would all be enclosed with a six-foot-high decorative metal iron fence. Electronic gates would restrict access to these areas. So, the areas that would be fenced-off would be from this point along the north side of the building, connecting to here, the northwest corner. Looking at the south side, the fence would extend from this point south to the property line and then all the way across. So, this entire portion of the site, the east, the area north of the building and then south of the building would all be secured areas. All of these parking spaces would be available to the public. They would not be secured in any way. The parking areas would be reconfigured, and landscaping provided throughout the site. The site plan shows a total of 74 parking spaces that are distributed basically on the west, the north and the south sides of the property. Fifty of those spaces would be provided for customers and employees of the retail units and then the remaining 24 spaces would be located within the secured areas of the site. The landscaping plan shows 76 new trees, 610, shrubs, perennials and ornamental grasses. Sixteen of the trees would be planted along Vassar Avenue at the west end of the property bordering the C-2 district. The plan shows a landscaped courtyard. There's a park-like feature that would be enhanced

with various plant materials. There would be a gazebo, as well as benches, ornamental fencing and then paved walkways. A single trash dumpster is shown in the southeast corner of the site. The enclosure walls would be six feet in height and would be made of brick veneer. Any compactor or additional dumpsters provided at the north end of the property for the ServiceMaster operation should be shielded and fully enclosed in the same manner. The plans do show a small detention pond located on the north side of the property that is located here. Depending on the required storage volume, this pond may have to be enlarged or additional detention provided underground. The zoning ordinance requires a six-foot-high masonry wall wherever the commercial activities on the property are adjacent to residential. So, this would include the entire north portion or most of the north portion of the site, as well as the east side of the site. The north side presently contains a masonry wall and then a new wall would be built along the rear lot line of the five proposed homesites. Right now, a wall extends pretty much across the entire north and east part of the property. The wall along the east part of the property is actually along the right-of-way a Parkville. That wall would be removed and pushed back to the rear of the residential lots. There would be a wall separating the proposed lots from Building C, which backs up to the lot lines. Building C would be about 11 feet in height. There's also a wall that continues along the portion of the west lot line. I'm not sure if that's going to be retained or not, but this is where the landscaped feature would be. There's currently access provided to the commercial property located here to the west with frontage on Middlebelt Road. That access point would be closed off and this area would be maintained as landscaping. The detention basin is shown here on the site within the enclosed fenced in area. With that, Mr. Chairman, I can read out the departmental correspondence.

Mr. Wilshaw: Yes, please.

Mr. Taormina: The first item is from the Engineering Division, dated June 12, 2023, which reads as follows: *"In accordance with your request, the Engineering Division has reviewed the above referenced petition. We have no objections to the proposed waiver use at this time. The subject parcel is assigned the address of #29200 Vassar Avenue. The legal description included with the submitted drawings appears to be correct, and should be used in conjunction with the proposed project. The existing parcel is currently serviced by public sanitary sewer, water main and storm sewer. The submitted drawings do not indicate alterations*

to the existing services, so we cannot comment on any impacts to the existing systems at this time. It should be noted that the proposed development will be required in order to meet the Wayne County Stormwater Ordinance. Per the submitted drawings, no stormwater detention is indicated, but we will need to do a thorough review of the plans once they are submitted for permitting. Also, the drawing show five (5) new residential lots in addition to the commercial buildings. Per the Land Division Act, this would exceed the number of available splits for the parcel. The maximum number of available splits would result in three (3) new residential lots. The developer should contact the Assessing Office to discuss options and limitations for the proposed splits." The letter is signed by David W. Lear, P.E., Assistant City Engineer. The next letter is from the Livonia Fire & Rescue Division, dated June 22, 2023, which reads as follows: *"This office has reviewed the site plan submitted in connection with a request to modify a commercial building on property located at the above referenced address. We have no objections to this proposal with the following stipulations: 1. Subject building(s) are to be provided with an automatic sprinkler system, and on-site hydrants shall be located between 50 feet and 100 feet from the Fire Department connection. 2. A fire access road shall be provided with not less than 20 feet of unobstructed width and have a minimum of 13 feet 6 inches of vertical clearance in accordance to 18.2.3.4.1.1 and 18.2.3.4.1.2 of NFPA 1, 2015. 3. Chapters 8 & 9 shall be followed as they relate to Fire Protection features and Alarm Systems NFPA 101, 2015 edition. A further detailed plan review will take place when this division receives an official plan set."* The letter is signed by Brian Kukla, Fire Marshal. The next letter is from the Division of Police, dated June 13, 2023, which reads as follows: *"I have reviewed the plans in connection with the petition. I have no objections to the proposal."* The letter is signed by Paul Walters, Sergeant, Traffic Bureau. The next letter is from the Inspection Department, dated June 27, 2023, which reads as follows: *"Pursuant to your request, the above-referenced Petition has been reviewed. 1. The petitioner's proposal is a change in use. This would require the proposed space to conform to all current barrier-free building and mechanical codes and standards. This will be addressed further during plan review if this project moves forward. 2. A minimum of one barrier-free van-accessible parking space is required. This space is to be 8' wide with an 8' wide hashed access aisle next to it. This space shall also have signage per code. This Department has no further objections to this Petition."* The letter is signed by Jerome Hanna, Director of Inspection. The next letter is from the Finance Department,

dated June 26, 2023, which reads as follows: *"I have reviewed the addresses connected with the above noted petition. As there are no outstanding amounts receivable, general or water and sewer, I have no objections to the proposal."* The letter is signed by Connie Kumpula, Chief Accountant. The next letter is from the Treasurer's Department, dated June 19, 2023, which reads as follows: *"In accordance with your request, the Treasurer's Office has reviewed the address connected with the above noted petition. At this time, there are no outstanding amounts receivable for taxes. Therefore, I have no objections to the proposal."* The letter is signed by Lynda Scheel, Treasurer. The last letter is from the Assessing Department, dated June 12, 2023, which reads as follows: *"A request has been made by Gerald Todd Clark on behalf of ServiceMaster requesting a special waiver use approval for property at 29200 Vassar Avenue, parcel number: 003-01-0423-000. The plan involves conversion of an existing 8-story office building with a portion of the property split to include five (5) single-family residential lots. The parcel in total is 4.47 acres and would only be allowed four (4) total splits which would mean three (3) lots for the residential parcels. Please direct any questions to the Assessor's Office or Livonia.gov for the lot split and combination process."* The letter is signed by Kathie Siterlet, Residential Appraiser. That is the extent of the correspondence.

Mr. Wilshaw: Are there any questions of the Planning Director? Mr. Bongero.

Mr. Bongero: Have they pursued the Land Division Act issue?

Mr. Taormina: No. This was briefly mentioned at the study session. It is the petitioner's intention, should this project move forward, to go through the site condominium process. That is a separate process that they would apply for or if the lots are sold to a third party, they would have to go through that. That's something that we would see in the future.

Mr. Bongero: Okay. Thank you.

Mr. Wilshaw: Thank you. Any other questions for our planning staff? If not, I believe our petitioner is in the audience, feel free to come forward to our podium and introduce yourself. Good evening.

Dennis Cowan, Plunkett Cooney, and representing, obviously, MySpace, and ServiceMaster. I do want to mention that I served eight years on the Planning Commission on Royal Oak, so I tried to help clients bridge the requirements that a city has, along with the

requirements that they have for their business and hopefully we meet in the middle, and I've been pretty...worked for several years now with both these clients and very pleased to do so. I do have with me the full team, Todd Clark, who is the owner of ServiceMaster and MySpace self-storage, Gary Gerrits, who's the head of their real estate development, and also Hunter Galbreath, who's our architect with Design House. So there'll be here to answer any of your questions. Just a little bit of background on the companies. They're both Michigan owned, and Michigan based. ServiceMaster, as you probably are familiar, is a restoration company that services both residential and commercial customers who suffer property loss or damage. Mr. Clark and his company have many franchises in the Oakland, Wayne and Livingston County areas. They used to be here in Livonia in the southern part of town for many years and moved about four years ago to Farmington Hills and had been looking to return their ServiceMaster business here to Livonia and quite frankly, Mr. Clark has been eyeing this particular property for several years. My Space self-storage is an outgrowth of the ServiceMaster business. You have to put items somewhere when they're when the building or a home is being restored. And so they got into this business and now have seven locations, including Lansing and a couple in East Point and very shortly opening in Warren. We're very pleased to be here tonight. It's been a little bit of a long and winding road. It started in January, we had two meetings with the city's rapid response team, which were organized by Mr. Taormina, and I want to thank him and his crew for all their guidance along the way. As a result of those two meetings, there were several changes made to the plans we believe are for the better. Most prominently we included the change for the five residential homes on Parkville that reduce the outdoor storage units from 295 to 83 and we think that was quite a significant and a positive change. We also met with our residential neighbors at the Clarenceville United Methodist Church on May 11 and we were very pleased to have the opportunity to unveil the plans to them and some of those neighbors are here tonight and will hopefully speak in favor. I'm not gonna go through the site plan, I think Mark did a excellent job. In specifying the various mixed uses that we have in this particular site, I do want to mention a couple features. First of all, there will be a total rehabilitation of both the inside and the outside of this building, the main primary building, and this is a significant investment. Not only are we adding additional green space with respect to the Park Lake area that's to the to the west, and also the green space as a result of the homes, but there'll be a total resurfacing of the

parking lot which is just in very deteriorated condition. There will be gate and keycard access only for self-storage customers and employees security cameras both within and without the building to monitor operations. And as has been mentioned, perhaps retention pond or underground storage on the northern side of the building for stormwater. The Service Master operations are from nine to five. The My Space self-storage operations are 7am to 9pm. By city ordinance, this is by no means a 24/7 operation, there are no problematic noise fumes or lighting problems or issues, the traffic impact will be very low, once mature and leased up fully. The experience of MySpace is about 10 to 15 visitors per day. There will be no outdoor storage, no equipment operated outside, and there will be no outside speaker system or music or any noise of that nature, which emanates through the property. It was suggested to us very early on in the process, due to other self-storage operations in the past that have come before the city, that we conduct a market study. Our client did engage Self Storage 101, which is a very prominent and recognized industry expert, to conduct their independent third-party market study. That entire study, 184 pages, was submitted to the city as promised. I'm just going to give the conclusions. There is unmet self-storage demand in this market area, which the market area is three-mile radius from the site. The site and the proposed development is ranked as a B plus, which has a high ranking and Self-Storage 101 strongly recommended that there'll be, by the developer, our clients, the completion of this project. Based upon that study, and a Public Storage analysis and Public Storage is the most significant owner and operator of self-storage in the country, but mostly with this study by self-storage 101 confirms that the due diligence they had already conducted, that this is an extremely viable site for self-storage, and they don't believe there is any great risk in moving forward. So, in conclusion, we believe this project meets the Livonia Vision 21 goals for mixed use and additional green space. It removes an eyesore from the community, to be replaced with very low impact business and new homes. It takes away the uncertainty that the neighbors, both residential and commercial, have had to live with for a number of years and what is going to happen with this property. What we are proposing is that something very positive is going to happen, and quite frankly, if you were to look at the MySpace properties, almost everyone they've taken over, it's been a problematic property from closed and shuttered car dealerships and businesses of that nature, which just couldn't find a home for a new business, and they've been able to provide a positive business climate. We also believe, and as I stated in a letter to

you, that we meet the standards of the special waiver use and the four conditions which you need to consider. So based on that information that we've presented, we respectfully request that you approve this special waiver use project so that we can move on, hopefully to our next step with the City Council, and I thank you for your time, especially at the study session. Mr. Chairman, that was very valuable to us and we stand prepared to answer any questions that you may have.

Mr. Wilshaw: Well, thank you, Mr. Cohen, for your presentation. Let's see if we have any questions from our commissioners for you and then we'll move along to our audience. Anyone on the commission with questions for our petitioner? I guess we covered most everything that...Mr. Ventura.

Mr. Ventura: So, Mr. Cowan 'm pleased to see you here tonight, bringing the opportunity to redevelop this building. Nobody here knows other than my colleagues, but I'm a commercial real estate broker, and was personally involved in marketing this building for a number of years and I can attest to you that we have presented this building or did present this building to a wide range of users from medical, to residential to all kinds of multi floor warehouse and all kinds of uses. It's an essentially obsolete building and the costs to adapt this building to residential use or anything more user friendly than a warehouse, were prohibitive. That said, there is concern in the city and on the part of my colleagues and myself about putting this facility right next to an existing storage business. So, by my count, you're going to build 813 new units to put on the market. At our study session, I believe it was Mr. Clark described his ServiceMaster business as occupying part of the building and occupying as many as five floors. Initially, a couple on the lower level and some on the upper level to store the merchandise that he was restoring, and so that being the case, and I guess I'm confirming that here tonight with you and with Mr. Clark, was this survey done to determine the impact of all 813 units on the market, or was it done to determine the impact, I'll say 40% less than that, because the building would be consumed by the Service Master,

Mr. Cowan: The study did not take into account the Service Master business whatsoever. So, we wanted to compare apples to apples, and that was the appropriate way to do that. And there is no mention of that in the study. It was done purely based on a market-driven analysis. So, and that makes us feel even better, because we know that we will have use for the facility through ServiceMaster

through the customers that they have, who suffer some type of loss and need a place to put their goods and furniture until such time as their residents or businesses repaired.

Mr. Ventura: So, the net effect is that not all 813 units are going to come to market against the competition, but some significant portion less than that will actually be available for customers to come into the public.

Mr. Cowan: Yes.

Mr. Ventura: And Mr. Clark told us that he estimated that the investment he was going to make in this building would be somewhere between eight and ten million. Can you confirm that?

Mr. Cowan: Yes, that's the range. Yes.

Mr. Ventura: And is the ServiceMaster business, a tenant in the building?

Mr. Cowan: Yes, they will be a tenant. Yes.

Mr. Ventura: So, they're going to be paying rent to the ownership entity.

Mr. Cowan: Yes.

Mr. Ventura: I can't think of anything else to ask you at this point. I surrender the floor. Mr. Chairman. Thank you.

Mr. Wilshaw: Thank you, Mr. Ventura, for your questions. Is there any other questions from any of our commissioners of our petitioner? Mr. Ventura.

Mr. Ventura: I note the signage on the buildings at the second-floor level. So you're not planning any signs up in the parapet and on top of...

Mr. Cowan: No, no. We're not planning 1-800-storage across the top or anything of that nature. We will conform with the sign ordinance

Mr. Ventura: So, a restriction in that regard would not, would not...

Mr. Cowan: No.

Mr. Wilshaw: Any other questions?

Mr. Bongero: I guess I'm struggling with the idea of this facility. It's nice. I mean, there's no question about it, but right next door, literally,

almost a stone's throw away, from another large facility, which I know that they had intentions when they originally came to us with having a phase two expansion. So, we're gonna have these two large competing storage facilities. Does the area demand this kind of storage?

Mr. Cowan: Based upon the study that we presented, yes, there is unmet demand, and so I think I could answer this by saying, based upon my knowledge of the My Space self-storage, and they have locations, I believe it's in Lansing, where they have other self-storage in a very close proximity. You know, a lot of the business of self-storage now is done electronically and done through a computer. Some people don't even come to visit before they sign up. So proximity is not really an issue. It's not like we're putting two competing grocery stores across the street, necessarily. It's more a function of what is the need in the area. And can one more be added? We believe based on a study, the answer is yes. This is still a growing industry. We're a very transient population in this country and when people move to Livonia, they bring their stuff with them. We have also accumulated a lot of things, and sometimes people want to move things out and so this provides that service. I think the other issue is, you know, some of us recall, when we had our first apartment, every apartment building seemed to have storage in the basement. No new facilities have any type of storage, so anybody who moves into a multifamily is going to have to have some kind of self-storage. So, that has driven a lot of the growth in the industry, but you know, we're the last ones in and we feel very confident, based upon the study, and we're talking about experienced operators here. This isn't the new kid on the block, so to speak. I feel very bullish about it, and that this will be successful.

Mr. Bongero: Okay. So, what's your anticipated projection of how long it'll take to occupy this to where it is like...what do you project? 90% 95%? I mean, 100 would be great, but...

Mr. Cowan: Yeah, nobody actually ever gets to 100%. I mean, they may momentarily, but it's not needed. I'm gonna let Gary, speak to that, okay.

Mr. Wilshaw: Good evening, sir.

Gary Gerrits, general manager of MySpace self-storage. So typically, we consider Self Storage properties stabilized whenever it reaches about a 92% to 93% occupancy rate. That remaining 7% or 8%

is always going to be used to increase rents and test the market to see what the market will bear as far as rents go. We're anticipating based on our own experience, based upon projections that we had prepared by three of the national self-storage, real estate investment trusts that trade on the New York Stock Exchange, we're anticipating that we'll hit that 92 or 93% mark, probably in between the third and the fourth year, probably around 137, or 38. So I'm hoping that answers your question.

Mr. Bongero: Okay. I just I'm wondering like, what's the occupancy rate of the competitor next door,

Mr. Gerrits: In a typical self-storage facility in United States, particularly a new one, and a nice one, like the competition has, right on Seven Mile, you would expect to see, I believe their facility has about 700 to 750, indoor climate-controlled units, and you would expect to see a rent rate of about two, two and a half percent per month. So, we happen to actually stop by there, back when we were first exploring this opportunity, and we found out that they had been open for a year, and they had 200 and some odd units, and it worked out to be a 26% occupancy rate. So, we think that that we believe that they're right on track, to fill their property up at the same pace as anybody else in the world, right, or anybody else in the country. We also believe that by the time we get this property, approved, converted, opened and starting to rent units, that you know, a long time is gonna go by. It'll be another year and a half or so, and we believe that they will be at the 75- 80% occupancy point when that actually occurs. So, it's not like what our market study shows is that there's adequate demand in the market to support both the facilities. So, Mr. Cowan just made reference to a facility that we have out in Lansing. It's on the corner of MLK Boulevard and Holmes Road. It's about 105,000 net rentable square feet, and sure enough, somebody opened up 100,000 net rentable square feet immediately across the street, catty corner, on the same corner. Right? And it didn't even...we didn't even experience a hiccup in our lease up rate. Right. And they are now full as well. They've been open for about two and a half, three years and they're at about an 87% occupancy right now.

Mr. Bongero: Okay, you answered my question. Thank you.

Mr. Wilshaw: Thank you, Mr. Bongero. Any other questions for petitioner? Mr. Caramagno.

Mr. Caramagno: A couple of questions. I don't know who answers these. I heard Mr. Cowan mentioned no outdoor storage, but aren't we going to have ServiceMaster trucks, vans, repair type, hauling moving van vehicles parked outdoors?

Mr. Cowan: Yes, the business...the ServiceMaster business will have their vans out in the parking lot on the north side. Yes. What I meant to say is it'd be no outdoor storage for rent, okay, by any consumers or...customers would not be allowed to, you know, bring boats or campers right, jet skis, nothing like that. No.

Mr. Caramagno: Okay, so to go off that question, Mark, is this property zoned? Or is there a piece of the property that zoned for outdoor vehicle storage? Or is that a concern at all with us?

Mr. Taormina: The zoning will remain the C-4. Under the Planned General Development standards, the City can allow various uses to occur on the property, including recreational vehicle storage. However, that's not something they're proposing to do. So, to answer your question, would the property have to be rezoned to allow for that type of use to occur? Not necessarily. Not if this body and council determined that it would be appropriate within the context of a Planned General Development approval. That's a special waiver use approval. So, the zoning doesn't necessarily have to change. It's not a question at this point, but they would not automatically be allowed to provide that type of use without coming back for approval, whether it's under the context of the Planned General Development or a change of zoning.

Mr. Caramagno: So, this couldn't turn into 100 ServiceMaster vehicles, parked on the property with fuel systems and all kinds of things here later on down the road without special approval.

Mr. Taormina: It is part of the petition that vehicles be stored on site that are connected to the Service Master operation. It probably makes sense then to understand where those are being parked, and how many are being parked. That is addressed in the prepared resolution, and it's subject to further discussion this evening, obviously.

Mr. Caramagno: Okay. Next question I've got is...the concrete wall on the east side where the fabbed storage units are going to be. What are those fab storage units going to be backed right up to that concrete wall? Are they part of that concrete wall? How is that going to...how was that proposed to look?

Mr. Cowan: I'm going to let Mr. Gerrits's handle it.

Mr. Gerrits: So, the wall is intended to be a barrier between our new residential lots and the facility itself. And the wall will have...there'll be like a three- or four-foot buffer between the backside of the storage unit buildings and the wall itself because all of the storage unit buildings on building C are going to slope toward the rear. And so therefore, They are all going to be single sloped toward Parkville Avenue, and so we're going to have to deal with the rainwater runoff, and so there'll be like a little trough back at the back between the backside of the buildings and the wall itself.

Mr. Caramagno: So, you're saying three- or four-feet gap there. How's that maintained? How do you maintain that? Is there some sort of way around the ends to get debris and growth?

Mr. Gerrits: Absolutely. There will be yes.

Mr. Caramagno: When you talked earlier about 90 to 93% store occupancy, I think you said 92-93%, that's considered successful.

Mr. Gerrits: That absolutely is yes.

Mr. Caramagno: And that does not include whatever ServiceMaster is going to occupy. So, you're saying 90 to 93%, I think in four years, three or four years, you said.

Mr. Gerrits: ServiceMaster space will be...so when ServiceMaster does a project for a homeowner or business owner that's experienced a fire or flood or whatever is requiring the restoration effort, ServiceMaster gets paid by the insurance companies for that storage space. So, for sure the Service Master occupancy will be a part of the 92% of the overall facility.

Mr. Caramagno: Okay, and ServiceMaster is not not committing to I think we've talked about this in the, in the study session ServiceMaster, expects to occupy a couple of floors. No more, no less?

Mr. Gerrits: Well, no. We talked about at the study session was that at any given point in time, ServiceMaster has between 25,000 and 30,000 square feet of people's contents, whether they be residences or businesses, and that's been fairly consistent. So we've been in the service master business since the mid 1990s, and we've been fairly consistent with that kind of a need for

storage space. It's what actually led us into the self-storage business from the beginning, and Mr. Clark has a much better story to tell about that than I do, but in any event, trying to commit...so, ServiceMaster is an event driven business, right? It depends on the weather. If it's raining a lot outside, we're gonna get a lot of calls for sewer backups in the basements. If it's dry as a bone outside and hotter than Hades, we're gonna get a lot of fire calls. But there's also times when the weather is, why we all live here in Michigan, and almost perfect, and we get very little business, right? So, we can, at some point, we can drop down to only 10,000 square feet of people's contents. At some points, we can blow up to 40,000 and 45,000 square feet of people's contents. So, the 25,000 to 30,000 is really just a general rule of thumb, that we guide ourselves by.

Mr. Caramagno: That's an estimate, I understand. What percent of occupied space would you bring over as soon as this thing is developed? Based upon where you're at today?

Mr. Gerrits: So, we've got about 18,000 square feet that's currently occupied this minute.

Mr. Caramagno: So, if the world stays the same, 18,000 feet would come over to this facility is what you're thinking?

Mr. Gerrits: That's correct. This is our slow season, actually. Okay, so we would expect that in the winter, wintertime is generally when we get the busiest with our ServiceMaster crews because pipes freeze, people are away at work all day, their pipes freeze and they don't know it, then then the temperature rises up a little bit. The broken pipe starts spewing out water and it could run for hours before anybody gets home and realizes that that's what's going on. Wintertime is our busiest season with ServiceMaster. In the summer times, oftentimes we will go down to hurricanes and big storm events, right with our crews and pack everybody up. But, you know, in speaking to the question that was asked earlier about the Service Master vans and trucks, we don't really store equipment as such, outside of our facility, right? Our vans are, you know, like a 15-passenger van size, and our box trucks are like 16-foot U haul truck size, and most of the times during the days, those trucks are out on the road at some particular job site. On occasion, they come back and they oftentimes they come back and stay overnight. Then they get picked up by their crew the following morning at nine o'clock and away they go and they come back at five o'clock, and you know, they're not really there. Storage is kind of an awkward term to me for our service

master business, right, For our vehicles because it's really just a fleet of vehicles that are used in the operation of the business.

Mr. Caramagno: Will there be any plans to rent Budget, Ryder?

Mr. Gerrits: So, we have in the past, we've had U-Haul dealerships at a number of our storage facilities, but we at this particular facility, here in Livonia, we would have none.

Mr. Caramagno: Thank you.

Mr. Wilshaw: Thank you Mr. Caramagno. Any other questions for our petitioner? If not, I have a couple. Mr. Cowan, earlier you said and I just want to clarify, that the nature of the business has changed. To the point, something along the lines of a lot of your customers are doing their business electronically or online.

Mr. Cowan: Yes. What does that mean, from a storage perspective? Because I just can't...how do you...

Mr. Cowan: Wat that means is most of the advertising, a lot of the advertising is done online. People plug it on Google, you know, closest storage facilities or storage facilities in the area, and then they'll just kind of scroll through and look at pricing, look at whatever feature they're looking for, if they need climate controlled, or if they need an outdoor more traditional drive up storage, which by the way, one of the features of that is that we get people with classic cars, that rent the garage, they kind of used them as a garage. They can't work on them there or anything like that, but that's like just one example of some of the demand for the traditional drive-up storage. But that's pretty much how that world is working. Do we still have people come and visit and come to the office? Absolutely. But it's becoming more and more computer driven.

Mr. Wilshaw: I see. So, you're referring to the marketing and sales of units. Okay. All right. The other question I had is probably more for the storage end of the business, perhaps architecture, this is a bit of a technical question. But in a previous life of mine, I built out rooms that were in multi-story buildings that had a lot of heavy equipment in them and floor load is a very important thing to concentrate on when you're looking at putting a lot of heavy stuff in a small space because you can collapse the floor and the building, if you're not careful. This building in particular is kind of unique in its construction in the sense that the weight bearing aspects of the building is contained by the outer walls, which is

why in previous petitions that we've seen petitioners have not been able to open up the windows to larger windows for apartments or residential use, or even very desirable for office use these days to have these little, you know, gun slot windows. That being said, if you're going to use this building for eight floors of storage, and I happen to be a person who runs one of these units and has a lot of heavy dumbbells or something that I want to put in my storage unit. Is there a limit to what I can put in? And has that been factored? From a storage aspect?

Mr. Cowan: I believe it has. I'm going to let Mr. Gerrits handle that because we've actually talked about that.

Mr. Wilshaw: Great, thank you.

Mr. Gerrits: Yeah, so typically, self-storage, interior climate control, three story Self Storage properties, which is what we're building these days are designed to the code, which requires 100 pounds per square foot live load. The building over here and on Vassar Avenue, no question, meets that criteria as well. And so, we've never had any kind of an issue or problem. We understand fully the point that you're making, and a part of our, when you sign a lease with us, we exclude or preclude you from storing certain things. We don't want any perishable items. We don't want any munition items; we don't want anything that can blow up. We don't want anything that can smell bad. And we don't want anything that's going to overtax the floor system. So those are conditions that are right in our standard storage company lease. And as to what Mr. Cowan was speaking to just a bit ago, when he talks about the computers, it really is so...back in the day, when we first got into this business, 60% of your customers came from the Yellow Pages 30% of your customers came from driving by the facility or living in the neighborhood and they said I know where I can get a storage unit, and the last 10% came from all the other sources. Today, remarkably, 85% of the units at our facilities are rented on your cell phone without anybody ever having been to the facility at all. And the first time that the customer even sees the storage unit is after they've already rented it and they're going to move their stuff in. So that's what he was talking about with the computers.

Mr. Wilshaw: Okay, yeah, that makes sense. I can understand that. You know, box is a box and there's not much you needed to look at when you see these things, but I am obviously somewhat concerned given the nature the unique nature of this being a very tall multi story building, about weight loads and so I just

wanted to raise that concern, because I certainly don't want to see in the future, you know, some story about any floor collapses or anything like that because that would be very, very bad.

Mr. Cowan: We agree. And that will be tested by the structural engineers at the appropriate time, and then forwarded to the city.

Mr. Wilshaw: Okay, great. Appreciate that. Thank you, Mr. Cowan. Any other questions from any of our commissioners? Mr. Long.

Mr. Long: Thank you. Mr. Gerrits just mentioned the conditions in the contract. How was that enforced? If I rent a storage unit and I've got forbidden contraband that you don't want stored in there, How do you...how are you enforcing that if I'm just kind of wheeling my cart up there? You don't really know what I have? Is that correct?

Mr. Clark: Well in the past... so in the past, like if there's been marijuana and that kind of thing, we could smell it. We specifically...it's going to be in bold about gasoline and ammunition and that type of thing. I mean, we're not going to go into somebody's unit, and that type of thing. Unless the volunteer police or the DEA or somebody like that comes, you know, I've been called out in the middle of the night, the DEA says, Hey, we've been watching somebody, and you've got an hour and a half to get here, or we're just kicking the doors down. And I'm like, well, just hang on, I'll be there as quick as I can get there. You know, and so we do monitor everything, the best that we can, but we're not...we can't get into people's...we're not gonna go into somebody's unit and that type of thing. Right. But it's specifically in the contract that we don't allow it.

Mr. Long: I understand, and I mean, it's not a problem that's unique to you. All storage facilities are going to have that, but I was just curious about how...what your enforcement policies were. Second question that I have. Mr. Cowan, on 11th of May, you said you met with the neighbors, and just was curious, what was the general reaction? I mean, that has been an eyesore for a long time. This is, this is an interesting reuse for it, and it makes a lot of sense in a lot of ways. But I was curious what the reception was.

Mr. Cowan: It was...I don't want to put words in anybody's mouth, but it was very positive from our view. The neighbors complained of the consistent vandalism that's occurred in that area and the need

for them calling the police. They believe that this has improperly and adversely impacted their property values and the ability to sell their homes with both not only the condition, but the uncertainty of what's going to happen to the future. When we explained the full program and the fact that we're not 24/7 or anything of that nature, there was a positive reception. But again, I see some of the audience here for them to speak for themselves.

Mr. Long: Yeah, I'm sure we're going to hear from them, but they were given the opportunity for feedback.

Mr. Cowan: Absolutely. The church was great. We were in one of their larger classrooms, we got to set everything up and we were there for about an hour and a half.

Mr. Long: Perfect. Thank you.

Mr. Wilshaw: Thank you, Mr. Long. Any other questions for a petitioner? If not, I'm gonna go to the audience and give them a chance to speak. Thank you, Mr. Cowan. Is there anyone in the audience wishing to speak for or against this petition? Feel free to come forward? Who would like to hear from you? We have one taker. Good evening, ma'am. I would just have you start with your name and address.

Laura Murray, 19461 Parkville, Livonia, MI. My husband and I have lived in our home almost 24 years now and when we first moved in the building had people in it or businesses in it. There was nobody there at night or on the weekends it was perfect. And then we ran into the dumpster that was in the corner right next to our bedroom window and we had people coming in and dumping. As the years have progressed, it's just gotten worse. We've had the cement wall, collapse onto our property, damage our property and whoever was owning it at the time, never made any attempt to make amends for that other than putting a new wall up. And now the last several years it's just gotten worse. We're constantly calling the police. I'm the mean lady in the neighborhood because I'm constantly yelling at kids find something else to do because they're over there throwing rocks we've seen him breaking into the building. In the winter we have cars come in they're doing donuts with their lights going in into our windows fireworks are getting blown off there. And now we have lovely weeds that grow over the wall the last three years I've had to have my son go over there to cut them down because it looks horrible. My yard is nicely kept it will be when

my neighbor comes and cuts my grass, but I've got these weeds coming over the fence and it looks horrible. And it's just it scares me because with especially with these kids, I see them...we've had police bring kids out of that building. I'm worried about some, you know, young girl getting raped in there or somebody getting killed in there and I'm tired of having to constantly call the police. They probably hate us, because we're always calling because I'm concerned, and it's just been a blight. It's just an eyesore. It's embarrassing. So, this project is a godsend to us. I mean, it's going to improve the neighborhood. It's just going to be wonderful. I, I'm hoping, I really am hoping, and I'm hoping you'll see this, that it will be an improvement for the city because I'm proud to live in Livonia and I'm hoping that this will improve it. So, thank you very much.

Mr. Wilshaw: Excellent. Thank you for your comments. Anyone else in our audience wishing to speak for or against. Good evening, sir.

Jerome Rigarello, Livonia Budget Storage, 29150 Seven Mile Road, Livonia, MI, approximately 300 feet from the proposed storage facility. I heard counsel for the petitioner mentioned that this proposal takes care of an eyesore and I just heard the citizen that spoke and I feel it was about three years ago that I appeared before this commission and sought your approval to remove an eyesore in Livonia and we invested millions of dollars and we developed what is Livonia Budget Storage. Shortly before we did that, there was another facility and petitioner that came in to remove another eyesore in Livonia and that was the old Clover Lanes and they invested millions of dollars to answer a demand for storage. Now, we've heard a lot about demand studies tonight and I've got demand studies. I had one done for my facility. I had one done for the proposed facility. Studies are studies. I can tell you that there are experts that have put in paper in writing that say that there are hundreds of 1000s of square feet in excess for this proposal in the market area. I can tell you that study after study after study will say what you want them to say. All of the studies that I've looked at, all of the studies that I've commissioned, show that there is an over surplus in the area in Livonia, there are 10 facilities within the market, three Mile market radius. Ten facilities, almost a million square feet. There are 22 facilities in the city at over 1.3 million square feet. I'm going to tell you about some facts that are not studies. Facts are, we've been open for 18 months and we are less than 30% occupied. The petitioner mentioned that they consider a property to be stabilized when it's 92% occupied.

We're all a long way from stabilization. years away from stabilization. I can tell you that our competitors at Clover, and they're here tonight if you want to ask them, their 100,000 plus square facility is not more than 40% occupied. If you're going to approve every abandoned building in Livonia for a storage facility, you'll become the mecca of storage in the country. What this building needs is a wrecking ball. Do not reward a property owner for letting their property go blight and ignoring ordinances for years upon years upon years, just so that they can come in and sell it or develop it. That's what's really happening. When I came before this commission, my approval leaving your body was specific to your very comprehensive ordinance right down to the type of grass that was planted behind our facility whether it was sod or hydro seed, irrigation, so on and so forth. We designed our facility based upon that ordinance. We were not allowed to have drive up. We were not allowed to have exterior buildings to put outdoor drive-up storage because we agreed to comply with your ordinance. I'm hearing council say that they're willing to comply with your very comprehensive self-storage facility ordinance, but what I'm seeing here does not comply in many, many ways. I had to come back before the board to ask to store two U haul trucks temporarily. Two trucks, and you were specific enough to tell me where they needed to be parked on my property, yet this proposal is seeking to have dozens of vehicles parked wherever they want, whenever they want. If you're going to approve it, please apply the even handedness of complying with the ordinance that you had your experts enact. Make sure that it has to comply with all of the ordinances not the ones that they choose to comply with. Otherwise, you're going to end up with another blighted project or two or three. Please don't reward blight. Make them adhere to. As far as it being an eyesore, yes, I couldn't agree more. I couldn't agree more. But that's not the only solution to make it. Make no mistake about it. What's being sought here is a storage facility. The rest is window dressing. It is a storage facility that's being sought and we've got too much already. Thank you.

Mr. Wilshaw: Thank you, sir. Anyone else in our audience wishing to speak for or against the petition? Hello, sir.

Anthony Cadilly, Clover Self Storage, 28900 Schoolcraft Road, Livonia, MI. We've been open for two and a half years, and we are 35% full. I don't...I've ran every feasibility study that you could possibly run. And we are moving rates right now. Last month, we moved in 15 positive movements. At the rate that I'm going I'll be probably another about three more years before I get the

upstairs filled. That's where we're at. So, you know, as Jerry had explained, we don't have the space available in Livonia to be able to put another facility, so that's my...this is my opinion. I mean, I don't know how it's gonna fit. There's probably 100,000 square feet of net rentable on 130,000 square foot building. That's a lot of square footage.

Mr. Wilshaw: Well, thank you for your comments and opinion. I appreciate you coming tonight. Anyone else wishing to speak for or against? Another taker your coming forward.

Debbie Silvernail, 29123 St. Martins, Livonia, MI. My property butts right up. I guess on the north side of the park where I look at it every day. Last year, I had a police officer, jump the fence. come knocking on my door. I'm sure you guys are aware of this, because there was a dead body once. Had I seen anything. If I had any camera footage if I had. We did our best to help him out however we could, but I'm just saying. I agree with the woman that just spoke. It's a menace. It's dangerous. It's filthy. It is a drug den. I see kids there all the time. I hear them all the time. I back up right to it. Right to it. And it is the north side. The only thing I ask...I'm happy to know that something's going to be developed there. Very happy. My concern is that they don't...the vehicles that they're talking about parking. Is that what I'm going to be looking at. I don't want to be looking at vehicles. Are they going to up the wall, because my wall is not all that tall. They jump the fence all the time. They jump that wall all the time. When they're trying to run, we see them run into between the houses. So I would like a taller wall. And I definitely don't want to be looking at vehicles if that's where they're going to park. Other than that, I'm happy to see it utilized, because it is very bear. It's not an eyesore, it's treacherous. It is treacherous. We hear it all night long. We see it all night long. And you know, I'm not gonna go jump the wall. My husband's not gonna go jump the wall. The dogs are barking like crazy. Something's going on over there, but like I said, last year, when I got the knock on my door, I said this has got to stop. There is no monitoring. There's no police. There's no cameras. There's no nothing. So, hearing that that's going to be the case, it's going to be locked, it's going to be camera'd. We're going to have all of that...lighted. That's nice, but at the same time. I'm right there. Some of the properties have the trees, the growth, I do not. You drive back there, the one that's all clean and neat. That's me. I'm like, no, they gotta please be careful where they're parking that stuff and higher the wall or something to protect my family. And I appreciate that.

Mr. Wilshaw: Great. Well try to take that question to them. Thank you. Anyone else wishing to speak for against? Anyone else coming forward to speak to these items? Mr. Cowan, is there anything that you would like to address based on the comments that we've heard so far?

Mr. Wilshaw: Of course, Mr. Clark.

Mr. Clark: So, as far as the trucks are concerned, they are ServiceMaster business. We might have 10-12 vehicles, you know, five, six vans, four or five box trucks, maybe two or three trailers, we don't have 50 vehicles that are going to be parked all over the place. I think we have a designated area up on here. We've talked about that with the city. I think they have a designated area where we're going to be doing our work, and we're going to park our trucks over there. On the I don't know, what is that? Is it north or south? Yeah. Okay. Okay, so we have a designated area, we've talked about that with the city. And it's not like we're going to have, you know, 50 trucks in there, that's just not the case. And so when the people come in, you know, they're gonna come in, they're gonna park their car, just like anybody would, wherever they come, they're going to get into the trucks, they're going to go out into the field, do their work, come on back five, six o'clock, or whatever it happens to be just like, normal business or whatever. They're going to park them. And they're going to put up be put away. I mean, we spent, I don't know how many iterations on the landscaping to, to take into consideration the neighbors. We made...and what the city needed for this general plan. You know, we didn't come in thinking we were going to do five houses. Right. But that was one of the criteria. It had to have a residential component, and so we agreed and we made those changes. So, I mean, if there's things that need to be tweaked, or something like that, to make the homeowners happy, that's why we had that meeting at the church. We wanted to hear from them. We showed every picture that we had had great feedback, and we want to be good neighbor.

Mr. Wilshaw: Alright, Mr. Clark, I do have a question in regard...so, what you're identifying is that your trucks are going to be parked in these designated parking spaces that are marked along the north side of the building, these are not just going to be randomly...

- Mr. Clark: I don't want them all randomly all over the place, right? You know, because we're trying to conduct basically, maybe four businesses in that area, right. So we're just not going to have them parked all over the place. Right. So the idea...I liked the idea that were coming in, my people are going to keep that in just like everybody else, they're going to drive around to that side of the building. They're going to load and unload their contents, depending upon what type of contents they were, if our water damage or something like that, and there's no smell to it, then we'll bring it right inside we'll start processing it. If there is a little bit of a smell or something like that, you know, because it had all the fire. We don't want that getting into the building. So then we were caught we will go ahead put those in the outside units for a minute and then go ahead and bring them on in, but when I'm talking about like a smell, I mean it would be like in a kind...you couldn't smell it if you're standing out in front of the door of the roll up door but like if you're in a closed environment that's 70 or 80 degrees. You know, that kind of thing. We don't want that inside the building.
- Mr. Wilshaw: And will there be a roll up door on the north side of the building? For your trucks to enter the building to do any work or unloading?
- Mr. Cowan: No, there's no, there's no roll up doors for them, the trucks to come in.
- Mr. Wilshaw: Okay, so there's no like service entrance,
- Mr. Cowan: Right just a service entrance, and that wall, obviously will be an opaque wall. So it's not going to be a fence or anything like that, that'll be facing the neighbors to the north in their air area. So if it's a six foot wall, I think is what your ordinance requires, if we, with permission, if we need to, you know, add some kind of feature at the top so that the neighbors don't see even the tops of the trucks. But these are basically, you know, service type vans probably won't be visible from from the backyards, but if they are, we'll work with the neighbors on that.
- Mr. Clark: And I would anticipate, you know, if it's a full house or a business or something like that, then we're going to load and unload just like everybody else would in that back area that has the covered canopy, you know, so we're going to use it like that.
- Mr. Wilshaw: Alright, make sense? All right, good. Any other questions or anything from our commissioners for out petitioners?

Mr. Cowan: Mr. Chairman, I just wanted to clarify one thing, please. We are not the owner of the building. We will be purchasing the building, we have it under contract. Our clients would never allow a building to fall into that kind of disrepair. In fact, I think you see from what we've proposed, we're going to bring the whole area back, the entire four acres and the building. So thank you very much.

Mr. Wilshaw: Thank you, Mr. Cowan. Any other questions, comments from any of our commissioners? If not, I will close the public hearing. And a motion is an order.

On a motion by Dinaro, seconded by Ventura, and unanimously adopted, it was

#07-44-2023 **RESOLVED**, That the City Planning Commission does hereby recommend to the City Council that Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster requesting special waiver use approval to develop a Planned General Development under Section 5.02 of the City of Livonia Zoning Ordinance, as amended, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1, be approved subject to the following conditions:

1. The Architectural Site Plan, identified as sheet AS1.1, and the Landscape Plan, identified as Sheet L1.1, both dated May 31, 2023, as revised, prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that:
 - a) The metal fence shall be extended along the south property line to the southwest corner of Building 'C.'
 - b) Additional evergreen plantings shall be provided between the parking lot and the residential properties on the site's north side and along the vacated portion of Vassar Avenue.

- c) The final design of the landscape feature at the west end of the site shall be reviewed and approved by the Planning Department.
 - d) Any additional trash containers or compactors provided on the site shall be fully enclosed and screened with the masonry wall.
2. All parking spaces shall be appropriately sized and marked, including any barrier-free space(s) as may be required by the State of Michigan.
 3. All disturbed lawn areas, including road rights-of-way, shall be sodded instead of hydroseeding.
 4. Underground sprinklers shall be provided for all landscaped and sodded areas. All planted materials shall be installed to the satisfaction of the Inspection Department and, after that, permanently maintained in a healthy condition.
 5. The Elevation Plans, identified as sheets A2.1 and A2.2, dated May 31, 2023, as revised, and prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that City Council shall approve the final exterior colors of the building.
 6. The Elevation Plans for Buildings 'B' and 'C,' identified as sheets A1.5 and A1.6, dated May 25, 2023, and prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that any sides visible to the public shall consist of either brick, stone, prefinished metal panels, or composite siding.
 7. The number of self-storage units on the first floor of the building shall be limited to twenty-two (22).
 8. The overnight outdoor parking and storage of service vehicles shall be restricted to the parking spaces adjacent to the building within the fenced area on the north side of the building.
 9. There shall be no outdoor storage of vehicle parts, equipment, scrap material, waste petroleum products, junked, unlicensed or inoperable vehicles, or other similar items in connection with this operation.

10. The outdoor storage of recreational vehicles, including motorhomes, travel trailers, and boats, is prohibited.
11. All exterior light fixtures shall not exceed twenty feet (20') in height and shall be aimed and shielded to minimize stray light trespassing across property lines and glaring into adjacent roadways.
12. The three walls of the trash dumpster area shall be constructed from materials that complement the building. The enclosure gates shall be solid steel or durable, long-lasting panel fiberglass.
13. Where this property abuts residential along the north side, a six foot (6') high masonry wall shall be required. The Inspection Department shall review the structural integrity of the existing wall to determine what, if any, improvements are needed. Along with the wall, additional evergreen landscaping shall be installed to help screen the property from the residential district.
14. The issues outlined in the correspondence dated June 22, 2023, from the Fire Marshal shall be resolved to the satisfaction of the Department of Public Safety, Livonia Fire and Rescue.
15. Only conforming signage is approved with this petition and all wall signage shall not be installed higher than the first floor of the building. Any additional signage shall be separately submitted for review and approval by the Zoning Board of Appeals.
16. No LED light band or exposed neon shall be permitted on this site, including, but not limited to, the building or around the windows.
17. Unless approved by the proper local authority, any type of exterior advertising, such as promotional flags, streamers, or sponsor vehicles designed to attract the attention of passing motorists, shall be prohibited.
18. Final approval of the residential condominiums shall require the review and approval of the master deed and bylaws by the Planning Commission and City Council.

19. Under Section 13.13 of the Livonia Zoning Ordinance, as amended, this approval is valid for one year only from the date of approval by the City Council. Unless a building permit is obtained, this approval shall be null and void at the expiration of said period.

FURTHER RESOLVED, That notice of the above hearing was given in accordance with the provisions of Section 13.13 of Livonia Zoning Ordinance, as amended.

Mr. Wilshaw: Is there any discussion?

Mr. Wilshaw, Chairman, declared the motion is carried and the foregoing resolution adopted. It will go on to City Council with an approving resolution.



July 6, 2023

Planning Commission
City of Livonia
33000 Civic Center Drive
Livonia, MI 48154

RE: ServiceMaster/My Space Self Storage Mixed Use Project
29200 Vassar Road

Dear Commissioners:

On behalf of ServiceMaster and My Space Self Storage we wanted to thank you for the opportunity to discuss the 29200 Vassar Road project at your study session on June 27th. We want to supplement that discussion with some additional information.

MARKET STUDY

As promised, we did deliver to Mark Taormina the Pre-Development Self-Storage Site & Market Feasibility Study conducted by Self-Storage 101 ("Market Study"). Along with forwarding the complete market study we also prepared the attached Executive Summary (see **EXHIBIT A**), which highlights several important points.

The Market Study is a very comprehensive 184-page report. The conclusion stated as follows:

"...the project is financially viable for self-storage space contemplated by the developer and in particular climate-control space. Various factors clearly indicate there is sufficient unmet demand for new self-storage space, particularly climate-control space contemplated by the subject development, despite the existing supply of self-storage space in the market."

Self-Storage 101 also rated both the market (3-mile radius area) and the development site as "B+". The Market Report stated:

"We consider this a "B+" market due to the mostly moderately high to high occupancy levels, the calculation of potential unmet demand for additional self-storage space in the market, the moderate to moderately high rental rates for self-storage space, the moderate to moderately high per capital and household income levels, the moderate population density and moderate projected population growth."

ServiceMaster/My Space is greatly encouraged by this positive Market Study. In particular, Self-Storage 101 which is a national recognized independent firm recommended that "the developer of the subject site pursue the completion of this project as envisioned". We believe

ATTORNEYS & COUNSELORS AT LAW

this Market Report satisfies any concerns about the self-storage market being over-saturated or over-supplied.

PUBLIC STORAGE PROJECTIONS

In addition, My Space Self-Storage received additional “good news” from Public Storage which is the USA’s single largest self-storage REIT. They currently own or manage over 2,200 self-storage facilities across the United States. As a matter of normal due diligence, My Space typically requests Public Storage to provide projections for occupancy lease-up rates for any new self-storage facility it is contemplating. My Space forwarded the plans and proposed unit mix to Public Storage and requested they provide 5 year projections for the proposed facility at 29200 Vassar Road. The Public Storage projection chart is attached (**see EXHIBIT B**).

Public Storage projects that the 29200 Vassar Road self-storage facility will reach nearly 60% occupancy by the end of the first year of operation. Part of this accelerated pace is because of the ServiceMaster operations that will account for an initial amount of self-storage unit rentals early in the process of opening and leasing up. It is anticipated that construction effort will likely take 8 months to complete therefore the 60% occupancy would be reached roughly 19 months from the start of the project. ServiceMaster/My Space believes that the attached projections from Public Storage, whose projections are routinely relied upon by lenders, provide further evidence that this project is financially viable and feasible.

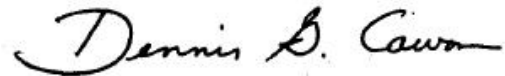
COMPLIANCE WITH SPECIAL WAIVER USE STANDARDS

Further, ServiceMaster/My Space either complies or exceeds the four applicable standards for Special Waiver Use as stated in Section 5.02(4) of the Zoning Ordinance. We have attached to this letter evidence of such compliance (**see EXHIBIT C**). To summarize:

- (A) the proposed ServiceMaster operations, retail, self-storage service business and residential uses are in harmony and will not be detrimental to the continuing development of the properties in surrounding districts;
- (B) the proposed uses will not create traffic which is very hazardous or inconvenient to the surrounding commercial and residential neighborhoods nor conflict with normal traffic. There will be no noise, vibration, odor, light glare or external effects which are detrimental to neighboring properties;
- (C) the nature and height of the perimeter walls and landscaping will not hinder or discourage proper development of adjacent land and buildings, but proposed site improvements will encourage further development;
- (D) the project has enhanced the “open space” requirements with the eastern “green space” area that and the western side of the building by adding 5 new residential homes on Parkville, each of which eliminate significant parking areas.

ServiceMaster/My Space looks forward to the opportunity to present its project in detail at the upcoming July 11th Planning Commission meeting. We firmly believe that this project is a “win-win-win” for all involved—the adjacent residents, the city and the new businesses at the project location. The 29200 Vassar Road property has been long overdue for a transformation. The residents who attended our May 11th neighborhood meeting complained about this vacant eyesore, continuing building vandalism and poor appearance which they believe adversely affects their property values. The proposed project will permanently end these negative factors to be replaced with a positive mixed-use facility.

Sincerely,

A handwritten signature in black ink that reads "Dennis G. Cowan". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Dennis G. Cowan

Direct Dial: (248) 901-4029

Email: dcowan@plunkettcooney.com

cc: G. Todd Clark
Gary Gerrits
Mark Taormina

Open.26462.14972.31392114-1

Exhibit

A

**EXECUTIVE SUMMARY OF
SELF STORAGE 101 SITE AND MARKET FEASIBILITY STUDY
FOR 29200 VASSAR STREET, LIVONIA, MICHIGAN**

Self Storage 101, a nationally recognized and independent professional firm with expertise and significant experience in self-storage properties nationwide as well as southeastern Michigan, has been engaged to prepare a site and market feasibility study for 29200 Vassar Street in Livonia, Michigan based upon the project proposed by ServiceMaster / My Space Self Storage (the "Project").

1. Market Analysis (Page 5)

Self Storage 101 conducted a comprehensive study of the Project market area to determine underlying fundamentals that impact the occupancy rates and rental rates including the following:

- Study focuses on a trade area radius of three miles with a minimum population of 50,000;
- Survey of competing facilities within the trade area, including number of units and occupancy rate;
- Demand for self-storage based upon demographic variables, including population, percentage of renters, average household size and average household income; and
- Generally speaking, oversupplied markets have occupancy rates of less than 80% and undersupplied markets have rates greater than 90%.

2. Report Conclusion (Page 10)

Based upon the hard data collected by Self Storage 101, they have concluded that "the project is financially viable for self-storage space contemplated by the developer and in particular climate-controlled space. Various factors clearly indicate there is sufficient unmet demand for new self-storage space, particularly climate-controlled space contemplated by the subject development, despite the existing supply of self-storage space in the market."

3. Supporting Data (Page 10)

The conclusion of Self Storage 101 is based on the following:

- Square foot demand calculations and occupancy levels indicate the subject market up to the 3-mile demographic profile is underdeveloped

for storage space and there is sufficient unmet self-storage demand for the contemplated development.

- The subject site's financial viability is positively impacted by moderately high rental rates for climate controlled self-storage space in place at market competitors.

4. **Market and Site Grade Ratings** (Page 11)

Self Storage 101 has a grade rating system for each market and site it reviews. Self Storage 101 has rated both the market and development site as "B+":

"We consider this a "B+" market due to the mostly moderately high to high occupancy levels, the calculation of potential unmet demand for additional self-storage space in the market, the moderate to moderately high rental rates for self-storage space, the moderate to moderately high per capital and household income levels, the moderate population density and modest projected population growth."

With respect to the site rating of B+, Self Storage 101 has indicated visibility and access is "Excellent" and traffic counts, surrounding neighborhood and location are "Good."

5. **Competitor Analysis** (Pages 35-54)

This section of the study includes a comprehensive analysis of and information regarding the competitors within the market area.

6. **Self Storage 101 Recommendation** (Page 12)

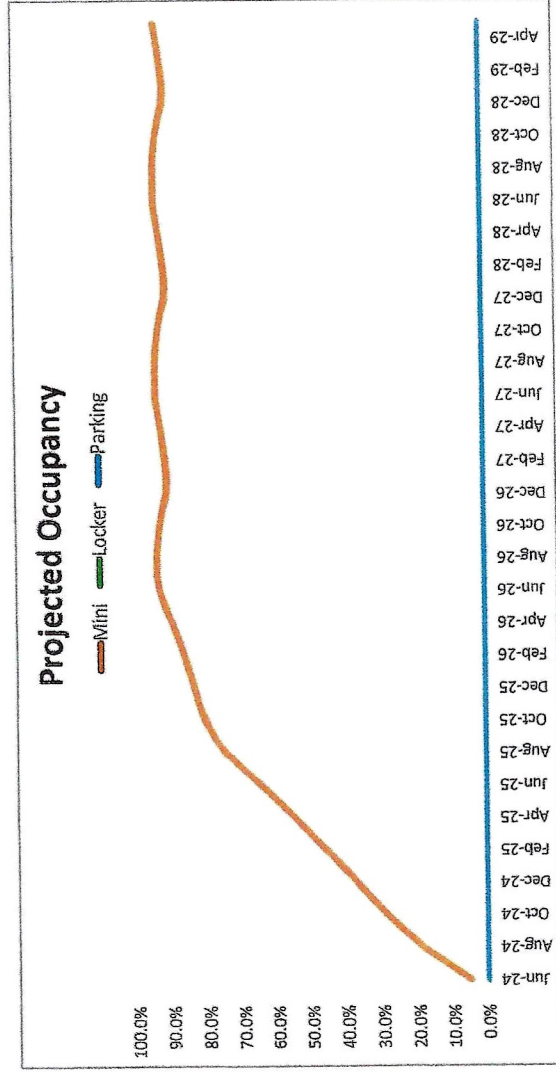
Self Storage 101's final recommendation is as follows:

"We highly and confidently recommend the developer of the subject site pursue the completion of this project as envisioned. We have no doubt that it will perform based on the thousands of other feasibility studies we have conducted over the years."

Prepared by:
Plunkett Cooney
June 30, 2023

Open.26462.14972.31322320-1

Exhibit B



My Space Self Storage Vassar Avenue, Livonia MI

Exhibit C

29200 VASSAR ROAD
COMPLIANCE WITH SPECIAL WAIVER USE STANDARDS
FOR PLANNED DEVELOPMENTS-SECTION 5.02(4) OF LIVONIA
ZONING CODE

(A)The proposed use or uses shall be of such location, size and character as to be in harmony with the appropriate and orderly development of the zoning district in which situated and shall not be detrimental to the orderly development of adjacent zoning districts.

The prior use of the property as an office building with a “sea of blacktop” for parking was not in harmony with the surrounding areas. The proposed project will correct that problem as follows:

- The development of five new family homes on the western edge of the property which will be harmonious with the existing residential neighborhood on Parkville as well as create additional buffer for the residents;
- The creation of green space on the eastern edge of the property will decrease the blacktop and provide a “park-like” space for nearby residents, customers and employees to gather and use;
- The ServiceMaster/My Space self-storage businesses will have very low impact on the surrounding uses;
- Vassar Street will remain closed so there will be no point of entry to Parkville and the residential neighborhood.

(B)The location and size of the proposed use or uses, that nature and intensity of the principal use and all accessory uses, the site layout and its relation to the streets giving access to it, shall be such that the traffic to and from the use or uses, the assembly of persons in connection therewith, will not be hazardous or inconvenient to the neighborhood nor conflict with the normal traffic of the neighborhood. In applying this standard the Commission shall consider, among other things: convenient routes for pedestrian traffic, particularly of children; the relationship of the proposed project to the main traffic throughfare to street and road intersections; and the general character intensity of the existing potential development in the neighborhood. In addition where appropriate the Commission shall determine that noise vibration, odor, light, glare, heat, electromagnetic or act of radiation or other external effects, from any source whatsoever which relates to the proposed use will not have a detrimental effect upon neighboring property or the neighboring area in general.

The principal use of self-storage at the project is very low impact. Upon maturity of the self-storage facilities, the My Space’s experience is there are generally only 10-15 visitors per a day. The ServiceMaster business will have approximately 20 to 30 employees on a regular basis and there maybe several more if there is a major

emergency that needs to be responded to by the company. The retail space will be two units with a total of 5255 square feet, which will not create an significant vehicular traffic.

As previously mentioned Vassar Street will remained closed so there will be no vehicular connection to or any hazards or inconvenience to the neighborhood.

The only noise that will be associated with the project uses would be vehicles, and use of the outdoor “drive-up” facilities, which will not be noise intense. Any noises will be mitigated by the new homes on Parkville and the surrounding perimeter walls. There will be no vibrations, odors, light, glare, heat, electromagnetic, or radioactive radiation or other external effects caused by ServiceMaster/My Space business operations which will be detrimental to neighboring properties.

(C) The location and height of the buildings, the location and nature and height of walls and fences, and the nature and extent of landscaping of the site shall be such that they will not hinder or discourage the proper development and use of adjacent land and buildings nor impair the value thereof.

The building is 8 stories high. ServiceMaster/My Space has indicated that they will shield the windows so that no customer or employee will be able to look down into any of the residential neighbor’s property and backyards. The perimeter walls will create a buffer and no ServiceMaster business or self-storage activities will be visible by residential neighbors.

The upgrade to the exterior of the building, the removal of the “sea of parking”, green space and landscaping will encourage, not discourage, proper development and use of the adjacent land and buildings. Property values will no longer be impaired by the current condition of the Vassar Street property.

(D) The standards of density and required open space in the proposed project are at least equal to those required by this ordinance and the zoning district in which the proposed project is to be located.

Climate controlled self-storage units in building will occupy a portion of the first and the remaining seven floors. The outdoor storage units which were originally planned to be 295 units have been reduced to 84 units. Open space on the eastern side of the project replaces current blacktop parking space. Landscaping will be enhanced on Vassar Street and the entrance to the project.



June 22, 2023

Planning Commission
City of Livonia
33000 Civic Center Drive
Livonia, MI 48154

Re: ServiceMaster / My Space Self Storage Mixed Use Project
29200 Vassar Road

Dear Planning Commissioners:

We are very pleased to present for your consideration a proposal for special waiver use for a Planned General Development, which will totally transform the long-vacant property at 29200 Vassar Road ("Vassar Property"). The site plan and proposal are the product of two sessions with the City's "Rapid Response Team," input from the City's Planning and other Departments, and a neighborhood meeting. The project has evolved to a "win-win-win" for all involved -- the adjacent residents, the City and our businesses.

Our companies, ServiceMaster and My Space Self Storage, are family-owned and Michigan-based. We will be moving our ServiceMaster headquarters from Farmington Hills to the Vassar Property. Previously, up until 2020, ServiceMaster was located at 11831 Brookfield Street in Livonia. Our goal was to return to the City and rehabilitate an existing property as we have done in several other communities. We specialize in taking underperforming and vacant eyesores in a community and turning them into productive and attractive business locations.

As the elevations show, there will be a significant transformation to the appearance of the Vassar Property. A new exterior skin will upgrade the "look" of the building. The first floor will include retail space and a ServiceMaster facility, which is a well-known brand in residential and commercial restoration services. Our site plan includes more than adequate parking, a covered entryway for customers/visitors, and other key features, including:

1. Significant greenspace and a gazebo creating a parklike atmosphere on the eastern edge of the property.
2. Five residential lots/homes along Parkville, the western border of the Vassar Property. The lot sizes meet Ordinance standards and will create an additional buffer from the project.
3. All operations of the ServiceMaster business will occur on the first floor within the building. Parking for ServiceMaster vehicles and equipment will be on the north side and adjacent to the building. These trucks and equipment will be shielded by a perimeter wall to be installed.

4. The self-storage component includes both climate-controlled interior storage and traditional outdoor units, which have been significantly reduced from our original proposal of 295 to only 84. The ServiceMaster business will consistently use about two floors of self-storage for customers' furnishings and belongings as they await property restoration to be completed.
5. The retail component will be targeted to businesses which are supplemental to self-storage such as an express delivery service or packaging.
6. There will be no outdoor storage of any kind, such as vehicles or boats. Nor will there be any truck or trailer storage or rental facilities.

As we do with every project, we held a residential neighborhood meeting on May 11th at the nearby Clarenceville United Methodist Church at 20300 Middlebelt. The residents who attended reviewed the plans and uses and were very supportive. Collectively, they believe their neighborhood and property values have suffered from this vacant eyesore, continuing building vandalism and poor appearance.

We believe all of these changes will provide dramatic improvement to the Vassar Property and reduce the current negative impact on surrounding area. From a traffic perspective, once the self-storage facilities are leased, there are generally only 10 to 15 daily visitors.

At our request and expense, an independent market feasibility study has been undertaken by Self Storage 101 shows this site is an excellent one for self-storage and both the proposed development and site are ranked at "B+." It indicates that within a three-mile market area, self-storage is not oversaturated and is, in fact, undersupplied. This "positive ranking" meets the tests required by lenders and property managers. While we do not have the finalized study yet, we are expecting to bring either the completed study or an executive summary to the meeting on June 27th.

We believe the proposed transformation of the Vassar Property will complement future efforts at the nearby former Livonia Mall. A reinvented Vassar Property will encourage redevelopment of the Livonia Mall site with an infusion of new activity and vitality and a longtime eyesore for the community will be removed.

The ServiceMaster/My Space Self Storage proposal for the Vassar Property will meet the goals of Livonia Vision 21 by:

- A. Providing a mixed-use concept, including the residential homes, the self-storage facilities and the ServiceMaster business, along with other retail components.
- B. Incorporating significant public green space with a gazebo on the west side of the Vassar Property greatly enhancing street level aesthetics.
- C. Creating a development that is compatible with current and planned residential development. Owners or tenants of these properties will be within easy distance of self-storage facilities.

Planning Commission
City of Livonia
June 22, 2023
Page 3

We look forward to meeting with you on June 27th to discuss our plans in more detail and answer any questions. Please feel free to contact me if you have any specific issues you would like addressed on June 27th.

Sincerely,

SERVICEMASTER and
MY SPACE SELF STORAGE

A handwritten signature in blue ink, appearing to read "G. Todd Clark", is written over a horizontal line.

G. Todd Clark
Principal

MIDDLE BELT ROAD

C-2

N2

ST. MARTINS AVENUE

C-1

RUF

C-4

VASSAR AVENUE

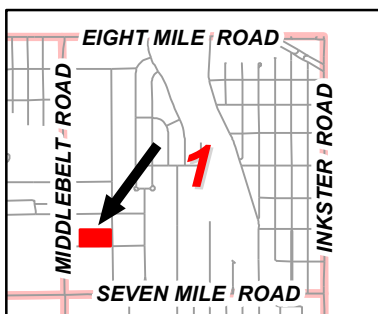
C-1

N1

PARKVILLE AVENUE

RUF

C-2



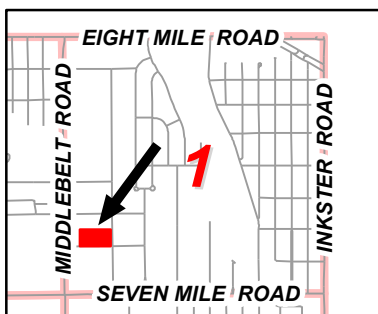
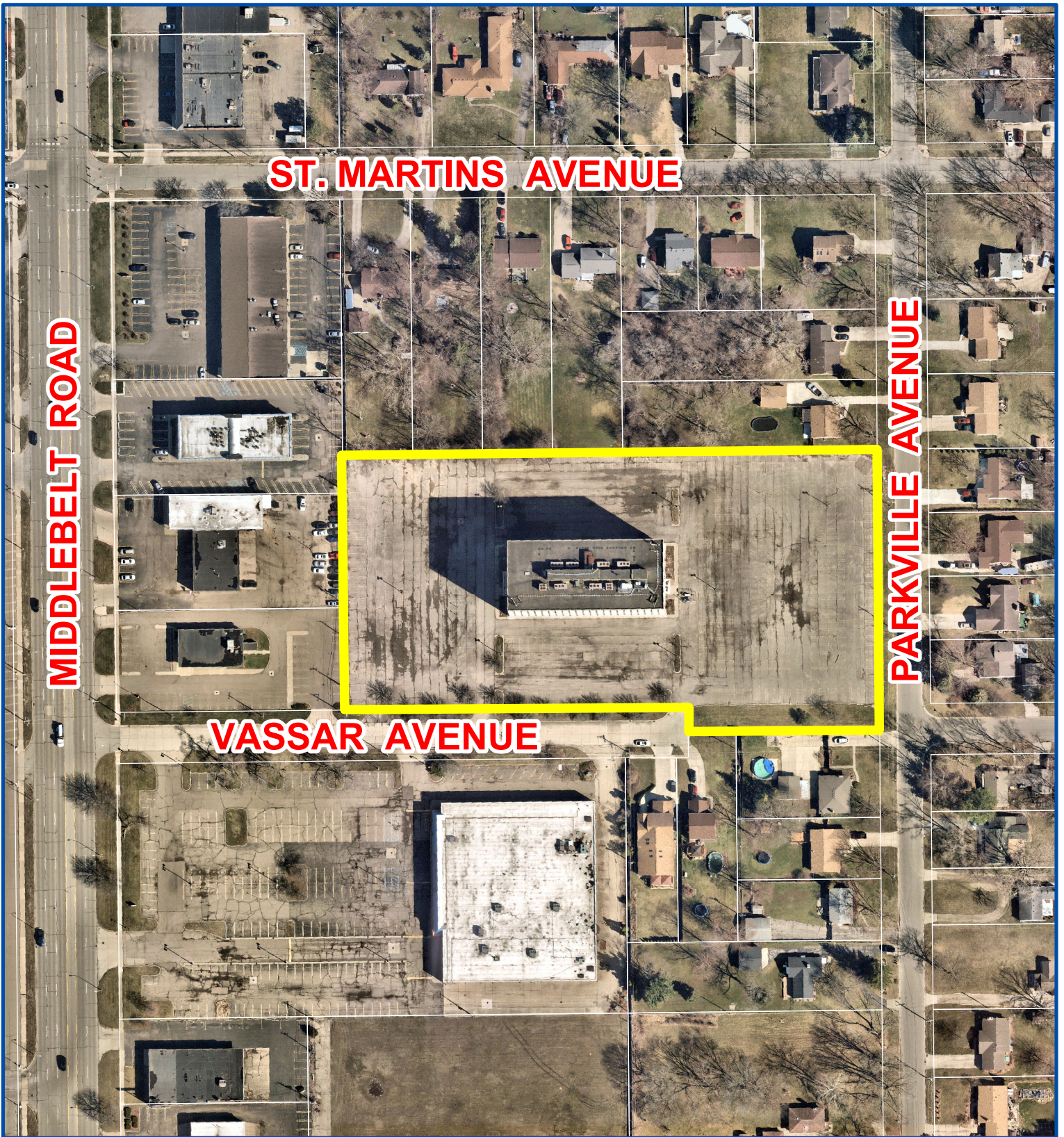
Address & Zoning Map

Petition 2023-06-02-06
Myspace Livonia
29200 Vassar Avenue



Not to Scale

City of Livonia
Planning Department



Aerial Map

Petition 2023-06-02-06
Myspace Livonia
29200 Vassar Avenue



Not to Scale



City of Livonia
Planning Department

PLANNING COMMISSION STAFF NOTES

PUBLIC HEARING

ITEM 3

Petition 2023-06-02-06 submitted by Gerald Todd Clark on behalf of ServiceMaster requesting special waiver use approval to develop a Planned General Development under Section 5.02 of the City of Livonia Zoning Ordinance, as amended, involving the conversion of an existing eight-story office building into climate-controlled self-storage and first-floor retail including residential and commercial restoration services, construction of drive-up self-storage units, and five (5) single-family residential lots, on the property at 29200 Vassar Avenue, located on the north side of Vassar Avenue between Parkville Avenue and Middlebelt Road in the Southwest ¼ of Section 1.

June 27, 2023: Study Meeting:

This petition requests special waiver use approval for a Planned General Development involving various uses, including renovating and repurposing an existing office building into a climate-controlled self-storage facility, retail, drive-up storage, and single-family residential. The property was initially developed in the early 1970s as an eight-story office building called Livonia Pavilion East. The property measures 630' x 300' feet for a total land area of 195,016 square feet, or 4.48 acres. Access is available from the south off Middlebelt Road via a public side street called Vassar Avenue. Vassar Avenue is located across from the former Sears department store and dead ends approximately 670 feet east of Middlebelt Road. In 1971, the east 225 feet of Vassar Avenue was vacated (CR #609-71) to avoid having nonresidential traffic enter the adjacent residential area. The rear of the property also has frontage along Parkville Avenue. The property is zoned C-4 (High Rise Commercial) and is shown on the Livonia Vision 21 Future Land Use Map as part of the Former Livonia Mall Mixed Development Center.

The former Pavilion East office center, which is vacant and blighted, contains approximately 122,057 square feet of floor area. In 2016, approval was granted (CR #186-16) to develop a Planned General Development consisting of commercial services on the first floor and 112 senior apartment units on floors 2 thru 8; however, the project was never developed.

Bordering the site along Parkville Avenue to the east and on St. Martins Avenue to the north are single-family homes zoned RUF (Rural Urban Farm). To the south, on the opposite side of Vassar Avenue, are single-family homes, zoned N1 (Neighborhood Single Family), and Perani's Hockey World, zoned C-1 (Local Business). To the west, fronting along Middlebelt Road, are commercial businesses zoned C-1 and C-2 (General Business).

PLANNED GENERAL DEVELOPMENT STANDARDS

Section 5.02 of the Livonia Zoning Ordinance provides special standards for Planned General Developments (PGD), which are treated as a waiver use in commercial districts. Planned Developments are afforded considerable design

PUBLIC HEARING

ITEM 3 Petition 2023-06-02-06 – 29200 Vassar Avenue

Page 2

flexibility, including modifications in lot sizes and yard requirements. In addition, uses not permitted in the zoning district are allowed when it is determined that such changes will result in more efficient land use and will not be injurious to the surrounding land and the public.

Planned Developments under Section 5.02 are intended to help overcome natural and other unique obstacles or constraints that pose challenges to land development under conventional design standards. The final determination is based on the following criteria as outlined in Section 5.02(4):

- a) The proposed use or uses shall be of such location, size, and character as to be in harmony with the appropriate and orderly development of the zoning district in which situated and shall not be detrimental to the orderly development of adjacent zoning districts.
- b) The location and size of the proposed use or uses, the nature and intensity of the principal use and all accessory uses, the site layout, and its relation to streets giving access to it shall be such that traffic to and from the use or uses, and the assembly of persons in connection therewith, will not be hazardous or inconvenient to the neighborhood nor conflict with the normal traffic of the neighborhood. In applying this standard, the Commission shall consider, among other things: convenient routes for pedestrian traffic, particularly of children; the relationship of the proposed project to main traffic thoroughfares and to street and road intersections; and the general character and intensity of the existing and potential development of the neighborhood. In addition, where appropriate, the Commission shall determine that noise, vibration, odor, light, glare, heat, electromagnetic or radioactive radiation, or other external effects from any source whatsoever which relates to the proposed use will not have a detrimental effect upon neighboring property or the neighboring area in general.
- c) The location and height of buildings, the location and nature and height of walls and fences, and the nature and extent of the landscaping of the site shall be such that they will not hinder or discourage the proper development and use of adjacent land and buildings nor impair the value thereof.
- d) The standards of density and required open space in the proposed project are at least equal to those required by this Ordinance in the zoning district where the proposed project is to be located.

BUILDING ‘A’

The former office building appears on the plans as Building ‘A.’ As proposed, the first floor of Building ‘A’ would have a mix of commercial uses, including office, retail, and indoor storage. The plans show a leasing office for the storage units and examples of potential retail tenants, such as a UPS store and a Fed Ex office. In addition, the first floor would support the operations of a commercial and residential

restoration company called ServiceMaster. ServiceMaster would occupy most of the north half of the main level, where the plans show a large open space devoted to the Company's shop and operations and another area for office space. Also located on the first floor are twenty-two (22) climate-controlled indoor self-storage units of assorted sizes. Floors 2 through 8 of the building would be devoted entirely to climate-controlled self-storage. Counting the storage units on the first floor, Building 'A' would contain 738 climate-controlled self-storage units. The sizes of the units would vary, with the smallest measuring 5' x 5' and the largest measuring 10' x 36.8'. The plan also shows eight (8) drive-up self-storage units at the southeast corner of the building. These units would each measure 10 ft. x 12.5 ft. and only be accessible from outside the building.

BUILDINGS 'B' AND 'C'

To the east of Building 'A,' the plan shows two (2) outdoor (non-climate-controlled) self-storage buildings. Building 'B' would have two (2) rows of units arranged back-to-back, and Building 'C' would have a single row of units. Separating the two (2) is a 24-foot-wide drive aisle. Building 'B' would contain forty-six (46) storage units, (twenty-three (23) units per row), each measuring 10' x 15' in size, and Building 'C' would have twenty-nine (29) units, each measuring 10' x 20'. All the outdoor self-storage buildings, including the ones next to the building, would be constructed of corrugated metal panels. Customer access would be provided via overhead metal doors. The building height would total just over eleven (11) feet.

SINGLE-FAMILY RESIDENTIAL

Along Parkville Avenue, the plan shows five (5) single-family lots. Four (4) of the lots would measure approximately 60' x 120' (7,200 square feet), and the fifth and largest lot would measure 90' x 120' (10,800 square feet). All five (5) would exceed the N1 minimum lot size requirements, which are 50' x 120' (6,000 square feet). Separating the proposed lots from the commercial phase of the project is a six-foot (6') high block wall. The Land Division Act limits the number of parcel divisions to four (4) within ten (10) years. As a result, creating five (5) single-family lots will require the approval of a site condominium, including copies of the master deed and bylaws. According to the Petitioner, documents completing the site condominium process will be submitted to the City for official review should approval of the Planned General Development move forward.

SECURITY

Consistent with most self-storage facilities, access to the site would be restricted for security purposes. This includes the east half of the property and portions of the north and south, where the plans show fencing, walls, and electronic gates to limit access to only customers and employees. The hours of operation for the storage units would be 9:00 am to 9:00 pm.

BUILDING 'A' EXTERIOR

The exterior of Building 'A' would contain insulated metal panels, aluminum "wood look" panels, CMU, brick, smooth metal coping, and stone. The aluminum panels

(wood look) would be installed over the entrances on the south and west elevations and at the front corners of the building. Different colored insulated metal panels would cover the main body of the building, including a “wasabi” green color that would appear on the top floor, overhead canopy, doorways, and other features to accent the building. The roofline would be trimmed with smooth metal coping. On the east side of the building, a canopy would be built over the drive-up loading area. The canopy would have a metal roof supported by CMU and metal columns.

LANDSCAPING AND PARKING

New landscaping would be installed throughout the site, and the parking areas would be reconfigured. Parking for climate-controlled, indoor self-storage facilities is based on one (1) parking space for every 1,000 square feet. Based on the overall square footage of the building ($122,057 \times 80\% \div 1,000$), this site would require ninety-eight (98) parking spaces. The plan shows seventy-four (74) parking spaces. Parking is distributed throughout the site on the building’s west, north, and south sides.

The landscape plan shows seventy-six (76) trees and 610 shrubs/perennials/ornamental grasses. Sixteen (16) trees, including Thornless Honey Locusts and Freeman Maples, would be planted along the right-of-way of Vassar Avenue. The plan shows a landscaped courtyard at the west end of the property. This park-like feature would be enhanced with various plant materials, a gazebo, ornamental fencing, and paved walkways. The parking on the west side of the building would contain landscaped parking islands.

DUMPSTER

A trash enclosure is shown near the site’s southeast corner, approximately 100 feet from the building and 22’-7” from the nearest outdoor storage unit. The enclosure walls would be six feet (6’) tall with a brick veneer exterior. The swing gates would consist of galvanized steel frame concealed by treated boards. A second enclosure should be considered for the north end of the property for the ServiceMaster operations.

STORMWATER MANAGEMENT

A small detention pond is shown along the north side of the property. It is yet to be determined if this pond would be sufficient to handle some or all of the required stormwater detention. Details regarding the system must be submitted to the Engineering Department before obtaining building permits.

SCREENING

Separating the commercial and residential phases of the project, the plan notes the construction of a new 6’-0” high block wall; however, details of the wall are not provided. Additionally, Building ‘C,’ which has a height of approximately 11’-4”, would be built at or near the property line and back up to the wall adjacent to the residential lots. The existing poured concrete wall that runs along the right-of-way of Parkville would be removed. Where the site abuts residential properties to the

north, the site plan indicates “proposed parking lot screening.” Here, an existing poured concrete wall runs along the entire length of the property. The distance between this masonry wall and the new curb that would be installed for the parking area of the ServiceMaster would be 7’-0”. Within this narrow greenbelt area, the landscape plan proposes twelve (12) arborvitae, which might not be sufficient as a supplement to the wall to adequately screen the operations of the ServiceMaster from the adjacent residential.

Along a portion of the south property line, for a distance of approximately 110 feet, the plan shows a new 6’-0” high metal fence that would extend between the electric security gate and the dumpster. The Site Details plan (Sheet S1.1) shows the height of this metal fence at 8’-0”. This should be clarified. Additionally, the fence should be extended further east to help screen the dumpster and outside storage units from the residences across the street.

LIGHTING

The submitted photometric plan provides detailed information on site lighting, including the location and type of light sources and illumination levels. All pole-mounted lights should not exceed a height of twenty feet (20’) AFG. The photometric plan shows that the average illumination level for the overall site would not exceed the established 1.0-foot-candle Maximum Level of Illumination for the Average of the Area under Section 7.22.

MARKET ANALYSIS

A market feasibility study has been performed and should be available for the Commission’s review at the Study Meeting. This is critical given the project’s proximity to Livonia Budget Storage (former Toys-R-Us property).

July 11, 2023: Public Hearing:

At the June 27th meeting, the Petitioner explained that ServiceMaster would utilize the upper floors of the building for storing items related to its restoration business. Also, the final Market Feasibility Study is available (see attached). It concludes that the project is financially viable for self-storage space. The site’s overall rating is a B+ based on several factors, including market vacancy, rental rates, population density, income levels, population growth projections, traffic counts, access, neighborhood, and location.

Approving Resolution: The request to develop a Planned General Development at 29200 Vassar Avenue is hereby approved, subject to City Council approval and the following conditions:

1. The Architectural Site Plan, identified as sheet AS1.1, and the Landscape Plan, identified as Sheet L1.1, both dated May 31, 2023, as revised, prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that:

PUBLIC HEARING

ITEM 3 Petition 2023-06-02-06 – 29200 Vassar Avenue

Page 6

- a) The metal fence shall be extended along the south property line to the southwest corner of Building 'C.'
 - b) Additional evergreen plantings shall be provided between the parking lot and the residential properties on the site's north side and along the vacated portion of Vassar Avenue.
 - c) The final design of the landscape feature at the west end of the site shall be reviewed and approved by the Planning Department.
 - d) Any additional trash containers or compactors provided on the site shall be fully enclosed and screened with the masonry wall.
2. All parking spaces shall be appropriately sized and marked, including any barrier-free space(s) as may be required by the State of Michigan.
 3. All disturbed lawn areas, including road rights-of-way, shall be sodded instead of hydroseeding.
 4. Underground sprinklers shall be provided for all landscaped and sodded areas. All planted materials shall be installed to the satisfaction of the Inspection Department and, after that, permanently maintained in a healthy condition.
 5. The Elevation Plans, identified as sheets A2.1 and A2.2, dated May 31, 2023, as revised, and prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that City Council shall approve the final exterior colors of the building.
 6. The Elevation Plans for Buildings 'B' and 'C,' identified as sheets A1.5 and A1.6, dated May 25, 2023, and prepared by Designhaus Architecture, are hereby approved and shall be adhered to, except that any sides visible to the public shall consist of either brick, stone, prefinished metal panels, or composite siding.
 7. The number of self-storage units on the first floor of the building shall be limited to twenty-two (22).
 8. The overnight outdoor parking and storage of service vehicles shall be restricted to the parking spaces adjacent to the building within the fenced area on the north side of the building.
 9. There shall be no outdoor storage of vehicle parts, equipment, scrap material, waste petroleum products, junked, unlicensed or inoperable vehicles, or other similar items in connection with this operation.
 10. The outdoor storage of recreational vehicles, including motorhomes, travel trailers, and boats, is prohibited.

PUBLIC HEARING

ITEM 3 Petition 2023-06-02-06 – 29200 Vassar Avenue

Page 7

11. All exterior light fixtures shall not exceed twenty feet (20') in height and shall be aimed and shielded to minimize stray light trespassing across property lines and glaring into adjacent roadways.
12. The three walls of the trash dumpster area shall be constructed from materials that complement the building. The enclosure gates shall be solid steel or durable, long-lasting panel fiberglass.
13. The issues outlined in the correspondence dated June 22, 2023, from the Fire Marshal shall be resolved to the satisfaction of the Department of Public Safety, Livonia Fire and Rescue.
14. Only conforming signage is approved with this petition, and any additional signage shall be separately submitted for review and approval by the Zoning Board of Appeals.
15. No LED light band or exposed neon shall be permitted on this site, including, but not limited to, the building or around the windows.
16. Unless approved by the proper local authority, any type of exterior advertising, such as promotional flags, streamers, or sponsor vehicles designed to attract the attention of passing motorists, shall be prohibited.
17. Final approval of the residential condominiums shall require the review and approval of the master deed and bylaws by the Planning Commission and City Council.
18. Under Section 13.13 of the Livonia Zoning Ordinance, as amended, this approval is valid for one year only from the date of approval by the City Council. Unless a building permit is obtained, this approval shall be null and void at the expiration of said period.

Denying Resolution: This request to develop a Planned General Development at 29200 Vassar Avenue is denied for the following reasons:

1. The petitioner has failed to comply with all special and general standards and requirements as outlined in Sections 5.02 and 13.13 of the Livonia Zoning Ordinance, as amended.
2. The petitioner failed to demonstrate a need to use the Planned General Development option to develop the subject property.
3. The use, layout, and residential lots proposed for the development would negatively affect the neighboring properties.

PUBLIC HEARING

ITEM 3 Petition 2023-06-02-06 – 29200 Vassar Avenue

Page 8

4. That the proposed use is incompatible and not in harmony with the surrounding uses in the area.
5. The proposal significantly impacts adjoining parcels, public services, and community planning efforts.
6. That approving this request would allow a use that is inconsistent with the surrounding land uses, and
7. The petitioner has failed to comply with all the necessary concerns for the safety and welfare of the City and its residents.

**EXECUTIVE SUMMARY OF
SELF STORAGE 101 SITE AND MARKET FEASIBILITY STUDY
FOR 29200 VASSAR STREET, LIVONIA, MICHIGAN**

Self Storage 101, a nationally recognized and independent professional firm with expertise and significant experience in self-storage properties nationwide as well as southeastern Michigan, has been engaged to prepare a site and market feasibility study for 29200 Vassar Street in Livonia, Michigan based upon the project proposed by ServiceMaster / My Space Self Storage (the "Project").

1. Market Analysis (Page 5)

Self Storage 101 conducted a comprehensive study of the Project market area to determine underlying fundamentals that impact the occupancy rates and rental rates including the following:

- Study focuses on a trade area radius of three miles with a minimum population of 50,000;
- Survey of competing facilities within the trade area, including number of units and occupancy rate;
- Demand for self-storage based upon demographic variables, including population, percentage of renters, average household size and average household income; and
- Generally speaking, oversupplied markets have occupancy rates of less than 80% and undersupplied markets have rates greater than 90%.

2. Report Conclusion (Page 10)

Based upon the hard data collected by Self Storage 101, they have concluded that "the project is financially viable for self-storage space contemplated by the developer and in particular climate-controlled space. Various factors clearly indicate there is sufficient unmet demand for new self-storage space, particularly climate-controlled space contemplated by the subject development, despite the existing supply of self-storage space in the market."

3. Supporting Data (Page 10)

The conclusion of Self Storage 101 is based on the following:

- Square foot demand calculations and occupancy levels indicate the subject market up to the 3-mile demographic profile is underdeveloped

for storage space and there is sufficient unmet self-storage demand for the contemplated development.

- The subject site's financial viability is positively impacted by moderately high rental rates for climate controlled self-storage space in place at market competitors.

4. **Market and Site Grade Ratings** (Page 11)

Self Storage 101 has a grade rating system for each market and site it reviews. Self Storage 101 has rated both the market and development site as "B+":

"We consider this a "B+" market due to the mostly moderately high to high occupancy levels, the calculation of potential unmet demand for additional self-storage space in the market, the moderate to moderately high rental rates for self-storage space, the moderate to moderately high per capital and household income levels, the moderate population density and modest projected population growth."

With respect to the site rating of B+, Self Storage 101 has indicated visibility and access is "Excellent" and traffic counts, surrounding neighborhood and location are "Good."

5. **Competitor Analysis** (Pages 35-54)

This section of the study includes a comprehensive analysis of and information regarding the competitors within the market area.

6. **Self Storage 101 Recommendation** (Page 12)

Self Storage 101's final recommendation is as follows:

"We highly and confidently recommend the developer of the subject site pursue the completion of this project as envisioned. We have no doubt that it will perform based on the thousands of other feasibility studies we have conducted over the years."

Prepared by:
Plunkett Cooney
June 30, 2023

Open.26462.14972.31322320-1

CODE DATA	
PROJECT IDENTIFICATION	ADDRESS: 29200 VASSAR ST. LIVONIA, MI 48152 PROPERTY ID: - OTHER: -
PROJECT TYPE	NEW CONSTRUCTION ☐ TENANT IMPROVEMENT ☐ FACADE RENOVATION ☐ ALTERATION ☐ ADDITION ☐ REPAIR ☐
PROJECT DESCRIPTION	DEVELOPMENT OF AN EXISTING VACANT BUILDING INTO SELF STORAGE AND BUSINESS USE
APPLICABLE CODES	BUILDING: 2015 MICHIGAN BUILDING CODE FIRE: 2015 INTERNATIONAL FIRE CODE MECHANICAL: 2015 MICHIGAN BUILDING CODE FUEL GAS: 2015 MICHIGAN BUILDING CODE ELECTRIC: 2017 NATIONAL ELECTRIC CODE ENERGY: 2017 NATIONAL ELECTRIC CODE LIVONIA: CODE OF ORDINANCES ADA: 2010 ICC ANS A117.1 2015 NBC CHAPTER 15
DIFFERED SUBMITTALS	FIRE PROTECTION ☐ FIRE ALARM ☐ INTERIOR ELEMENTS ☐ MEP ☐ CONVEYANCE ☐ PRE-ENG. TRUSSES ☐ PRE-ENG. BUILDING ☐
CHAPTER 3 USE AND OCCUPANCY	
BUILDING USE	SINGLE USE ☐ PRIMARY USE WITH ACCESSORY ☐ MULTI STORY ☐ MIXED USE ☐ NON SEPARATED MIXED USE ☐ SINGLE STORY ☐ MIXED OCCUPANCY SEPARATION ☐ SEPARATED MIXED USE ☐
OCCUPANCY CLASSIFICATION	AI ☐ A2 ☐ A3 ☐ A4 ☐ A5 ☐ B ☐ C ☐ D ☐ E ☐ F ☐ G ☐ H ☐ I ☐ J ☐ K ☐ L ☐ M ☐ N ☐ O ☐ P ☐ Q ☐ R ☐ S ☐ T ☐ U ☐ V ☐ W ☐ X ☐ Y ☐ Z ☐
CHAPTER 5 GENERAL BUILDING AREA AND HEIGHTS	
BUILDING HEIGHT	HEIGHT EXCEPTIONS NOT APPLIED ☐ MOST RESTRICTIVE USE FOR STORY: - HEIGHT EXCEPTIONS APPLIED ☐ MOST RESTRICTIVE USE FOR HEIGHT: - ALLOWABLE HEIGHT: - ALLOWABLE STORIES: - ACTUAL HEIGHT: 87 ACTUAL STORIES: 8
MIXED OCCUPANCY SEPARATION	USE SEPARATION NOT REQUIRED ☐ TO: - - - - - RATING: - - - - - USE SEPARATION REQUIRED ☐ TO: - - - - - RATING: - - - - -
BUILDING AREA	SINGLE STORY ☐ MOST RESTRICTIVE USE: - MULTI STORY ☐ TABULAR VALUE: - SINGLE OCC. / ACCESSORY ☐ FRONTAGE INCREASE: - MIXED OCC. NON SEPARATED ☐ TOTAL ALLOWABLE: - MIXED OCC. SEPARATED ☐ ALLOWABLE AREA: - UNLIMITED AREA BUILDING ☐ PER FLOOR BUSINESS: - PODIUM STYLE BUILDING ☐ PER FLOOR STORAGE: - TOTAL BUILDING: - TOTAL: 122,057.36 SQ. FT.
CHAPTER 10 MEANS OF EGRESS CONTINUED	
OCCUPANT LOAD	LOCATION USE AREA FACTOR: SF/PERSON SUB TOTAL TOTAL REMARKS First Floor Business 5,265.4 1/500 12.08 - - Second Floor Mech. 228.4 1/500 0.73 - - Third Floor Storage 3,660.7 1/500 7.32 - - Fourth Floor Storage 3,660.7 1/500 7.32 - - Fifth Floor Storage 4,306.8 1/500 8.61 - - Six Floor Storage 4,306.8 1/500 8.61 - - Seven Floor Storage 4,306.8 1/500 8.61 - - Eighth Floor Storage 4,306.8 1/500 8.61 - - TOTAL OCCUPANT LOAD 122 -
PLUMBING FIXTURES COUNT	
REQUIRED	W.C. LAY DRINKING FOUNTAIN SERVICE SINK OTHER REMARKS MEN 1 1 1 1 WOMEN 1 1 1 1
PROVIDED	W.C. LAY DRINKING FOUNTAIN SERVICE SINK OTHER MEN 3 1 1 1 WOMEN 4 1 1 1 UNSEX - - - -



PROJECT TEAM

OWNER
MYSPACE
978 S. OLD US HWY 23
BRIGHTON, MI 48114
CONTACT: GARY GERHITS
T: 810.225.0604
E: GARYG@SELFSTORAGEMYSACE.COM

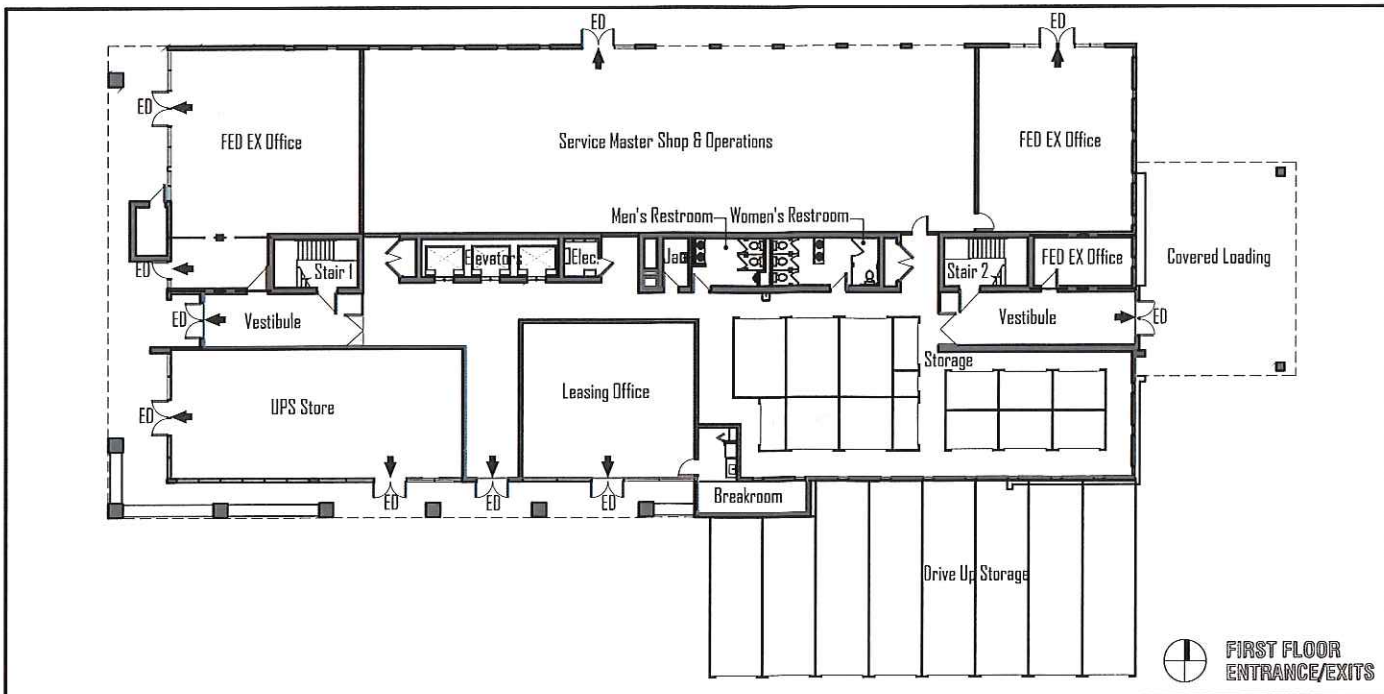
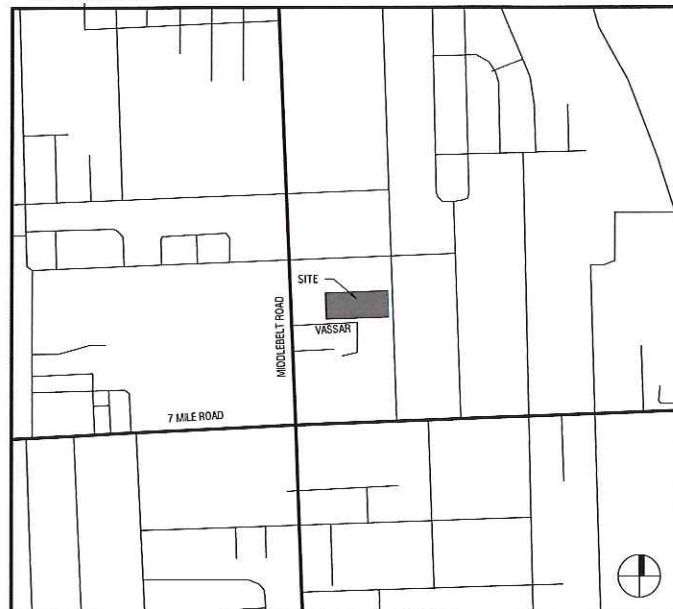
ARCHITECT
DESIGNHAUS ARCHITECTURE
3300 AUBURN RD.
AUBURN HILLS, MI 48326
T: 248.601.4422
F: 248.453.5854
PROJECT MANAGER: JOE LATOZAS
PROJECT ARCHITECT:
PETER STUHLREYER, A.I.A.

STATEMENT OF SELECTED DESIGN PROFESSIONAL

THESE CONSTRUCTION DOCUMENTS WERE PREPARED FOR COMPLIANCE WITH THE MICHIGAN CONSTRUCTION CODES IN EFFECT AT THE TIME OF PERMIT SUBMITTAL. ALL ENGINEERS, CONTRACTORS AND SUPPLIERS INVOLVED WITH THIS PROJECT SHALL COMPLY WITH THE SAME CODES ISSUED AND APPROVED CODE MODIFICATIONS AND/OR MUNICIPAL CONSTRUCTION BOARDS OF APPEALS RULINGS AND WHENEVER REQUIRED SHALL PROVIDE SHOP DRAWINGS AND SUBMITTALS CLEARLY DESCRIBING COMPLIANCE TO THE REGISTERED DESIGN PROFESSIONAL IN RESPONSIBLE CHARGE FOR REVIEW AND APPROVAL.

REGISTERED DESIGN PROFESSIONAL IN CHARGE:
PETER STUHLREYER, A.I.A.
MICHIGAN IDENTIFICATION # 44668
DESIGNHAUS ARCHITECTURE

LOCATION MAP

FIRST FLOOR
ENTRANCE/EXITS

Myspace Livonia

29200 Vassar St
Livonia, MI 48152

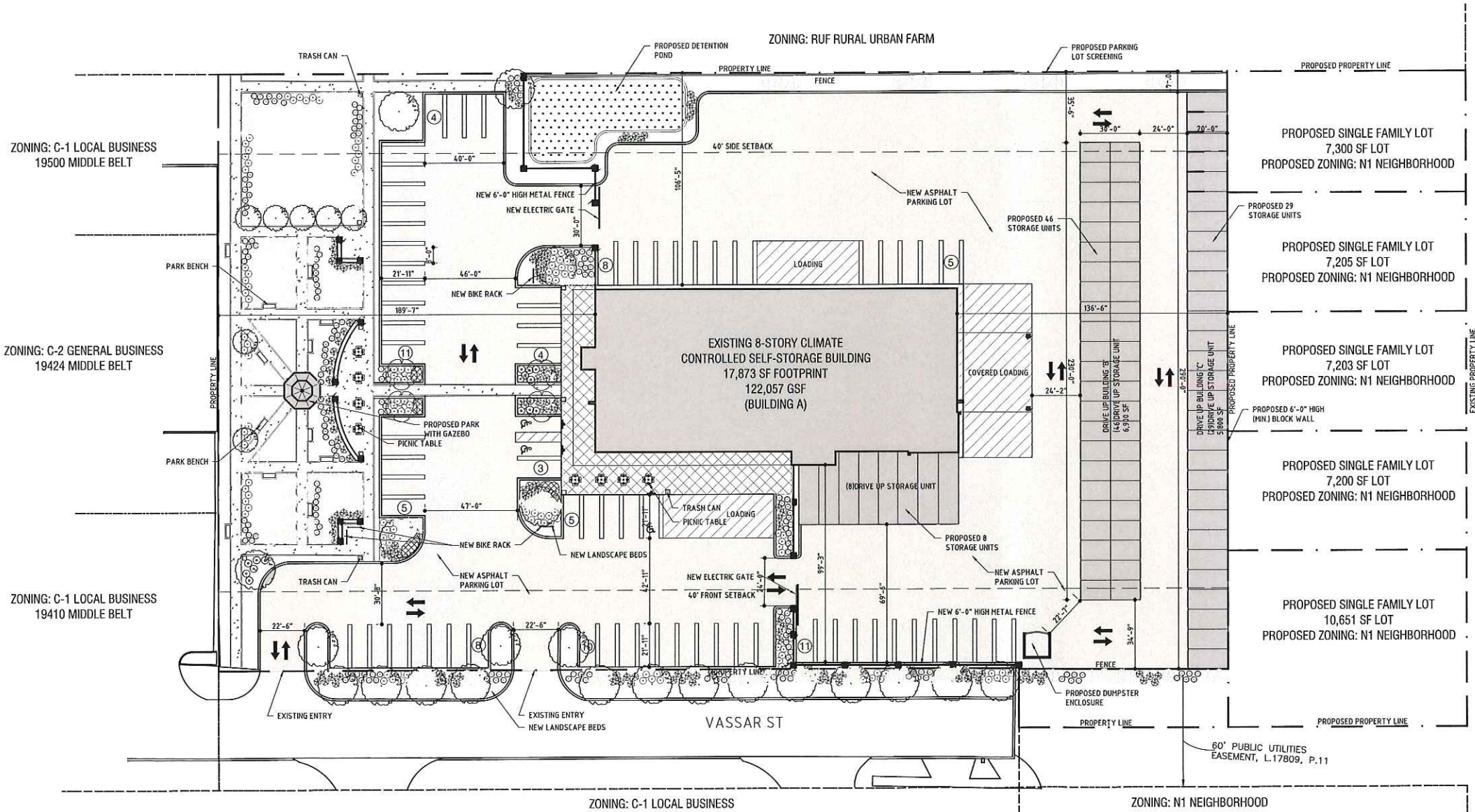
INDEX OF DRAWINGS

SHEET NO.	DRAWING NAME
G1.1	Title Sheet & Index
AS1.1	Architectural Site Plan
L1.1	Landscape Plan
S1.1	Site Details
1 of 1	Photometric Plan
ARCHITECTURAL	
A1.1	Building A First Floor Plan
A1.2	Building A Second to Fifth Floor Plan
A1.3	Building A Fifth to Eighth Floor Plan
A2.1	Building Elevations
A2.2	Building Elevations
A3.1	Building B Plan and Elevations
A3.2	Building C Plan and Elevations

RECEIVED
JUN 02 2023
CITY OF LIVONIA
PLANNING COMMISSION

2023-06-02-06

3300 AUBURN RD., SUITE 300 AUBURN HILLS, MI 48326 T: 248.601.4422 F: 248.453.5854 WWW.DESIGNHAUS.COM INFO@DESIGNHAUS.COM	DESIGNHAUS EST 1998 ARCHITECTURE
Myspace Livonia 29200 Vassar St Livonia, MI 48152	Title Sheet & Index
22176	G1.1



LEGAL DESCRIPTION

Land situated in the city of Livonia, County of Wayne and State of Michigan.

Lot(s) 423 AND 424, together with 1/2 vacated Vassar Avenue lying South of the East 225 feet of Lot 423, of Supervisor's Livonia Plat No. 7, as recorded in Liber 66 of Plats, page(s) 58, Wayne County Records.

Commonly known as: 29200 Vassar, Livonia, Michigan 48152

SITE DATA

Regulation	Information
Address	29200 Vassar St., Livonia, MI 48152
Parcel ID	46003010423000
Zoning	Existing: C4 (High Rise Commercial District) Proposed: C4 (High Rise Commercial District), N1 (Neighborhood)
Parcel Area	Existing: (195,015.7 SF) ± 4.48 Acres Proposed: C4-(155,489.1 SF) ±3.57 Acres, N1-(39,526.6 SF)±0.91 Acres

ZONING SCHEDULE OF REGULATIONS

Regulation	Required	Provided
Setbacks	Front: 40' Sides: 40' Side yard abutting street or rear yard abutting side yard: 0'	Front: 69'-6" Sides: 106'-5" Side yard abutting street or rear yard abutting side yard: 0'
Building Height	85' Max.	87'-0" Existing
Min. Open Space	-	17.3%
Max. Building Coverage	-	19.6%
Parking	1 per employee spaces	74 spaces (Including 3 Accessible)

PARKVILLE ST

1 Architectural Site Plan
SCALE: 1"=30'-0"



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ARCHITECTURE

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INFO@DESIGNHAUS.COM

SPA	05.31.23
OWNER REVIEW	05.26.23
ISSUANCE	DATE

Myspace Livonia
29200 Vassar St
Livonia, MI 48152

Architectural Site Plan

22176

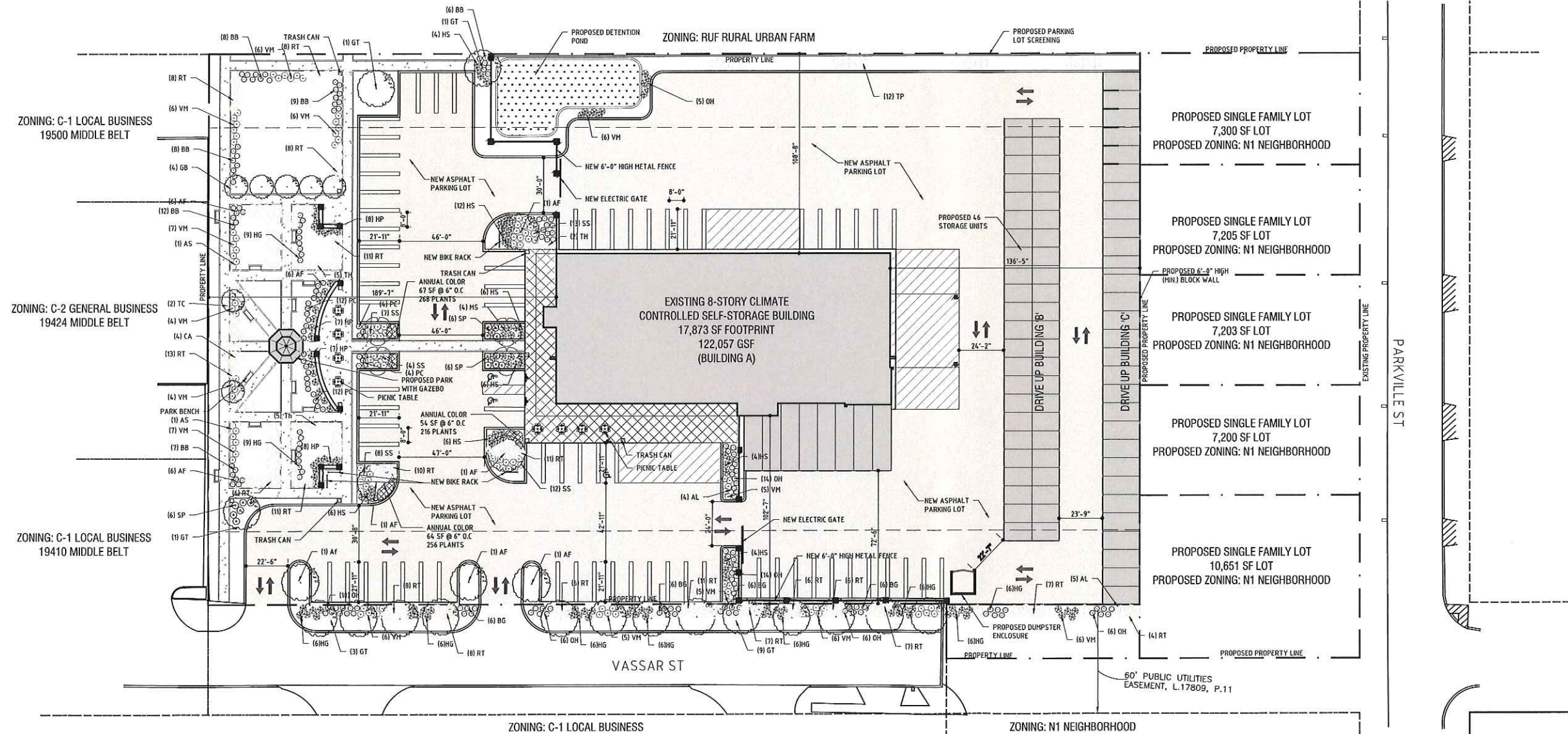
AS1.1

PLANT SCHEDULE (TREES)

QTY	KEY	BOTANICAL NAME/COMMON NAME	SIZE/ROOT (min)
24	AF	ACER x freemanii 'ARMSTRONG'/FREEMAN MAPLE	3" CAL
9	AL	AMELANCHIER leavis/SERVICEBERRY	8-10' B&B
2	AS	ACER rubrum 'RED SUNSET'/RED SUNSET MAPLE	3" CAL
4	CA	MALUS 'RED BARON'/ RED BARRON CRABAPPLE	2.5" B&B
4	GB	GINKGO biloba/ GINKGO	2.5" B&B
15	GT	GLEDTISIA triacanthos f. inermis 'SKYCOLE'/ THORNLESS HONEYLOCUST	3" CAL
4	MS	AMELANCHIER ARBOREA/ MUTLI-STEM SERVICE BERRY	2.5" B&B
2	TC	TILIA CORDATA/ LITTLE-LEAF LINDEN	3" B&B
12	TP	THUJA (standish x plicata) 'GREEN GIANT'/GREEN GIANT ARBORVITAE	8' B&B
TOTAL TREES: 76			

PLANT SCHEDULE (SHRUBS/PERENNIALS/ORNAMENTAL GRASSES)

QTY	KEY	BOTANICAL NAME/COMMON NAME	SIZE/ROOT (min)
50	BB	EUONIMUS alata 'COMPACTA'/ DWARF BURNING BUSH	30" B&B
24	BG	BUXUS x 'GREEN VELVET'/GREEN VELVET BOXWOOD	3 GAL
30	HP	HYDRANGEA paniculata 'JANE/LITTLE LIME HARDY HYDRANGEA	3 GAL
48	HS	HEMEROCALLIS/STELLA D'ORO DAYLILY	1 GAL (12" O.C.)
66	HG	PENNISETUM alopecuroides 'HAMELN/DWARF FOUNTAIN GRASS	1 GAL
51	OH	TAXUS x MEDIA/ EVERLOW YEW	24" B&B
32	PC	ECHANICEA purpurea/ PURPLE CONEFLOWER	#2 CON
156	RT	CORNUS ALBA 'SIBIRICA'/ RED TWIG DOGWOOD	2.5" B&B
31	SP	SPIREA x COCCINEA/ DWARF RED SPIREA	30" B&
31	SS	SEDUM spectabile 'AUTUMN JOY'/AUTUMN JOY STONECROP	1 GAL
12	TH	TAXUS x media 'HICKSII'/HICKSII YEW	15-18" B&B
79	VM	VIBURNUM plicatum tomentosum 'MARIESII'/DOUBLEFILE VIBURNUM	30-32" B&B
TOTAL SHRUBS/PERENNIALS/ORNAMENTAL GRASSES: 610			



1 Landscape Plan
SCALE: 1" = 30'



Myspace Livonia
29200 Vassar St
Livonia, MI 48152

Landscape Plan

22176

L1.1

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SPA 05.31.23
OWNER REVIEW 05.26.23
ISSUANCE DATE



DESIGNHAUS
EST 1998
ARCHITECTURE

Diagram illustrating the dimensions for a parking space for a wheelchair. The symbol is shown on a grid. Dimensions are provided in feet and inches:

- Overall width: 8' 0"
- Overall height: 6' 6"
- Wheelchair symbol width: 3' 0"
- Wheelchair symbol height: 4' 0"
- Wheelchair symbol depth: 2' 0"
- Wheelchair symbol width (at base): 2' 0"
- Wheelchair symbol height (at base): 2' 0"
- Wheelchair symbol depth (at base): 2' 0"
- Wheelchair symbol width (at top): 2' 0"
- Wheelchair symbol height (at top): 2' 0"
- Wheelchair symbol depth (at top): 2' 0"
- Wheelchair symbol width (at bottom): 2' 0"
- Wheelchair symbol height (at bottom): 2' 0"
- Wheelchair symbol depth (at bottom): 2' 0"

NOTE: SYMBOL SHALL BE PAINTED WITH BLUE TRAFFIC PAINT WITHIN OUTLINE SHOWN

1. LANDSCAPE CONTRACTOR SHALL VISIT THE SITE, INSPECT EXISTING SITE CONDITIONS AND REVIEW PROPOSED PLANTING AND RELATED WORK. IN CASE OF DISCREPANCY BETWEEN PLAN AND PLANT LIST, PLAN SHALL GOVERN QUANTITIES. CONTACT LANDSCAPE ARCHITECT WITH ANY CONCERNS.
2. CONTRACTOR SHALL VERIFY LOCATIONS OF ALL ON SITE UTILITIES PRIOR TO BEGINNING CONSTRUCTION ON HIS/HER PHASE OF WORK. ELECTRIC, GAS, TELEPHONE, CABLE TELEVISION MAY BE LOCATED BY CALLING MISS DIG. ANY DAMAGE OR INTERRUPTION OF SERVICES SHALL BE THE RESPONSIBILITY OF CONTRACTOR. CONTRACTOR SHALL COORDINATE ALL RELATED ACTIVITIES WITH OTHER TRADES ON THE JOB AND SHALL REPORT ANY UNACCEPTABLE JOB CONDITIONS TO OWNERS REPRESENTATIVE PRIOR TO COMMENCING.
3. ALL PLANT MATERIAL TO BE PREMIUM GRADE NURSERY STOCK AND SHALL SATISFY AMERICAN ASSOCIATION OF NURSERYMEN STANDARD FOR NURSERY STOCK. ALL LANDSCAPE MATERIAL SHALL BE NORTHERN GROWN, NO. 1 GRADE.
4. CONTRACTOR IS RESPONSIBLE FOR VERIFYING ALL QUANTITIES SHOWN ON LANDSCAPE PLAN PRIOR TO PRICING THE WORK.
5. THE OWNER'S REPRESENTATIVE RESERVES THE RIGHT TO REJECT ANY PLANT MATERIAL NOT MEETING SPECIFICATIONS.
6. ALL SINGLE STEM SHADE TREES TO HAVE STRAIGHT TRUNKS AND SYMMETRICAL CROWNS.
7. ALL SINGLE TRUNK SHADE TREES TO HAVE A CENTRAL LEADER; TREES WITH FORKED OR IRREGULAR TRUNKS WILL NOT BE ACCEPTED.
8. ALL TREES TO HAVE CLAY OR CLAY LOAM BALLS, TREES WITH SAND BALLS WILL BE REJECTED.
9. ALL TREE LOCATIONS SHALL BE STAKED BY LANDSCAPE CONTRACTOR AND ARE SUBJECT TO THE APPROVAL OF THE LANDSCAPE ARCHITECT PRIOR TO INSTALLATION OF THE PLANT MATERIAL.
10. CONCERNING GROUND COVER, ALL PLANTING BEDS SHALL RECEIVE 3" SHREDDED HARDWOOD BARK MULCH, SEE SPECIFICATIONS. ALL OTHER DISTURBED AREAS SHALL BE SODDED.
11. LANDSCAPING SHALL BE MAINTAINED IN A GOOD CONDITION TO PRESENT A HEALTHY, NEAT, AND ORDERLY APPEARANCE FREE FROM REFUSE AND DEBRIS. ALL UNHEALTHY AND DEAD MATERIAL SHALL BE REPLACED WITHIN ONE (1) YEAR OF THE NEXT APPROPRIATE PLANTING PERIOD.
12. OWNER TO ESTABLISH MAINTENANCE PROGRAM TO ENSURE GROUNDS AND LANDSCAPING TO REMAIN HEALTHY AND WELL GROOMED.
13. RECOMMENDED PLANTING DATES ARE MARCH 1ST TO MAY 15TH FOR ALL MATERIALS, AND OCTOBER 15TH TO DECEMBER 15TH FOR DECIDUOUS MATERIALS. PLANTINGS OUTSIDE THESE DATES SHALL HAVE PRIOR APPROVAL OF THE LANDSCAPE ARCHITECT.
14. UNDERGROUND IRRIGATION SYSTEM TO BE DESIGNED AND INSTALLED BY CONTRACTOR.
15. TURF GRASS TO BE COMMON TO MACOMB COUNTY, MI.

1. Identify on site all trees or areas of trees which are being proposed to be preserved with fluorescent orange spray paint (chalk base) or by red flagging tape.
2. Erect barriers of four (4) foot high fencing staked with metal "T-posts" five (5) feet on center or all such trees or groups of trees proposed to remain
3. Protective barriers are to be erected prior to any clearing or grubbing on the site, and barriers are to remain in tact until approved by the City to be removed, or when a Certificate of Occupancy is issued
4. Keep clear all debris or fill, equipment, and material from within the required protective barrier
5. During construction, the owner, developer, or agent shall not cause or permit any activity within the fence line of any protected tree or group of trees including, but not limited to, the storage of equipment, dumpster, boulders, dirt, and excavated material, building or waste material, or any other material harmful to the life of a tree
6. No damaging attachment, wires (other than cable wires for trees), signs or permits may be fastened to any tree protected by this Ordinance

Diagram illustrating the construction details of a gate assembly, showing a cross-section of the gate, its support structure, and the foundation.

Key components and labels:

- 6" MASONRY WALL W/ BRICK EXTERIOR AND SLOPED CAST CAP
- HEAVY DUTY HINGE HARDWARE
- 6" MASONRY WALL W/ BRICK EXTERIOR TO MATCH BUILDING AND SLOPED CAST CAP
- GATE W/ GALV. STEEL FRAME AND 1"x6" TREATED BOARDS
- 12"x42" CONCRETE TRENCH FOOTING W/ (2) CONT. #5 REBAR TOP AND BOTTOM. TOP OF FOOTING TO BE 8" BELOW FINISH GRADE
- 3/4" DIA. STEEL CANE BOLTS BENT 180°. GRIND SMOOTH DRILL HOLES AT OPEN AND CLOSED POSITIONS IN CONCRETE
- 1/4" GUSSET PLATE
- GALVANIZED FENCE FRAME BEYOND
- SLOPE FOR DRAINAGE

FRONT ELEVATION

Colors and/or Options: Please see manufacturer's website at www.aerofinroofing.com.
 Finish: Fade-resistant, powder coated steel finish features a state-of-the-art primer proven to prevent rusting.
 Note: 10-page wall tie fastening details available on request.
 Capacity: 3 Minib, UltraWeight 59 Minib.
 Assembly: Back racks require no fixings except for the surface nailing.
 Structural Warranty: Limited 30-year warranty.
 Finish Warranty: 3-year warranty against rusting, peeling, chipping, cracking, mold, mildew, and defects in materials and/or workmanship. 1-year warranty against fading.

NOTE:

1. INSTALLATION TO BE COMPLETED IN ACCORDANCE WITH MANUFACTURER'S SPECIFICATIONS.
2. DO NOT SCALE DRAWINGS.
3. THIS DRAWING IS INTENDED FOR USE BY ARCHITECTS, ENGINEERS, CONTRACTORS, CONSULTANTS AND DESIGN PROFESSIONALS FOR PLANNING PURPOSES ONLY. THIS DRAWING MAY NOT BE USED FOR CONSTRUCTION.
4. ALL INFORMATION CONTAINED HEREIN WAS CURRENT AT THE TIME OF DEVELOPMENT BUT MUST BE REVIEWED AND APPROVED BY THE PRODUCT MANUFACTURER TO BE CONSIDERED ACCURATE.
5. CONTRACTORS NOTE: FOR PRODUCT AND COMPANY INFORMATION VISIT: www.Aerofin.com/Info AND ENTER REFERENCE NUMBER 511 Site Details.

DECIDUOUS TREES DO NOT CUT LEADER NOTE: STAKE TREES OVER 2" CALIPER. GUY TREES OVER 3" CALIPER. TREE SHALL HAVE SAME RELATIONSHIP TO FINISHED GRADE AS IT HAD AT PLACE OF ORIGIN. (3) 2"x2"x8" HARDWOOD STAKE SET 18" INTO UNDISTURBED SOIL 3"-4" SHREDDED BARK MULCH REMOVE BURLAP FROM TOP 1/3 OF BALL. SLASH BURLAP AND CUT WIRE ON ROOTBALL AT 18" INTERVALS (BOTH HORIZONTAL AND VERTICAL) UNDISTURBED SOIL PLASTIC BANDS TREE WRAP	EVERGREEN TREES NOTE: REMOVE ALL TAGS, STRINGS, PLASTICS, AND ANY OTHER MATERIALS WHICH ARE UNSIGHTLY OR COULD CAUSE GIRDING. RUBBER HOSE (BLACK) PLASTIC BANDS COVER PLANTING WITH 4" SHREDDED HARDWOOD BARK MULCH TO 6" BEYOND OUTERMOST BRANCHES. LEAVE 3" BARE SOIL AROUND TREE (3) 2"x2"x8" HARDWOOD STAKES OR EQUIVALENT DRIVEN 6"-8" OUTSIDE OF ROOTBALL. REMOVE AFTER ONE YEAR. TOPSOIL SET PLANT MATERIAL 6" HIGHER THAN ORIGINAL DEPTH. CUT ALL BINDING AND REMOVE BURLAP FROM TOP 1/3 OF ROOTBALL. AMEND SOIL PER SITE CONDITION AND REQUIREMENTS OF THE TREE FINISH GRADE
PERENNIALS PERENNIALS - SIZE AND SPACING AS SHOWN ON PLAN 3" SHREDDED BARK MULCH PLANTING MIXTURE: 50% TOPSOIL, 50% SPAGNUM PEAT MIXTURE UNDISTURBED SOIL	SHRUBS NOTE: PLANT SHRUB AT SAME RELATIONSHIP TO FINISHED GRADE AS IT HAD TO GRADE AT PLACE OF ORIGIN 4" SHREDDED BARK MULCH CUT AND REMOVE BURLAP FROM TOP 1/3 OF BALL. SLASH REMAINING BURLAP LIGHT OF BARE ROOT SPREAD UNDISTURBED SOIL VARIABLES

PICNIC TABLE SQUARE
MOVEABLE W/ FOUR
SEATS

LANDSCAPE STRUCTURE:
Square Picnic Table
Model #LS4345

[illegible]



D-Series Size 1 LED Wall Luminaire

Color	White
Temp	4000K

Specifications

Width	13.3"	Weight	12.5 lb
Depth	3.2"	Back Box (BBW, ELCW)	13.3" x 13.3" x 3.2"
Height	6.5"	Back Box (BBW, ELCW)	13.3" x 13.3" x 3.2"



Introduction
The D-Series Wall Luminaire is a stylish, fully integrated LED solution for building mount applications. It features a sleek, modern design and is fully engineered to provide long-lasting, energy efficient lighting with a variety of optical and control options for customized performance.

With an expected service life of over 20 years of nighttime use and up to 74% in energy savings over comparable 250W metal halide luminaires, the D-Series Wall is a reliable, low-maintenance lighting solution that produces sites that are exceptionally illuminated.

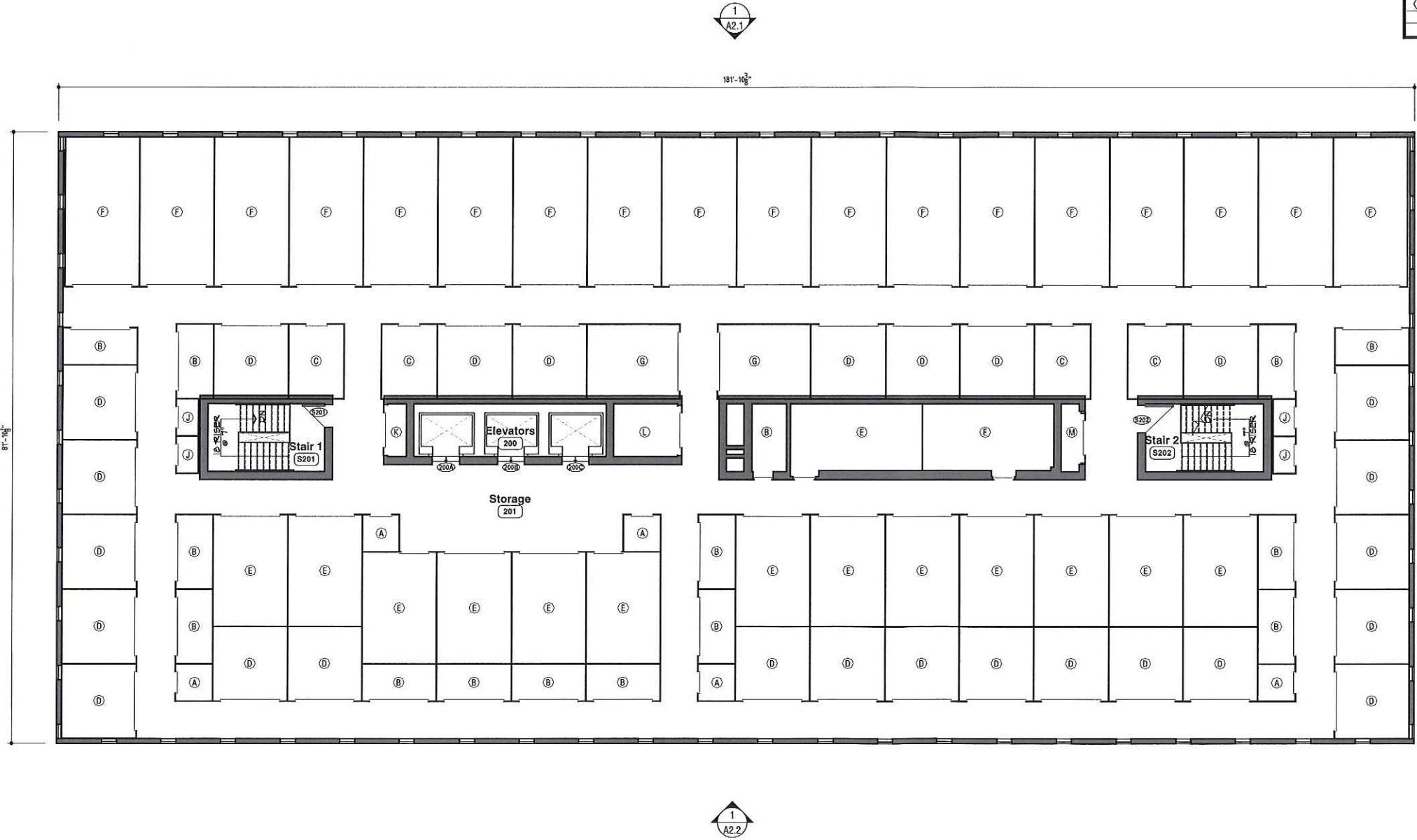
Ordering Information

Order	Qty	Part Number	Part Description	Part Number	Part Description	Part Number	Part Description	Part Number	Part Description		
DSXW1	47	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1 LED 10C 1000 40K T3S MVOLT	DSXW1	9	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1 LED 10C 1000 40K T3S MVOLT	DSXW1	1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1 LED 10C 1000 40K T3S MVOLT

DSX Options	Part #	DSX Options	Part #	DSX Options	Part #
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
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DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
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DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
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DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
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DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
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DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT	DSXW1	DSXW1-10C-1000-40K-T3S-MVOLT
DSXW1					

Notes:
1. DSXW1 is available in 10C, 15C, 20C, 25C, 30C, 35C, 40C, 45C, 50C, 55C, 60C, 65C, 70C, 75C, 80C, 85C, 90C, 95C, 100C, 105C, 110C, 115C, 120C, 125C, 130C, 135C, 140C, 145C, 150C, 155C, 160C, 165C, 170C, 175C, 180C, 185C, 190C, 195C, 200C, 205C, 210C, 215C, 220C, 225C, 230C, 235C, 240C, 245C, 250C, 255C, 260C, 265C, 270C, 275C, 280C, 285C, 290C, 295C, 300C, 305C, 310C, 315C, 320C, 325C, 330C, 335C, 340C, 345C, 350C, 355C, 360C, 365C, 370C, 375C, 380C, 385C, 390C, 395C, 400C, 405C, 410C, 415C, 420C, 425C, 430C, 435C, 440C, 445C, 450C, 455C, 460C, 465C, 470C, 475C, 480C, 485C, 490C, 495C, 500C, 505C, 510C, 515C, 520C, 525C, 530C, 535C, 540C, 545C, 550C, 555C, 560C, 565C, 570C, 575C, 580C, 585C, 590C, 595C, 600C, 605C, 610C, 615C, 620C, 625C, 630C, 635C, 640C, 645C, 650C, 655C, 660C, 665C, 670C, 675C, 680C, 685C, 690C, 695C, 700C, 705C, 710C, 715C, 720C, 725C, 730C, 735C, 740C, 745C, 750C, 755C, 760C, 765C, 770C, 775C, 780C, 785C, 790C, 795C, 800C, 805C, 810C, 815C, 820C, 825C, 830C, 835C, 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[illegible]



Unit Matrix								
Mark	Size	Building A			Building B		Unit Totals	Unit Area
		1st Floor	Floor 2-4	Floor 5-8				
A	5 x 5	1	15	32	-	-	48	1,200 sf
B	5 x 10	2	45	116	-	-	163	8,150 sf
C	7.5 x 10	6	12	16	-	-	34	2,550 sf
D	10 x 10	2	78	180	-	-	260	26,000 sf
E	10 x 15	3	45	60	46	-	154	23,100 sf
F	10 x 20	-	54	-	-	29	83	16,600 sf
G	10 x 12.5	-	6	8	-	-	14	1,750 sf
H	10 x 30	2	-	-	-	-	2	600 sf
I	3 x 5	-	12	16	-	-	28	420 sf
K	3 x 7	-	3	4	-	-	7	147 sf
L	7 x 9	-	3	4	-	-	7	441 sf
M	3 x 9	-	3	4	-	-	7	189 sf
N	10 x 36.8	6	-	-	-	-	6	2,205 sf
Total		22	276	440	46	29	613	83,352 sf

DESIGNHAUS

EST 1998

ARCHITECTURE

3300 AUBURN RD., SUITE 300
AUBURN HILLS, MI 48326
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WWW.DESIGNHAUS.COM
INFO@DESIGNHAUS.COM

SPA05.31.23

OWNER REVIEW05.28.23

ISSUANCEDATE

FETERAL
STUBERFER
AND
NOTARY
PUBLIC
LIVONIA, MI 48152

Myspace Livonia

29200 Vassar St
Livonia, MI 48152

Building A Second to Forth Floor Plan

22176

A1.2



Myspace Livonia 29200 Vassar St Livonia, MI 48152 Building A Fifth to Eighth Floor Plan	<											
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2 East Elevation
SCALE: 3/32" = 1'



1 North Elevation
SCALE: 3/32" = 1'

ELEVATION NOTES	
1	EXISTING TO BE PAINTED
2	INSULATED METAL PANEL
3	ALUMINUM PANEL (WOOD LOOK)
4	CHU
5	BRICK
6	SMOOTH METAL COPING
7	OIL DOOR
8	ALUMINUM FRAMED GLAZING
9	EXISTING MECHANICAL
10	STONE
11	CORRUGATED METAL PANEL

A2.1										22176									
Myspace Livonia 29200 Vassar St. Livonia, MI 48152 Building Elevations																			
																			
		ISSUANCE		DATE															
		OWNER REVIEW		05.26.23															
		SPA		05.31.23															
DESIGNHAUS ARCHITECTURE ESTD 1998 3300 AUBURN RD., SUITE 300 AUBURN HILLS, MI 48326 T:248.601.4422 F:248.453.5854 WWW.DESIGNHAUS.COM INFO@DESIGNHAUS.COM																			



ELEVATION NOTES	
1	EXISTING TO BE PAINTED
2	INSULATED METAL PANEL
3	ALUMINUM PANEL (WOOD LOOK)
4	CMU
5	BRICK
6	SMOOTH METAL COPING
7	O.H. DOOR
8	ALUMINUM FRAMED GLAZING
9	EXISTING MECHANICAL
10	STONE
11	CORRUGATED METAL PANEL

DESIGNHAUS
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1998
ARCHITECTURE

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SPA	05.31.23
OWNER REVIEW	05.26.23
ISSUANCE	DATE

Myspace Livonia
29200 Vassar St
Livonia, MI 48152

Building Elevations

22176
A2.2



MySpace Livonia



Exterior Rendering



Owner Information

MySpace
979 S. Old US WHY 23
Brighton, MI 48114

Architectural Team

Designhaus Architecture LLC
3300 Auburn Rd Ste. 300
Auburn Hills, MI 48326
248.601.4422

Chief Architect: Peter Stuhldreier AIA

Existing Building Information

- Address: 29200 Vassar St. Livonia, MI 48152
- 120,000 SF
- 8-Story Class C-Office/ Elevators
- ±15,000 SF Open Floor Plates
- 422 Surface Parking
- Parking Lot Paved 2013
- Permitted Uses: Office, Retail, Wholesale, Hotel, Senior Living, Nursing Home, Health Care, Religious, Cultural, Educational, Child Care, Academy, Parking, Restaurant
- 1972 / 2013
- Recast Concrete Building Built for the U.S. Government that may be Structurally Sound. Nearly the Whole Building has been Guttled to the Steel and Concrete – Ready for re-purposing



Site Location



Legend

Alley

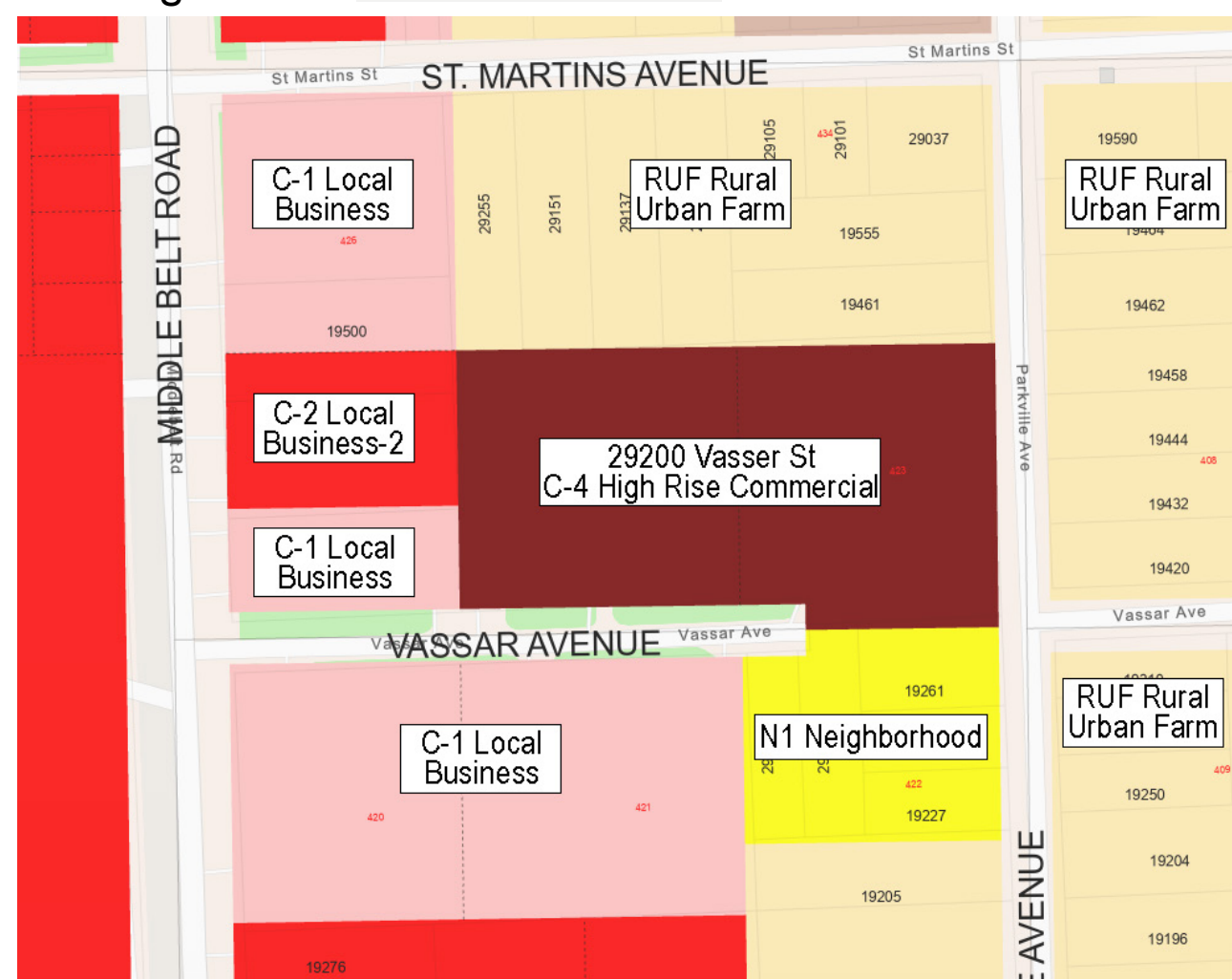
Lot Combinations

...

Zoning

- RUF Rural Urban Farm
- N1 Neighborhood
- N2 Neighborhood
- NM1 Neighborhood Multifamily
- NM2 Neighborhood Multifamily
- NM3 Neighborhood Multifamily
- P Parking
- C-1 Local Business
- C-2 General Business-2
- C-3 Highway Services
- C-4 High Rise Commercial
- ML Manufacturing Limited
- M-1 Light Manufacturing
- M-2 General Manufacturing
- PL Public Lands
- NP Nature Preserves

Existing Use



Legend

Alley

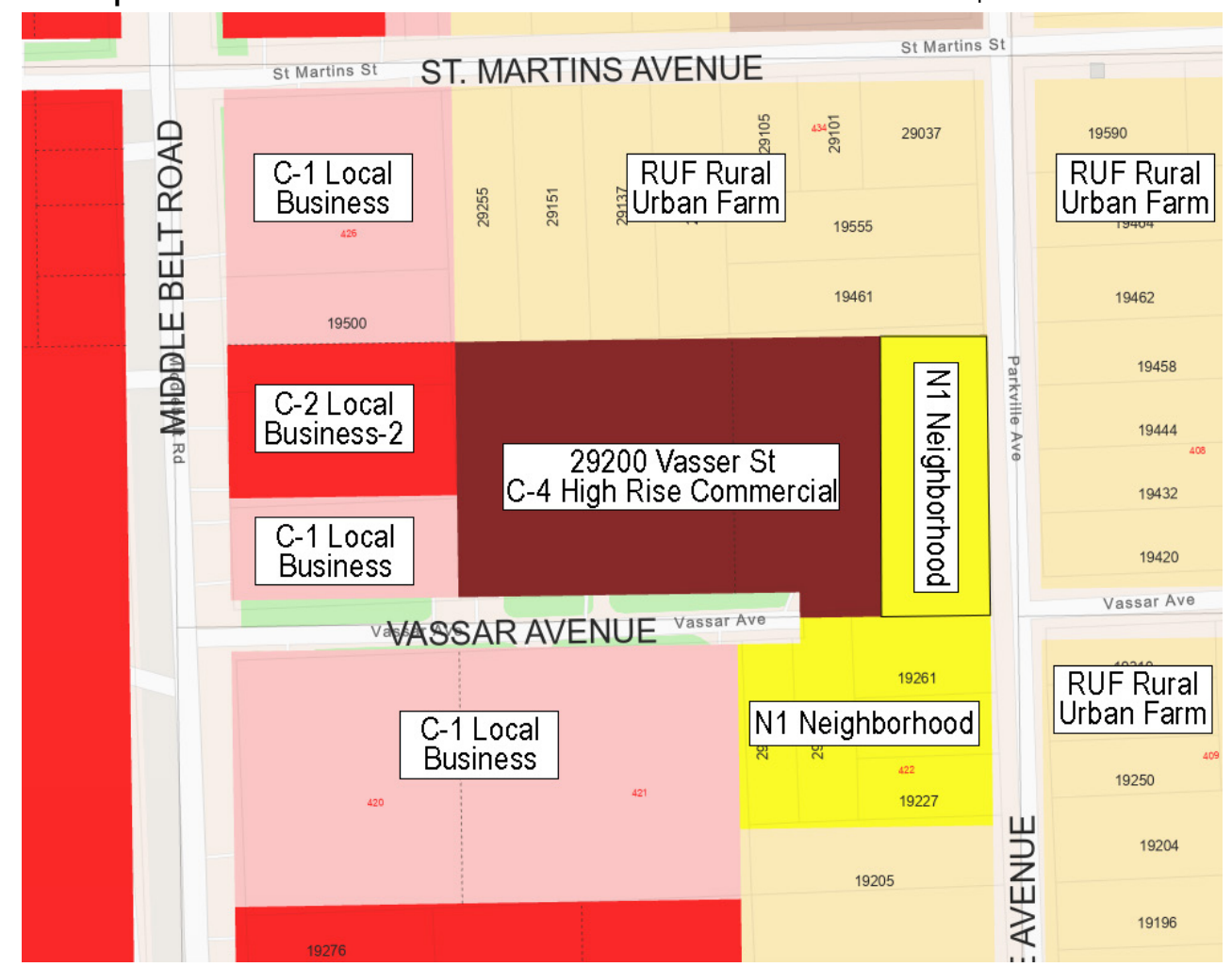
Lot Combinations

...

Zoning

- RUF Rural Urban Farm
- N1 Neighborhood
- N2 Neighborhood
- NM1 Neighborhood Multifamily
- NM2 Neighborhood Multifamily
- NM3 Neighborhood Multifamily
- P Parking
- C-1 Local Business
- C-2 General Business-2
- C-3 Highway Services
- C-4 High Rise Commercial
- ML Manufacturing Limited
- M-1 Light Manufacturing
- M-2 General Manufacturing
- PL Public Lands
- NP Nature Preserves

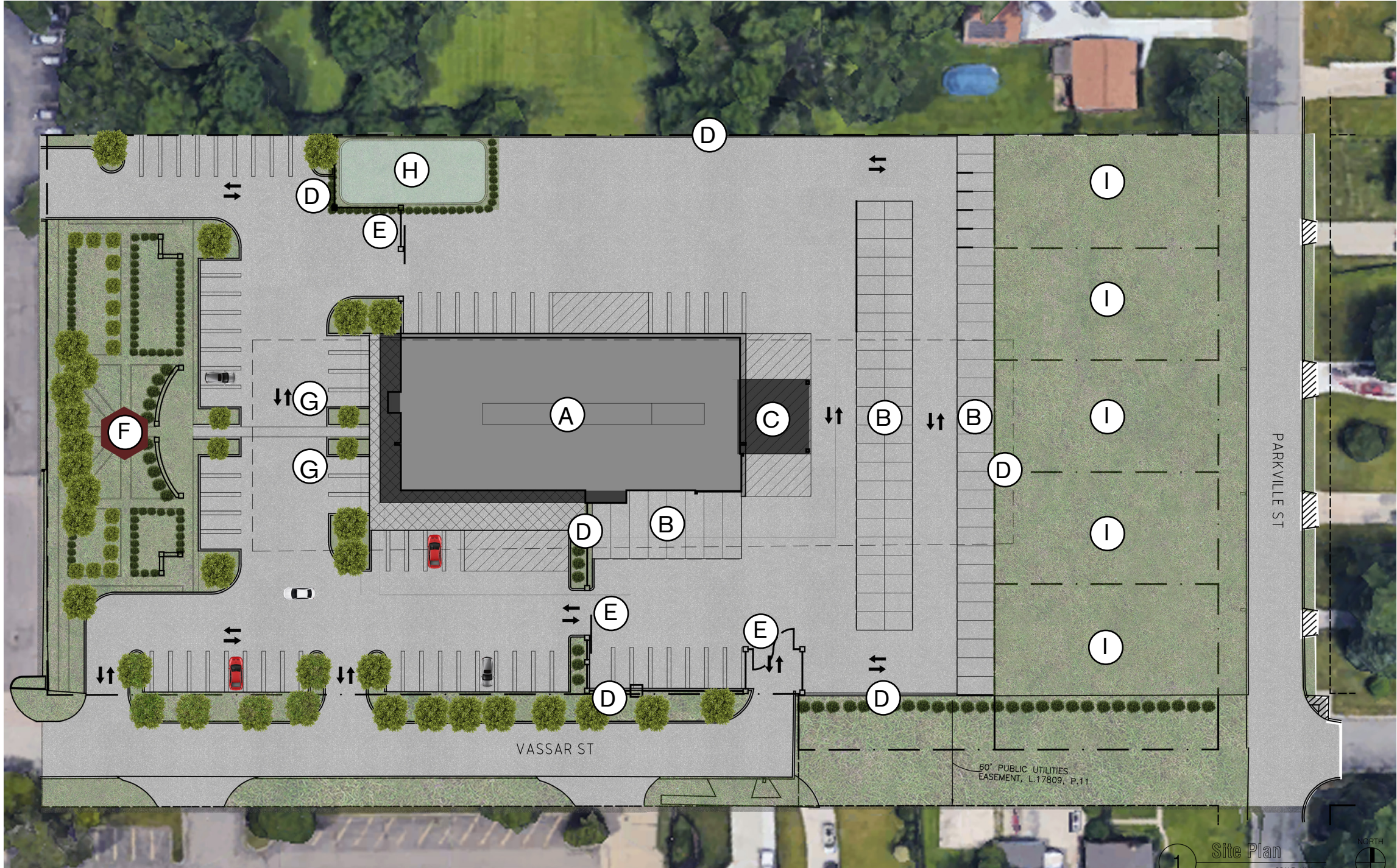
Proposed Use



Proposed N1 Lot Info

Minimum lot size:
50 feet width
120 feet depth





CODE ANALYSIS

ZONING ANALYSIS

Current: Proposed:
Zoning District: C-4

Front Yard Set-back: 40ft
Side Yard Set-back: 40ft
Rear Yard Set-back: 40ft

Maximum Building Height: N/A
Density Requirements: N/A
Maximum Lot Coverage: N/A
FAR Requirements: N/A
Open Space Requirements: N/A

Parking Requirements: Warehouse

Required: 1 per employee
Provided: 3
Total Parking: 55
Handicapped Parking: 2

Exterior Loaded Storage Buildings

Total unit SF B: 21,200 ft²

January 24, 2023 concept plan proposed 65,362 SF of exterior storage buildings

N1 Neighborhood Lot

Minimum lot size:
50 feet width
120 feet depth

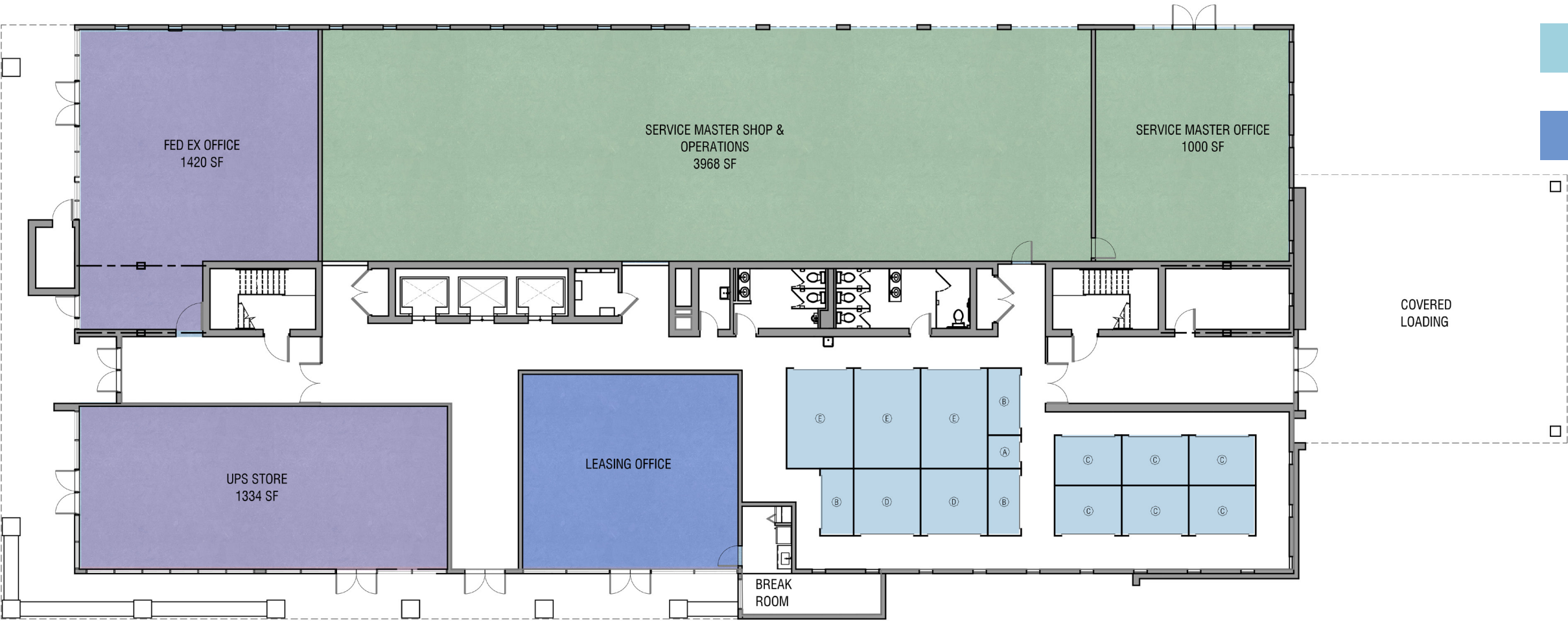
Legend

- (A) Existing 8 Story Building
- (B) Exterior Loaded Storage Buildings
- (C) Loading Area
- (D) Screen Wall
- (E) Automatic Gate
- (F) Park Gazebo
- (G) Handicap Parking
- (H) Detention Pond
- (I) N1 Neighborhood Lot Size 60'x120'

First Floor

Area: 15,110 ft²

- Service Master Shop & Office
4,968 ft²
- Commercial Tenant Space
2,754 ft²
- Storage
1,275 ft²
- Leasing Office



Building Info

First Floor	15,110 ft²
Retail rentable	7,722 ft² net
Storage	1,275 ft² net
Second Floor	14,883 ft²
Storage	10,287.66 ft² net
Third Floor	14,883 ft²
Storage	10,287.66 ft² net
Fourth Floor	14,883 ft²
Storage	10,287.66 ft² net
Fifth Floor	14,883 ft²
Storage	9,121 ft² net
Sixth Floor	14,883 ft²
Storage	9,121 ft² net
Seventh Floor	14,883 ft²
Storage	9,121 ft² net
Eighth Floor	14,883 ft²
Storage	9,121 ft² net
Exterior Storage	21,200 ft² net
Total	
Building Area	119,291 ft²
Storage Net Rentable	89,822 ft²

Storage
10,287.66 ft²

Building Info

First Floor	15,110 ft²
Retail rentable	7,722 ft ² net
Storage	1,275 ft ² net
Second Floor	14,883 ft²
Storage	10,287.66 ft ² net

Third Floor	14,883 ft ²
Storage	10,287.66 ft ² net

Fourth Floor	14,883 ft ²
Storage	10,287.66 ft ² net

Fifth Floor	14,883 ft ²
Storage	9,121 ft ² net

Sixth Floor	14,883 ft ²
Storage	9,121 ft ² net

Seventh Floor	14,883 ft ²
Storage	9,121 ft ² net

Eighth Floor	14,883 ft ²
Storage	9,121 ft ² net

Exterior Storage 21,200 ft² net

Total	
Building Area	119,291 ft ²
Storage Net Rentable	89,822 ft ²



Floors 5-8

Area: 14,883 ft²

Storage
9,121 ft²

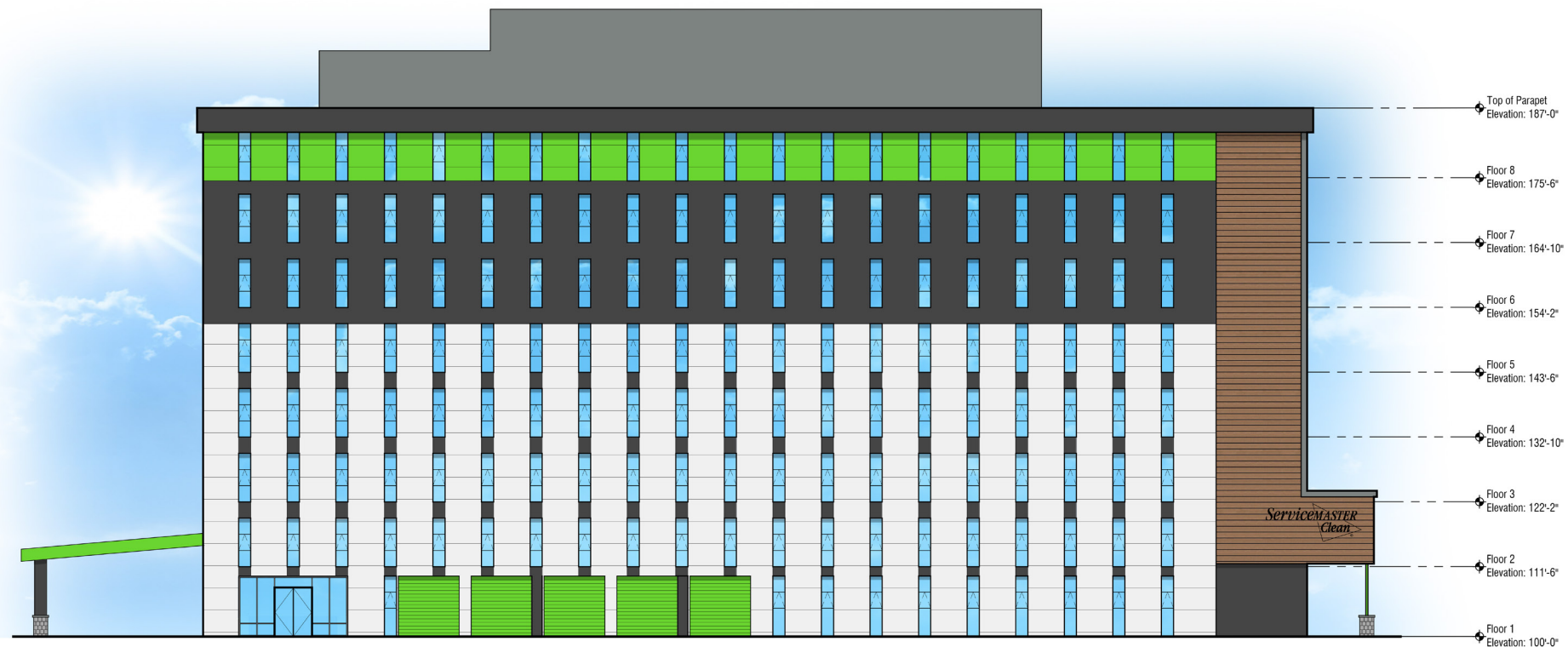
Building Info

First Floor	15,110 ft²
Retail rentable	7,722 ft² net
Storage	1,275 ft² net
Second Floor	14,883 ft²
Storage	10,287.66 ft² net
Third Floor	14,883 ft²
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Eighth Floor	14,883 ft²
Storage	9,121 ft² net
Exterior Storage	21,200 ft² net
Total	
Building Area	119,291 ft²
Storage Net Rentable	89,822 ft²





2 East Elevation
SCALE: 3/32" = 1'



1 North Elevation
SCALE: 3/32" = 1'





4 West Elevation



3 South Elevation







Exterior Rendering





Exterior Rendering





Exterior Rendering





Exterior Rendering





Exterior Rendering





DESIGNHAUS

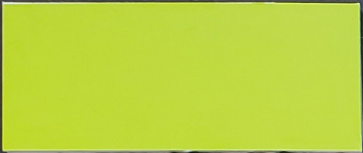
ARCHITECTURE

EST

1998

301 WALNUT BOULEVARD
ROCHESTER, MI 48307
TELEPHONE 248-601-4422
WWW.DESIGNHAUS.COM
INFO@DESIGNHAUS.COM

Myspace Livonia
29200 Vassar St. Livonia, MI.



MTL-1



MTL-2



MTL-3

Material Schedule		
Code	MFG/Contact	Specifications
SIDING-1	Manufacturer: Ditzel	Type: Aluminum Panel Color: Hickory Natural 122-01 Size: 4'x8'x0.75" Location: Refer to Elevations
MTL-1	Manufacturer: CMI Corrugated Panels	Type: Insulated Metal Panel Series: FL 24 Liner Sheet Finishing: Janus International Color: EXR Wasabi
MTL-2	Manufacturer: CMI Corrugated Panels	Type: Insulated Metal Panel Series: FL 24 Liner Sheet Finishing: Sherwin Williams Color: Nebulous White 7063
MTL-3	Manufacturer: CMI Corrugated Panels	Type: Insulated Metal Panel Series: FL 24 Liner Sheet Finishing: Sherwin Williams Color: Cityscape 7067



SIDING-1



DEPARTMENT OF PUBLIC WORKS
ENGINEERING DIVISION

TODD J. ZILINCIK, P.E.
CITY ENGINEER

DAVID W. LEAR, P.E.
ASST. CITY ENGINEER



MAUREEN MILLER BROSNAN
MAYOR

DONALD R ROHRAFF
DIRECTOR OF PUBLIC WORKS

12973 FARMINGTON ROAD
LIVONIA, MICHIGAN 48150
(734) 466-2571
FAX: (734) 466-2195

June 12, 2023

Mr. Scott Miller
Planner IV
City of Livonia

Re: Petition 2023-06-02-06 – #29200 Vassar Avenue

Dear Mr. Miller:

In accordance with your request, the Engineering Division has reviewed the above referenced petition. We have no objections to the proposed waiver use at this time. The subject parcel is assigned the address of **#29200 Vassar Avenue**. The legal description included with the submitted drawings appears to be correct, and should be used in conjunction with the proposed project.

The existing parcel is currently serviced by public sanitary sewer, water main and storm sewer. The submitted drawings do not indicate alterations to the existing services, so we cannot comment on any impacts to the existing systems at this time. It should be noted that the proposed development will be required in order to meet the Wayne County Stormwater Ordinance. Per the submitted drawings, no stormwater detention is indicated, but we will need to do a thorough review of the plans once they are submitted for permitting.

Also, the drawing show five (5) new residential lots in addition to the commercial buildings. Per the Land Division Act, this would exceed the number of available splits for the parcel. The maximum number of available splits would result in three (3) new residential lots. The developer should contact the Assessing Office to discuss options and limitations for the proposed splits

Should you have any additional questions on this matter, please feel free to contact myself at (734) 466-2608 or the City Engineer, Mr. Todd Zilincik at (734) 466-2561. If you would prefer, you can e-mail either of us at dlear@livonia.gov or tzilincik@livonia.gov.

Sincerely,

A handwritten signature in black ink, appearing to read "David W. Lear".

David W. Lear, P.E.
Assistant City Engineer
cc: 2023 Petition File

DEPARTMENT OF PUBLIC SAFETY
LIVONIA FIRE & RESCUE

ROBERT JENNISON
FIRE CHIEF



MAUREEN MILLER BROSNAN
MAYOR

14910 FARMINGTON ROAD
LIVONIA, MICHIGAN 48154-5419
734-466-2444
734-466-2082 fax

DATE: June 22, 2023

TO: Scott O. Miller, Planner IV

FROM: Livonia Fire Prevention Division

SUBJECT: Petition 2023-06-02-06 29200 Vassar Ave. Self-Storage Units

This office has reviewed the site plan submitted in connection with a request to modify a commercial building on property located at the above referenced address.

We have no objections to this proposal with the following stipulations:

1. Subject building(s) are to be provided with an automatic sprinkler system, and on-site hydrants shall be located between 50 feet and 100 feet from the Fire Department connection.
2. A fire access road shall be provided with not less than 20 feet of unobstructed width and have a minimum of 13 feet 6 inches of vertical clearance in accordance to 18.2.3.4.1.1 and 18.2.3.4.1.2 of NFPA 1, 2015.
3. Chapters 8 & 9 shall be followed as they relate to Fire Protection features and Alarm Systems NFPA 101, 2015 edition.

A further detailed plan review will take place when this division receives an official plan set.

Sincerely,

Brian Kukla

Brian Kukla
Fire Marshal

DEPARTMENT OF PUBLIC SAFETY
DIVISION OF POLICE

THOMAS GORALSKI
CHIEF OF POLICE



MAUREEN MILLER BROSAN
MAYOR

15050 Farmington Road
Livonia, Michigan 48154-5499
(734) 466-2470
FAX: (734) 261-2265

June 13th 2023

Mr. Scott Miller
City of Livonia Planning Dept
33000 Civic Center Drive
Livonia, MI 48154

Re: **Petitions 2023-06-02-06 - 29200 Vassar Avenue**

Mr. Miller,

I have reviewed the plans in connection with the petition. I have no objections to the proposals.

Please feel free to contact me, should you have any questions.

Sincerely,

FOR THE CHIEF OF POLICE,

Paul Walters, Sergeant
Traffic Bureau
(734) 466-2107

INSPECTION DEPARTMENT

BUILDING
HEATING
PLUMBING
ELECTRICAL
ZONING
ENVIRONMENTAL PROTECTION
ORDINANCE ENFORCEMENT



MAUREEN MILLER BROSNAN
MAYOR

JEROME A. HANNA
DIRECTOR

33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2580
FAX: (734) 466-2095

Date: June 27, 2023

To: Scott O. Miller

From: Jerome Hanna

RE: Petition 2023-06-02-06 – 29000 Vassar Avenue

Pursuant to your request, the above-referenced Petition has been reviewed.

1. The petitioner's proposal is a change in use. This would require the proposed space to conform to all current barrier-free building and mechanical codes and standards. This will be addressed further during plan review if this project moves forward.
2. A minimum of one barrier-free van-accessible parking space is required. This space is to be 8' wide with an 8' wide hashed access aisle next to it. This space shall also have signage per code.

This Department has no further objections to this Petition.

I trust this provides the requested information.

Jerome Hanna

Jerome Hanna
Director of Inspection

DEPARTMENT OF FINANCE

Michael T. Slater
DIRECTOR OF FINANCE

Connie Kumpula
CHIEF ACCOUNTANT



MAUREEN MILLER BROSNAN
MAYOR

33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2260
FAX: (734) 421-1807

June 26, 2023

Mr. Scott O. Miller
Planning Commission
33000 Civic Center Drive
Livonia, MI 48154

Petition 2023-06-02-06 - 29200 Vassar Avenue

Dear Mr. Miller,

I have reviewed the address connected with the above noted petition. As there are no outstanding amounts receivable (general or water and sewer), I have no objections to the proposal.

Please contact me if you have any further questions.

Very truly yours,

Connie Kumpula
Chief Accountant

CK: jw

OFFICE OF THE TREASURER

LYNDA L. SCHEEL
CITY TREASURER



33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3060
(734) 466-2245
FAX: (734) 421-7230

June 19, 2023

Mr. Scott Miller – Planner IV
Planning Commission
City of Livonia

Re: Petition 2023-06-02-06

29200 Vassar Avenue
ServiceMaster

Dear Mr. Miller,

In accordance with your request, the Treasurer's Office has reviewed the name and addresses connected with the above noted petition. At this time there are no taxes due, therefore I have no objections to the proposal.

Sincerely,

A handwritten signature in blue ink that reads "Lynda L. Scheel". The signature is written in a cursive style and is positioned above a horizontal line.

Lynda L. Scheel
Treasurer, City of Livonia

OFFICE OF THE MAYOR

Maureen Miller Brosnan
MAYOR

Linda Gosselin
ASSESSOR



33000 CIVIC CENTER DRIVE
LIVONIA, MICHIGAN 48154-3097
(734) 466-2220
assessorforms@livonia.gov

June 12, 2023

To: Planning Department

Re: **Petition 2023-06-02-06** **29200 Vassar Ave.**

A request has been made by Gerald Todd Clark on behalf of ServiceMaster requesting a special waiver use approval for property at 29200 Vassar Avenue, parcel number: 003-01-0423-000. The plan involves conversion of an existing 8-story office building with a portion of the property split to include five (5) single-family residential lots. The parcel in total is 4.47 acres and would only be allowed four (4) total splits which would mean three (3) lots for the residential parcels. Please direct any questions to the Assessor's Office or Livonia.gov for the lot split and combination process.

Kindest Regards,

Kathie Siterlet
Residential Appraiser

**EXECUTIVE SUMMARY OF
SELF STORAGE 101 SITE AND MARKET FEASIBILITY STUDY
FOR 29200 VASSAR STREET, LIVONIA, MICHIGAN**

Self Storage 101, a nationally recognized and independent professional firm with expertise and significant experience in self-storage properties nationwide as well as southeastern Michigan, has been engaged to prepare a site and market feasibility study for 29200 Vassar Street in Livonia, Michigan based upon the project proposed by ServiceMaster / My Space Self Storage (the "Project").

1. Market Analysis (Page 5)

Self Storage 101 conducted a comprehensive study of the Project market area to determine underlying fundamentals that impact the occupancy rates and rental rates including the following:

- Study focuses on a trade area radius of three miles with a minimum population of 50,000;
- Survey of competing facilities within the trade area, including number of units and occupancy rate;
- Demand for self-storage based upon demographic variables, including population, percentage of renters, average household size and average household income; and
- Generally speaking, oversupplied markets have occupancy rates of less than 80% and undersupplied markets have rates greater than 90%.

2. Report Conclusion (Page 10)

Based upon the hard data collected by Self Storage 101, they have concluded that "the project is financially viable for self-storage space contemplated by the developer and in particular climate-controlled space. Various factors clearly indicate there is sufficient unmet demand for new self-storage space, particularly climate-controlled space contemplated by the subject development, despite the existing supply of self-storage space in the market."

3. Supporting Data (Page 10)

The conclusion of Self Storage 101 is based on the following:

- Square foot demand calculations and occupancy levels indicate the subject market up to the 3-mile demographic profile is underdeveloped

for storage space and there is sufficient unmet self-storage demand for the contemplated development.

- The subject site's financial viability is positively impacted by moderately high rental rates for climate controlled self-storage space in place at market competitors.

4. **Market and Site Grade Ratings** (Page 11)

Self Storage 101 has a grade rating system for each market and site it reviews. Self Storage 101 has rated both the market and development site as "B+":

"We consider this a "B+" market due to the mostly moderately high to high occupancy levels, the calculation of potential unmet demand for additional self-storage space in the market, the moderate to moderately high rental rates for self-storage space, the moderate to moderately high per capital and household income levels, the moderate population density and modest projected population growth."

With respect to the site rating of B+, Self Storage 101 has indicated visibility and access is "Excellent" and traffic counts, surrounding neighborhood and location are "Good."

5. **Competitor Analysis** (Pages 35-54)

This section of the study includes a comprehensive analysis of and information regarding the competitors within the market area.

6. **Self Storage 101 Recommendation** (Page 12)

Self Storage 101's final recommendation is as follows:

"We highly and confidently recommend the developer of the subject site pursue the completion of this project as envisioned. We have no doubt that it will perform based on the thousands of other feasibility studies we have conducted over the years."

Prepared by:
Plunkett Cooney
June 30, 2023

Open.26462.14972.31322320-1

PRE-DEVELOPMENT SELF-STORAGE SITE & MARKET FEASIBILITY STUDY



Site Location:
29200 Vassar Street
Livonia, MI 48152

Client: Gary Gerrits

Market and Feasibility Analysis performed by: Self Storage 101



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FOREWARD

The client has engaged Self Storage 101 to conduct a Pre-Development Self Storage Site and Market Feasibility Study for a specific development site or conversion. The purpose of this report is to provide an in-depth review of the subject site and micro market as each relates to the potential opportunity for successful self-storage management and development at a specific site. This study researches the competitive self-storage market as related to demographic and competitive data, the subject site's location, visibility and other attributes and its place within the existing self-storage market. The report contains a complete profile of the existing self-storage competitors and provides documentation as to their relevance within the subject market and the competitive impact on the potential development of the subject property.

When reviewing the viability and 'marketability' of a potential self-storage location, Self Storage 101 reviews four distinct areas that are critical in determining the subject site's market position and potential for acceptable financial returns:

- 1) **The Site and its Location.** As self-storage has become ever more a retail-type business, facility location has become more critical than in past times when self-storage facilities were in industrial parks or behind the local airport. When looking at the specific location, we are evaluating the site for its visibility, accessibility and relation to the other self-storage competitors. While contemplating a potential site's suitability it is important to review signage and other marketing opportunities necessary to enhance the subject location's 'statement' within the market. It is also important to note the following as they relate to market position:
 - a. **Amenities.** Self-storage customers are becoming more discerning about their self-storage choices and those facilities lacking in 'market amenities' are finding themselves at a disadvantage.
 - b. **Curb Appeal.** Self-storage customers sometimes make their decisions regarding a specific site based on the initial look of the facility. A dirty, debris-laden parking lot and trashy landscaping is likely indicative of a poorly managed facility and uncaring managers.
 - c. **Specials and Discounts.** The more competitive a market, the more likely it is that a facility will be forced to integrate some type of move-in discounting in its marketing scheme.
 - d. **Statistics.** Most self-storage customers 'shopping' for storage end up renting storage. A critical question to ask when reviewing a self-storage facility is 'would a potential customer rent here?' and if not, why not.

- 2) The Market.** Self-storage demand in any market is determined by the needs of potential customers and thus, simply adding more self-storage inventory does nothing to increasing that potential demand. A crucial piece of the 'marketability' and viability puzzle is attempting to determine if there is sufficient demand for additional self-storage supply. New self-storage customers can come from only a small number of demand pools: population growth, commercial growth or pent up demand not being met by the existing competitors. An underlying question we must ask in evaluating a potential self-storage location is 'why would potential self-storage customers rent here?' What about the market or location indicates that the subject site should and likely will garner an acceptable and profitable share of the move-in activity?

Market Analysis

A comprehensive study of the market area is necessary to determine the underlying fundamentals that impact the occupancy rates and rental rates.

The first step is to define the trade area as a radius. Generally, a suburban property will have a trade area radius of three miles; a more rural property may have a trade area radius of five or 10 miles. Very dense areas, such as Manhattan, may only require a trade area of one mile. The general rule of thumb is to have a minimum population of 50,000, however, there are many market areas that have a much lower population and are still viable.

Next, a survey of all the facilities within the trade area must be taken. The most important information to be gathered includes the number of units, the net rentable area, and the occupancy rate. While this information can be difficult to obtain, due to its proprietary nature, estimates should be obtained from sources such as assessor's offices, phone surveys, and other public sources. This will allow the supply per foot to be calculated.

Demand for self-storage is difficult to quantify; however, the following four demographic variables have been shown to induce demand for self-storage: population, percentage of renters, average household size, and average household income. Additionally, there may be further demand factors that are difficult to quantify such as a nearby university or highway. An estimate can also be compared to the average supply on the state and national level.

On a per-person basis, if the supply is less than the demand, the market is deemed to be under-supplied. If the supply is greater than the demand, the market is deemed to be over-supplied. As a test of reasonableness, a comparison of the conclusion to the average occupancy in the trade area can be made. Generally speaking, over-supplied markets have occupancy rates less than 80 percent and under-supplied markets have rates greater than 90 percent. A market with an average occupancy rate between 80 and 90 percent is deemed to be near equilibrium.

Understanding the supply and demand of the trade area is a key component to analyzing and forecasting rental rates.

- 3) The Competitors.** Determining the rates, occupancy levels and amenities offered by the market competitors is an important factor in determining the quality of the local self-storage market and the propensity for a reasonable occupancy level and revenue growth for a new self-storage development. Our in-person evaluations of the market competitors are designed to compile both anecdotal and quantitative evidence of the 'marketability' of a self-storage facility. The days of 'build it and they will come' are long over within the self-storage industry. Therefore, more than ever before it does matter what the competitors are offering to entice potential customers. There simply may not be enough potential customers looking for storage in a market and any new development will have to be positioned within the market to garner an acceptable percentage of the existing self-storage demand.

4) The Manager. There are very few business models that are as ‘manager-centric’ as self-storage. Oftentimes, customers do not remember the name of the facility but they almost always know the name of the manager. **We believe that an A+ facility with a C- manager is a C- operation.** It is critical that a self-storage company hire, train and develop on-site managers at the highest level. The view of managers as ‘baby sitters’ reflects a view of the business model that is no longer viable. A self-storage manager must have excellent sales abilities, know how to use effective collections techniques and know how to utilize effective time management skills. In an ever increasingly competitive business cycle, self-storage facilities must have a better trained and more professional manager than their competitors. Our evidence shows that in most any self-storage market, the facilities with the most professional managers almost always have the highest occupancy levels and the highest market rates.

It is important to note that ‘manager’ can also indicate the ‘management’ of the site as a growing number of self storage facilities are being developed as automated, unattended facilities. Our commentary related to the necessity of a higher quality manager also relate to those aspects of managing an unattended facility:

- A high quality call center is vitally important to an unattended self storage facility as most rental functions are now handled by the call center:
 - Self storage rentals
 - Payments
 - Customer service issues
 - Overlock process
 - Collections calls
 - Lien and auction process
- Just as important is a high quality, professional website:
 - Online rentals and payments
 - Dynamic pricing
 - Effective SEO efforts

This report was prepared exclusively for our client. While every attempt is made to provide the highest level of accuracy and reliability, it must be recognized that the report relies in some part on written and verbal information provided by others. In some instances, these sources are competitors, who may have a vested interest in skewing data. Every attempt has been made to eliminate possible misrepresentations. Self Storage 101 accepts no responsibility and shall not be liable for misinformation, either intentional or accidental, and cannot be held responsible for any decisions the developer may make based on this report. Reliable sources and redundant checks are employed, but there is always an outside chance that data can be missed. One should be aware of that fact in decision making based on this report.

Some preliminary construction costs estimates have been provided within the report. Although we attempt to determine current materials and construction costs, no representation is made as to their entirety or accuracy. We have provided these estimates for reference and these estimates are for the purposes of making an initial determination as to the return on investment, cash-on-cash returns and other such investment analysis.

It should be noted that the assumptions herein are based on the use of seasoned professionals in the development, entitlement, design, construction, marketing and management of the property.

Self Storage 101 states that it has no financial interest in the development of this proposed project. The payment of professional fees agreed upon for this report was in no manner contingent upon the results and opinions stated within this report.

SELF STORAGE INDUSTRY¹

FIGURE 1-1:
Total Households vs. Self Storage Renter Households

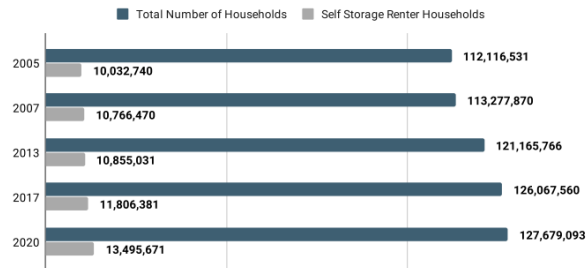


FIGURE 1-2:
Self Storage Penetration

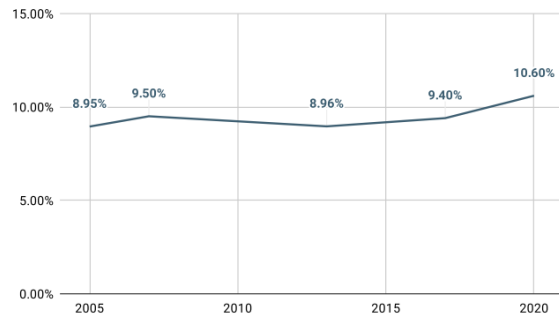
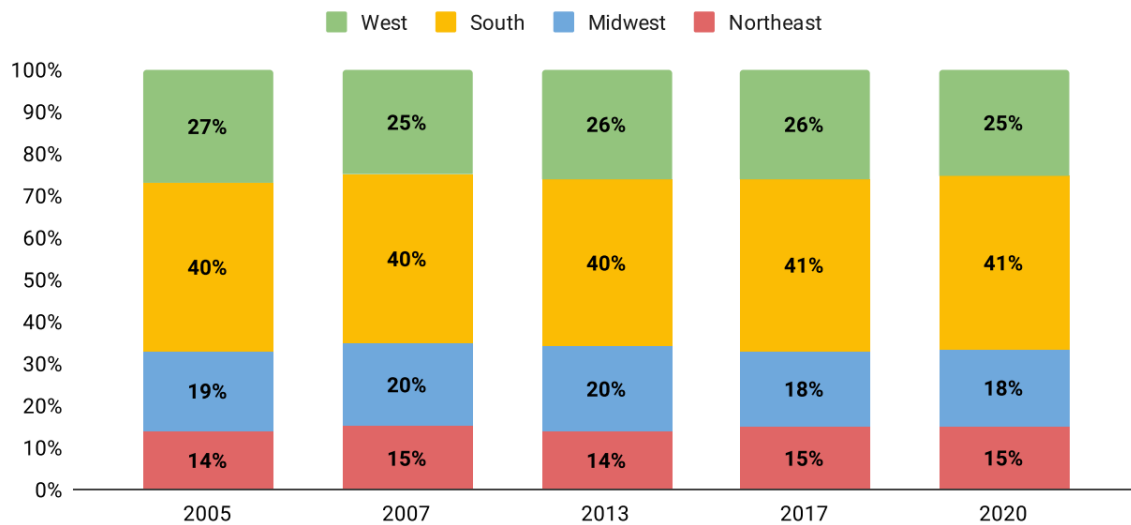
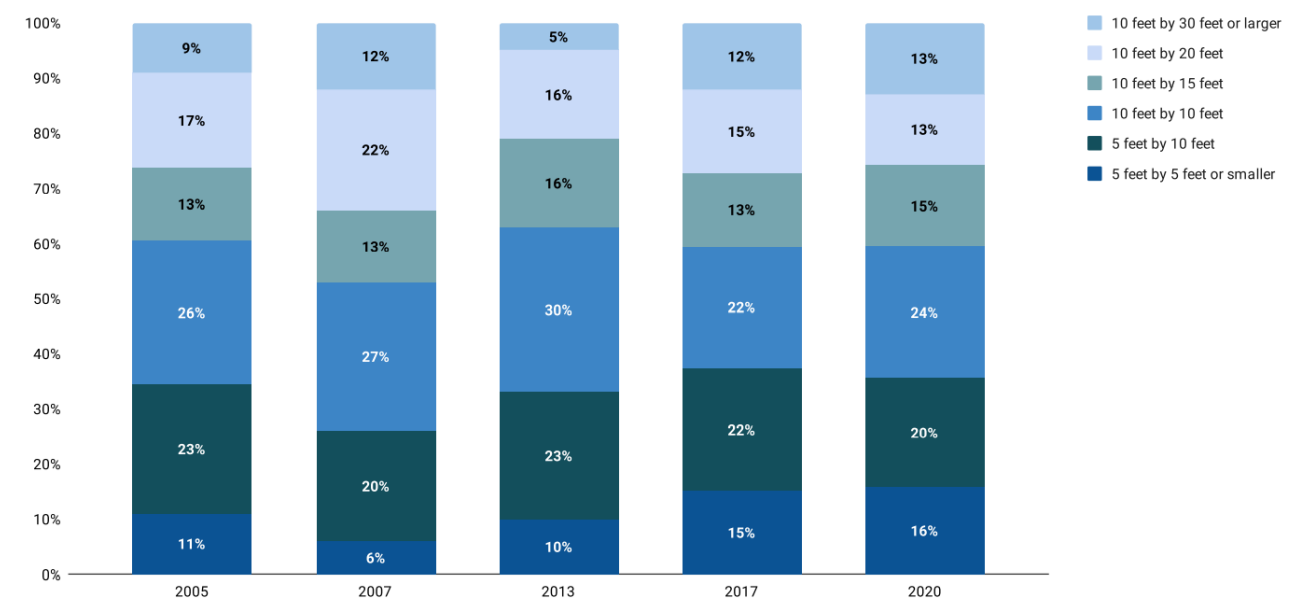


FIGURE 1-3:
Self Storage Users by Region



¹ Information from SSA 2020 Demand Study

Primary Unit Size



CONCLUSIONS AND RECOMMENDATIONS

On or about April 27, 2023, the partners of Self Storage 101 conducted a Self-Storage Market and Feasibility Study for a specific potential development or conversion site in the Livonia MI market. The study included an offsite examination of the subject property, a review of the self-storage competitors in the market and the demographic profile of the subject market.

It is our opinion, as evidenced by the hard data collected that the project is financially viable for self-storage space contemplated by the developer and in particular climate-controlled space. Various factors clearly indicate that there is sufficient unmet demand for new self-storage space, particularly climate-controlled storage space, as contemplated by the subject development, despite the existing supply of self-storage space in the market. These factors are explored further in the “Demand” section of the report. Additionally, our analysis concludes that acceptable financial assumptions and returns can be met and that these return calculations would not be negatively impacted by what we have calculated for the lease-up period and moderate rental rates.

Our opinion is based on the following:

- The square foot demand calculations and anecdotal occupancy levels indicate that the subject market up to the three-mile demographic profile is underdeveloped for storage space and there is sufficient unmet self-storage space demand for the contemplated development.
- The developer should plan to utilize the services of a professional third-party management company which will afford the subject facility a marked operational and marketing advantage over several of the market competitors.
 - The sophisticated online marketing and other marketing programs employed by these companies and their ability to garner their “fair share” of self-storage market results in a quicker lease up period than would otherwise be expected.
 - The sophisticated revenue management systems and algorithms employed by these companies results in increased incomes and asset value than would be otherwise realized.
 - This recommendation is not intended to infer that this facility would negatively impact the neighboring self-storage facilities’ performance, but simply intended to point out the benefits of professional third-party management to a developer.
- The subject site’s financial viability is positively impacted by the moderately high rental rates for climate-controlled self-storage space in place at the market competitors.
 - The average rental rate for a 10x10 non climate unit is \$114 per month while the average rental rate for a 10x10 climate unit is \$131 per month.
 - The ‘blended’ rental rate for the indicated unit mix is \$17.05 per square foot (per year), a rental rate generally found to be high enough to warrant new development.

- The financial viability of the subject project assumes the developer's ability to complete the development for the development costs indicated.
- The stabilized income statement would indicate an appropriate value to assure adequate and appropriate returns.

We believe the subject development is represented as a 'B+' market and the site is a 'B+' site.

We consider this a 'B+' market due to the mostly moderately high to high occupancy levels, the calculation of potential unmet demand for additional self-storage space in the market, the moderate to moderately high rental rates for self-storage space, the moderate to moderately high per capita and household income levels, the moderate population density and modest projected population growth.

Market Vacancy – We noted the market competitors have mostly moderately high to high occupancy levels which indicate unmet demand for units in the area.

Rental Rates – Rental rates in the subject market area are moderate to moderately high.

Population Density – The subject market has a moderate population density.

Income Levels – The subject market has a moderate to moderately high per capita income level and household income level.

Population Growth Projections – The subject market is projected for a +/-1.7% increase over the next five years.

Demand Analysis – The three-mile subject market is under-developed.

Factor	Excellent	Good	Average	Poor
Market Vacancy		XX		
Rental Rates		XX		
Population Density			XX	
Income Levels		XX		
Population Growth Projections			XX	
Demand Analysis			XX	

We consider this a 'B+' site due to the location with excellent visibility and good access from a moderate to moderately high traffic count roadway, the close proximity to residential customers and the potential for population drive by opportunities in close proximity.

Traffic Counts – The subject site is located on a moderate to moderately high traffic count roadway.

Access – Customers will have very good access from the roadway.

Neighborhood – The neighborhood in closest proximity to the subject site is primarily commercial enterprises, vacant land parcels and single-family homes.

Location – The subject site does fit well into potential customers' commute patterns.

Factor	Excellent	Good	Average	Poor
Traffic Counts		XX		
Visibility	XX			
Access	XX			
Neighborhood		XX		
Location		XX		

The amount of self-storage space owned and operated by sophisticated, institutional operators in the market does indicate that rental rate increases should be expected as occupancy levels increase. Proforma increases in the rental rates will be influenced by the presence of properties owned and/or managed by institutions.

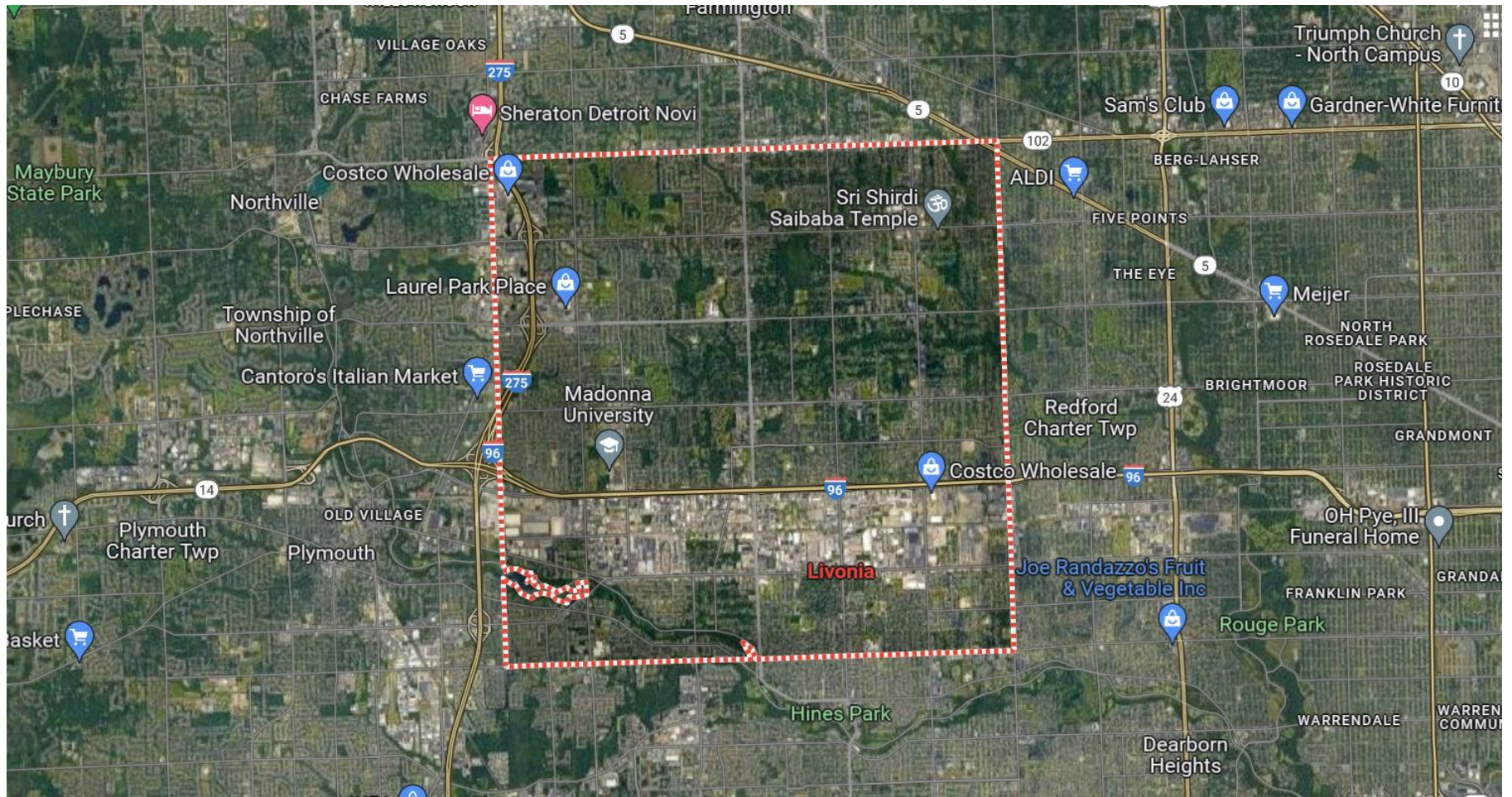
In markets where institutional investments have been made, once projects meet stabilized occupancy, rental rates tend to be aggressively managed, thus creating opportunities for increased rents. Where institutionally owned/managed projects are not prevalent, owner-managed properties tend to have lower rents and a greatly reduced propensity for annual and/or aggressive yield and revenue management. The first paradigm does exist in the Livonia market, and therefore rental rates will increase as occupancy levels increase.

We believe that a third-party management company engagement regarding the subject facility will mitigate and risk with this particular self-storage asset.

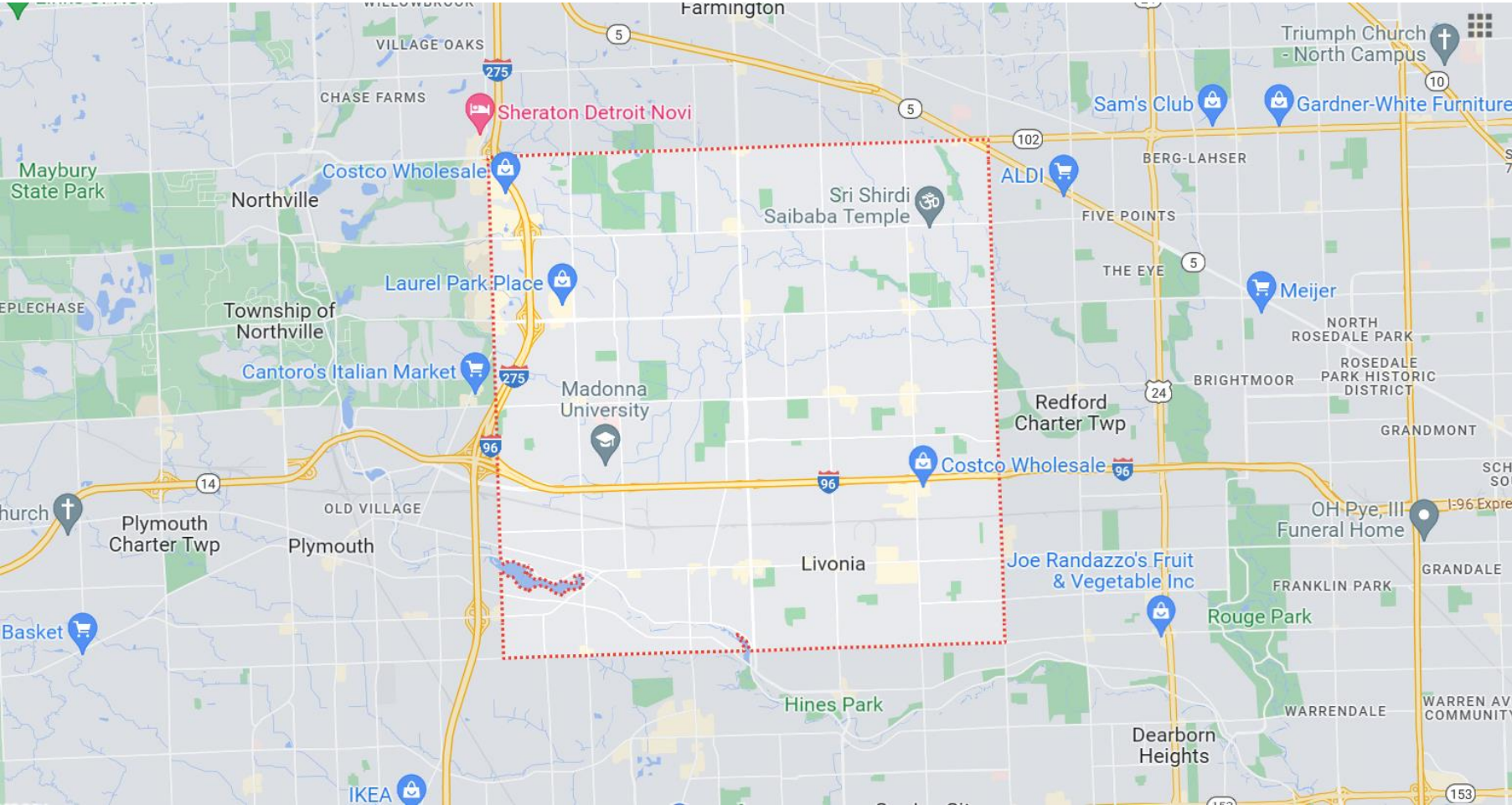
We highly and confidently recommend that the developer of the subject site pursue the completion of this project as envisioned. We have no doubt that it will perform based on the thousands of other feasibility studies we have conducted over the years.

SUBJECT MARKET INSPECTION

AERIAL VIEW



MAP VIEW



SUBJECT SITE EVALUATION

Location: Vacant commercial land parcel located with visibility and access from a moderate to moderately traffic count roadway in the Livonia market.

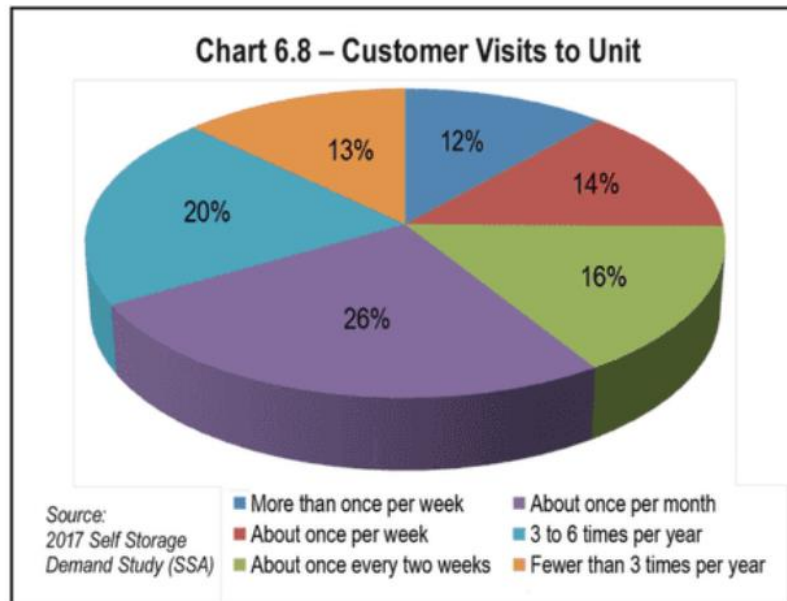


PROJECT DESCRIPTION

A multi-story self-storage facility is proposed as a conversion project located at a vacant commercial building located on Vassar Street in Livonia MI. The site is approximately one acre and proposed construction would include an inventory of climate controlled, interior access self storage space newly developed within the vacant commercial building. This facility will likely not include an onsite manager's apartment but will include an office conducive to conducting storage rental and sales operations. Feasibility of the project would be contingent upon all approvals, permits and licenses being obtained.

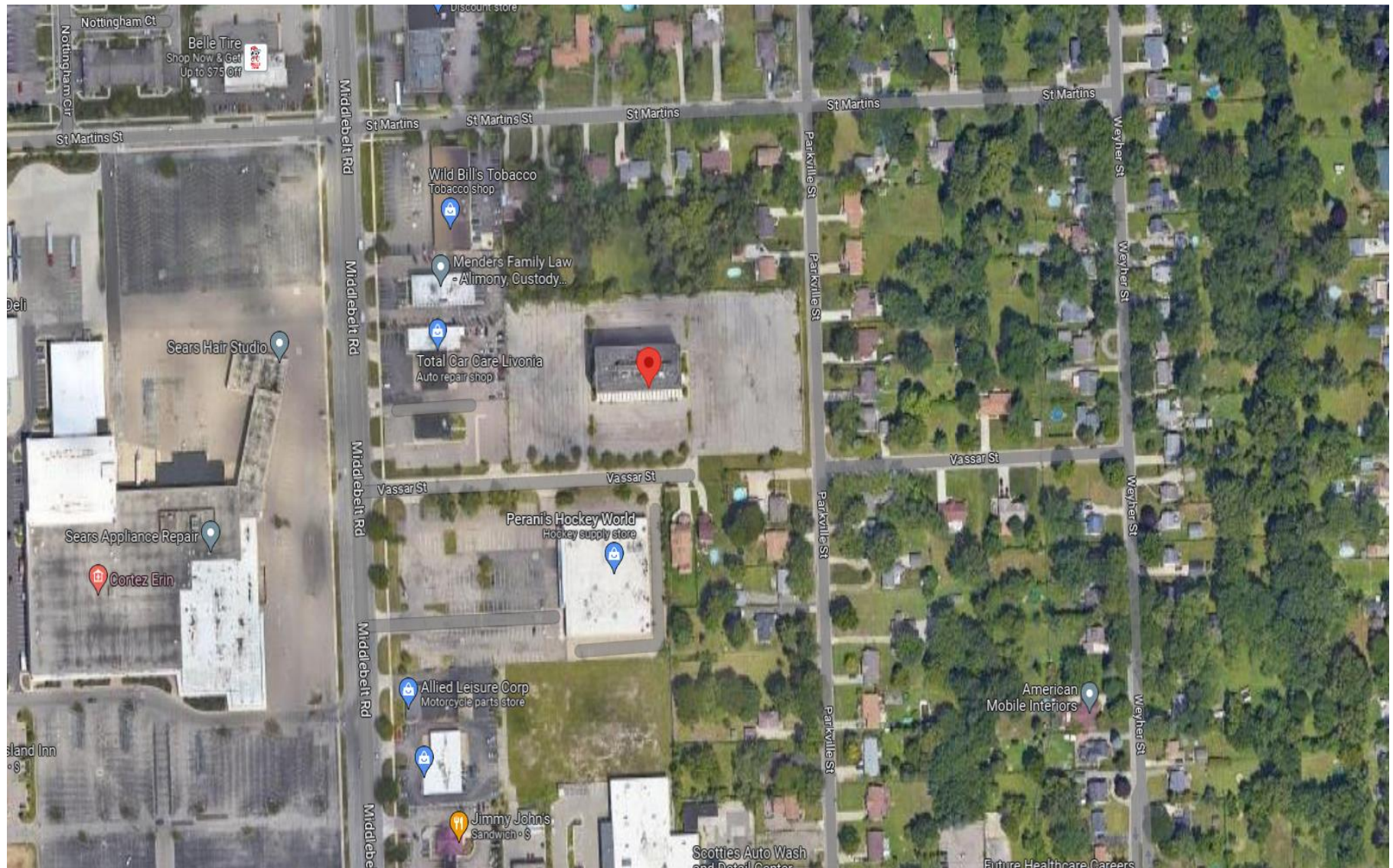
The self-storage facility project will likely have the following attributes:

- An office of approximately 750 square feet of 'A' quality which would be conducive to rental and sales operations.
- The facility would not include an onsite manager's apartment. Consider that:
 - The costs related to completion of a modest apartment can be \$50,000-\$60,000 or more.
 - The space used, approximately 1,200 square feet, cannot be rented, representing a potential loss in income comparable to the per square foot rate of climate-controlled space.
 - Replacing a manager who lives in an on-site apartment can prove to be problematic.
 - Acquisition-minded self-storage companies may not, and likely will not, require or prefer an apartment.
- The layout of the site should include a main entry point with a key pad entry and computer access controlled entry doors. This design:
 - Allows for better tenant monitoring as access points and histories are documented.
 - Helps control delinquencies as past due tenants are typically not allowed to access their storage unit and are hindered from doing so by way of suspension of their security access code.

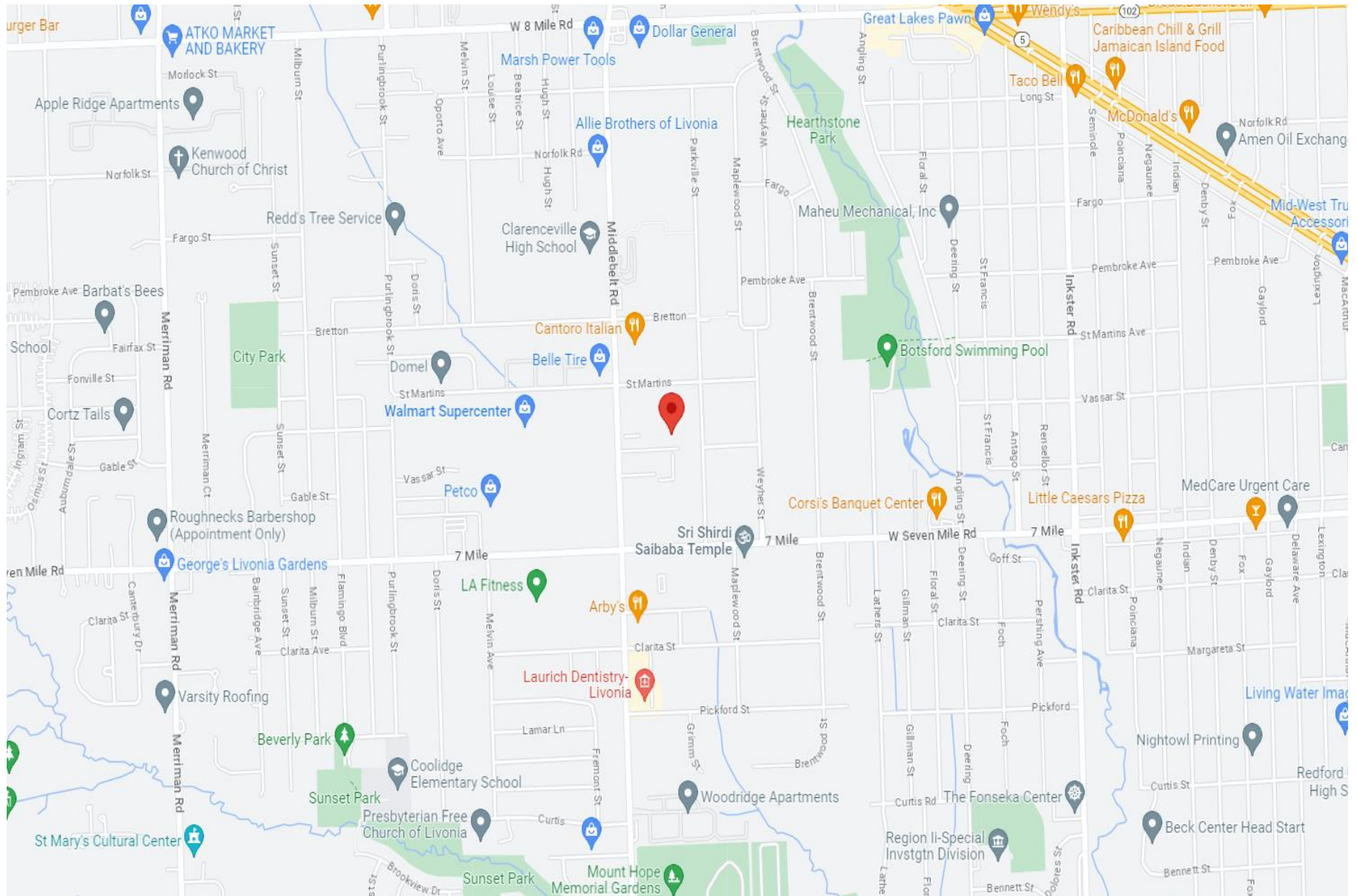


- Approximately 98,365 rentable square feet of rentable self-storage space configured as:
 - Approximately 3,143 square feet of first floor interior access climate controlled self storage space.
 - Approximately 80,222 square feet of upper floor, elevator access self storage space.
 - Approximately 15,000 square feet of drive up non climate space.

AERIAL VIEW

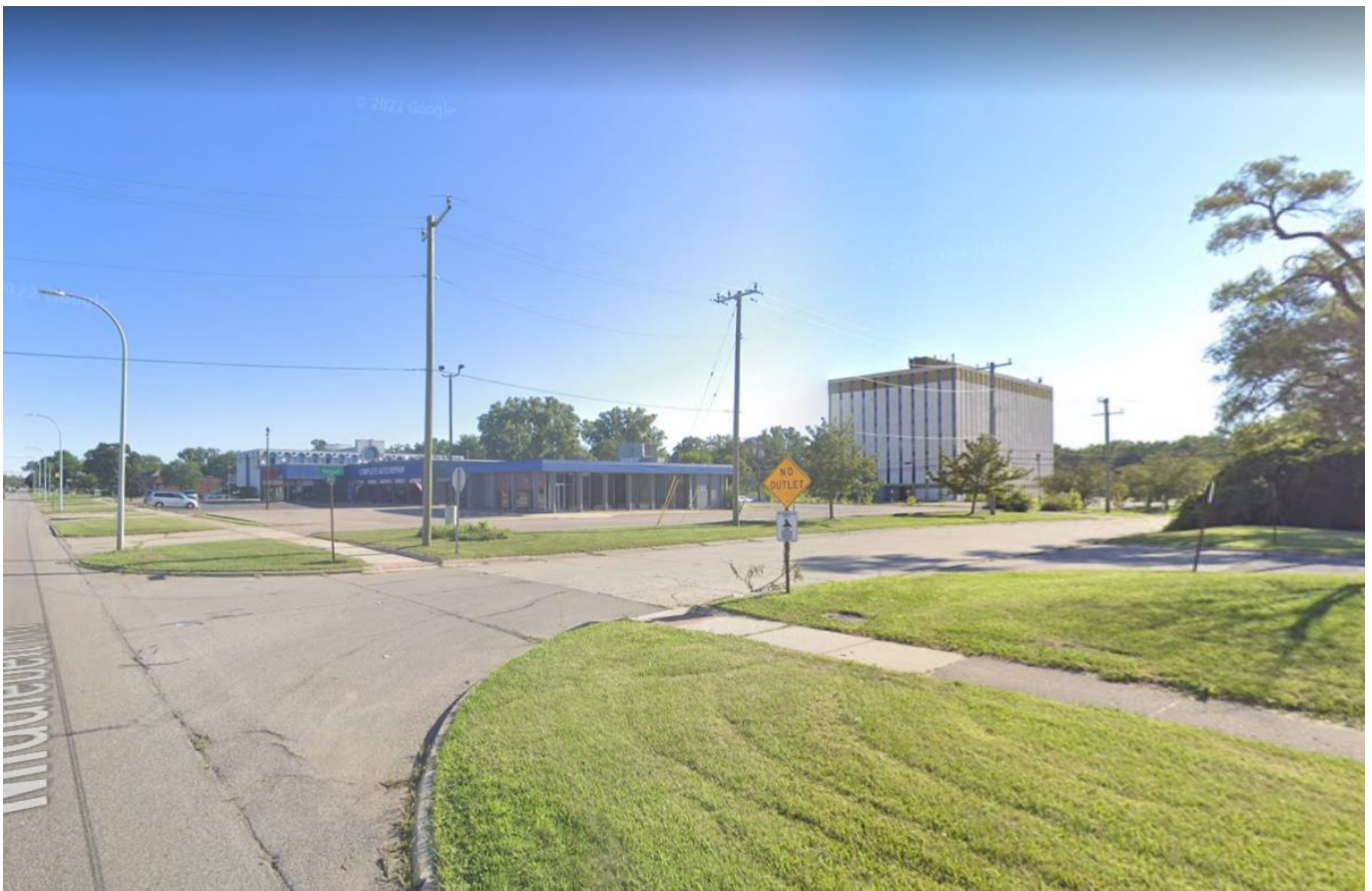


MAP VIEW



SITE EVALUATION

VISIBILITY: The subject site should be developed in such a manner as to have a high level of visibility from Middlebelt Road, what appears to be a moderate to moderately high traffic count primary roadway in the subject market. When asked “Why did you rent from a particular self-storage facility?” for a Self Storage Market Study conducted by the SSA, customers overwhelmingly responded ‘because I saw it.’ There are few market conditions that can more positively affect a potential site’s viability than high visibility from a high traffic primary arterial. Tenants tend to store close to home and at a facility that ‘fits’ into their normal commute patterns. The subject site should rank high on the ‘visibility’ scale from Middlebelt Street.



ACCESS: The subject site should have very good access for both directions of travelers on Vassar Street and Middlebelt as there are no road dividers in this section of either roadway.



TRAFFIC COUNT: The subject site is located with very good visibility and good access from what appears to be a moderate to moderately high traffic count roadway in the subject market. Since a large percentage of potential self storage customers tend to gravitate to a particular facility because of an initial drive-by, we encourage the developer to take advantage of the lack of internet presence and sophistication on the part of some the market competitors and to take advantage of the visibility from the roadway by maximizing the amount of signage allowed at the site.

We would also encourage the developer to create and implement a robust, effective internet marketing plan, including a professional website with online rates and reservations, as well as concerted SEO (search engine optimization) efforts, in order to take further marketing advantage over some of the competitors.

LOCATION RELATIVE TO COMPETITORS: The subject site does appear to enjoy some level of location advantage as it is located with very good visibility and access from a higher traffic count roadway than some of the competitors.

It is important to note that the subject property should have a distinct management advantage over all of the competitors. Self-storage is a highly 'manager-centric' business model and the level of management expertise in the Livonia sub-market is, at best, mediocre to poor. Our opinion is based on making phone call to some of the competitors, some knowledge of this particular sub-market and an overall knowledge base of the level of management expertise at all, if not most, of the larger self-storage operators. (For example, Uhaul generally has some of the most consistently 'C' level managers and Public Storage generally has 'B' to 'B-' managers, while Cubesmart, Extra Space and Life Storage generally have much more highly rated onsite managers).

A strong sales-oriented manager will garner his or her fair share of the self-storage market in this sub-market of Livonia.

SUBJECT MICRO MARKET

There are several self-storage competitors in the micro market. Some of the facilities are locally or regionally owned smaller sized sites with limited amenities, marketing efforts or management systems while the others are regionally or nationally owned larger sites with more up to date amenities and systems conducive to more professional management, operations and marketing.

Most of the self-storage competitors within the subject market were mostly moderately high or highly occupied, with most near or over 90% occupancy and some are closer to 95% occupancy. It is our opinion that there likely at least a modest amount of unmet demand for additional self storage space in the subject market and in particular climate controlled storage space.

The following are positive attributes relative to the micro market and the proposed development at the subject location:

- Lack of available or suitable land on high traffic roadways.
- Local zoning complications can discourage potential developers and create a higher barrier to entry.
- The prohibitive cost of suitable land would indicate that a large percentage of potential self-storage projects, either proposed or imagined, would likely lack sufficient financial returns to warrant the time, energy or financial investment necessary to start such a project.

There are various market conditions that positively impact the subject property and proposed self-storage development:

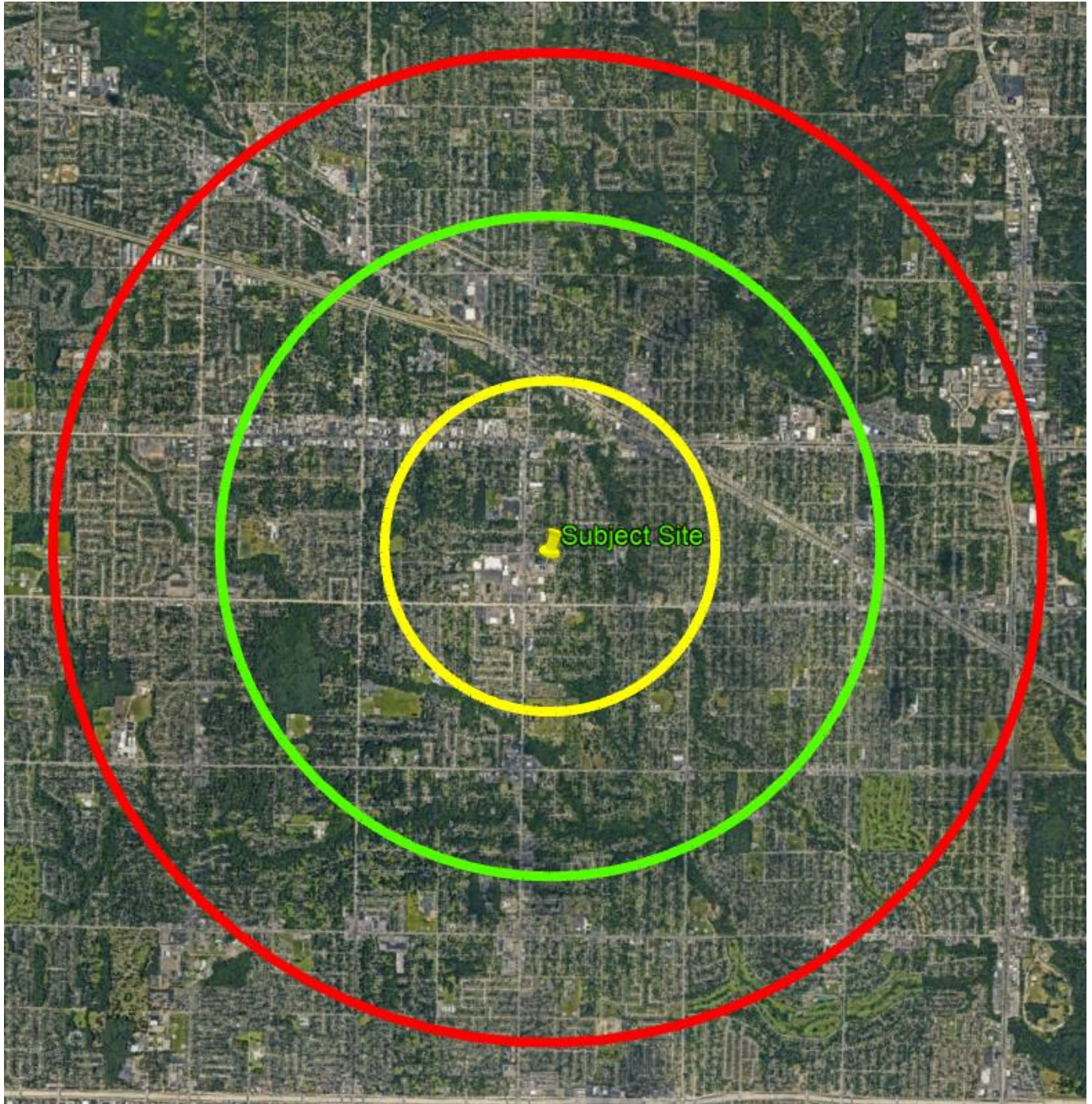
- Most of the market competitors are not aggressively marketing self-storage space. The mostly moderately high to high occupancy levels appear to preclude the necessity of aggressive move-in discounts.
- Some of the market competitors are professionally managed, either self-managed or by a sophisticated regional or national third-party management company.
- Per capita and household income levels are in the moderate to moderately high range.
- Population is projected for a modest increase in the micro market.
- Population density is in the moderate range.

There are various market conditions that negatively impact the subject property and proposed self-storage development:

- N/A

MARKET REVIEW

The following demographic profile is based on the concentric map: 1-, 2- and 3-mile radii from the subject site. It is our belief that the primary customer base for the subject site resides within three miles of the subject site.



Understanding the customer demographics of the surrounding market area is essential for storage developers, owners, and operators. Accurately identifying the types of customers, as well as their wants and needs, is critical in order to form the necessary operational and marketing decisions for a facility.

In a market area comprised of a high percentage of commercial or business tenants, add-ons such as on-site conference rooms, free Wi-Fi, central workspaces, climate control, or other amenities that carry special appeal for business customers can be profitable. In areas with older renters or senior citizens, convenience-oriented services such as professional packing and moving assistance could prove valuable.

The largest proportion of tenants is typically residential customers. While approximately 70 percent of all storage tenants tend to fall in this category, it is important to understand that these numbers can change from market area to market area. In those areas with a predominantly residential customer base, operators need to keep in mind that life changes often drive the decision to need storage. This can range from a divorce or death in the family to remodeling or selling a home.

Depending on the housing specifics in the market area, residential customers may also consist of apartment or condo dwellers who do not have enough storage space where they live. On a national basis while 68 percent of residential customers tend to live in a single-family home, nearly 30 percent reside in multi-family housing.

Another important demographic for self-storage is to know what percentage of your customers are male and female. It is noted that 85 percent of all purchases are made by women and 80 percent of all purchasing decisions are made by women. This means that although men may do the heavy lifting in terms of moving in or out of a unit, the actual rental or decision to rent was likely made by a woman. It should be noted that 57.7 percent of storage renters in 2014 were men and 42.3 percent were women. However, if 85 percent of the decisions on where to rent are actually made by women, the scales are tipped even farther in favor of women as likely storage customers.

Customer age is another demographic that should be considered, especially in terms of the amenities and services offered at a facility. The largest percentage of renters are between the ages of 46 and 55. Falling right behind that are the 36 to 45 and 56 to 65 age groups at 22 percent and 21 percent, respectively. On average, 13 percent tend to be customers over age 65. Understandably, the smallest percentage of storage customers—3 percent—is represented by millennials under age 25.

DEMOGRAPHICS²

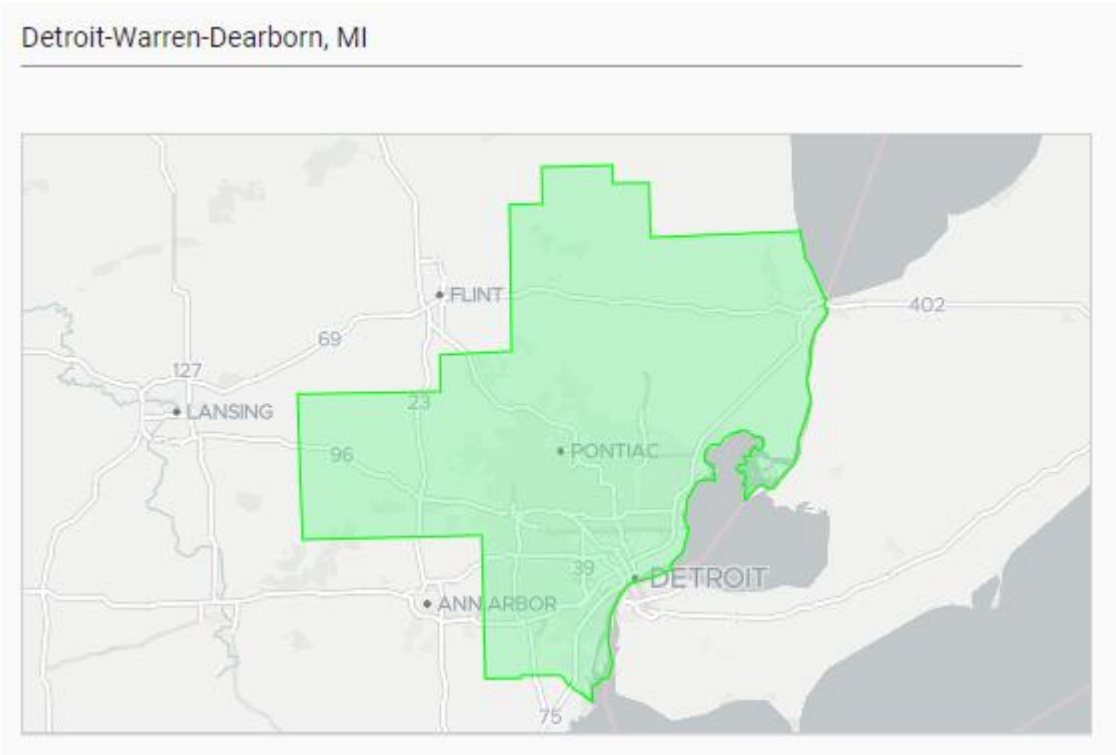
Description	1 Miles	2 Miles	3 Miles
POPULATION BY YEAR			
Population (4/1/2000)	13,078	44,666	96,461
Population (4/1/2010)	12,361	42,564	90,524
Population (4/1/2020)	12,350	42,747	92,272
Population (1/1/2022)	12,072	41,972	90,743
Population (1/1/2027)	12,260	42,683	92,325
Percent Growth (2022/2020)	-2.25	-1.81	-1.66
Percent Forecast (2027/2022)	1.56	1.69	1.74
HOUSEHOLDS BY YEAR			
Households (4/1/2000)	5,347	17,683	38,772
Households (4/1/2010)	5,150	17,474	37,196
Households (4/1/2020)	5,394	17,952	38,704
Households (1/1/2022)	5,303	17,750	38,341
Households (1/1/2027)	5,307	17,930	38,824
Percent Growth (2022/2020)	-1.69	-1.13	-0.94
Percent Forecast (2027/2022)	0.08	1.01	1.26
GENERAL POPULATION CHARACTERISTICS			
Median Age	38.7	42.4	41.5
Male	5,979	20,587	44,739
Female	6,093	21,385	46,004
Density	3,069.0	3,108.4	3,249.4
Urban	12,072	41,972	90,743
Rural	0	0	0
GENERAL HOUSEHOLD CHARACTERISTICS			
Households (1/1/2022)	5,303	17,750	38,341
Families	2,990	10,649	23,002
Non-Family Households	2,313	7,101	15,339
Average Size of Household	2.23	2.32	2.33
Median Age of Householder	51.7	53.1	53.6
Median Value Owner Occupied (\$)	157,482	149,571	156,565
Median Rent (\$)	848	882	854
Median Vehicles Per Household	2.2	2.1	2.2
GENERAL HOUSING CHARACTERISTICS			
Housing, Units	5,555	18,624	40,303
Housing, Owner Occupied	3,994	13,046	27,599
Housing, Renter Occupied	1,309	4,704	10,742
Housing, Vacant	252	874	1,962
POPULATION BY RACE			
White Alone	9,096	28,996	57,293
Black Alone	1,401	7,680	22,903
Asian Alone	534	1,488	3,128
American Indian and Alaska Native Alone	35	135	272
Other Race Alone	208	732	1,333
Two or More Races	798	2,941	5,814

¹ The demographic profile is compiled through a subscription service.

POPULATION BY ETHNICITY			
Hispanic	544	1,927	3,611
White Non-Hispanic	8,865	28,287	56,025
GENERAL INCOME CHARACTERISTICS			
Total Household Income (\$)	488,610,264	1,608,611,353	3,470,514,175
Median Household Income (\$)	71,249	71,852	70,883
Average Household Income (\$)	92,138	90,626	90,517
Per Capita Income (\$)	41,222	38,919	38,740
RETAIL SALES			
Total Retail Sales (including Food Services) (\$)	171,774	806,843	1,710,093
CONSUMER EXPENDITURES			
Total Annual Expenditures (\$000)	336,880.4	1,121,576.0	2,370,184.9
EMPLOYMENT BY PLACE OF BUSINESS			
Employees, Total (by Place of Work)	9,361	24,404	39,889
Establishments, Total (by Place of Work)	462	1,195	2,205

The demographic profile indicates that the population and household numbers are projected to modestly increase over the next five years. It also indicates that the household and per capita income levels are at moderate to moderately high numbers and the population density is in the moderate range.

MARKET SUMMARY



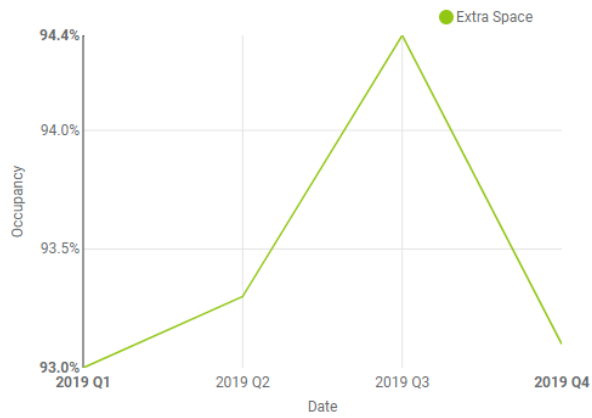
Employment



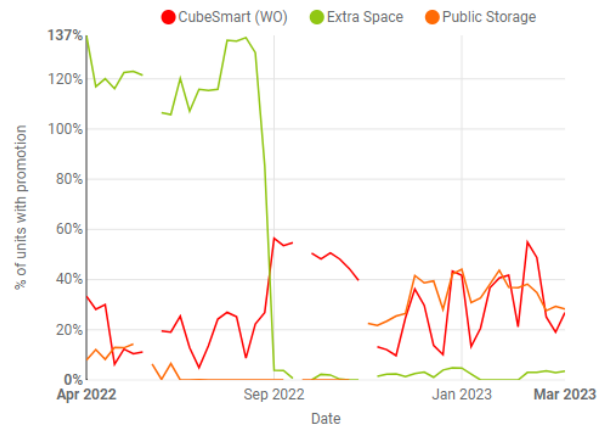
Pricing



Occupancy

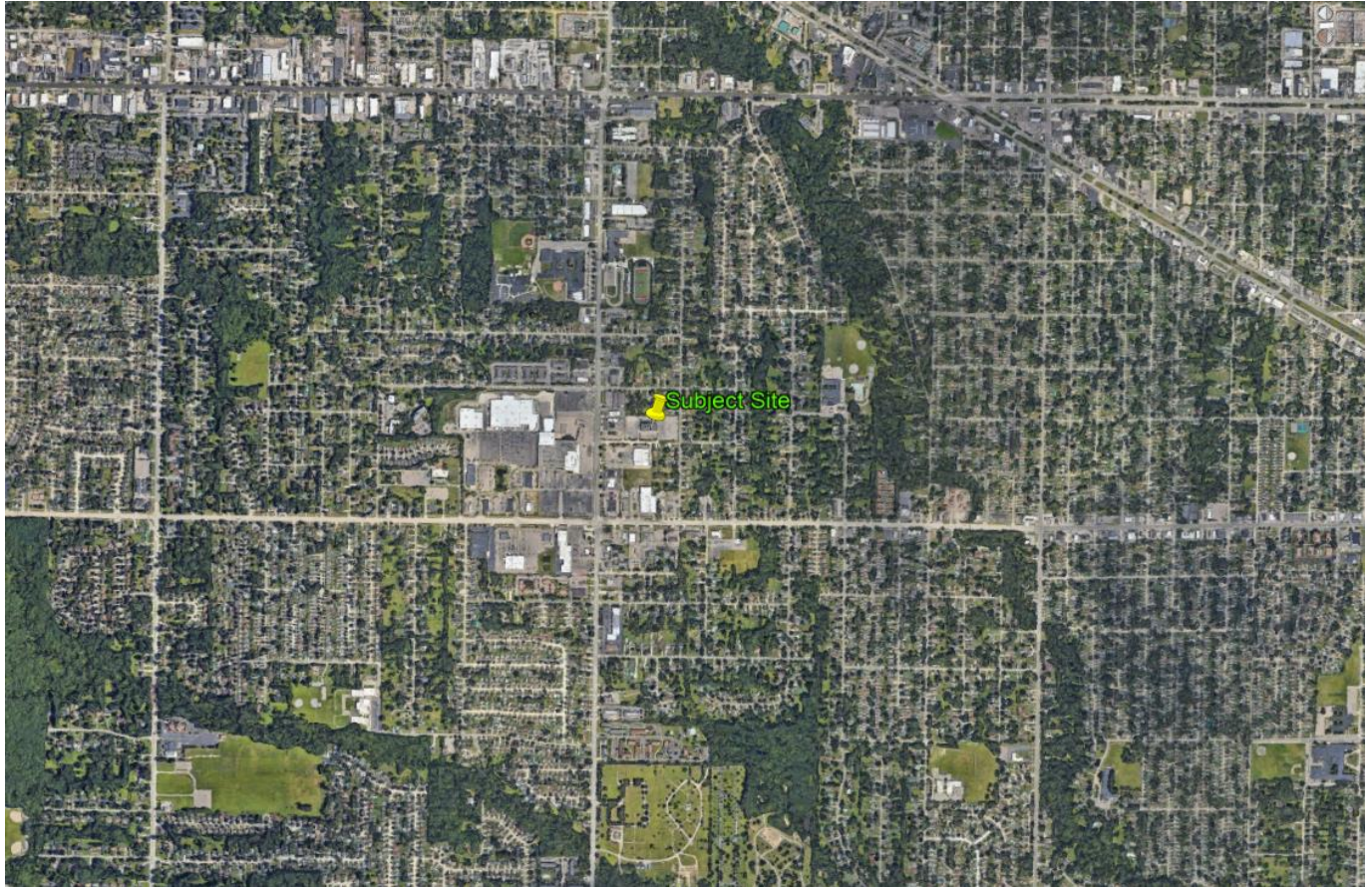


Promotions

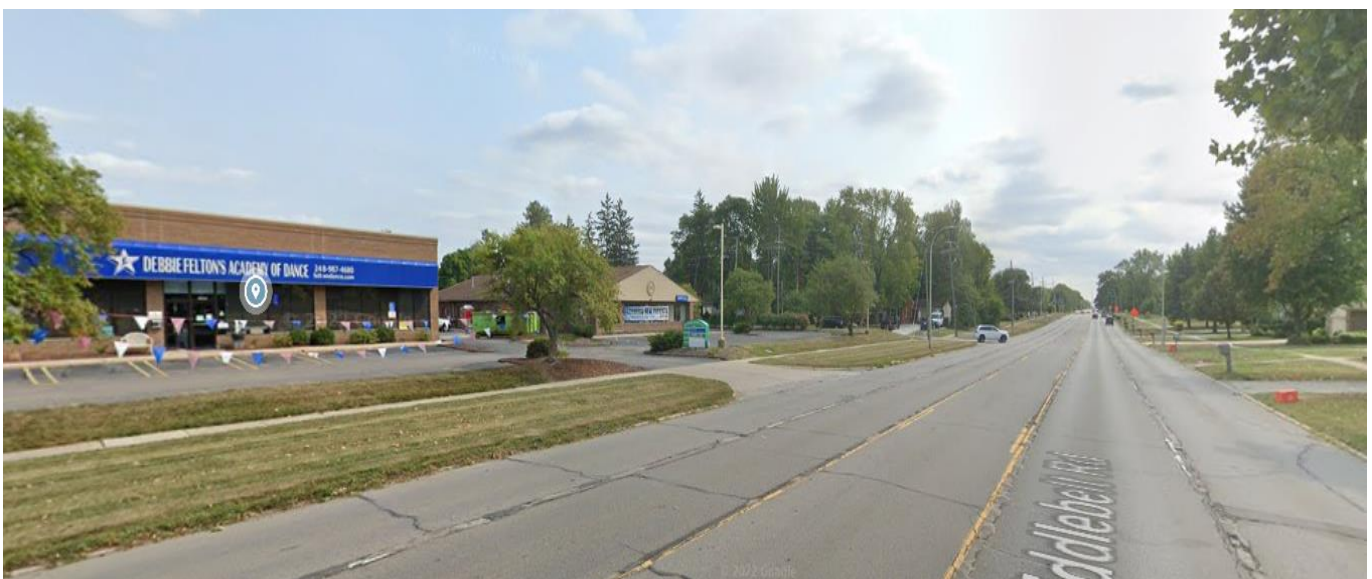


NEIGHBORHOOD

The neighborhood in close proximity to the subject site is primarily comprised of a few vacant land parcels, single family homes and residential neighborhoods, apartments and a number of commercial enterprises of various types and sizes.

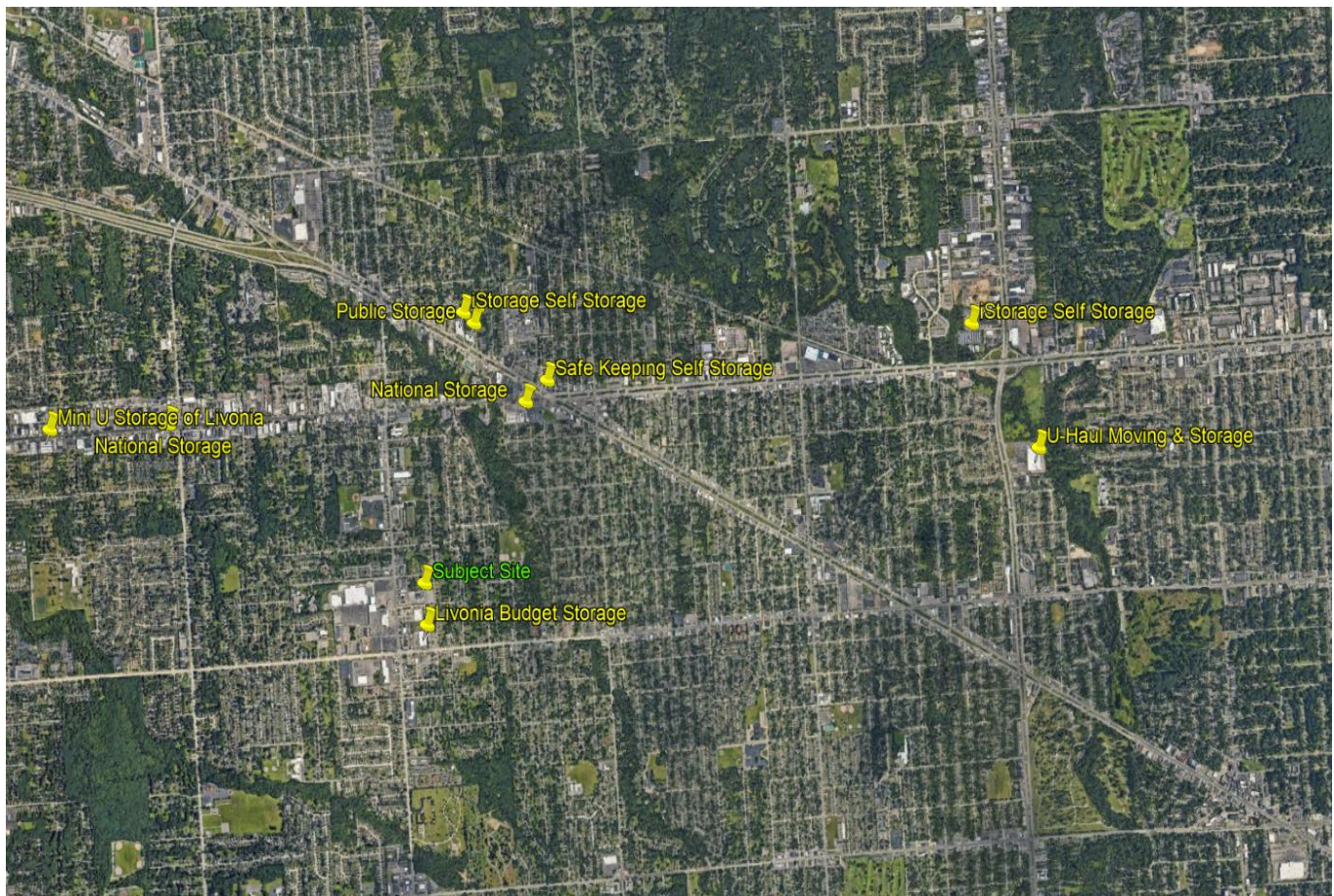








COMPETITORS BY LOCATION



We should point out that there is a clear delineation between ‘primary’ and ‘secondary’ competitors. ‘Primary’ competitors consist of those self-storage facilities that are the most likely to compete for the same tenant base as the subject site. These competitors are determined by proximity to the primary market, amenity level, marketing prowess and management expertise. A self-storage facility that is close in proximity may not necessarily qualify as a primary competitor if the level of amenities is low, they have no marketing in place or the management is of a very low quality.

When deciding on the primary competitors, we ask ourselves ‘if a prospective tenant does not rent from the subject site, where would they rent?’

COMPETITOR ANALYSIS

An important step in determining the feasibility of building a self-storage facility at a location is the level and quality of competition within the target market area as well as the potential for future competition. The examination of the existing competition must be done using both market demand calculations and a review of the quality of the market competitors.

The 'quality' issues include the examination of the competitive stores' curb appeal, ingress and egress, over-all visibility, the professionalism of the management staff, security features, the facility's Unit Mix between standard and climate controlled spaces and the competitors' locations relative to the subject site within the target market area.

Competitor profiles are an important part of the feasibility analysis. The following are some of the attributes that are significant indicators of market strengths or weaknesses:

- Occupancy levels

Occupancy rates are some of the most highly scrutinized numbers in the self-storage industry. The data is often the first-place owners and operators look to gauge the success of their facilities. To sum it up in simple terms: Rising rates are considered a sign of a healthy storage business while falling rates can indicate unresolved operations problems at a self-storage facility.

Factors such as marketing campaigns, facility maintenance, and staffing issues are generally among the first areas investigated as the potential source of occupancy challenges or success. However, occupancy can expand and contract based on a variety of forces, many of which have little to do with the day-to-day

operations of a self-storage facility. Conditions outside an owner's or operator's control—such as a declining local economy or an oversaturated market.

- Rental rate growth
- Proximity to subject property
- Comparative convenience
- Comparative amenities
- Ability for competitors to expand

The competitor analysis and profiles rate the pertinent features of sites, management and product on a comparative basis. Properties are graded from A to C. This is a purely subjective analysis.

In comparative terms, the “overall” rating at the bottom of the scale (C) is typically a Generation 1 property with low visibility, poor access locations, with unattractive metal or wood buildings. The market would be an area of low density and incomes would be lower than US averages. Management would be inattentive, not sales oriented, and present themselves and the property poorly. Visibility would be poor and access would require more than one turn off the street.

At the top of the scale (A) would be a state-of-the-art property with a combination of climate controlled and direct access space. The location would be on or near “main” street, would be highly visible and access would be multi-directional. The offices would be bright and cheerful, staffed with helpful, knowledgeable salespersons. Per capita and median household incomes would be above US averages.

Self-Storage 101 also provides a notation as to the ‘generation’ of the self-storage competitor facilities. We note the facilities utilizing the following criteria:

- We would consider a facility ‘1st Generation’ or Class C:
 - Either located in a smaller market or in less desirable areas of a Top 50 MSA
 - Generally 1970’s or 1980’s vintage properties in average to below average condition
 - Generally managed by the owner and not have an on-site manager.
 - May or may not have typical amenities such as gated access, security cameras, and/or climate controlled units.
 - May have secondary, less desirable locations with generally below average access and/or limited visibility.





- We would consider a facility '2nd Generation' or Class B:
 - Located in a Top 100 MSA
 - Market has typical barriers to entry
 - More than likely built in the late 1980's or 1990's in average to good condition.
 - Basic security in place, such as some cameras and a computer controlled gated access
 - May or may not have an onsite manager's apartment
 - Has a moderately sized office with a counter and some retail sales merchandise display
 - Can have non-climate space, climate space, or both
 - Most likely located in a commercial area with other retail/service oriented businesses near
 - Probably a one-story design but may be multi story
 - Storage buildings probably metal with metal partitions







- We would consider a facility 'state of the art' or Class A:
 - Located in a Top 50 MSA
 - Market has high barriers to entry (either through lack of developable land or a lengthy entitlement process)
 - More than likely built in the 2000's
 - Security in place, including many cameras, large video display monitor in the office, computer controlled gated keypad access or entry door keypad access, and possibly individual door alarms
 - Most likely does not have an onsite manager's apartment
 - Has a large sales and business office with a counter and large merchandise display, has a retail look and design
 - Facility may be 100% climate controlled and more than likely is multi-story
 - May have wine storage
 - Is most likely located in a retail area with high traffic and very good visibility and access
 - Facility most likely has split faced block or other high end architectural treatments





Facility 'Class' Types:

Class A Facilities:

A prime location with good drive-by traffic and great visibility. In addition, these properties boast outstanding management professionals who may or may not live on site but who have excellent management and organizational skills including sales, customer service, and marketing. Often, these are newer facilities built with state-of-the-art construction materials and high-tech security, access control, and, in some cases, climate control.

Located in a Top 50 MSA

- Market has high barriers to entry (through either lack of developable land or a lengthy entitlement process)
- Generally newer facilities in good condition with state-of-the-art amenities, including climate controlled units and secured facilities with gated access
- Professional on-site and off-site management
- Minimum size of approximately 75,000 square feet
- Good location with access to attract tenants willing to pay rents in the upper percentile in the market place

Class B Facilities:

Are in good to average locations, often with modest visibility. Although they may be in good condition, they may not be as new or have the excellent curb appeal that a Class-A site typically has, and they usually lack the “bells and whistles” seen at newer facilities. Even with adequate security and management in place, these facilities do not command the high rents garnered at Class-A sites.

Located in a Top 100 MSA

- Market has typical barriers to entry
- Generally, facilities built since 1980 in average to good condition with amenities typical for its market, including secured facilities with gated access
- Full time on-site and off-site management
- Minimum size of approximately 40,000 square feet

Class C Facilities:

Many are first-generation sites in need of rehabbing. Built in single-story rows, they evoke the stereotypical image of self-storage. With less desirable locations and low visibility, they typically command lower rents. While not targeted by major operators or institutional investors, Class-C facilities can be a good investment for smaller entrepreneurs, especially given that they have lower operational costs. Moreover, these facilities do serve as a viable option for those who prefer a less expensive means of storing goods.

Either located in a smaller market or in less desirable areas of a Top 50 MSA

- Generally, 1970s or 1980s vintage properties in average to below-average condition
- Generally managed by the owner and may not have an on-site manager
- May or may not have typical amenities such as gated access, security cameras, and/or climate-controlled units
- May have secondary, less desirable locations with generally below-average access and/or limited visibility

Table 1.3 – Percentage of Facilities by Facility Age

Region	Before 1980	1980-1989	1990-1999	2000-2009	2010+
Midwest	16%	22%	30%	27%	5%
Northeast	15%	18%	23%	38%	6%
South Atlantic	15%	24%	27%	30%	4%
Southwest	15%	22%	26%	30%	7%
West	20%	27%	23%	26%	4%
National	17%	24%	25%	29%	5%

COMPETITOR PROFILES

Subject Facility: Vassar Street Livonia MI

FACILITY RATING*

Visibility:	A
Location:	B+
Neighborhood:	B+
Traffic Count:	B+
Access:	A
Property Condition:	A
Curb Appeal:	A
Drive Width:	A
Manager:	A
Office Quality:	A
OVERALL RATING:	A



*Note that the 'facility' rating may differ from the 'site' rating.

1. Livonia Budget Storage 29150 7 Mile Road Livonia, MI 48152 (734) 743-8900

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
0.17 miles	2022	Lease up	+/- 78,030	N/A	No	3 rd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Multi	Yes	No	Yes	No
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	Yes	Yes	No	Yes	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	A	B+
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
N/A			A	M-F 9-6	Sat 9-4 Sun 9-2	6AM-9PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	No	No	No	No	Yes	C

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down		\$110	\$180	\$250	\$295	
Climate Up						
Non Climate						

Comments: units available

Property Photo



2. National Storage 28153 8 Mile Road Livonia, MI 48152 (248) 460-9103

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
0.86 miles	2017	85-90%	+/- 51,850	25%	Yes	2 nd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Single	Yes	No	Yes	No
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	No	Yes	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B+			A	M-F 9-5:30	Sat 9-5:30 Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down		\$81	\$121	\$190	\$205	
Climate Up						
Non Climate				\$170	\$175	

Comments: limited units available, half off first month for 10x15 and 10x20

Property Photo



3. Public Storage 28600 Grand Rover Ave Farmington Hills, MI 48336 (248) 381-3094

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
1.09 miles	1975	90-95%	+/- 61,130	71%	Yes	3 rd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Multi	Yes	No	Yes	Yes
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
Yes	No	No	Yes	No	Yes	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	B+	B+	B+	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B+			A	M-F 9:30-5	Sat 9:30-5 Sun 9:30-5	6AM-9PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down	\$56/\$70	\$66/\$82				
Climate Up	\$48/\$60		\$93/\$117		\$147/\$183	
Non Climate						

Comments: limited units available, online discount

Property Photo



4. iStorage Self Storage 28650 Grand River Ave Farmington Hills, MI 48336 (248) 406-6874

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
1.11 miles	2003	70-85%	+/- 121,860	79%	Yes	3 rd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Multi	Yes	No	Yes	Yes
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
Yes	No	No	Yes	No	Yes	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	B+	A	A	B+	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
N/A			A	M-F 10-6	Sat 10-5 Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						10x20 \$121/\$173
Climate Up	\$41/\$59	\$51/\$73	\$109/\$156	\$139/\$199	\$182/\$260	
Non Climate						

Comments: above units available, online discount

Property Photo



5. **National Storage** 31465 8 Mile Road Livonia, MI 48152 (248) 876-4691

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
1.4 miles	1990s	85-90%	+/- 15,670	N/A	Yes	2 nd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Multi	Yes	No	Yes	No
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
Yes	No	No	Yes	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B+			A	By appt		6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down			\$113			30ft \$113
Climate Up	\$62	\$97	\$86		\$213	
Non Climate			\$76			

Comments: above units available, first 2 months free

Property Photo



6. Safe Keeping Self Storage 26400 W 8 Mile Road Southfield, MI 48033 (248) 352-4600

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
1.75 miles	1990s	95-99%	+/- 44,940	89%	No	2 nd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Single	Yes	No	Yes	No
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	Yes	Yes	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B+			A	M-F 9-6	Sat 9-5 Sun 9-4:30	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down	\$67.42			\$186.51		
Climate Up						
Non Climate						

Comments: only have above units available now

Property Photo



7. Mini U Storage of Livonia 32455 8 Mile Road Livonia, MI 48152 (248) 476-4444

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
1.93 miles	1976	85-90%	+/- 76,270	0%	No	2 nd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
No	Yes	Single	Yes	No	Yes	No
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	No	Yes	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B+			A	M-F 9-6	Sat 8-6 Sun 9-3	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						
Climate Up						
Non Climate	\$49/\$53.90	\$89/\$97	\$139/\$152	\$149/\$163	\$225/\$247	

Comments: units available, online discount, 2 months free

Property Photo



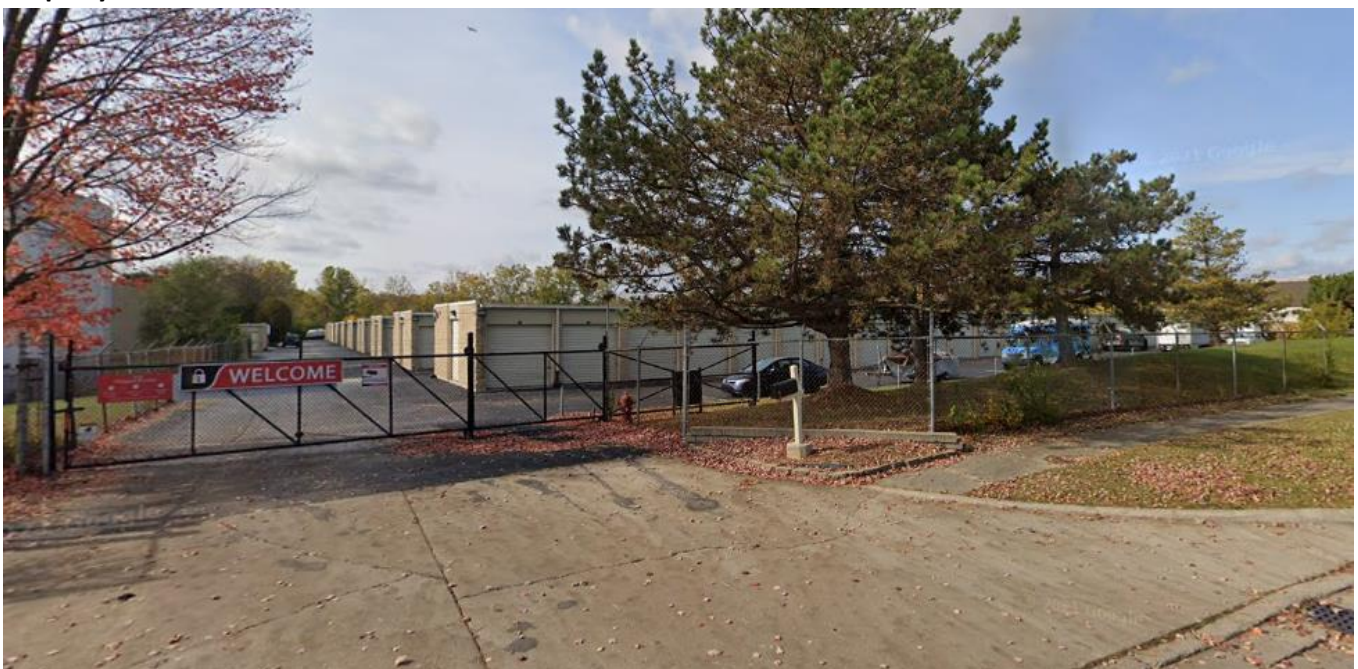
8. iStorage Self Storage 20945 Link Road Southfield, MI 48033 (248) 801-9444

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
2.84 miles	1984	90%	+/- 86,010	N/A	Yes	2 nd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Multi	Yes	No	Yes	no
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	No	No	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	B	B	C	B+	B	C
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B			B-	By appt		6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	No	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						
Climate Up	\$42/\$61					
Non Climate	\$58/\$83		\$129/\$185	\$161/\$231	\$193/\$276	

Comments: above units available

Property Photo



9. U-Haul Moving & Storage 19990 Telegraph Road Detroit, MI 48219 (313) 952-9217

Distance from Subject	Year Built	Occupancy	Net Square Feet	% Climate	REIT?	Generation
3 miles	2001	95%	+/- 101,415	100%	Yes	2 nd
Climate Control	Controlled Access Gate	Single or Multi Story	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	Single	Yes	Yes	Yes	Yes
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	Yes	Yes	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	A	A	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
N/A			A	M-Th 7-7 Fri 7-8	Sat 7-7 Sun 9-5	24 hours
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Website Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down	\$74.99	\$99.95	\$174.95	\$204.95		
Climate Up						
Non Climate						

Comments: only have 5x5 and 5x10 available now, one month free with truck rental

Property Photo



POTENTIAL NEW SELF STORAGE DEVELOPMENT

Our review of a subscription based new construction database indicated the following:

There are no new self-storage developments either in planning stages or under construction within the subject market.

It is important to note that despite any one group's due diligence efforts in determining whether or not new self storage developments may or may not be coming into a particular sub-market, there is always the possibility that a new development is planned but has not yet progressed sufficiently to have shown up in any new construction websites or databases.

Table 9.6 – First Learned About Facility

Saw self-storage facility while driving to/from home/work	27.7%
Family / friends / co-workers word-of mouth	19.0%
Online – Google, Bing, or other general search engine	15.9%
Online – Self-storage facility or related website	8.1%
Online – Reviews	7.1%
Line ad in phone book	5.0%
Online – Website aggregators (pulls together multiple sites)	3.6%
Display ad in phone book	3.2%
Don't Know	3.2%
Online – Social media site (Facebook, Pinterest, YouTube, etc.)	3.1%
Other	2.3%
Flyer – Promotional brochure	1.7%

Source: SSA 2019 Self Storage Demand Study

DEMAND ANALYSIS

A widely accepted methodology for calculating demand in a market is to examine the amount of storage square footage in the market per capita. **The reader is cautioned that the square-foot-per-capita analysis lacks some credibility.** A benchmark that reflects saturation or demand levels has not been established for any U.S. market. Sufficient data is not available to determine what the threshold for demand may be. Furthermore, making use of the Self-Storage Almanac metro guides and top markets is problematic because of their methodology in determining the supply. What the Almanac has done is to apply an average size facility of 39,668 square feet and multiply the number of facilities in a market (presumably from the phone book) times 39,668. That is how they calculated the number of square feet in a market. The analysis is only as good as the analyst's confidence that the average size of stores (facilities) is the same in every market in the U.S., and that the average size is 39,668.

It is also important to note that this methodology makes no distinction between demand for climate controlled and non-climate controlled storage space. This distinction is a critical factor in the evaluation of demand for the subject property. Other important demand drivers ignored by this methodology include per capita income levels and market rental rates.

What one will find in making use of data from the Almanac is that it is difficult to draw any conclusion as to what the "right" or maximum square-foot-per-capita number is. For example, the highest level is in Boise ID at 12.64 square feet per capita. The lowest is in the New York metropolitan area at 2.82 square feet per capita. In both markets, occupancies can be found to be similar. You cannot, therefore, conclude that the supply threshold for New York is over 10 times the current supply.

The only way to properly assess and analyze square-foot-per-capita demand calculations is to first get an accurate count of square footage. Second, the supply needs to be juxtaposed with occupancies. There are only too many square feet per capita when there are too many available square feet, as measured by vacancy. That is to say that the number of square feet per capita has to be quantified by occupancy, and when occupancy drops, then supply has exceeded demand.

This market analysis would indicate that the three-mile subject market is most likely 'under-supplied' as evidenced in part by the anecdotal evidence of mostly moderately high to high occupancy levels thru onsite manager comments and the dynamic pricing models utilized by some of the competitors. (On those websites that use dynamic pricing, unit sizes with limited or no availability will either not be listed on the site or not have any promotion discounts or indicated 'call for availability' instead of 'reserve'). We believe that the review of the market and the competitors would indicate that there is some amount of unmet demand in the market for the contemplated improvements and the demand calculations and anecdotal evidence of higher occupancy levels appear to substantiate that indication.

While we do not necessarily prescribe to calculating and reviewing the demand numbers in a 'vacuum', we have made those calculations using averages facility sizes and MSA demand and supply numbers from the Self Storage Almanac and a **review of those numbers would support the development of at least a modest amount of additional self-storage space as contemplated with the development project.**

Those demand calculations follow.

Using the national average demand calculation number for comparison, as well as the State and National demand calculations the analysis would indicate that there is likely a substantial amount of unmet demand within the three-mile demographic profile. We should note that it is our belief that the primary demographic that would constitute a large percentage of the potential tenant base resides within three-miles of the subject site.

Notes:

- **'Radius'** refers to the mile radius within the sub-market with the subject site as the central point in that radius.
- **'Subject Property'** is referring to the square foot per person within the subject site within the particular radius.
- The **'MSA SQ/CAP'** is the comparison number used per the 2020 Self Storage Almanac that represents the amount of rentable square feet per person in the subject site MSA (Metropolitan Statistical Area)
- The **'State SQ/CAP'** is the number reported by the 2020 Self Storage Almanac for the state in which the subject site is located.
- The **'US Average'** is the amount of square footage per person across the US as reported in the 2020 Self Storage Almanac. We use this average number for our demand calculation analysis as the subject market would be considered 'under-supplied' given the low average per person number.
- The **'Highest MSA/US'** is the highest average square foot per person noted in the US, the Boise ID MSA.
- The **'Lowest MSA/US'** is the lowest average square foot per person noted in the US, the New York MSA.
- The first section of the calculated demand includes the market competitors.
- The second section of the calculated demand includes subject property and the market competitors.

- There are two columns of calculated demand in each section:
 - The first column calculates the demand including the population as reported in the demographic report plus an additional 10% of demand calculated for commercial users.
 - The amount of commercial users can vary from nearly 0% to a much more substantial percentage, depending on subject site location and the demographic profile of the subject market. We have used 10% for the subject site due to the location in a suburban market within a commercial/retail area.
 - The second column calculates the demand including the population as reported in the demographic report with no amount of demand calculated for commercial users.

RADIUS	SUBJECT PROPERTY	MSA SQ/CAP	STATE SQ/CAP	SF EQUIL	HIGHEST MSA US	LOWEST MSA US	US AVERAGE
		4.97	4.97	7.5	12.64	2.82	5.71
		Variances					
3 MILE	7.02	2.05	2.05	-0.48	-5.62	4.20	
CALCULATION							
Demand Calculations Including the noted competitors in the subject market							
	2022 POPULATIO	# OF FACILITIES	SQUARE FOOTAGE	SQUARE FEET PER CAPITA	Potential Unmet Demand Comp: MSA SF/Person Plus 10% Commercial		Potential Unmet Demand Comp: MSA SF/Person No Commercial
RADIUS							
3 MILE	90,743	9	637175	7.02	111455		43398

The **GREEN** highlighted numbers indicate the amount of unmet square footage demand within the various demographic profiles.

Any **RED** highlighted numbers would indicate the amount of over-supply within the various demographic profiles.

We should note that we have used estimated square footage sizes for the market competitors based on local assessor or other websites and/or google earth views. While it is likely these facility sizes would change with a more thorough onsite market study we do not believe the numbers would change dramatically.

While we acknowledge that consideration of a particular market's per person square footage demand is an important consideration when contemplating the development of a new self storage facility we also strongly believe that there is a temptation to assign far too much importance to this one aspect of a potential development.

These demand numbers and anecdotal occupancy levels would suggest that there is likely at least a modest amount of unmet demand within the three-mile demographic profile of the subject site and that it is more than likely that this subject market is under-supplied.

**Table 5.5 –
Most Important Reasons for Using Self-Storage**

No Room at Home/Residence	31.0%
Changing Residence	25.4%
Remodeling Home or Residence	7.8%
Storing Relatives' Items	6.1%
Items No Longer Wanted or Needed	5.6%
Temporary Storage While Away from Home / Residence	4.8%
Items Inherited Due to Death	4.8%
Natural Disaster	3.6%
College Student Between Semesters	3.2%
Items from Vacation Home	3.1%
Items that Require Controlled Environment (e.g. wine)	2.1%
Had a Baby or Family Grew	1.8%

Source: SSA 2019 Self Storage Demand Study

Table 5.6 – Items Stored by Renters

Indoor Furniture	43.8%
Pictures / Photos / Paintings	41.9%
Clothing	40.0%
Household Supplies	39.6%
Kitchenware	39.5%
Holiday Seasonal Items	37.7%
Tools	32.3%
Books/Magazines	29.5%
Collectibles / Hobbies	29.5%
Towels / Blankets / Linens	27.1%
Sporting Equipment	23.8%
Electronic Devices (Not Appliances)	23.6%
Outdoor/Seasonal Furniture	23.0%
Family Records (Bank Statements, Tax Filings)	21.0%
Children's Toys	20.0%
Major Appliances	15.7%
Non-Perishable Food (Canned Goods)	8.1%
Vehicles	6.1%
Other	5.1%

Source: SSA 2019 Self Storage Demand Study

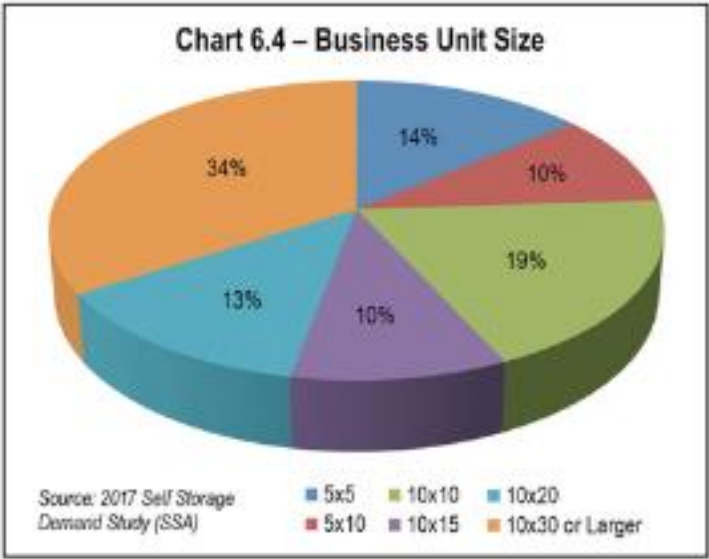
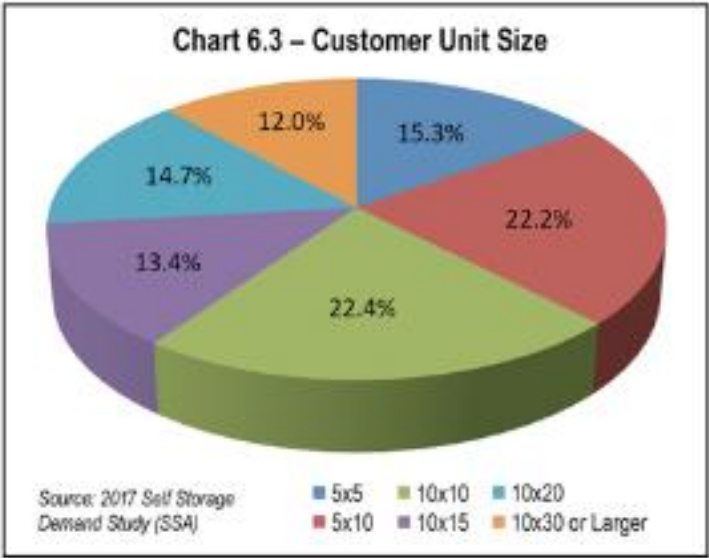
Table 9.1 – Length of Stay by Region

	Northeast	Midwest	South	West
Less than 3 months	10.0%	11.5%	13.2%	14.8%
3 to 6 months	17.6%	22.4%	16.8%	13.9%
7 to 12 months	17.3%	18.3%	22.1%	18.8%
1 to 2 years	30.2%	23.9%	27.2%	25.1%
Longer than 2 years	24.9%	23.9%	20.7%	27.2%

Source: SSA 2019 Self Storage Demand Study

UNIT MIX AND RATES

Due to current absorption rates in the market and the apparent demands, within the developer’s proposed configuration of a multi-story construction the largest size concentration would be in the 10x10 size range. There are considerations as to the amount of net rentable square footage in any interior design, particularly with reference to the hallway square footage loss.



There are competitive, demographic and other market factors which affect unit mixes. Tenant composition (commercial vs. consumer) also affects unit mix. Dwelling structures (residences) affect unit mix, particularly regarding basements, attics, and three car garages. The basic sizes of residences have dramatic impacts as well, such as Manhattan apartments versus rural farms.

These criteria, in addition to many others, tend to make formula driven unit mixes inappropriate. Unit mix should be first determined by market conditions and THEN by site constraints.

The final unit mix footage and unit count will likely change at final construction. This proforma suggests the correct mix, given the confines of a preliminary design. Developers are always advised that unit mixes should be derived through market criteria, not construction efficiency.

Rates included are as of this date. Forecasting for future development may allow for some nominal rate increases, and it is assumed that among the primary competitors, the propensity for rate growth is likely.

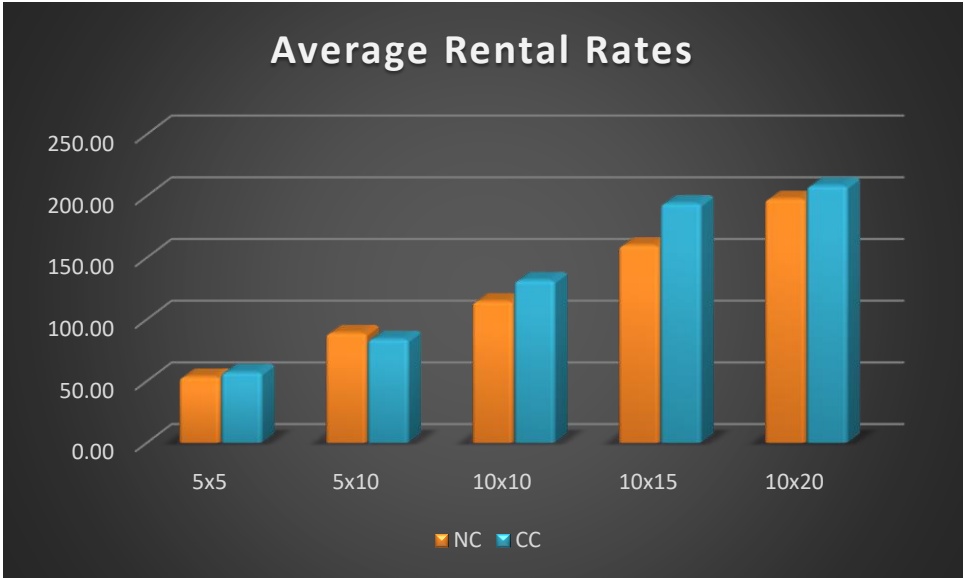
Some of the primary competitors are known to be rate leaders, suggesting that rates will continue to move upward over time as occupancy levels increase. It is a common practice in revenue management for rates to increase when occupancy levels reach certain targets. Conversely, when vacancy is high, discounts may be deployed, a function of revenue management. It appears that some of the primary competitors have formal revenue management programs, which would manage rates by occupancy levels, offering specials in soft sizes, and pushing rental rates on high demand spaces. Given the subject property's proposed amenity package of cameras, paved driveways, a professional office, and professional storage counselors, it is assumed the subject property will be a rate leader in the market.

There are a few institutionally owned or managed properties in the market. The presence of institutional properties can positively affect the subject property in its ability to increase rents over time as occupancy levels increase. Institutionally owned properties have sophisticated revenue management tools which drive optimal rent growth. The presence of institutional "players" can be a significant benefit to the profitability and value increase of the subject project. The ability of the subject site to aggressively manage the posted street rates will be positively impacted by the presence of institutionally owned facilities in the market.

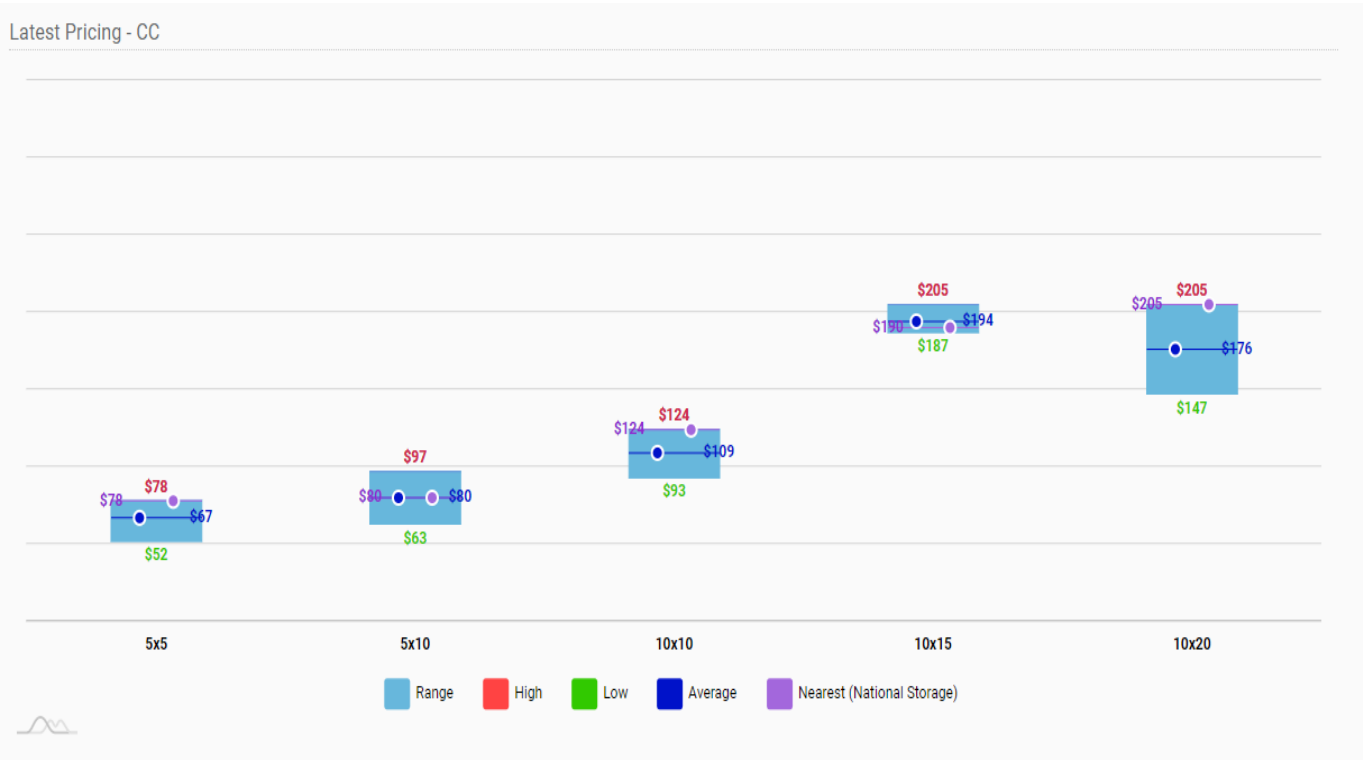
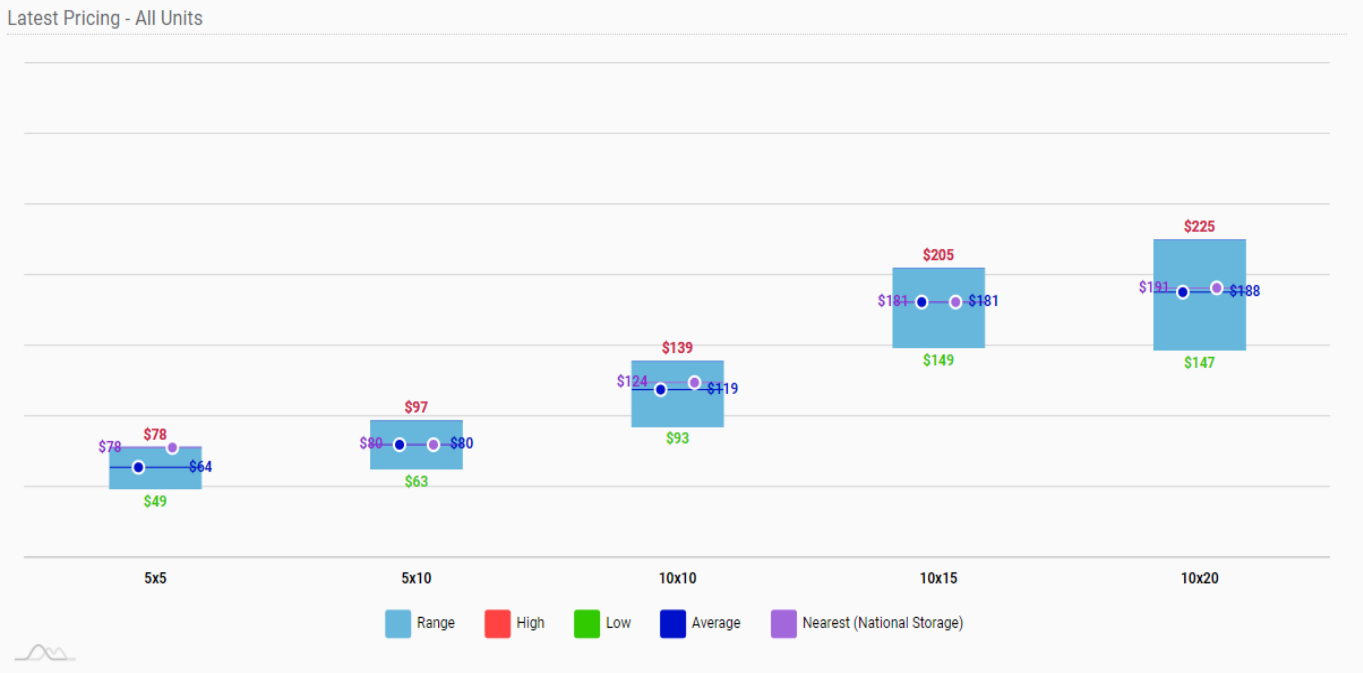
Typically, we forecast rents to be near the top of the market as if the project were built today. It is common that rates may increase, and while the projections typically do not include rate increases during rent-up, this factors in as a discount, as would be typically given during the absorption period. Simply stated, our rates should be on target, given the lead time between this report and store opening, coupled with rents held at flat levels during stabilization. The assumption is that discounting and rental rate increases during stabilization are a “wash”.

Competitor Rate Matrix:

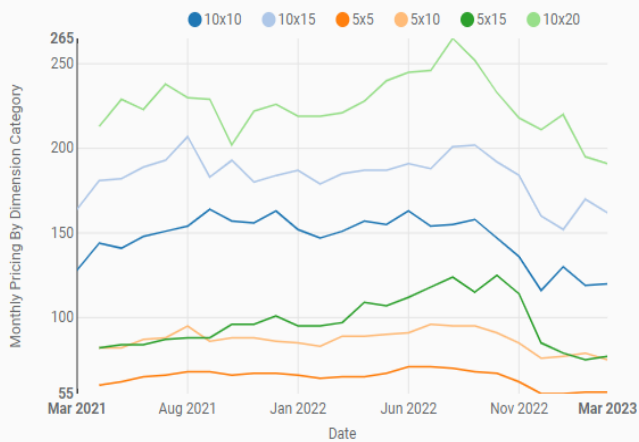
NON CLIMATE CONTROL											
PROPERTY	Map #										
			5 x 5		5 x 10		10 x 10		10x15		10 x 20
Livonia Budget Storage	1	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
National Storage	2	\$	0.00	\$	0.00	\$	0.00	\$	170.00	\$	175.00
Public Storage	3	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
iStorage Self Storage	4	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
National Storage	5	\$	0.00	\$	0.00	\$	76.00	\$	0.00	\$	0.00
Safe Keeping Self Storage	6	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
Mini U Storage of Livonia	7	\$	49.00	\$	89.00	\$	139.00	\$	149.00	\$	225.00
iStorage Self Storage	8	\$	58.00	\$	0.00	\$	129.00	\$	161.00	\$	193.00
U-Haul Moving & Storage	9	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
Average		\$	53.50	\$	89.00	\$	114.67	\$	160.00	\$	197.67
CLIMATE CONTROL											
PROPERTY	Map #										
			5 x 5		5 x 10		10 x 10		10x15		10 x 20
Livonia Budget Storage	1	\$	0.00	\$	110.00	\$	180.00	\$	250.00	\$	295.00
National Storage	2	\$	0.00	\$	81.00	\$	121.00	\$	190.00	\$	205.00
Public Storage	3	\$	56.00	\$	66.00	\$	93.00	\$	0.00	\$	147.00
iStorage Self Storage	4	\$	41.00	\$	51.00	\$	109.00	\$	139.00	\$	182.00
National Storage	5	\$	62.00	\$	97.00	\$	113.00	\$	0.00	\$	213.00
Safe Keeping Self Storage	6	\$	67.42	\$	0.00	\$	0.00	\$	186.51	\$	0.00
Mini U Storage of Livonia	7	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
iStorage Self Storage	8	\$	42.00	\$	0.00	\$	0.00	\$	0.00	\$	0.00
U-Haul Moving & Storage	9	\$	74.99	\$	99.95	\$	174.95	\$	204.95	\$	0.00
Average		\$	57.24	\$	84.16	\$	131.83	\$	194.09	\$	208.40



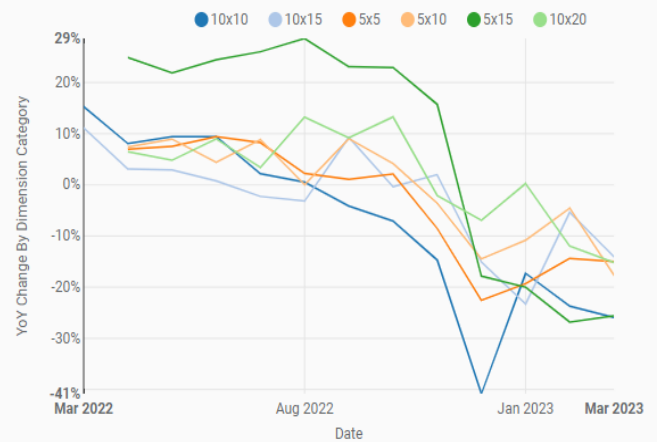
MARKET PRICING



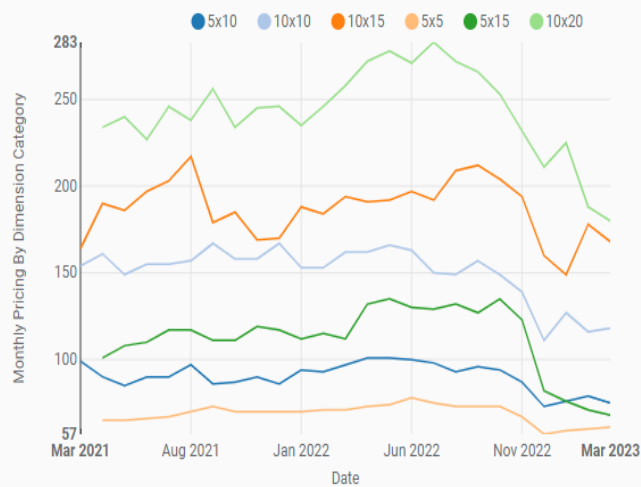
Monthly Pricing - All Units



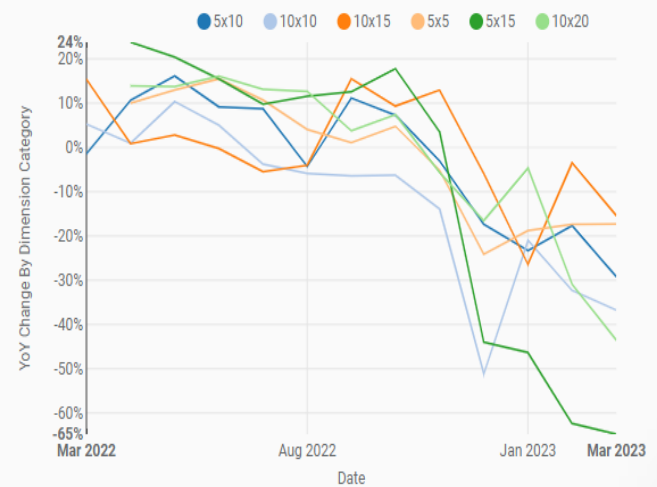
YoY Change - All Units



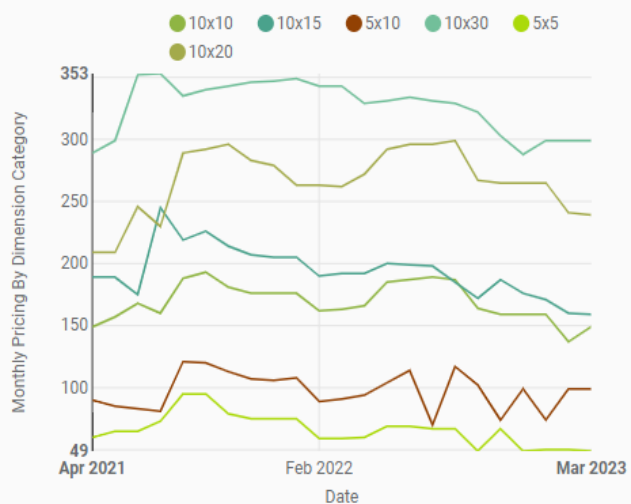
Monthly Pricing - CC



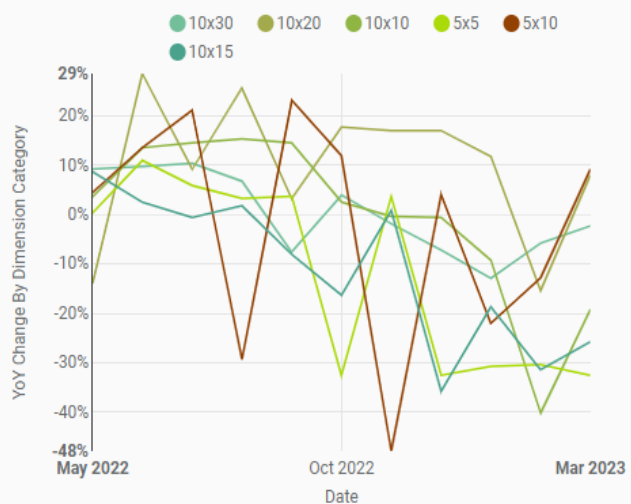
YoY Change - CC



Monthly Pricing By Feature and Dimensions



YoY Change

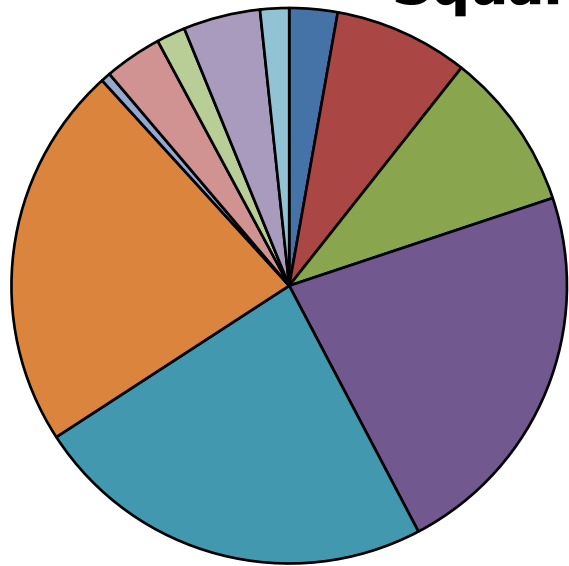


Unit mix for subject site:

UNIT MIX									
SIZE		UNIT SQ FT	SPACE TYPE	% OF SF TOTAL	TYPE SQ FT	# OF SPACES	% OF UNITS TOTAL		
10 x	15	150	Standard DOWN	7%	6,900	46	6%		
10 x	20	200	Standard DOWN	6%	5,800	29	4%		
10 x	25	250	Standard DOWN	1%	500	2	0%		
10 x	30	300	Standard DOWN	2%	1,800	6	1%		
5 x	3	15	Standard UP	0%	420	28	4%		
5 x	5	25	Standard UP	1%	1100	44	6%		
5 x	10	50	Standard UP	4%	4000	80	10%		
7 x	3	21	Standard UP	0%	147	7	1%		
7 x	9	63	Standard UP	0%	441	7	1%		
9 x	3	27	Standard UP	0%	189	7	1%		
8 x	10	75	Standard UP	3%	2625	35	4%		
10 x	10	100	Standard UP	21%	20900	209	26%		
10 x	13	125	Standard UP	2%	2000	16	2%		
10 x	15	150	Standard UP	15%	14400	96	12%		
10 x	20	200	Standard UP	35%	34000	170	21%		
5 x	5	25	Climate Controlled First Floor	0%	25	1	0%		
5 x	7.5	37.5	Climate Controlled First Floor	0%	38	1	0%		
7.5 x	10	75	Climate Controlled First Floor	0%	300	4	1%		
10 x	20	200	Climate Controlled First Floor	1%	800	4	1%		
20 x	33	660	Climate Controlled First Floor	2%	1,980	3	0%		
				TOTAL SQ FT	AVERAGE	TOTAL UNITS	% OF SPACE		
Climate Controlled First Floor				3,143	242	13	3%		
Standard DOWN				15,000	181	83	15%		
Standard UP				80,222	115	699	82%		
BUILDINGS TOTAL				98,365		795	100%		
PROJECT TOTALS				98,365		795			

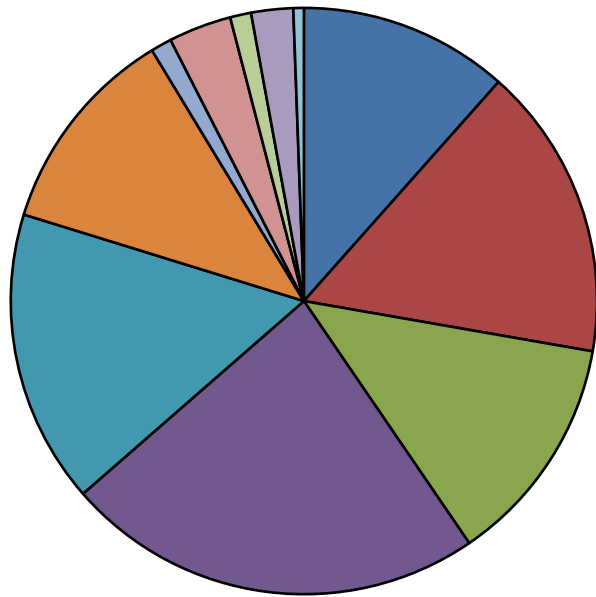
We have recreated, more or less, the unit mix as contemplated by the developer.

Square Footage By Percentage Unit Mix Composition



- 5 x 5 25 Climate Controlled Upper Floors
- 5 x 10 50 Climate Controlled Upper Floors
- 7.5 x 10 75 Climate Controlled Upper Floors
- 10 x 10 100 Climate Controlled Upper Floors
- 10 x 15 150 Climate Controlled Upper Floors
- 10 x 20 200 Climate Controlled Upper Floors
- 5 x 10 50 Climate Controlled First Floor
- 10 x 10 100 Climate Controlled First Floor
- 10 x 15 150 Climate Controlled First Floor
- 10 x 20 200 Climate Controlled First Floor
- 10 x 30 300 Climate Controlled First Floor

of Units By Percent Unit Mix Composition



- 5 x 5 25 Climate Controlled Upper Floors
- 5 x 10 50 Climate Controlled Upper Floors
- 7.5 x 10 75 Climate Controlled Upper Floors
- 10 x 10 100 Climate Controlled Upper Floors
- 10 x 15 150 Climate Controlled Upper Floors
- 10 x 20 200 Climate Controlled Upper Floors
- 5 x 10 50 Climate Controlled First Floor
- 10 x 10 100 Climate Controlled First Floor
- 10 x 15 150 Climate Controlled First Floor
- 10 x 20 200 Climate Controlled First Floor
- 10 x 30 300 Climate Controlled First Floor

Notes:

- The unit mix contains an inventory of interior access, climate controlled self storage space and drive up access non climate space.
- We have recommended unit rates that we believe would allow the facility to effectively compete with the self-storage competitors in the market.

The creation of a marketable unit mix is an important aspect of the development of a self-storage facility and as such we would point out:

- The unit mix recommendation is created with the assumption that the facility will attract primarily residential tenants and a smaller percentage of commercial tenants.
- The market demographic considerations would indicate that a unit mix comprising an across-the-board selection of unit sizes ranging from 5x5 to 10x30 is appropriate.
- The income levels, housing types and location would dictate that the largest concentration of units should be in the mid-range sizes (5x10, 10x10 and 10x15).

NATIONAL RENTAL RATE TRENDS

Table 8.1 – Historical National Rental Rates (Non-Climate-Controlled)

Year	Non-Climate-Controlled 5x5 Asking Rent	Non-Climate-Controlled 5x10 Asking Rent	Non-Climate-Controlled 10x10 Asking Rent	Non-Climate-Controlled 10x15 Asking Rent	Non-Climate-Controlled 10x20 Asking Rent
2011 Q4	\$50.09	\$69.03	\$109.00	\$142.70	\$171.31
2012 Q1	\$50.40	\$69.60	\$109.61	\$143.35	\$172.26
2012 Q2	\$51.03	\$70.40	\$110.82	\$145.07	\$174.22
2012 Q3	\$51.38	\$71.05	\$112.12	\$146.31	\$175.39
2012 Q4	\$51.34	\$70.97	\$112.15	\$146.43	\$176.19
2013 Q1	\$51.74	\$71.43	\$112.74	\$146.93	\$177.21
2013 Q2	\$52.27	\$72.15	\$113.83	\$147.89	\$179.74
2013 Q3	\$52.54	\$72.78	\$115.04	\$149.02	\$180.99
2013 Q4	\$52.10	\$72.11	\$114.10	\$147.93	\$179.76
2014 Q1	\$52.74	\$73.19	\$115.84	\$150.30	\$182.26
2014 Q2	\$54.22	\$75.21	\$119.06	\$154.05	\$186.85
2014 Q3	\$54.47	\$75.61	\$119.66	\$154.78	\$187.63
2014 Q4	\$54.00	\$74.87	\$118.41	\$153.53	\$186.27
2015 Q1	\$55.07	\$76.49	\$120.93	\$156.81	\$190.00
2015 Q2	\$56.87	\$79.12	\$125.24	\$162.22	\$196.39
2015 Q3	\$56.47	\$78.64	\$124.68	\$160.98	\$195.28
2015 Q4	\$56.23	\$78.29	\$123.54	\$159.81	\$193.95
2016 Q1	\$57.28	\$79.75	\$125.68	\$162.94	\$196.98
2016 Q2	\$59.00	\$82.29	\$129.23	\$167.59	\$202.85
2016 Q3	\$48.90	\$69.30	\$109.10	\$137.00	\$157.20
2016 Q4	\$45.20	\$65.80	\$103.00	\$130.80	\$157.60
2017 Q1	\$47.20	\$64.60	\$102.60	\$129.30	\$155.40
2017 Q2	\$48.00	\$68.80	\$106.10	\$134.30	\$161.30
2017 Q3	\$49.40	\$71.00	\$109.60	\$141.40	\$164.40
2017 Q4	\$45.80	\$66.30	\$102.90	\$129.50	\$152.30
2018 Q1	\$45.30	\$65.00	\$100.40	\$127.40	\$148.90
2018 Q2	\$47.30	\$68.00	\$105.60	\$132.70	\$155.60
2018 Q3	\$47.59	\$68.90	\$106.93	\$135.84	\$156.28
2018 Q4	\$45.78	\$66.28	\$105.27	\$131.71	\$152.53
2019 Q1	\$45.21	\$65.25	\$102.78	\$128.77	\$153.22
2019 Q2	\$47.23	\$67.94	\$107.11	\$132.97	\$156.41
2019 Q3	\$46.69	\$66.99	\$105.72	\$131.59	\$153.15
2019 Q4	\$44.31	\$63.84	\$100.30	\$127.07	\$149.29
2020 Q1	\$44.63	\$63.60	\$99.24	\$126.59	\$148.95
2020 Q2	\$44.81	\$63.05	\$97.40	\$124.07	\$146.14

Source: Radius+

Table 8.2 – Historical National Rental Rates (Climate-Controlled)

Year	Climate-Controlled 5x5 Asking Rent	Climate-Controlled 5x10 Asking Rent	Climate-Controlled 10x10 Asking Rent	Climate-Controlled 10x15 Asking Rent	Climate-Controlled 10x20 Asking Rent
2011 Q4	\$63.48	\$89.08	\$139.57	\$182.92	\$225.43
2012 Q1	\$63.81	\$89.73	\$140.14	\$183.17	\$226.42
2012 Q2	\$64.62	\$91.09	\$141.80	\$185.30	\$228.66
2012 Q3	\$65.14	\$91.83	\$143.06	\$186.89	\$230.51
2012 Q4	\$64.96	\$91.73	\$143.11	\$187.32	\$230.78
2013 Q1	\$65.21	\$92.01	\$143.80	\$188.81	\$232.86
2013 Q2	\$66.21	\$93.35	\$145.70	\$190.81	\$234.23
2013 Q3	\$66.39	\$93.99	\$147.20	\$191.75	\$235.51
2013 Q4	\$65.37	\$92.81	\$145.62	\$190.01	\$233.61
2014 Q1	\$65.99	\$93.99	\$147.89	\$193.15	\$237.38
2014 Q2	\$67.95	\$96.89	\$152.42	\$198.69	\$244.00
2014 Q3	\$68.18	\$97.00	\$153.04	\$199.28	\$244.50
2014 Q4	\$67.40	\$95.74	\$151.17	\$197.38	\$242.50
2015 Q1	\$68.36	\$97.53	\$153.98	\$201.05	\$246.78
2015 Q2	\$71.14	\$101.52	\$159.95	\$208.45	\$255.00
2015 Q3	\$70.76	\$100.95	\$158.59	\$206.64	\$253.34
2015 Q4	\$69.85	\$99.72	\$156.06	\$204.28	\$250.71
2016 Q1	\$71.17	\$101.45	\$158.25	\$207.25	\$254.26
2016 Q2	\$73.52	\$104.87	\$162.83	\$213.39	\$260.28
2016 Q3	\$59.60	\$89.60	\$138.20	\$179.60	\$225.20
2016 Q4	\$54.30	\$84.10	\$131.60	\$171.50	\$220.90
2017 Q1	\$56.40	\$84.10	\$130.50	\$170.80	\$218.40
2017 Q2	\$58.90	\$87.40	\$135.60	\$176.80	\$223.70
2017 Q3	\$58.30	\$88.00	\$136.40	\$180.50	\$230.30
2017 Q4	\$55.10	\$83.10	\$129.60	\$170.70	\$219.10
2018 Q1	\$53.90	\$80.60	\$127.00	\$166.50	\$213.90
2018 Q2	\$55.90	\$83.30	\$131.40	\$169.70	\$215.30
2018 Q3	\$56.20	\$84.56	\$132.01	\$172.40	\$218.16
2018 Q4	\$54.10	\$81.83	\$127.79	\$166.57	\$212.54
2019 Q1	\$53.69	\$81.03	\$127.25	\$166.11	\$215.71
2019 Q2	\$56.10	\$84.46	\$132.66	\$173.32	\$222.49
2019 Q3	\$55.67	\$82.93	\$130.36	\$170.69	\$216.65
2019 Q4	\$52.88	\$79.35	\$125.14	\$164.95	\$211.39
2020 Q1	\$52.75	\$78.96	\$123.91	\$163.57	\$208.64
2020 Q2	\$51.95	\$77.38	\$120.23	\$157.83	\$205.17

Source: Radius+

Table 8.3 – National Rental Rates Per Square Foot (Non-Climate-Controlled)

Date	25 Sq. Ft. 5x5	50 Sq. Ft. 5x10	100 Sq. Ft. 10x10	150 Sq. Ft. 10x15	200 Sq. Ft. 10x20
Jan-18	\$1.97	\$1.41	\$1.14	\$0.98	\$0.90
Feb-18	\$1.99	\$1.43	\$1.15	\$1.00	\$0.91
Mar-18	\$2.03	\$1.44	\$1.16	\$1.00	\$0.91
Apr-18	\$2.19	\$1.57	\$1.25	\$1.07	\$0.97
May-18	\$2.24	\$1.60	\$1.26	\$1.07	\$0.98
Jun-18	\$2.24	\$1.62	\$1.28	\$1.09	\$0.99
Jul-18	\$2.02	\$1.43	\$1.11	\$0.93	\$0.85
Aug-18	\$2.01	\$1.44	\$1.11	\$0.97	\$0.82
Sep-18	\$1.91	\$1.38	\$1.07	\$0.93	\$0.79
Oct-18	\$1.85	\$1.34	\$1.04	\$0.87	\$0.77
Nov-18	\$1.83	\$1.33	\$1.03	\$0.87	\$0.76
Dec-18	\$1.81	\$1.31	\$1.01	\$0.85	\$0.75
Jan-19	\$1.81	\$1.30	\$1.02	\$0.85	\$0.76
Feb-19	\$1.80	\$1.31	\$1.03	\$0.86	\$0.77
Mar-19	\$1.82	\$1.31	\$1.04	\$0.86	\$0.77
Apr-19	\$1.86	\$1.34	\$1.06	\$0.87	\$0.78
May-19	\$1.90	\$1.37	\$1.07	\$0.89	\$0.78
Jun-19	\$1.90	\$1.38	\$1.08	\$0.89	\$0.78
Jul-19	\$1.91	\$1.37	\$1.08	\$0.89	\$0.78
Aug-19	\$1.89	\$1.35	\$1.06	\$0.88	\$0.77
Sep-19	\$1.80	\$1.30	\$1.03	\$0.86	\$0.75
Oct-19	\$1.77	\$1.28	\$1.01	\$0.86	\$0.75
Nov-19	\$1.77	\$1.28	\$1.00	\$0.85	\$0.74
Dec-19	\$1.78	\$1.27	\$1.00	\$0.84	\$0.74
Jan-20	\$1.78	\$1.28	\$1.00	\$0.84	\$0.74
Feb-20	\$1.78	\$1.26	\$0.99	\$0.85	\$0.74
Mar-20	\$1.80	\$1.28	\$1.00	\$0.85	\$0.75
Apr-20	\$1.77	\$1.24	\$0.96	\$0.82	\$0.73
May-20	\$1.78	\$1.25	\$0.97	\$0.82	\$0.72
Jun-20	\$1.83	\$1.29	\$1.00	\$0.84	\$0.74

Source: Radius+

Table 8.4 – National Rental Rates Per Square Foot (Climate-Controlled)

Date	25 Sq. Ft. 5x5	50 Sq. Ft. 5x10	100 Sq. Ft. 10x10	150 Sq. Ft. 10x15	200 Sq. Ft. 10x20
Jan-18	\$2.15	\$1.61	\$1.26	\$1.11	\$1.07
Feb-18	\$2.16	\$1.61	\$1.27	\$1.11	\$1.08
Mar-18	\$2.16	\$1.61	\$1.27	\$1.11	\$1.06
Apr-18	\$2.21	\$1.64	\$1.30	\$1.12	\$1.06
May-18	\$2.25	\$1.67	\$1.31	\$1.13	\$1.08
Jun-18	\$2.25	\$1.68	\$1.32	\$1.14	\$1.08
Jul-18	\$2.27	\$1.71	\$1.33	\$1.15	\$1.10
Aug-18	\$2.26	\$1.69	\$1.32	\$1.15	\$1.10
Sep-18	\$2.22	\$1.68	\$1.30	\$1.14	\$1.08
Oct-18	\$2.18	\$1.65	\$1.28	\$1.12	\$1.07
Nov-18	\$2.16	\$1.64	\$1.28	\$1.11	\$1.06
Dec-18	\$2.15	\$1.62	\$1.26	\$1.10	\$1.06
Jan-19	\$2.15	\$1.62	\$1.26	\$1.09	\$1.06
Feb-19	\$2.14	\$1.61	\$1.27	\$1.10	\$1.07
Mar-19	\$2.15	\$1.63	\$1.28	\$1.13	\$1.10
Apr-19	\$2.21	\$1.66	\$1.31	\$1.14	\$1.11
May-19	\$2.25	\$1.70	\$1.33	\$1.15	\$1.11
Jun-19	\$2.27	\$1.71	\$1.34	\$1.17	\$1.11
Jul-19	\$2.27	\$1.69	\$1.32	\$1.16	\$1.10
Aug-19	\$2.24	\$1.67	\$1.31	\$1.14	\$1.08
Sep-19	\$2.17	\$1.61	\$1.28	\$1.12	\$1.06
Oct-19	\$2.14	\$1.60	\$1.27	\$1.11	\$1.07
Nov-19	\$2.10	\$1.58	\$1.25	\$1.10	\$1.06
Dec-19	\$2.10	\$1.57	\$1.24	\$1.09	\$1.04
Jan-20	\$2.11	\$1.58	\$1.24	\$1.09	\$1.03
Feb-20	\$2.10	\$1.57	\$1.23	\$1.09	\$1.04
Mar-20	\$2.12	\$1.58	\$1.24	\$1.09	\$1.06
Apr-20	\$2.08	\$1.54	\$1.20	\$1.05	\$1.01
May-20	\$2.05	\$1.53	\$1.19	\$1.04	\$1.01
Jun-20	\$2.11	\$1.57	\$1.22	\$1.07	\$1.05

Source: Radius+

REGIONAL RENTAL RATE COMPARISONS

Table 8.5 – Midwest Rental Rates (East North Central)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$49.42	\$75.08	\$119.69	\$150.59	\$190.64	\$43.24	\$64.51	\$100.28	\$127.92	\$144.75
Aug-16	\$51.10	\$78.11	\$121.66	\$154.44	\$190.96	\$43.34	\$61.88	\$96.51	\$121.54	\$137.53
Sep-16	\$50.76	\$77.83	\$121.95	\$156.07	\$193.75	\$42.23	\$61.21	\$95.80	\$120.20	\$135.69
Oct-16	\$49.69	\$76.22	\$119.92	\$152.51	\$192.40	\$40.92	\$59.51	\$93.48	\$118.10	\$135.12
Nov-16	\$47.45	\$72.11	\$113.52	\$147.20	\$182.55	\$39.40	\$57.38	\$90.09	\$115.22	\$134.24
Dec-16	\$43.65	\$67.27	\$108.35	\$141.31	\$174.51	\$38.26	\$55.89	\$88.30	\$114.35	\$137.59
Jan-17	\$44.82	\$70.61	\$112.37	\$148.37	\$184.65	\$39.14	\$57.13	\$88.96	\$114.20	\$135.38
Feb-17	\$47.43	\$73.53	\$116.26	\$152.75	\$190.98	\$39.85	\$57.78	\$90.79	\$114.47	\$132.51
Mar-17	\$47.80	\$73.05	\$116.97	\$155.98	\$191.39	\$39.48	\$58.08	\$90.63	\$114.93	\$131.76
Apr-17	\$49.46	\$76.16	\$120.19	\$160.46	\$196.25	\$41.37	\$60.28	\$92.32	\$117.68	\$135.05
May-17	\$50.64	\$76.99	\$121.52	\$157.18	\$198.57	\$42.50	\$61.53	\$94.57	\$118.95	\$134.94
Jun-17	\$51.33	\$78.30	\$121.75	\$155.80	\$199.24	\$43.06	\$62.29	\$96.28	\$120.91	\$136.76
Jul-17	\$51.13	\$78.91	\$121.29	\$157.89	\$202.63	\$43.17	\$63.24	\$98.14	\$121.73	\$138.52
Aug-17	\$51.85	\$78.77	\$122.49	\$158.50	\$197.93	\$43.81	\$63.25	\$98.63	\$126.50	\$139.75
Sep-17	\$51.27	\$76.94	\$121.00	\$157.49	\$199.66	\$43.52	\$60.89	\$95.64	\$120.33	\$134.99
Oct-17	\$50.04	\$76.02	\$119.53	\$153.31	\$195.70	\$41.39	\$59.12	\$92.58	\$116.99	\$130.84
Nov-17	\$49.33	\$74.75	\$117.61	\$150.72	\$189.48	\$40.79	\$58.79	\$90.91	\$115.14	\$129.52
Dec-17	\$48.06	\$72.87	\$114.75	\$148.20	\$185.81	\$39.91	\$57.30	\$88.69	\$112.42	\$127.88
Jan-18	\$47.80	\$72.79	\$113.77	\$146.47	\$184.11	\$39.82	\$56.72	\$87.39	\$111.31	\$126.03
Feb-18	\$48.03	\$72.69	\$113.94	\$146.34	\$182.25	\$39.66	\$56.23	\$87.27	\$110.38	\$124.98
Mar-18	\$47.74	\$71.81	\$113.13	\$145.67	\$178.67	\$39.85	\$56.70	\$87.87	\$111.01	\$126.48
Apr-18	\$49.11	\$72.61	\$116.46	\$150.15	\$180.51	\$40.97	\$57.96	\$89.65	\$112.99	\$129.14
May-18	\$49.92	\$73.47	\$117.09	\$150.14	\$184.40	\$41.47	\$58.40	\$90.41	\$112.89	\$128.39
Jun-18	\$49.70	\$73.37	\$115.15	\$148.47	\$183.34	\$41.46	\$58.64	\$91.94	\$114.26	\$144.62
Jul-18	\$49.59	\$74.99	\$117.68	\$152.44	\$185.33	\$41.29	\$59.93	\$93.69	\$117.09	\$133.43
Aug-18	\$49.89	\$74.97	\$117.27	\$152.66	\$187.92	\$41.35	\$60.07	\$94.34	\$117.43	\$134.15
Sep-18	\$48.68	\$74.37	\$116.34	\$151.89	\$187.80	\$40.97	\$58.86	\$92.39	\$114.69	\$130.79
Oct-18	\$47.35	\$71.89	\$114.08	\$147.52	\$184.47	\$39.81	\$57.50	\$90.43	\$113.06	\$129.72
Nov-18	\$46.42	\$70.74	\$112.76	\$145.14	\$181.83	\$39.03	\$57.37	\$88.70	\$111.11	\$129.41
Dec-18	\$45.75	\$69.98	\$110.40	\$142.69	\$179.06	\$38.24	\$58.09	\$88.16	\$111.14	\$128.44
Jan-19	\$45.72	\$69.89	\$109.79	\$140.64	\$179.25	\$38.36	\$56.52	\$87.45	\$109.71	\$126.40
Feb-19	\$45.57	\$69.63	\$109.71	\$141.86	\$179.81	\$38.27	\$56.19	\$87.30	\$109.55	\$126.69
Mar-19	\$46.08	\$70.78	\$111.77	\$144.34	\$182.91	\$39.52	\$56.62	\$89.58	\$111.39	\$128.01
Apr-19	\$46.74	\$72.42	\$114.18	\$147.13	\$184.02	\$39.97	\$57.45	\$91.26	\$113.20	\$128.13
May-19	\$46.97	\$73.18	\$115.82	\$148.06	\$184.47	\$40.31	\$58.11	\$92.36	\$114.05	\$129.17
Jun-19	\$47.36	\$73.09	\$116.09	\$148.54	\$184.64	\$40.16	\$58.58	\$93.21	\$115.06	\$132.04
Jul-19	\$48.53	\$72.54	\$115.97	\$148.91	\$187.69	\$39.84	\$58.68	\$94.50	\$117.15	\$133.18
Aug-19	\$47.76	\$71.92	\$116.14	\$148.53	\$185.78	\$39.84	\$57.48	\$92.39	\$114.06	\$129.03
Sep-19	\$46.49	\$70.13	\$112.97	\$146.05	\$182.88	\$37.23	\$55.11	\$88.14	\$109.83	\$124.79
Oct-19	\$45.49	\$69.40	\$112.27	\$145.67	\$181.74	\$36.86	\$54.39	\$86.28	\$109.64	\$124.09
Nov-19	\$44.97	\$68.54	\$110.25	\$143.10	\$178.92	\$37.30	\$54.14	\$85.20	\$107.66	\$124.02
Dec-19	\$44.64	\$67.98	\$109.02	\$141.59	\$177.19	\$37.16	\$53.88	\$83.93	\$106.80	\$124.17
Jan-20	\$44.83	\$68.41	\$109.42	\$141.48	\$177.55	\$36.75	\$53.78	\$83.23	\$105.63	\$121.98
Feb-20	\$44.61	\$68.35	\$108.57	\$141.71	\$177.51	\$36.54	\$53.17	\$82.91	\$105.77	\$122.00
Mar-20	\$44.78	\$68.58	\$109.18	\$143.58	\$179.47	\$37.30	\$53.95	\$84.29	\$107.95	\$124.56
Apr-20	\$43.79	\$67.11	\$106.59	\$139.95	\$175.74	\$36.80	\$52.54	\$80.69	\$103.58	\$120.77
May-20	\$43.66	\$66.61	\$105.80	\$137.45	\$174.79	\$37.81	\$53.41	\$80.54	\$102.11	\$120.07
Jun-20	\$44.39	\$66.99	\$106.63	\$138.40	\$178.59	\$39.31	\$54.10	\$82.50	\$103.88	\$121.03

Source: Radius+

**Table 8.6 – Midwest Rent Per Square Foot
(East North Central – Non-Climate-Controlled)**

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.72	\$1.25	\$0.97	\$0.82	\$0.69
2016 Q4	\$1.58	\$1.15	\$0.91	\$0.77	\$0.68
2017 Q1	\$1.58	\$1.15	\$0.90	\$0.76	\$0.67
2017 Q2	\$1.69	\$1.23	\$0.94	\$0.79	\$0.68
2017 Q3	\$1.74	\$1.25	\$0.97	\$0.86	\$0.69
2017 Q4	\$1.63	\$1.17	\$0.91	\$0.77	\$0.65
2018 Q1	\$1.59	\$1.13	\$0.88	\$0.74	\$0.63
2018 Q2	\$1.65	\$1.17	\$0.91	\$0.76	\$0.67
2018 Q3	\$1.65	\$1.19	\$0.93	\$0.78	\$0.66
2018 Q4	\$1.56	\$1.15	\$0.89	\$0.75	\$0.65
2019 Q1	\$1.55	\$1.13	\$0.88	\$0.74	\$0.64
2019 Q2	\$1.61	\$1.16	\$0.92	\$0.76	\$0.65
2019 Q3	\$1.56	\$1.14	\$0.92	\$0.76	\$0.65
2019 Q4	\$1.48	\$1.08	\$0.85	\$0.72	\$0.62
2020 Q1	\$1.47	\$1.07	\$0.83	\$0.71	\$0.61
2020 Q2	\$1.52	\$1.07	\$0.81	\$0.69	\$0.60

**Table 8.7 – Midwest Rent Per Square Foot
(East North Central – Climate-Controlled)**

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.02	\$1.54	\$1.21	\$1.03	\$0.96
2016 Q4	\$1.88	\$1.44	\$1.14	\$0.98	\$0.92
2017 Q1	\$1.86	\$1.44	\$1.15	\$1.01	\$0.94
2017 Q2	\$2.02	\$1.54	\$1.21	\$1.05	\$0.99
2017 Q3	\$2.06	\$1.56	\$1.22	\$1.05	\$1.00
2017 Q4	\$1.97	\$1.49	\$1.17	\$1.00	\$0.95
2018 Q1	\$1.91	\$1.45	\$1.14	\$0.97	\$0.91
2018 Q2	\$1.98	\$1.46	\$1.16	\$1.00	\$0.91
2018 Q3	\$1.98	\$1.50	\$1.17	\$1.02	\$0.93
2018 Q4	\$1.86	\$1.42	\$1.12	\$0.97	\$0.91
2019 Q1	\$1.83	\$1.40	\$1.10	\$0.95	\$0.90
2019 Q2	\$1.88	\$1.46	\$1.15	\$0.99	\$0.92
2019 Q3	\$1.90	\$1.43	\$1.15	\$0.99	\$0.93
2019 Q4	\$1.80	\$1.37	\$1.11	\$0.96	\$0.90
2020 Q1	\$1.79	\$1.37	\$1.09	\$0.95	\$0.89
2020 Q2	\$1.76	\$1.34	\$1.06	\$0.92	\$0.88

Table 8.8 – Midwest Rental Rates (West North Central)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$62.23	\$89.12	\$135.24	\$167.57	\$216.61	\$48.03	\$63.26	\$101.97	\$126.71	\$138.94
Aug-16	\$65.79	\$90.05	\$136.17	\$167.29	\$214.88	\$44.66	\$57.97	\$93.02	\$114.14	\$129.46
Sep-16	\$64.38	\$89.31	\$134.08	\$167.13	\$223.16	\$43.15	\$57.95	\$91.37	\$113.12	\$127.62
Oct-16	\$59.47	\$90.12	\$130.49	\$164.64	\$213.62	\$42.87	\$58.86	\$93.01	\$114.05	\$132.01
Nov-16	\$60.01	\$84.53	\$127.80	\$159.61	\$223.25	\$42.81	\$59.02	\$94.60	\$117.31	\$137.87
Dec-16	\$55.08	\$78.41	\$124.29	\$157.41	\$217.55	\$41.71	\$56.65	\$93.66	\$117.50	\$136.54
Jan-17	\$54.39	\$81.05	\$125.06	\$157.58	\$211.44	\$41.19	\$56.09	\$86.93	\$109.95	\$127.92
Feb-17	\$54.22	\$82.04	\$127.23	\$159.21	\$205.22	\$40.32	\$55.23	\$83.94	\$106.11	\$122.48
Mar-17	\$56.61	\$82.15	\$125.57	\$162.22	\$205.92	\$39.76	\$55.04	\$82.88	\$103.84	\$120.84
Apr-17	\$57.38	\$83.86	\$127.27	\$162.86	\$204.22	\$40.61	\$55.89	\$84.52	\$104.53	\$119.82
May-17	\$58.53	\$84.03	\$128.63	\$162.17	\$205.86	\$42.12	\$57.89	\$86.13	\$107.09	\$121.87
Jun-17	\$55.72	\$83.50	\$126.83	\$160.08	\$198.74	\$43.23	\$58.47	\$87.63	\$109.23	\$124.86
Jul-17	\$56.98	\$86.17	\$129.26	\$168.75	\$206.96	\$46.72	\$65.83	\$94.93	\$112.89	\$128.31
Aug-17	\$55.57	\$85.50	\$128.29	\$166.74	\$210.49	\$46.01	\$67.93	\$96.09	\$115.17	\$125.92
Sep-17	\$54.26	\$82.14	\$125.13	\$160.15	\$207.52	\$44.65	\$61.53	\$90.82	\$112.73	\$123.23
Oct-17	\$52.37	\$79.30	\$121.35	\$155.05	\$202.91	\$42.79	\$58.80	\$88.62	\$108.43	\$118.29
Nov-17	\$52.52	\$79.31	\$120.12	\$155.58	\$197.98	\$43.19	\$58.14	\$86.19	\$105.40	\$114.96
Dec-17	\$53.95	\$78.36	\$120.62	\$155.36	\$198.91	\$42.89	\$57.49	\$84.79	\$102.34	\$113.34
Jan-18	\$52.67	\$77.05	\$116.99	\$150.08	\$195.93	\$42.48	\$56.13	\$82.66	\$99.46	\$110.94
Feb-18	\$52.53	\$76.90	\$116.38	\$147.97	\$191.68	\$43.63	\$60.11	\$81.69	\$99.94	\$109.09
Mar-18	\$52.23	\$75.91	\$117.10	\$144.03	\$182.88	\$43.91	\$56.35	\$82.17	\$100.46	\$109.78
Apr-18	\$53.52	\$76.94	\$120.65	\$147.90	\$188.41	\$44.46	\$58.05	\$84.46	\$102.46	\$113.01
May-18	\$54.45	\$77.11	\$117.17	\$146.35	\$180.15	\$42.38	\$57.76	\$85.03	\$102.53	\$111.66
Jun-18	\$53.48	\$77.67	\$118.66	\$148.90	\$196.08	\$46.23	\$59.04	\$85.47	\$101.59	\$113.21
Jul-18	\$52.71	\$78.12	\$119.67	\$152.02	\$191.59	\$46.16	\$58.95	\$85.30	\$102.59	\$115.17
Aug-18	\$52.80	\$77.39	\$118.20	\$149.17	\$188.74	\$45.86	\$59.86	\$87.15	\$104.16	\$116.21
Sep-18	\$52.57	\$77.02	\$117.33	\$147.33	\$186.65	\$43.50	\$57.99	\$86.27	\$103.81	\$114.37
Oct-18	\$52.03	\$76.89	\$116.08	\$147.27	\$186.00	\$43.23	\$56.21	\$85.19	\$101.84	\$114.22
Nov-18	\$52.58	\$76.28	\$116.26	\$147.51	\$183.85	\$42.86	\$55.93	\$84.69	\$104.06	\$112.12
Dec-18	\$51.83	\$75.48	\$115.69	\$146.19	\$183.89	\$41.66	\$55.23	\$82.63	\$101.96	\$111.17
Jan-19	\$51.74	\$75.03	\$114.43	\$144.97	\$183.87	\$40.97	\$55.04	\$81.47	\$99.26	\$110.06
Feb-19	\$51.48	\$74.66	\$113.99	\$143.97	\$181.21	\$40.71	\$55.94	\$81.75	\$98.98	\$109.60
Mar-19	\$50.72	\$74.13	\$113.40	\$143.92	\$181.57	\$39.91	\$56.36	\$83.58	\$99.70	\$111.10
Apr-19	\$52.20	\$75.76	\$116.77	\$147.97	\$185.94	\$41.93	\$57.54	\$86.11	\$100.35	\$111.35
May-19	\$53.08	\$77.85	\$118.05	\$150.52	\$188.93	\$44.75	\$59.03	\$88.63	\$102.33	\$113.94
Jun-19	\$53.67	\$78.17	\$118.99	\$150.62	\$189.40	\$43.96	\$59.68	\$91.79	\$100.81	\$113.99
Jul-19	\$53.95	\$77.18	\$117.82	\$149.51	\$182.80	\$44.75	\$59.80	\$90.92	\$101.85	\$114.55
Aug-19	\$54.21	\$77.29	\$118.79	\$151.26	\$188.95	\$45.23	\$57.98	\$88.21	\$103.76	\$114.21
Sep-19	\$50.97	\$74.49	\$115.77	\$148.25	\$184.59	\$42.42	\$55.58	\$84.79	\$100.41	\$112.53
Oct-19	\$51.75	\$75.41	\$114.79	\$147.92	\$183.10	\$39.76	\$54.53	\$83.40	\$99.20	\$113.11
Nov-19	\$49.39	\$72.04	\$110.40	\$144.81	\$176.74	\$38.61	\$53.77	\$81.62	\$96.15	\$109.08
Dec-19	\$49.14	\$71.14	\$108.31	\$141.98	\$172.35	\$38.59	\$52.96	\$79.97	\$95.18	\$107.08
Jan-20	\$47.10	\$70.37	\$107.90	\$139.81	\$170.75	\$37.88	\$53.79	\$79.78	\$94.85	\$108.16
Feb-20	\$46.45	\$70.56	\$106.43	\$139.21	\$173.82	\$38.12	\$52.31	\$78.79	\$94.98	\$109.69
Mar-20	\$45.98	\$71.08	\$107.47	\$140.25	\$177.62	\$38.49	\$51.91	\$79.23	\$95.59	\$110.91
Apr-20	\$46.67	\$69.78	\$105.01	\$137.23	\$172.51	\$37.71	\$50.97	\$77.36	\$96.19	\$109.99
May-20	\$47.93	\$69.20	\$103.62	\$136.16	\$169.14	\$38.92	\$51.95	\$77.14	\$95.64	\$110.05
Jun-20	\$48.05	\$71.81	\$104.25	\$136.26	\$175.50	\$39.76	\$53.13	\$79.57	\$96.43	\$111.46

Source: Radius+

**Table 8.9 – Midwest Rent Per Square Foot
(West North Central – Non-Climate-Controlled)**

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.80	\$1.19	\$0.95	\$0.78	\$0.65
2016 Q4	\$1.70	\$1.16	\$0.94	\$0.77	\$0.68
2017 Q1	\$1.62	\$1.11	\$0.85	\$0.71	\$0.62
2017 Q2	\$1.68	\$1.15	\$0.86	\$0.71	\$0.61
2017 Q3	\$1.83	\$1.30	\$0.94	\$0.76	\$0.63
2017 Q4	\$1.72	\$1.16	\$0.87	\$0.70	\$0.58
2018 Q1	\$1.73	\$1.15	\$0.82	\$0.67	\$0.55
2018 Q2	\$1.77	\$1.17	\$0.85	\$0.68	\$0.56
2018 Q3	\$1.81	\$1.18	\$0.86	\$0.69	\$0.58
2018 Q4	\$1.70	\$1.12	\$0.84	\$0.68	\$0.56
2019 Q1	\$1.62	\$1.12	\$0.82	\$0.66	\$0.55
2019 Q2	\$1.74	\$1.18	\$0.89	\$0.67	\$0.57
2019 Q3	\$1.77	\$1.16	\$0.88	\$0.68	\$0.57
2019 Q4	\$1.56	\$1.07	\$0.82	\$0.65	\$0.55
2020 Q1	\$1.53	\$1.05	\$0.79	\$0.63	\$0.55
2020 Q2	\$1.55	\$1.04	\$0.78	\$0.64	\$0.55

Source: Radius+

**Table 8.10 – Midwest Rent Per Square Foot
(West North Central – Climate-Controlled)**

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.57	\$1.79	\$1.35	\$1.12	\$1.09
2016 Q4	\$2.33	\$1.69	\$1.27	\$1.07	\$1.09
2017 Q1	\$2.20	\$1.63	\$1.25	\$1.06	\$1.04
2017 Q2	\$2.29	\$1.68	\$1.28	\$1.08	\$1.02
2017 Q3	\$2.22	\$1.69	\$1.28	\$1.10	\$1.04
2017 Q4	\$2.12	\$1.58	\$1.21	\$1.04	\$1.00
2018 Q1	\$2.10	\$1.53	\$1.17	\$0.98	\$0.96
2018 Q2	\$2.15	\$1.55	\$1.19	\$0.98	\$0.94
2018 Q3	\$2.11	\$1.55	\$1.18	\$1.00	\$0.95
2018 Q4	\$2.09	\$1.52	\$1.16	\$0.98	\$0.92
2019 Q1	\$2.05	\$1.49	\$1.14	\$0.96	\$0.91
2019 Q2	\$2.12	\$1.55	\$1.18	\$1.00	\$0.94
2019 Q3	\$2.12	\$1.53	\$1.17	\$1.00	\$0.93
2019 Q4	\$2.00	\$1.46	\$1.11	\$0.97	\$0.89
2020 Q1	\$1.86	\$1.41	\$1.07	\$0.93	\$0.87
2020 Q2	\$1.90	\$1.41	\$1.04	\$0.91	\$0.86

Source: Radius+

Table 8.11 – Northeast Rental Rates (Middle Atlantic)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$71.33	\$113.20	\$177.90	\$232.68	\$287.07	\$61.31	\$90.87	\$142.08	\$179.11	\$202.82
Aug-16	\$71.08	\$112.58	\$176.42	\$231.32	\$284.49	\$58.45	\$87.42	\$135.87	\$169.75	\$196.40
Sep-16	\$68.81	\$109.32	\$171.93	\$228.42	\$284.42	\$56.62	\$84.83	\$136.08	\$167.25	\$192.12
Oct-16	\$66.77	\$108.19	\$169.05	\$223.48	\$276.03	\$55.44	\$84.44	\$135.63	\$165.25	\$193.96
Nov-16	\$64.31	\$104.30	\$164.14	\$219.04	\$273.53	\$54.42	\$82.81	\$132.42	\$165.58	\$194.78
Dec-16	\$63.37	\$100.92	\$161.81	\$218.10	\$271.17	\$52.15	\$79.98	\$132.10	\$168.88	\$202.43
Jan-17	\$64.01	\$102.05	\$164.32	\$216.20	\$270.30	\$53.82	\$81.48	\$133.00	\$168.09	\$202.25
Feb-17	\$64.20	\$103.34	\$163.46	\$216.21	\$273.72	\$53.92	\$81.69	\$132.71	\$166.38	\$200.39
Mar-17	\$64.72	\$103.85	\$164.75	\$218.31	\$275.60	\$54.59	\$81.97	\$132.29	\$167.16	\$194.92
Apr-17	\$67.98	\$107.54	\$170.27	\$225.91	\$287.54	\$56.86	\$85.56	\$135.39	\$170.54	\$194.29
May-17	\$68.65	\$109.72	\$169.88	\$227.07	\$291.87	\$58.22	\$88.43	\$136.30	\$170.95	\$193.83
Jun-17	\$68.69	\$111.96	\$173.74	\$233.14	\$297.95	\$59.07	\$89.23	\$138.72	\$174.47	\$201.43
Jul-17	\$70.10	\$112.70	\$177.43	\$240.05	\$309.68	\$59.89	\$90.07	\$142.14	\$181.16	\$210.19
Aug-17	\$69.79	\$110.51	\$174.59	\$239.61	\$310.27	\$59.27	\$89.31	\$141.44	\$180.69	\$208.07
Sep-17	\$66.99	\$107.02	\$170.19	\$233.23	\$303.90	\$56.87	\$84.88	\$137.09	\$175.52	\$200.43
Oct-17	\$65.87	\$108.52	\$167.36	\$228.17	\$290.83	\$55.98	\$84.79	\$137.42	\$171.52	\$198.01
Nov-17	\$65.66	\$105.89	\$166.31	\$225.71	\$290.46	\$55.59	\$83.54	\$135.10	\$170.63	\$197.72
Dec-17	\$64.18	\$101.47	\$163.21	\$221.93	\$283.84	\$54.67	\$81.96	\$132.72	\$167.59	\$197.67
Jan-18	\$63.38	\$101.29	\$163.29	\$222.66	\$283.75	\$54.60	\$81.32	\$131.44	\$167.07	\$196.85
Feb-18	\$63.33	\$102.36	\$164.70	\$221.56	\$287.42	\$54.63	\$82.03	\$132.83	\$168.97	\$196.52
Mar-18	\$63.72	\$103.43	\$167.47	\$225.35	\$287.92	\$57.02	\$84.66	\$137.59	\$174.80	\$198.29
Apr-18	\$66.10	\$106.69	\$172.23	\$233.61	\$299.35	\$60.17	\$86.83	\$140.60	\$176.12	\$199.51
May-18	\$69.23	\$110.41	\$173.83	\$234.69	\$304.89	\$60.24	\$89.72	\$144.01	\$181.20	\$206.58
Jun-18	\$69.17	\$110.90	\$174.27	\$235.27	\$301.34	\$60.05	\$90.73	\$144.67	\$181.80	\$203.27
Jul-18	\$69.04	\$111.70	\$173.88	\$237.39	\$307.91	\$60.28	\$91.11	\$143.84	\$181.92	\$202.83
Aug-18	\$69.05	\$111.59	\$173.66	\$237.82	\$312.80	\$59.91	\$90.82	\$143.45	\$181.75	\$202.66
Sep-18	\$67.18	\$109.23	\$171.94	\$235.48	\$308.65	\$58.38	\$87.37	\$140.60	\$177.56	\$202.22
Oct-18	\$66.05	\$107.77	\$170.50	\$231.00	\$302.16	\$57.49	\$85.89	\$140.46	\$174.68	\$198.35
Nov-18	\$65.56	\$106.95	\$168.96	\$228.29	\$303.91	\$57.49	\$85.33	\$138.02	\$175.50	\$199.97
Dec-18	\$65.24	\$104.80	\$166.90	\$226.32	\$296.56	\$56.62	\$84.59	\$136.62	\$175.50	\$202.11
Jan-19	\$64.93	\$104.24	\$166.41	\$224.11	\$297.27	\$56.64	\$84.15	\$135.31	\$172.28	\$200.54
Feb-19	\$64.24	\$103.79	\$166.16	\$224.36	\$298.55	\$57.17	\$84.30	\$136.64	\$173.11	\$203.86
Mar-19	\$64.71	\$104.83	\$168.24	\$227.99	\$304.28	\$58.47	\$86.37	\$141.63	\$177.70	\$208.22
Apr-19	\$65.75	\$107.00	\$171.05	\$230.46	\$304.05	\$58.85	\$88.67	\$143.77	\$180.28	\$212.50
May-19	\$66.39	\$109.52	\$173.95	\$232.74	\$305.08	\$60.24	\$90.75	\$145.75	\$185.94	\$213.30
Jun-19	\$66.51	\$108.79	\$174.05	\$230.65	\$298.30	\$59.69	\$91.41	\$145.75	\$188.16	\$214.17
Jul-19	\$65.99	\$106.29	\$171.63	\$227.60	\$294.02	\$59.37	\$90.62	\$145.04	\$186.39	\$210.56
Aug-19	\$65.18	\$105.77	\$170.13	\$225.51	\$295.64	\$58.84	\$88.64	\$140.71	\$178.49	\$205.62
Sep-19	\$62.26	\$102.29	\$164.27	\$222.20	\$286.70	\$56.01	\$84.16	\$134.99	\$171.43	\$198.40
Oct-19	\$61.61	\$101.28	\$161.86	\$221.35	\$285.48	\$53.79	\$81.78	\$133.22	\$169.89	\$196.70
Nov-19	\$61.18	\$100.51	\$160.62	\$219.45	\$285.29	\$53.78	\$81.16	\$130.76	\$167.10	\$196.44
Dec-19	\$61.16	\$99.89	\$159.41	\$215.58	\$283.80	\$53.75	\$81.21	\$129.85	\$164.63	\$196.23
Jan-20	\$61.11	\$98.91	\$158.48	\$214.96	\$281.33	\$54.03	\$81.64	\$129.42	\$165.67	\$196.34
Feb-20	\$60.10	\$96.34	\$155.58	\$212.25	\$280.66	\$54.70	\$80.94	\$128.93	\$166.45	\$195.40
Mar-20	\$60.79	\$96.96	\$156.37	\$213.09	\$284.54	\$55.85	\$81.29	\$130.55	\$168.75	\$198.92
Apr-20	\$57.97	\$92.31	\$147.57	\$202.97	\$270.38	\$53.71	\$77.11	\$121.98	\$161.18	\$193.32
May-20	\$57.48	\$91.98	\$145.89	\$198.34	\$264.00	\$54.23	\$78.99	\$126.05	\$159.20	\$189.16
Jun-20	\$61.15	\$97.38	\$154.84	\$208.96	\$278.67	\$56.48	\$81.67	\$131.79	\$166.00	\$190.62

Source: Radius+

**Table 8.12 – Northeast Rent Per Square Foot
(Middle Atlantic – Non-Climate-Controlled)**

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.34	\$1.75	\$1.38	\$1.14	\$0.98
2016 Q4	\$2.16	\$1.65	\$1.33	\$1.11	\$0.99
2017 Q1	\$2.16	\$1.63	\$1.33	\$1.12	\$1.00
2017 Q2	\$2.32	\$1.75	\$1.37	\$1.15	\$0.98
2017 Q3	\$2.35	\$1.76	\$1.40	\$1.19	\$1.03
2017 Q4	\$2.22	\$1.67	\$1.35	\$1.13	\$0.99
2018 Q1	\$2.22	\$1.65	\$1.34	\$1.14	\$0.99
2018 Q2	\$2.41	\$1.78	\$1.43	\$1.20	\$1.02
2018 Q3	\$2.38	\$1.80	\$1.43	\$1.20	\$1.01
2018 Q4	\$2.29	\$1.71	\$1.38	\$1.17	\$1.00
2019 Q1	\$2.30	\$1.70	\$1.38	\$1.16	\$1.02
2019 Q2	\$2.38	\$1.81	\$1.45	\$1.23	\$1.07
2019 Q3	\$2.58	\$2.10	\$1.69	\$1.50	\$1.46
2019 Q4	\$2.45	\$2.01	\$1.61	\$1.46	\$1.42
2020 Q1	\$2.43	\$1.95	\$1.57	\$1.42	\$1.41
2020 Q2	\$2.36	\$1.88	\$1.49	\$1.36	\$1.36

**Table 8.13 – Northeast Rent Per Square Foot
(Middle Atlantic – Climate-Controlled)**

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.81	\$2.23	\$1.75	\$1.54	\$1.42
2016 Q4	\$2.59	\$2.09	\$1.65	\$1.47	\$1.37
2017 Q1	\$2.57	\$2.06	\$1.64	\$1.45	\$1.37
2017 Q2	\$2.74	\$2.19	\$1.71	\$1.52	\$1.46
2017 Q3	\$2.76	\$2.20	\$1.74	\$1.58	\$1.54
2017 Q4	\$2.61	\$2.11	\$1.66	\$1.50	\$1.44
2018 Q1	\$2.54	\$2.05	\$1.65	\$1.49	\$1.43
2018 Q2	\$2.73	\$2.19	\$1.73	\$1.56	\$1.51
2018 Q3	\$2.74	\$2.22	\$1.73	\$1.58	\$1.55
2018 Q4	\$2.62	\$2.13	\$1.69	\$1.52	\$1.50
2019 Q1	\$2.59	\$2.09	\$1.67	\$1.50	\$1.50
2019 Q2	\$2.65	\$2.17	\$1.73	\$1.54	\$1.51
2019 Q3	\$2.32	\$1.76	\$1.40	\$1.19	\$1.02
2019 Q4	\$2.15	\$1.63	\$1.31	\$1.11	\$0.98
2020 Q1	\$2.19	\$1.63	\$1.30	\$1.11	\$0.98
2020 Q2	\$2.19	\$1.59	\$1.27	\$1.08	\$0.96

Table 8.14 – Northeast Rental Rates (New England)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$66.00	\$101.30	\$156.90	\$207.90	\$254.60	\$58.40	\$88.00	\$137.70	\$172.70	\$197.60
Aug-16	\$64.70	\$97.00	\$156.30	\$195.60	\$238.10	\$53.40	\$79.00	\$127.10	\$156.40	\$182.80
Sep-16	\$62.70	\$93.80	\$154.00	\$197.40	\$242.40	\$50.70	\$77.70	\$121.60	\$149.90	\$176.80
Oct-16	\$57.70	\$92.80	\$151.70	\$196.10	\$243.50	\$49.60	\$75.70	\$117.20	\$148.20	\$177.20
Nov-16	\$54.90	\$90.10	\$149.60	\$191.70	\$244.10	\$49.30	\$73.20	\$116.80	\$146.20	\$177.00
Dec-16	\$56.70	\$91.40	\$145.70	\$187.70	\$246.10	\$46.70	\$71.20	\$114.10	\$143.80	\$176.40
Jan-17	\$57.70	\$88.90	\$145.10	\$193.30	\$239.00	\$46.20	\$70.00	\$111.70	\$141.40	\$176.30
Feb-17	\$56.10	\$88.70	\$145.40	\$187.40	\$235.50	\$47.00	\$69.20	\$110.80	\$140.40	\$177.00
Mar-17	\$57.00	\$89.70	\$144.60	\$185.30	\$226.70	\$46.80	\$70.60	\$112.00	\$143.90	\$174.60
Apr-17	\$64.40	\$94.10	\$151.00	\$190.80	\$244.00	\$48.30	\$76.30	\$119.80	\$151.10	\$182.50
May-17	\$63.10	\$95.30	\$156.10	\$195.70	\$249.30	\$51.20	\$80.80	\$123.80	\$154.40	\$191.80
Jun-17	\$64.47	\$96.27	\$155.91	\$201.48	\$254.31	\$52.60	\$84.15	\$125.90	\$159.03	\$196.67
Jul-17	\$64.55	\$95.26	\$152.95	\$201.86	\$245.12	\$55.11	\$83.62	\$132.05	\$159.90	\$192.31
Aug-17	\$62.09	\$95.34	\$152.94	\$205.83	\$253.58	\$56.81	\$83.58	\$129.68	\$159.90	\$186.92
Sep-17	\$61.13	\$95.44	\$149.74	\$205.94	\$257.43	\$51.14	\$76.75	\$121.09	\$151.26	\$179.33
Oct-17	\$59.65	\$92.87	\$147.94	\$197.34	\$255.85	\$49.90	\$74.68	\$118.80	\$147.03	\$173.87
Nov-17	\$58.13	\$90.52	\$145.26	\$187.24	\$246.91	\$48.12	\$73.30	\$118.29	\$143.42	\$168.38
Dec-17	\$57.12	\$89.45	\$138.70	\$185.18	\$237.19	\$46.91	\$72.35	\$116.79	\$142.44	\$167.13
Jan-18	\$56.47	\$87.33	\$139.14	\$182.95	\$237.38	\$46.28	\$71.17	\$115.29	\$142.37	\$167.12
Feb-18	\$57.51	\$88.11	\$140.71	\$182.34	\$233.36	\$47.19	\$71.70	\$115.33	\$145.39	\$169.46
Mar-18	\$57.34	\$87.34	\$140.06	\$179.25	\$229.62	\$48.87	\$73.76	\$117.28	\$142.42	\$169.75
Apr-18	\$60.10	\$89.72	\$148.22	\$181.95	\$224.83	\$51.49	\$75.79	\$120.39	\$151.49	\$173.50
May-18	\$63.86	\$92.59	\$147.67	\$192.35	\$236.20	\$52.71	\$77.76	\$122.79	\$153.82	\$176.77
Jun-18	\$62.79	\$95.59	\$149.27	\$191.16	\$234.88	\$54.87	\$80.21	\$125.22	\$155.17	\$175.58
Jul-18	\$64.17	\$98.00	\$150.42	\$191.88	\$233.88	\$54.79	\$81.96	\$126.78	\$153.58	\$176.89
Aug-18	\$61.96	\$95.38	\$148.62	\$191.16	\$236.73	\$54.94	\$81.41	\$125.77	\$154.52	\$178.05
Sep-18	\$59.96	\$95.53	\$145.37	\$189.44	\$229.95	\$52.70	\$79.71	\$125.06	\$155.19	\$178.08
Oct-18	\$59.15	\$93.99	\$143.40	\$187.39	\$227.62	\$52.23	\$79.19	\$123.38	\$151.72	\$175.82
Nov-18	\$58.18	\$89.65	\$143.28	\$184.95	\$224.22	\$52.10	\$77.06	\$120.91	\$149.57	\$177.09
Dec-18	\$56.12	\$87.30	\$140.03	\$182.65	\$231.11	\$50.13	\$75.45	\$120.33	\$153.40	\$178.87
Jan-19	\$55.41	\$87.54	\$138.96	\$177.27	\$228.10	\$50.05	\$74.14	\$119.00	\$151.14	\$174.69
Feb-19	\$55.80	\$88.53	\$140.14	\$183.37	\$239.20	\$49.76	\$73.90	\$117.48	\$150.93	\$178.06
Mar-19	\$59.42	\$92.24	\$146.78	\$198.14	\$253.54	\$49.82	\$73.11	\$118.73	\$150.76	\$189.11
Apr-19	\$62.30	\$96.31	\$149.86	\$201.64	\$256.65	\$52.13	\$75.68	\$122.78	\$151.61	\$180.33
May-19	\$67.56	\$99.43	\$153.80	\$203.21	\$256.36	\$54.01	\$77.71	\$121.95	\$149.28	\$175.39
Jun-19	\$68.04	\$98.91	\$154.72	\$205.96	\$255.34	\$53.58	\$78.36	\$123.61	\$149.21	\$178.29
Jul-19	\$67.08	\$99.53	\$151.88	\$209.31	\$248.86	\$53.59	\$76.40	\$123.11	\$148.55	\$174.97
Aug-19	\$64.53	\$97.53	\$149.96	\$196.39	\$249.31	\$53.90	\$76.61	\$119.94	\$147.25	\$168.93
Sep-19	\$62.66	\$93.71	\$146.90	\$188.23	\$238.56	\$51.40	\$74.26	\$118.50	\$144.63	\$170.86
Oct-19	\$59.86	\$90.91	\$143.12	\$185.66	\$236.38	\$49.82	\$73.41	\$117.33	\$146.37	\$173.76
Nov-19	\$58.15	\$88.94	\$139.69	\$182.79	\$235.38	\$48.99	\$72.99	\$115.98	\$146.94	\$173.01
Dec-19	\$58.03	\$88.44	\$139.20	\$181.45	\$230.80	\$48.09	\$72.72	\$116.09	\$147.62	\$172.89
Jan-20	\$58.59	\$88.80	\$137.89	\$182.15	\$231.89	\$48.13	\$71.75	\$114.56	\$144.41	\$173.01
Feb-20	\$59.72	\$89.26	\$138.57	\$184.29	\$235.06	\$48.29	\$70.85	\$113.40	\$146.55	\$173.46
Mar-20	\$61.30	\$90.07	\$140.06	\$183.78	\$239.39	\$48.78	\$71.74	\$113.98	\$147.32	\$175.88
Apr-20	\$60.82	\$88.68	\$138.09	\$177.46	\$230.96	\$47.68	\$69.62	\$110.21	\$143.96	\$168.84
May-20	\$60.86	\$88.56	\$137.90	\$178.30	\$227.82	\$50.13	\$70.75	\$109.63	\$140.35	\$168.33
Jun-20	\$61.29	\$89.09	\$138.53	\$180.43	\$230.70	\$52.88	\$75.10	\$113.73	\$147.11	\$171.69

Source: Radius+

**Table 8.15 – Northeast Rent Per Square Foot
(New England – Non-Climate-Controlled)**

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.15	\$1.82	\$1.28	\$1.06	\$0.92
2016 Q4	\$1.94	\$1.47	\$1.16	\$0.97	\$0.88
2017 Q1	\$1.86	\$1.40	\$1.12	\$0.95	\$0.88
2017 Q2	\$2.03	\$1.61	\$1.23	\$1.03	\$0.95
2017 Q3	\$2.17	\$1.63	\$1.28	\$1.05	\$0.93
2017 Q4	\$1.93	\$1.47	\$1.18	\$0.96	\$0.85
2018 Q1	\$1.90	\$1.44	\$1.16	\$0.97	\$0.84
2018 Q2	\$2.12	\$1.56	\$1.23	\$1.02	\$0.88
2018 Q3	\$2.17	\$1.62	\$1.26	\$1.03	\$0.89
2018 Q4	\$2.06	\$1.54	\$1.22	\$1.01	\$0.89
2019 Q1	\$2.00	\$1.47	\$1.18	\$1.01	\$0.89
2019 Q2	\$2.13	\$1.54	\$1.23	\$1.00	\$0.89
2019 Q3	\$2.12	\$1.52	\$1.21	\$0.98	\$0.86
2019 Q4	\$1.96	\$1.46	\$1.16	\$0.98	\$0.87
2020 Q1	\$1.94	\$1.43	\$1.14	\$0.97	\$0.87
2020 Q2	\$2.01	\$1.44	\$1.11	\$0.96	\$0.85

**Table 8.16 – Northeast Rent Per Square Foot
(New England – Climate-Controlled)**

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.57	\$1.94	\$1.56	\$1.33	\$1.22
2016 Q4	\$2.26	\$1.83	\$1.49	\$1.28	\$1.22
2017 Q1	\$2.28	\$1.78	\$1.45	\$1.26	\$1.17
2017 Q2	\$2.56	\$1.90	\$1.54	\$1.31	\$1.25
2017 Q3	\$2.50	\$1.91	\$1.52	\$1.36	\$1.26
2017 Q4	\$2.33	\$1.82	\$1.44	\$1.27	\$1.23
2018 Q1	\$2.28	\$1.74	\$1.40	\$1.21	\$1.17
2018 Q2	\$2.49	\$1.85	\$1.48	\$1.26	\$1.16
2018 Q3	\$2.48	\$1.93	\$1.48	\$1.27	\$1.17
2018 Q4	\$2.31	\$1.81	\$1.42	\$1.23	\$1.14
2019 Q1	\$2.28	\$1.79	\$1.42	\$1.24	\$1.20
2019 Q2	\$2.64	\$1.96	\$1.53	\$1.36	\$1.28
2019 Q3	\$2.59	\$1.94	\$1.50	\$1.30	\$1.23
2019 Q4	\$2.35	\$1.79	\$1.41	\$1.22	\$1.17
2020 Q1	\$2.39	\$1.79	\$1.39	\$1.22	\$1.18
2020 Q2	\$2.44	\$1.78	\$1.38	\$1.19	\$1.15

Table 8.17 – South Atlantic Rental Rates

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$62.81	\$89.85	\$142.05	\$180.80	\$226.95	\$51.08	\$72.47	\$114.81	\$145.00	\$167.90
Aug-16	\$58.82	\$86.76	\$137.33	\$176.64	\$217.57	\$48.26	\$67.69	\$106.36	\$132.78	\$156.96
Sep-16	\$56.23	\$86.06	\$133.68	\$172.92	\$213.68	\$45.86	\$65.75	\$103.89	\$131.93	\$154.95
Oct-16	\$55.01	\$84.51	\$131.10	\$170.36	\$213.52	\$44.73	\$64.64	\$102.48	\$130.54	\$153.85
Nov-16	\$54.13	\$82.78	\$130.25	\$170.63	\$213.26	\$43.97	\$64.72	\$104.15	\$131.73	\$157.20
Dec-16	\$54.10	\$82.59	\$130.38	\$176.38	\$210.91	\$44.75	\$66.84	\$106.37	\$135.71	\$163.84
Jan-17	\$55.40	\$83.41	\$127.86	\$168.61	\$208.44	\$45.18	\$65.49	\$103.12	\$132.10	\$156.94
Feb-17	\$56.41	\$83.77	\$128.21	\$166.83	\$211.09	\$45.10	\$65.13	\$102.42	\$130.38	\$155.23
Mar-17	\$56.01	\$83.49	\$128.31	\$167.22	\$209.76	\$45.36	\$64.20	\$102.07	\$130.50	\$155.00
Apr-17	\$58.41	\$85.55	\$131.49	\$171.33	\$217.75	\$48.13	\$66.70	\$105.76	\$134.37	\$159.56
May-17	\$60.06	\$85.94	\$130.49	\$173.04	\$221.31	\$49.31	\$68.21	\$106.28	\$135.02	\$161.09
Jun-17	\$60.41	\$86.53	\$132.73	\$176.68	\$223.19	\$49.27	\$69.34	\$108.23	\$136.54	\$163.70
Jul-17	\$60.08	\$87.98	\$133.74	\$179.83	\$231.47	\$51.17	\$70.53	\$109.26	\$140.98	\$170.97
Aug-17	\$58.64	\$88.02	\$135.47	\$179.16	\$231.47	\$50.63	\$71.37	\$110.25	\$162.60	\$168.85
Sep-17	\$57.37	\$85.92	\$132.82	\$176.99	\$227.92	\$48.84	\$69.84	\$108.40	\$174.20	\$163.20
Oct-17	\$55.93	\$84.04	\$131.01	\$173.32	\$222.74	\$47.44	\$67.24	\$105.89	\$134.73	\$157.56
Nov-17	\$54.80	\$82.91	\$129.48	\$168.94	\$214.87	\$46.10	\$65.81	\$103.44	\$131.71	\$154.04
Dec-17	\$53.41	\$80.74	\$126.47	\$163.84	\$208.94	\$45.08	\$64.49	\$101.55	\$128.84	\$151.61
Jan-18	\$53.30	\$79.74	\$124.56	\$162.43	\$208.89	\$44.79	\$64.03	\$100.73	\$127.73	\$149.72
Feb-18	\$53.25	\$79.25	\$124.77	\$162.42	\$208.65	\$45.13	\$63.93	\$101.11	\$128.68	\$149.28
Mar-18	\$53.01	\$78.57	\$124.43	\$162.11	\$209.66	\$45.17	\$64.45	\$102.41	\$129.92	\$150.67
Apr-18	\$54.24	\$80.35	\$128.29	\$165.80	\$213.24	\$46.19	\$66.06	\$105.02	\$132.61	\$156.09
May-18	\$54.71	\$80.28	\$129.12	\$167.13	\$217.12	\$47.69	\$66.55	\$105.76	\$134.92	\$157.72
Jun-18	\$54.50	\$80.46	\$130.10	\$167.61	\$215.02	\$47.70	\$67.23	\$106.85	\$135.71	\$158.53
Jul-18	\$54.91	\$81.63	\$132.48	\$170.73	\$218.74	\$47.32	\$67.81	\$107.96	\$135.64	\$160.66
Aug-18	\$55.02	\$81.64	\$131.14	\$172.43	\$219.34	\$46.64	\$67.24	\$107.18	\$136.23	\$159.28
Sep-18	\$53.80	\$81.07	\$128.32	\$170.20	\$216.34	\$45.20	\$65.67	\$105.35	\$134.47	\$158.64
Oct-18	\$52.68	\$79.93	\$126.14	\$166.12	\$211.91	\$44.59	\$65.26	\$106.03	\$133.23	\$156.67
Nov-18	\$51.92	\$79.46	\$125.08	\$163.98	\$209.05	\$44.77	\$65.52	\$120.05	\$132.29	\$154.89
Dec-18	\$52.81	\$78.91	\$123.17	\$162.17	\$208.04	\$44.91	\$64.79	\$121.64	\$131.10	\$153.49
Jan-19	\$53.16	\$78.70	\$123.61	\$162.22	\$208.62	\$44.32	\$64.17	\$102.76	\$130.59	\$153.15
Feb-19	\$52.98	\$78.04	\$123.37	\$161.72	\$209.36	\$44.07	\$64.04	\$102.57	\$130.98	\$154.49
Mar-19	\$53.09	\$79.51	\$125.04	\$163.84	\$210.03	\$44.27	\$65.16	\$104.01	\$132.04	\$156.01
Apr-19	\$54.32	\$81.51	\$127.41	\$166.51	\$213.50	\$46.20	\$67.34	\$105.85	\$134.34	\$158.93
May-19	\$55.39	\$82.84	\$128.75	\$168.28	\$217.06	\$46.87	\$67.74	\$106.11	\$137.06	\$159.68
Jun-19	\$55.48	\$83.06	\$130.88	\$170.30	\$220.06	\$46.42	\$67.90	\$106.06	\$138.32	\$159.56
Jul-19	\$55.35	\$82.19	\$129.39	\$170.18	\$221.12	\$46.99	\$67.68	\$106.94	\$139.60	\$159.11
Aug-19	\$54.60	\$81.06	\$128.23	\$169.37	\$218.06	\$46.83	\$66.77	\$104.82	\$136.87	\$158.90
Sep-19	\$52.62	\$78.61	\$124.70	\$165.16	\$214.46	\$44.21	\$63.38	\$100.91	\$131.90	\$154.86
Oct-19	\$51.61	\$77.70	\$124.18	\$163.38	\$209.94	\$43.03	\$62.11	\$100.10	\$129.64	\$154.05
Nov-19	\$50.78	\$76.54	\$123.09	\$161.61	\$207.87	\$43.29	\$61.87	\$98.61	\$127.43	\$152.67
Dec-19	\$50.43	\$76.26	\$121.10	\$160.37	\$204.88	\$43.66	\$62.28	\$97.72	\$126.51	\$150.15
Jan-20	\$50.90	\$76.66	\$121.73	\$160.36	\$203.34	\$44.18	\$62.56	\$98.84	\$127.01	\$150.78
Feb-20	\$50.75	\$75.18	\$120.38	\$157.71	\$203.00	\$43.47	\$61.45	\$98.19	\$126.58	\$149.60
Mar-20	\$51.02	\$75.86	\$121.66	\$158.43	\$204.21	\$44.38	\$62.40	\$98.82	\$127.51	\$151.39
Apr-20	\$48.52	\$71.97	\$114.82	\$149.73	\$194.05	\$43.60	\$59.91	\$93.11	\$120.71	\$145.97
May-20	\$47.30	\$70.89	\$111.98	\$146.19	\$190.81	\$43.18	\$59.87	\$92.73	\$120.66	\$142.30
Jun-20	\$49.25	\$73.58	\$116.88	\$153.49	\$200.28	\$44.11	\$62.04	\$96.46	\$124.48	\$147.05

Source: Radius+

Table 8.18 – South Atlantic Rent Per Square Foot

	(Non-Climate-Controlled)					Source: Radius+				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.93	\$1.37	\$1.08	\$0.91	\$0.80					
2016 Q4	\$1.78	\$1.31	\$1.04	\$0.88	\$0.79					
2017 Q1	\$1.81	\$1.30	\$1.03	\$0.87	\$0.78					
2017 Q2	\$1.96	\$1.36	\$1.07	\$0.90	\$0.81					
2017 Q3	\$2.01	\$1.41	\$1.09	\$1.06	\$0.84					
2017 Q4	\$1.85	\$1.32	\$1.04	\$0.88	\$0.77					
2018 Q1	\$1.80	\$1.28	\$1.01	\$0.86	\$0.75					
2018 Q2	\$1.89	\$1.33	\$1.06	\$0.90	\$0.79					
2018 Q3	\$1.86	\$1.34	\$1.07	\$0.90	\$0.80					
2018 Q4	\$1.79	\$1.30	\$1.15	\$0.88	\$0.78					
2019 Q1	\$1.77	\$1.29	\$1.03	\$0.87	\$0.77					
2019 Q2	\$1.86	\$1.35	\$1.06	\$0.91	\$0.80					
2019 Q3	\$1.84	\$1.32	\$1.04	\$0.91	\$0.79					
2019 Q4	\$1.73	\$1.24	\$0.99	\$0.85	\$0.76					
2020 Q1	\$1.76	\$1.24	\$0.99	\$0.85	\$0.75					
2020 Q2	\$1.75	\$1.21	\$0.94	\$0.81	\$0.73					

Table 8.19 – South Atlantic Rent Per Square Foot

	(Climate-Controlled)					Source: Radius+				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.36	\$1.76	\$1.37	\$1.18	\$1.09					
2016 Q4	\$2.18	\$1.67	\$1.31	\$1.15	\$1.06					
2017 Q1	\$2.24	\$1.67	\$1.28	\$1.12	\$1.05					
2017 Q2	\$2.38	\$1.72	\$1.32	\$1.16	\$1.10					
2017 Q3	\$2.35	\$1.75	\$1.34	\$1.19	\$1.15					
2017 Q4	\$2.19	\$1.65	\$1.29	\$1.12	\$1.08					
2018 Q1	\$2.13	\$1.58	\$1.25	\$1.08	\$1.05					
2018 Q2	\$2.18	\$1.61	\$1.29	\$1.11	\$1.08					
2018 Q3	\$2.18	\$1.63	\$1.31	\$1.14	\$1.09					
2018 Q4	\$2.10	\$1.59	\$1.25	\$1.09	\$1.05					
2019 Q1	\$2.12	\$1.58	\$1.24	\$1.08	\$1.05					
2019 Q2	\$2.20	\$1.65	\$1.29	\$1.12	\$1.08					
2019 Q3	\$2.17	\$1.61	\$1.27	\$1.12	\$1.09					
2019 Q4	\$2.04	\$1.54	\$1.23	\$1.08	\$1.04					
2020 Q1	\$2.04	\$1.52	\$1.21	\$1.06	\$1.02					
2020 Q2	\$1.93	\$1.44	\$1.15	\$1.00	\$0.98					

Table 8.20 – South Rental Rates (East South Central)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$61.60	\$68.80	\$136.20	\$177.50	\$223.00	\$53.20	\$70.90	\$110.60	\$139.80	\$166.00
Aug-16	\$59.70	\$68.10	\$134.80	\$175.00	\$214.20	\$48.00	\$68.00	\$104.30	\$124.30	\$145.50
Sep-16	\$56.60	\$65.60	\$131.60	\$172.40	\$215.60	\$46.00	\$66.20	\$102.40	\$127.80	\$141.60
Oct-16	\$54.80	\$62.80	\$129.40	\$168.90	\$212.30	\$45.00	\$64.60	\$100.20	\$126.30	\$146.10
Nov-16	\$53.60	\$61.50	\$127.60	\$167.50	\$210.80	\$44.00	\$64.00	\$100.10	\$127.70	\$150.90
Dec-16	\$52.70	\$60.60	\$125.50	\$170.50	\$207.00	\$45.20	\$65.70	\$100.80	\$124.80	\$151.70
Jan-17	\$54.60	\$61.50	\$124.30	\$165.80	\$207.40	\$45.80	\$63.90	\$98.80	\$124.30	\$152.00
Feb-17	\$55.40	\$62.30	\$124.70	\$164.70	\$209.70	\$45.20	\$64.60	\$98.60	\$126.40	\$152.90
Mar-17	\$54.90	\$62.30	\$124.90	\$165.30	\$207.60	\$45.50	\$64.30	\$97.90	\$123.60	\$151.90
Apr-17	\$58.20	\$64.30	\$128.50	\$169.40	\$215.40	\$48.40	\$68.10	\$103.10	\$127.60	\$164.10
May-17	\$60.50	\$65.40	\$129.00	\$171.00	\$217.00	\$49.70	\$70.10	\$103.70	\$130.50	\$164.20
Jun-17	\$60.00	\$66.00	\$131.70	\$174.50	\$223.50	\$50.20	\$69.70	\$104.90	\$132.00	\$169.10
Jul-17	\$60.78	\$67.77	\$133.68	\$179.72	\$233.28	\$51.14	\$70.38	\$107.02	\$132.18	\$178.15
Aug-17	\$58.55	\$67.04	\$133.08	\$177.77	\$227.39	\$50.70	\$71.12	\$107.71	\$146.62	\$171.65
Sep-17	\$56.33	\$64.55	\$130.01	\$175.00	\$222.99	\$48.03	\$69.75	\$104.91	\$152.43	\$162.24
Oct-17	\$53.50	\$79.84	\$122.18	\$166.42	\$214.07	\$45.26	\$64.32	\$96.64	\$118.33	\$154.97
Nov-17	\$52.91	\$78.26	\$120.41	\$161.37	\$209.74	\$44.69	\$64.66	\$94.92	\$119.61	\$154.76
Dec-17	\$51.82	\$77.20	\$118.00	\$158.85	\$206.68	\$44.37	\$63.87	\$93.96	\$117.21	\$152.06
Jan-18	\$51.90	\$75.75	\$116.63	\$155.59	\$203.65	\$43.79	\$64.48	\$91.88	\$116.22	\$149.19
Feb-18	\$51.68	\$75.34	\$115.79	\$154.92	\$205.90	\$43.27	\$65.34	\$90.24	\$117.91	\$142.07
Mar-18	\$51.37	\$77.47	\$117.27	\$155.96	\$203.12	\$44.37	\$63.75	\$92.78	\$114.73	\$149.98
Apr-18	\$53.70	\$79.42	\$121.84	\$161.04	\$208.24	\$45.86	\$67.54	\$97.07	\$116.73	\$160.66
May-18	\$55.31	\$82.84	\$127.57	\$164.60	\$214.99	\$45.56	\$73.42	\$103.43	\$118.85	\$168.92
Jun-18	\$55.58	\$82.90	\$128.11	\$165.29	\$213.36	\$45.75	\$72.41	\$101.02	\$118.08	\$174.36
Jul-18	\$56.55	\$84.27	\$128.68	\$166.39	\$215.37	\$47.81	\$68.09	\$99.07	\$133.33	\$165.29
Aug-18	\$57.04	\$83.01	\$128.52	\$169.20	\$217.79	\$47.25	\$72.31	\$101.46	\$157.99	\$170.99
Sep-18	\$55.06	\$80.86	\$125.46	\$166.51	\$215.56	\$45.34	\$67.49	\$99.23	\$144.98	\$162.83
Oct-18	\$54.10	\$79.36	\$122.82	\$163.81	\$210.68	\$45.25	\$69.10	\$97.63	\$148.97	\$151.74
Nov-18	\$53.36	\$79.18	\$123.93	\$160.64	\$207.15	\$44.95	\$68.34	\$94.40	\$135.76	\$155.09
Dec-18	\$52.45	\$78.03	\$121.68	\$155.71	\$203.87	\$45.61	\$68.72	\$94.06	\$118.73	\$146.87
Jan-19	\$52.62	\$78.90	\$121.14	\$156.00	\$207.89	\$45.18	\$67.84	\$97.28	\$108.01	\$148.11
Feb-19	\$52.72	\$79.61	\$122.44	\$156.56	\$207.64	\$45.03	\$67.94	\$100.33	\$117.70	\$167.01
Mar-19	\$52.81	\$79.42	\$122.08	\$158.15	\$211.20	\$44.58	\$65.09	\$100.58	\$121.59	\$158.23
Apr-19	\$53.77	\$79.97	\$124.05	\$160.95	\$213.04	\$44.41	\$65.33	\$105.32	\$120.83	\$167.03
May-19	\$54.63	\$81.82	\$126.25	\$162.19	\$221.05	\$45.53	\$68.97	\$104.28	\$127.81	\$167.57
Jun-19	\$56.35	\$83.90	\$128.35	\$163.43	\$216.56	\$45.72	\$66.36	\$102.96	\$131.56	\$165.50
Jul-19	\$55.05	\$84.07	\$124.87	\$162.43	\$213.26	\$44.66	\$64.28	\$99.66	\$124.13	\$160.66
Aug-19	\$54.54	\$82.20	\$123.07	\$162.59	\$207.89	\$43.59	\$63.80	\$101.52	\$119.65	\$158.88
Sep-19	\$52.23	\$77.65	\$118.43	\$153.97	\$200.61	\$42.13	\$62.36	\$96.54	\$120.07	\$154.00
Oct-19	\$52.86	\$78.32	\$120.71	\$158.85	\$205.15	\$42.01	\$63.27	\$93.91	\$117.68	\$153.28
Nov-19	\$51.81	\$75.69	\$118.48	\$156.90	\$205.63	\$42.75	\$63.71	\$90.55	\$113.56	\$151.20
Dec-19	\$52.21	\$75.43	\$118.88	\$156.42	\$201.60	\$43.16	\$63.30	\$93.76	\$114.06	\$145.88
Jan-20	\$52.20	\$76.53	\$118.31	\$155.92	\$202.73	\$44.10	\$63.30	\$94.14	\$116.28	\$148.22
Feb-20	\$50.91	\$75.00	\$116.97	\$154.77	\$198.78	\$45.03	\$64.22	\$92.15	\$125.98	\$152.30
Mar-20	\$52.63	\$77.45	\$119.02	\$157.27	\$201.90	\$47.23	\$67.02	\$92.45	\$121.11	\$154.33
Apr-20	\$50.46	\$75.09	\$112.00	\$149.34	\$197.61	\$48.22	\$67.46	\$93.44	\$118.91	\$151.87
May-20	\$49.39	\$72.65	\$110.13	\$145.28	\$198.03	\$44.64	\$64.55	\$91.89	\$120.81	\$150.77
Jun-20	\$49.94	\$75.24	\$114.72	\$147.68	\$196.08	\$43.23	\$63.65	\$91.69	\$117.91	\$144.57

Source: Radius+

Table 8.21 – South Rent Per Square Foot

(East South Central – Non-Climate-Controlled) Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.95	\$1.36	\$1.05	\$0.87	\$0.74
2016 Q4	\$1.79	\$1.30	\$1.00	\$0.84	\$0.75
2017 Q1	\$1.82	\$1.28	\$0.98	\$0.83	\$0.76
2017 Q2	\$1.98	\$1.39	\$1.04	\$0.87	\$0.83
2017 Q3	\$2.00	\$1.41	\$1.07	\$0.96	\$0.85
2017 Q4	\$1.79	\$1.29	\$0.95	\$0.79	\$0.77
2018 Q1	\$1.75	\$1.29	\$0.92	\$0.78	\$0.74
2018 Q2	\$1.83	\$1.42	\$1.00	\$0.79	\$0.84
2018 Q3	\$1.87	\$1.39	\$1.00	\$0.97	\$0.83
2018 Q4	\$1.81	\$1.37	\$0.95	\$0.90	\$0.76
2019 Q1	\$1.80	\$1.34	\$0.99	\$0.77	\$0.79
2019 Q2	\$1.81	\$1.34	\$1.04	\$0.84	\$0.83
2019 Q3	\$1.74	\$1.27	\$0.99	\$0.81	\$0.79
2019 Q4	\$1.71	\$1.27	\$0.93	\$0.77	\$0.75
2020 Q1	\$1.82	\$1.30	\$0.93	\$0.81	\$0.76
2020 Q2	\$1.81	\$1.30	\$0.92	\$0.79	\$0.75

Table 8.22 – South Rent Per Square Foot

(East South Central – Climate-Controlled) Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.36	\$1.75	\$1.34	\$1.16	\$1.08
2016 Q4	\$2.15	\$1.63	\$1.27	\$1.13	\$1.05
2017 Q1	\$2.20	\$1.64	\$1.25	\$1.10	\$1.04
2017 Q2	\$2.38	\$1.70	\$1.30	\$1.14	\$1.09
2017 Q3	\$2.34	\$1.73	\$1.32	\$1.18	\$1.14
2017 Q4	\$2.11	\$1.57	\$1.20	\$1.08	\$1.05
2018 Q1	\$2.07	\$1.52	\$1.17	\$1.04	\$1.02
2018 Q2	\$2.19	\$1.63	\$1.26	\$1.09	\$1.06
2018 Q3	\$2.25	\$1.65	\$1.28	\$1.12	\$1.08
2018 Q4	\$2.13	\$1.58	\$1.23	\$1.07	\$1.04
2019 Q1	\$2.11	\$1.59	\$1.22	\$1.05	\$1.04
2019 Q2	\$2.20	\$1.64	\$1.26	\$1.08	\$1.08
2019 Q3	\$2.16	\$1.63	\$1.22	\$1.06	\$1.04
2019 Q4	\$2.09	\$1.53	\$1.19	\$1.05	\$1.02
2020 Q1	\$2.08	\$1.53	\$1.18	\$1.04	\$1.01
2020 Q2	\$2.00	\$1.49	\$1.12	\$0.98	\$0.99

Table 8.23 – South Rental Rates (West South Central)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$51.80	\$77.00	\$115.30	\$147.90	\$182.90	\$39.50	\$56.40	\$86.20	\$115.00	\$125.50
Aug-16	\$56.90	\$76.70	\$112.60	\$144.90	\$178.60	\$37.60	\$52.30	\$78.20	\$100.00	\$119.10
Sep-16	\$56.30	\$75.30	\$111.90	\$148.10	\$176.20	\$36.30	\$50.80	\$77.30	\$97.40	\$116.40
Oct-16	\$53.70	\$70.90	\$108.80	\$143.50	\$175.70	\$34.50	\$49.40	\$76.00	\$94.90	\$115.10
Nov-16	\$47.70	\$67.10	\$104.60	\$143.40	\$172.90	\$32.60	\$46.70	\$72.30	\$90.90	\$112.40
Dec-16	\$44.00	\$65.30	\$102.60	\$140.30	\$167.90	\$31.10	\$45.30	\$73.60	\$91.30	\$116.30
Jan-17	\$48.80	\$68.30	\$105.00	\$136.20	\$171.00	\$33.90	\$47.80	\$74.50	\$93.90	\$114.50
Feb-17	\$52.60	\$71.90	\$108.80	\$141.40	\$176.20	\$34.80	\$48.80	\$74.50	\$93.30	\$111.60
Mar-17	\$52.60	\$72.40	\$108.70	\$142.80	\$176.20	\$34.70	\$48.30	\$74.20	\$93.80	\$110.90
Apr-17	\$54.00	\$74.20	\$111.20	\$147.60	\$174.20	\$35.10	\$49.90	\$75.50	\$96.40	\$113.90
May-17	\$55.10	\$75.50	\$112.20	\$149.20	\$174.60	\$36.40	\$51.30	\$77.30	\$98.10	\$115.40
Jun-17	\$56.40	\$79.50	\$112.60	\$144.50	\$170.90	\$38.00	\$52.60	\$77.90	\$97.50	\$117.90
Jul-17	\$53.97	\$78.77	\$111.25	\$137.69	\$170.92	\$36.26	\$52.93	\$79.98	\$99.94	\$120.11
Aug-17	\$51.68	\$76.20	\$109.64	\$139.54	\$172.64	\$36.80	\$52.77	\$81.17	\$101.39	\$119.37
Sep-17	\$49.99	\$74.54	\$110.90	\$141.02	\$174.70	\$37.80	\$52.88	\$81.63	\$102.09	\$117.56
Oct-17	\$49.95	\$73.77	\$109.20	\$140.09	\$172.15	\$37.62	\$52.65	\$79.89	\$100.60	\$116.22
Nov-17	\$49.74	\$72.88	\$108.36	\$139.39	\$171.40	\$37.49	\$52.12	\$79.54	\$99.04	\$114.00
Dec-17	\$48.43	\$70.08	\$106.56	\$135.94	\$167.90	\$37.14	\$51.21	\$77.99	\$97.61	\$113.34
Jan-18	\$48.54	\$69.40	\$105.69	\$135.67	\$167.93	\$36.47	\$50.64	\$76.96	\$97.12	\$111.97
Feb-18	\$48.70	\$69.82	\$106.83	\$137.07	\$169.54	\$36.50	\$50.88	\$77.02	\$97.69	\$113.53
Mar-18	\$48.10	\$69.49	\$105.78	\$137.02	\$167.96	\$36.55	\$51.27	\$77.77	\$98.79	\$115.42
Apr-18	\$49.79	\$71.14	\$107.17	\$138.08	\$169.95	\$37.04	\$51.81	\$78.92	\$99.73	\$116.33
May-18	\$49.92	\$71.01	\$107.58	\$138.15	\$171.03	\$37.17	\$52.09	\$79.10	\$99.65	\$114.86
Jun-18	\$50.21	\$71.57	\$108.66	\$141.02	\$173.77	\$36.54	\$51.40	\$78.65	\$99.83	\$115.16
Jul-18	\$50.06	\$71.20	\$109.10	\$142.30	\$176.34	\$36.38	\$50.84	\$78.89	\$100.03	\$114.98
Aug-18	\$49.55	\$70.69	\$107.82	\$140.60	\$179.01	\$36.45	\$50.60	\$78.33	\$98.42	\$114.73
Sep-18	\$48.23	\$69.76	\$106.71	\$139.82	\$176.65	\$35.77	\$50.53	\$77.23	\$97.64	\$113.39
Oct-18	\$47.83	\$68.94	\$106.07	\$138.33	\$171.11	\$35.10	\$50.07	\$76.32	\$96.98	\$114.05
Nov-18	\$47.77	\$69.40	\$106.35	\$137.24	\$172.75	\$35.42	\$49.73	\$75.99	\$97.03	\$113.86
Dec-18	\$47.23	\$68.86	\$106.04	\$135.72	\$171.84	\$35.79	\$49.40	\$76.04	\$97.20	\$113.79
Jan-19	\$47.20	\$68.80	\$106.56	\$135.01	\$172.92	\$35.35	\$48.97	\$74.97	\$96.41	\$112.27
Feb-19	\$47.17	\$68.68	\$107.00	\$135.46	\$172.45	\$35.06	\$49.74	\$76.43	\$97.79	\$114.03
Mar-19	\$47.58	\$69.70	\$107.51	\$138.02	\$173.39	\$35.56	\$51.14	\$78.11	\$98.25	\$115.03
Apr-19	\$48.34	\$70.79	\$108.46	\$138.61	\$174.42	\$36.21	\$51.95	\$78.39	\$98.68	\$115.67
May-19	\$47.89	\$71.02	\$109.16	\$140.35	\$175.33	\$36.88	\$52.31	\$78.50	\$98.79	\$115.16
Jun-19	\$48.43	\$71.35	\$108.95	\$141.38	\$175.86	\$37.02	\$52.42	\$78.79	\$98.49	\$115.31
Jul-19	\$49.24	\$71.52	\$108.82	\$141.19	\$178.05	\$36.80	\$51.38	\$78.51	\$98.76	\$115.06
Aug-19	\$49.16	\$70.41	\$108.19	\$140.67	\$177.45	\$36.22	\$50.26	\$76.79	\$96.00	\$112.67
Sep-19	\$48.15	\$69.24	\$105.71	\$138.91	\$176.79	\$35.70	\$49.75	\$76.15	\$95.26	\$111.96
Oct-19	\$48.21	\$69.68	\$106.98	\$139.01	\$176.02	\$34.94	\$49.11	\$75.30	\$95.29	\$112.16
Nov-19	\$47.08	\$69.48	\$106.18	\$138.39	\$175.05	\$35.18	\$48.75	\$74.25	\$94.21	\$110.87
Dec-19	\$47.60	\$69.42	\$106.13	\$138.42	\$174.64	\$35.50	\$49.26	\$74.63	\$94.79	\$111.23
Jan-20	\$47.84	\$69.70	\$106.64	\$139.22	\$173.99	\$35.30	\$49.35	\$74.52	\$94.82	\$111.29
Feb-20	\$47.53	\$68.95	\$105.37	\$138.15	\$173.77	\$35.27	\$49.19	\$74.39	\$94.85	\$111.44
Mar-20	\$47.68	\$68.39	\$105.63	\$137.73	\$172.42	\$35.48	\$49.45	\$74.66	\$95.51	\$112.89
Apr-20	\$46.63	\$67.10	\$103.19	\$134.57	\$168.67	\$35.33	\$48.47	\$73.02	\$93.82	\$112.00
May-20	\$45.33	\$66.58	\$101.65	\$132.58	\$169.02	\$35.97	\$48.34	\$73.36	\$94.35	\$111.61
Jun-20	\$46.27	\$67.91	\$102.89	\$136.03	\$171.79	\$36.13	\$48.99	\$73.74	\$93.88	\$111.13

Source: Radius+

Table 8.24 – South Rent Per Square Foot

(West South Central – Non-Climate-Controlled)					Source: Radius+
	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.51	\$1.06	\$0.80	\$0.69	\$0.60
2016 Q4	\$1.31	\$0.94	\$0.74	\$0.62	\$0.57
2017 Q1	\$1.38	\$0.96	\$0.74	\$0.62	\$0.56
2017 Q2	\$1.46	\$1.03	\$0.77	\$0.65	\$0.58
2017 Q3	\$1.48	\$1.06	\$0.81	\$0.67	\$0.60
2017 Q4	\$1.50	\$1.04	\$0.79	\$0.66	\$0.57
2018 Q1	\$1.46	\$1.02	\$0.77	\$0.65	\$0.57
2018 Q2	\$1.48	\$1.04	\$0.79	\$0.67	\$0.58
2018 Q3	\$1.45	\$1.01	\$0.78	\$0.66	\$0.57
2018 Q4	\$1.42	\$0.99	\$0.76	\$0.65	\$0.57
2019 Q1	\$1.41	\$1.00	\$0.76	\$0.65	\$0.57
2019 Q2	\$1.47	\$1.04	\$0.79	\$0.66	\$0.58
2019 Q3	\$1.45	\$1.01	\$0.77	\$0.64	\$0.57
2019 Q4	\$1.41	\$0.98	\$0.75	\$0.63	\$0.56
2020 Q1	\$1.41	\$0.99	\$0.75	\$0.63	\$0.56
2020 Q2	\$1.43	\$0.97	\$0.73	\$0.63	\$0.56

Table 8.25 – South Rent Per Square Foot

(West South Central – Climate-Controlled)					Source: Radius+
	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.21	\$1.53	\$1.13	\$0.98	\$0.89
2016 Q4	\$1.94	\$1.36	\$1.05	\$0.95	\$0.86
2017 Q1	\$2.04	\$1.41	\$1.07	\$0.93	\$0.87
2017 Q2	\$2.21	\$1.53	\$1.12	\$0.98	\$0.87
2017 Q3	\$2.08	\$1.53	\$1.11	\$0.93	\$0.86
2017 Q4	\$1.97	\$1.44	\$1.08	\$0.92	\$0.85
2018 Q1	\$1.94	\$1.39	\$1.06	\$0.91	\$0.84
2018 Q2	\$2.00	\$1.42	\$1.08	\$0.93	\$0.86
2018 Q3	\$1.97	\$1.41	\$1.08	\$0.94	\$0.89
2018 Q4	\$1.90	\$1.38	\$1.06	\$0.91	\$0.86
2019 Q1	\$1.89	\$1.38	\$1.07	\$0.91	\$0.86
2019 Q2	\$1.93	\$1.42	\$1.09	\$0.93	\$0.88
2019 Q3	\$1.95	\$1.41	\$1.08	\$0.94	\$0.89
2019 Q4	\$1.91	\$1.39	\$1.06	\$0.92	\$0.88
2020 Q1	\$1.91	\$1.38	\$1.06	\$0.92	\$0.87
2020 Q2	\$1.84	\$1.34	\$1.03	\$0.90	\$0.85

Table 8.26 – West Rental Rates (Mountain)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$46.70	\$76.30	\$115.20	\$150.00	\$188.10	\$41.10	\$60.30	\$96.90	\$128.20	\$144.50
Aug-16	\$48.70	\$74.20	\$109.70	\$149.00	\$185.80	\$40.80	\$56.50	\$87.30	\$112.50	\$133.30
Sep-16	\$48.70	\$73.10	\$108.60	\$155.20	\$189.30	\$40.60	\$54.90	\$85.70	\$110.40	\$130.20
Oct-16	\$47.50	\$72.80	\$113.00	\$144.80	\$205.20	\$39.90	\$55.50	\$84.70	\$107.90	\$130.20
Nov-16	\$44.30	\$71.70	\$106.00	\$131.30	\$202.10	\$38.80	\$54.40	\$81.10	\$104.50	\$129.50
Dec-16	\$42.70	\$73.60	\$104.70	\$138.40	\$192.00	\$38.70	\$56.50	\$81.70	\$110.60	\$135.30
Jan-17	\$48.30	\$72.70	\$103.30	\$136.80	\$180.10	\$40.00	\$55.30	\$84.20	\$110.50	\$131.50
Feb-17	\$49.10	\$72.40	\$103.40	\$138.50	\$172.00	\$40.10	\$54.00	\$84.30	\$110.10	\$129.70
Mar-17	\$49.70	\$73.60	\$104.70	\$138.20	\$172.80	\$39.80	\$53.70	\$84.60	\$109.00	\$127.80
Apr-17	\$50.90	\$75.90	\$108.90	\$142.20	\$179.30	\$42.10	\$56.30	\$86.60	\$111.80	\$131.60
May-17	\$50.30	\$71.50	\$108.00	\$144.80	\$181.50	\$43.20	\$57.10	\$90.00	\$114.10	\$134.20
Jun-17	\$52.00	\$71.00	\$107.30	\$142.50	\$182.60	\$44.60	\$58.20	\$92.20	\$116.40	\$136.30
Jul-17	\$53.47	\$76.13	\$114.54	\$151.48	\$197.30	\$45.44	\$60.40	\$94.42	\$121.03	\$140.28
Aug-17	\$50.85	\$75.04	\$113.37	\$152.05	\$200.79	\$45.00	\$60.42	\$92.97	\$119.79	\$138.20
Sep-17	\$51.77	\$73.79	\$109.52	\$147.17	\$195.00	\$41.59	\$58.25	\$89.63	\$113.37	\$130.24
Oct-17	\$52.08	\$72.12	\$107.58	\$145.71	\$184.08	\$39.83	\$57.34	\$88.41	\$112.72	\$130.60
Nov-17	\$50.21	\$71.24	\$106.38	\$143.99	\$181.62	\$41.24	\$57.25	\$89.98	\$112.12	\$128.44
Dec-17	\$49.36	\$70.38	\$105.29	\$141.20	\$177.99	\$40.80	\$57.11	\$88.68	\$109.29	\$126.17
Jan-18	\$49.08	\$70.46	\$105.16	\$143.45	\$181.39	\$39.67	\$56.24	\$87.12	\$108.52	\$126.78
Feb-18	\$49.22	\$70.83	\$106.51	\$143.52	\$185.81	\$41.03	\$55.64	\$86.69	\$108.69	\$127.84
Mar-18	\$48.92	\$70.78	\$107.27	\$143.07	\$180.01	\$40.98	\$56.30	\$86.95	\$110.93	\$129.45
Apr-18	\$48.37	\$72.05	\$108.08	\$143.03	\$178.31	\$40.52	\$57.21	\$88.03	\$113.97	\$132.83
May-18	\$48.47	\$72.34	\$108.61	\$139.35	\$180.43	\$41.46	\$58.15	\$90.26	\$116.03	\$134.38
Jun-18	\$50.22	\$72.46	\$108.94	\$140.26	\$178.56	\$41.93	\$58.28	\$90.45	\$115.87	\$134.62
Jul-18	\$50.73	\$72.66	\$110.67	\$143.88	\$181.51	\$41.13	\$57.73	\$89.54	\$115.52	\$133.53
Aug-18	\$49.40	\$73.06	\$109.71	\$144.39	\$180.00	\$41.67	\$58.41	\$89.21	\$114.53	\$132.17
Sep-18	\$49.96	\$73.62	\$108.76	\$144.32	\$174.98	\$41.95	\$57.97	\$90.00	\$113.22	\$131.96
Oct-18	\$48.99	\$72.85	\$108.17	\$143.23	\$178.36	\$40.95	\$57.04	\$89.06	\$112.22	\$131.41
Nov-18	\$49.22	\$71.92	\$107.77	\$142.28	\$181.90	\$40.51	\$56.32	\$88.28	\$111.50	\$132.14
Dec-18	\$48.55	\$71.40	\$107.01	\$139.25	\$180.82	\$40.85	\$56.39	\$87.98	\$110.54	\$132.50
Jan-19	\$49.27	\$71.52	\$106.69	\$139.68	\$180.73	\$40.55	\$56.41	\$89.40	\$111.56	\$134.85
Feb-19	\$49.09	\$71.89	\$108.85	\$144.16	\$180.15	\$40.91	\$56.74	\$89.86	\$111.40	\$136.26
Mar-19	\$49.44	\$71.97	\$109.52	\$150.73	\$189.45	\$41.40	\$56.55	\$91.10	\$111.45	\$137.35
Apr-19	\$50.24	\$73.21	\$112.33	\$151.62	\$193.53	\$42.22	\$56.93	\$91.99	\$112.34	\$139.47
May-19	\$50.10	\$75.36	\$114.36	\$150.82	\$198.11	\$43.57	\$57.12	\$92.91	\$113.77	\$141.28
Jun-19	\$49.75	\$75.12	\$114.20	\$158.32	\$194.91	\$44.16	\$58.48	\$92.06	\$114.87	\$134.87
Jul-19	\$50.35	\$73.94	\$112.84	\$153.31	\$193.56	\$44.14	\$58.28	\$92.59	\$114.52	\$134.28
Aug-19	\$49.13	\$73.20	\$110.69	\$146.81	\$189.62	\$42.42	\$57.46	\$91.46	\$114.93	\$136.76
Sep-19	\$48.98	\$71.72	\$110.61	\$146.57	\$184.87	\$40.46	\$56.49	\$89.61	\$114.10	\$131.99
Oct-19	\$47.84	\$70.74	\$107.31	\$143.04	\$186.86	\$41.89	\$56.67	\$89.77	\$115.91	\$133.35
Nov-19	\$47.40	\$70.06	\$105.37	\$143.75	\$186.58	\$40.68	\$56.00	\$87.93	\$113.53	\$131.08
Dec-19	\$47.57	\$69.08	\$104.99	\$138.00	\$181.50	\$41.08	\$56.20	\$87.14	\$112.11	\$130.01
Jan-20	\$48.07	\$69.21	\$106.05	\$142.32	\$174.83	\$41.34	\$56.86	\$87.29	\$112.33	\$129.72
Feb-20	\$48.49	\$71.02	\$106.83	\$143.62	\$176.14	\$40.90	\$55.82	\$86.35	\$111.47	\$129.33
Mar-20	\$48.66	\$70.24	\$107.52	\$141.03	\$182.46	\$40.57	\$56.25	\$86.30	\$110.83	\$130.18
Apr-20	\$47.22	\$68.76	\$103.95	\$136.73	\$175.01	\$40.41	\$55.75	\$85.50	\$108.57	\$127.21
May-20	\$47.50	\$69.53	\$106.05	\$140.05	\$179.13	\$41.08	\$56.60	\$86.69	\$110.42	\$127.24
Jun-20	\$49.27	\$69.61	\$108.22	\$142.90	\$187.89	\$41.79	\$57.40	\$88.31	\$112.64	\$130.14

Source: Radius+

Table 8.27 – West Rent Per Square Foot

(Mountain – Non-Climate-Controlled)

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.63	\$1.14	\$0.89	\$0.77	\$0.67
2016 Q4	\$1.57	\$1.11	\$0.83	\$0.72	\$0.66
2017 Q1	\$1.60	\$1.09	\$0.84	\$0.73	\$0.65
2017 Q2	\$1.73	\$1.14	\$0.90	\$0.78	\$0.67
2017 Q3	\$1.76	\$1.19	\$0.92	\$0.79	\$0.68
2017 Q4	\$1.82	\$1.14	\$0.89	\$0.74	\$0.64
2018 Q1	\$1.62	\$1.12	\$0.87	\$0.73	\$0.64
2018 Q2	\$1.65	\$1.16	\$0.90	\$0.77	\$0.67
2018 Q3	\$1.66	\$1.16	\$0.90	\$0.76	\$0.66
2018 Q4	\$1.63	\$1.13	\$0.86	\$0.74	\$0.66
2019 Q1	\$1.64	\$1.13	\$0.90	\$0.74	\$0.68
2019 Q2	\$1.73	\$1.15	\$0.92	\$0.76	\$0.69
2019 Q3	\$1.69	\$1.15	\$0.91	\$0.76	\$0.67
2019 Q4	\$1.65	\$1.13	\$0.88	\$0.76	\$0.66
2020 Q1	\$1.64	\$1.13	\$0.87	\$0.74	\$0.65
2020 Q2	\$1.64	\$1.13	\$0.87	\$0.74	\$0.64

Table 8.28 – West Rent Per Square Foot

(Mountain – Climate-Controlled)

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$1.93	\$1.49	\$1.11	\$1.01	\$0.94
2016 Q4	\$1.80	\$1.45	\$1.08	\$0.92	\$1.00
2017 Q1	\$1.96	\$1.46	\$1.04	\$0.92	\$0.88
2017 Q2	\$2.04	\$1.46	\$1.08	\$0.95	\$0.91
2017 Q3	\$2.08	\$1.50	\$1.12	\$1.00	\$0.99
2017 Q4	\$2.02	\$1.42	\$1.06	\$0.96	\$0.91
2018 Q1	\$1.96	\$1.41	\$1.06	\$0.96	\$0.91
2018 Q2	\$1.96	\$1.45	\$1.09	\$0.94	\$0.90
2018 Q3	\$2.00	\$1.46	\$1.10	\$0.96	\$0.89
2018 Q4	\$1.96	\$1.44	\$1.08	\$0.94	\$0.90
2019 Q1	\$1.97	\$1.44	\$1.08	\$0.97	\$0.92
2019 Q2	\$2.00	\$1.49	\$1.14	\$1.02	\$0.98
2019 Q3	\$1.98	\$1.46	\$1.11	\$0.99	\$0.95
2019 Q4	\$1.90	\$1.40	\$1.06	\$0.94	\$0.92
2020 Q1	\$1.94	\$1.40	\$1.07	\$0.95	\$0.89
2020 Q2	\$1.92	\$1.39	\$1.06	\$0.93	\$0.90

Table 8.29 – West Rental Rates (Pacific)

	Climate-Controlled Units					Non-Climate-Controlled Units				
	5x5	5x10	10x10	10x15	10x20	5x5	5x10	10x10	10x15	10x20
Jul-16	\$75.30	\$118.20	\$196.70	\$254.60	\$330.60	\$72.80	\$107.80	\$175.00	\$231.00	\$275.10
Aug-16	\$71.40	\$114.50	\$187.00	\$239.70	\$327.20	\$71.10	\$95.20	\$160.70	\$217.00	\$243.60
Sep-16	\$69.20	\$112.20	\$184.20	\$235.40	\$317.40	\$68.80	\$94.40	\$158.80	\$197.10	\$235.60
Oct-16	\$68.60	\$111.30	\$183.00	\$236.40	\$307.40	\$66.90	\$97.60	\$160.10	\$207.60	\$251.60
Nov-16	\$68.50	\$107.40	\$180.40	\$231.90	\$293.30	\$66.10	\$99.60	\$160.00	\$213.70	\$278.10
Dec-16	\$65.20	\$107.90	\$178.10	\$225.60	\$292.10	\$64.60	\$102.90	\$155.50	\$211.30	\$274.20
Jan-17	\$66.00	\$108.80	\$182.60	\$235.40	\$315.60	\$64.50	\$98.00	\$156.40	\$204.20	\$250.40
Feb-17	\$67.40	\$108.90	\$186.50	\$238.00	\$322.40	\$63.00	\$96.20	\$153.80	\$207.20	\$247.50
Mar-17	\$70.10	\$112.10	\$187.10	\$237.90	\$312.80	\$63.20	\$95.30	\$158.90	\$214.90	\$252.70
Apr-17	\$72.80	\$115.30	\$195.10	\$247.00	\$324.50	\$64.40	\$100.80	\$162.20	\$218.30	\$257.10
May-17	\$73.30	\$116.00	\$194.90	\$249.60	\$331.50	\$65.70	\$98.70	\$162.60	\$216.30	\$255.20
Jun-17	\$71.30	\$116.30	\$196.60	\$257.20	\$323.10	\$68.00	\$99.70	\$166.40	\$211.40	\$257.90
Jul-17	\$70.33	\$115.27	\$196.31	\$256.13	\$321.23	\$67.14	\$97.67	\$166.96	\$218.62	\$270.94
Aug-17	\$72.74	\$113.85	\$193.99	\$255.57	\$327.07	\$65.02	\$99.72	\$160.83	\$214.75	\$251.95
Sep-17	\$70.70	\$111.44	\$184.46	\$247.03	\$320.87	\$61.93	\$98.56	\$154.80	\$204.46	\$249.77
Oct-17	\$68.50	\$108.57	\$181.01	\$236.54	\$313.53	\$61.05	\$95.44	\$150.73	\$195.60	\$248.77
Nov-17	\$68.51	\$108.48	\$181.33	\$239.07	\$317.53	\$60.16	\$96.51	\$148.75	\$198.06	\$245.05
Dec-17	\$68.48	\$106.96	\$179.77	\$234.35	\$306.10	\$59.96	\$94.61	\$146.94	\$197.98	\$233.12
Jan-18	\$67.13	\$105.05	\$180.10	\$236.22	\$309.89	\$61.43	\$93.17	\$145.65	\$192.71	\$234.65
Feb-18	\$68.23	\$104.60	\$180.16	\$236.98	\$325.31	\$61.35	\$90.58	\$146.53	\$195.61	\$236.19
Mar-18	\$69.55	\$106.01	\$179.01	\$235.76	\$303.32	\$60.28	\$92.02	\$148.87	\$198.08	\$233.73
Apr-18	\$70.30	\$107.18	\$184.29	\$236.17	\$299.16	\$61.29	\$94.76	\$155.79	\$205.45	\$235.58
May-18	\$69.73	\$107.54	\$181.61	\$235.12	\$300.15	\$63.16	\$96.09	\$161.55	\$208.20	\$236.58
Jun-18	\$68.97	\$109.56	\$184.33	\$240.78	\$315.80	\$62.55	\$93.99	\$156.74	\$210.00	\$236.59
Jul-18	\$69.68	\$112.08	\$184.65	\$240.16	\$312.45	\$64.09	\$97.47	\$160.13	\$207.91	\$235.29
Aug-18	\$70.98	\$110.43	\$184.12	\$238.20	\$302.26	\$62.97	\$101.09	\$164.27	\$207.04	\$241.68
Sep-18	\$70.42	\$107.93	\$179.21	\$230.96	\$302.27	\$61.63	\$100.86	\$163.74	\$205.07	\$242.83
Oct-18	\$68.53	\$106.85	\$175.88	\$223.48	\$297.15	\$61.46	\$94.70	\$157.38	\$201.31	\$236.80
Nov-18	\$68.38	\$106.94	\$175.72	\$228.75	\$299.79	\$60.84	\$92.59	\$156.83	\$197.11	\$233.76
Dec-18	\$69.29	\$107.43	\$173.75	\$228.51	\$291.52	\$60.51	\$91.71	\$151.45	\$196.80	\$234.14
Jan-19	\$69.37	\$108.25	\$176.08	\$228.95	\$298.57	\$60.98	\$90.42	\$150.35	\$195.33	\$232.76
Feb-19	\$68.66	\$105.84	\$178.16	\$232.05	\$313.95	\$60.74	\$91.46	\$151.72	\$196.77	\$230.93
Mar-19	\$67.00	\$104.93	\$177.08	\$232.41	\$315.49	\$62.94	\$91.36	\$149.22	\$194.04	\$232.67
Apr-19	\$69.15	\$105.36	\$179.62	\$231.42	\$320.86	\$62.70	\$93.48	\$150.73	\$199.24	\$232.30
May-19	\$70.07	\$107.84	\$181.38	\$234.91	\$297.75	\$61.91	\$97.11	\$157.79	\$205.55	\$230.10
Jun-19	\$72.64	\$110.16	\$185.48	\$238.91	\$306.58	\$63.03	\$99.98	\$162.74	\$205.14	\$227.51
Jul-19	\$71.15	\$109.16	\$181.59	\$235.26	\$309.40	\$63.92	\$100.93	\$162.68	\$204.90	\$231.02
Aug-19	\$71.90	\$106.48	\$176.71	\$228.29	\$284.86	\$63.14	\$101.54	\$162.85	\$204.71	\$227.71
Sep-19	\$69.63	\$101.49	\$175.44	\$225.19	\$284.77	\$60.54	\$98.32	\$156.62	\$197.19	\$228.58
Oct-19	\$68.29	\$102.01	\$174.58	\$224.46	\$299.51	\$59.19	\$92.44	\$151.63	\$198.08	\$225.53
Nov-19	\$67.91	\$104.24	\$176.59	\$229.30	\$308.93	\$62.94	\$93.60	\$153.54	\$200.83	\$222.86
Dec-19	\$68.85	\$105.68	\$172.90	\$227.43	\$296.13	\$64.11	\$93.79	\$154.48	\$195.14	\$229.62
Jan-20	\$70.77	\$106.63	\$176.00	\$229.69	\$293.17	\$63.44	\$93.46	\$154.76	\$197.76	\$226.86
Feb-20	\$70.07	\$105.72	\$176.23	\$229.86	\$302.92	\$63.13	\$91.23	\$151.53	\$196.80	\$222.61
Mar-20	\$71.26	\$107.71	\$176.34	\$229.67	\$306.49	\$63.52	\$93.86	\$156.32	\$198.98	\$228.94
Apr-20	\$70.40	\$104.72	\$169.67	\$222.37	\$289.86	\$62.05	\$89.41	\$147.79	\$191.66	\$220.89
May-20	\$66.75	\$105.49	\$167.72	\$216.14	\$291.89	\$60.41	\$89.74	\$151.31	\$185.52	\$217.61
Jun-20	\$70.55	\$107.44	\$175.45	\$227.53	\$312.63	\$63.62	\$95.63	\$159.91	\$197.27	\$225.43

Source: Radius+

Table 8.30 – West Rent Per Square Foot

(Pacific – Non-Climate-Controlled)

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q3	\$2.80	\$1.97	\$1.84	\$1.43	\$1.23
2016 Q4	\$2.63	\$2.00	\$1.58	\$1.40	\$1.33
2017 Q1	\$2.55	\$1.93	\$1.57	\$1.39	\$1.25
2017 Q2	\$2.64	\$1.99	\$1.64	\$1.43	\$1.28
2017 Q3	\$2.59	\$1.97	\$1.61	\$1.42	\$1.29
2017 Q4	\$2.42	\$1.91	\$1.49	\$1.31	\$1.21
2018 Q1	\$2.44	\$1.84	\$1.47	\$1.30	\$1.17
2018 Q2	\$2.49	\$1.90	\$1.58	\$1.39	\$1.18
2018 Q3	\$2.52	\$2.00	\$1.63	\$1.38	\$1.20
2018 Q4	\$2.44	\$1.86	\$1.55	\$1.32	\$1.17
2019 Q1	\$2.46	\$1.82	\$1.50	\$1.30	\$1.16
2019 Q2	\$2.50	\$1.94	\$1.57	\$1.36	\$1.15
2019 Q3	\$2.50	\$2.01	\$1.61	\$1.35	\$1.15
2019 Q4	\$2.48	\$1.87	\$1.53	\$1.32	\$1.13
2020 Q1	\$2.53	\$1.86	\$1.54	\$1.32	\$1.13
2020 Q2	\$2.48	\$1.83	\$1.53	\$1.28	\$1.11

Table 8.31 – West Rent Per Square Foot

(Pacific – Climate-Controlled)

Source: Radius+

	5x5	5x10	10x10	10x15	10x20
2016 Q4	\$2.87	\$2.29	\$1.89	\$1.61	\$1.62
2017 Q1	\$2.70	\$2.18	\$1.80	\$1.54	\$1.49
2017 Q2	\$2.71	\$2.20	\$1.85	\$1.58	\$1.58
2017 Q3	\$2.90	\$2.32	\$1.96	\$1.68	\$1.63
2017 Q4	\$2.85	\$2.27	\$1.92	\$1.69	\$1.61
2018 Q1	\$2.74	\$2.16	\$1.81	\$1.58	\$1.56
2018 Q2	\$2.73	\$2.10	\$1.80	\$1.58	\$1.56
2018 Q3	\$2.81	\$2.20	\$1.83	\$1.58	\$1.53
2018 Q4	\$2.75	\$2.14	\$1.75	\$1.51	\$1.48
2019 Q1	\$2.73	\$2.13	\$1.77	\$1.54	\$1.55
2019 Q2	\$2.82	\$2.15	\$1.82	\$1.57	\$1.54
2019 Q3	\$2.84	\$2.12	\$1.78	\$1.53	\$1.47
2019 Q4	\$2.73	\$2.08	\$1.75	\$1.51	\$1.51
2020 Q1	\$2.83	\$2.13	\$1.76	\$1.53	\$1.50
2020 Q2	\$2.77	\$2.12	\$1.71	\$1.48	\$1.49

LEASE-UP PERIOD

To deliver the most successful pricing plans, many factors are evaluated including street rates, discounts, inventory levels, historic trends, and move-in specials. Combining the data to determine optimal target occupancy for a specific self-storage store is somewhat of an art form. As always, business conditions in a facility's immediate market area must be considered when creating occupancy strategies for individual storage stores.

Since self-storage is a highly localized industry, conditions in the immediate market area surrounding the store can have a major impact on occupancy rates. Factors such as a depressed local economy or the opening of a new storage facility in the area can potentially lead to a decline in occupancy.

On the other end of the spectrum, new home developments, an explosion in recruitment at local companies, and other dynamics are often met with sharp increases in occupancy rates.

In general, most industry experts agree that target occupancy rates for self-storage stores in the U.S. should hover in the 90 to 95 percent range. When a store has too many unoccupied units, it is unable to generate money to its full potential. On the other hand, self-storage facilities with too few vacant storage spaces will have to turn customers away—some of whom would have been willing to pay more for a unit than the current tenants are paying. In addition, most unserved potential customers will end up as tenants at competing self-storage stores.

Due to the current unmet demand for self-storage space in the micro market as represented by the mostly moderately high to high occupancy levels in the market, it is our opinion that the subject facility should anticipate a 42-48 month lease-up period to stabilization. This assumption is predicated upon the belief that the market will remain as strong as it currently is and that the developer will upgrade, manage and market the facility as an 'A+' facility using most, if not all, of the included recommendations (such as employing only the highest caliber of onsite management). We also predicate this opinion on the recognition that the developer is an experienced self-storage operator or will utilize the services of an experienced self-storage operator or third-party management company.

This assumption is based on the following:

- There is some amount of calculated and anecdotal unmet demand for new self-storage inventory near the subject facility based on the estimated and known occupancy levels of the market competitors as well as comments from competitor managers.
- There are no other known potential self-storage projects in development within the subject micro-market.

- The management expertise level at the subject site should afford the new facility a substantial sales and marketing advantage over the market competitors.



Stepping back and looking at the country, it is clear that occupancy rates are exceptionally high and appear to be on the rise at self-storage stores across the nation. Demand for storage space is strong and continues to grow year-by-year and quarter-over-quarter. Average occupancy rates are robust in every region of the country and in every size category analyzed.

Table 7.3 – 2019-2020 Occupancy by Region*

Region	2019 Occupancy	2020 Occupancy
Midwest (East North Central)	91.0%	90.4%
Midwest (West North Central)	89.6%	91.1%
Northeast (Middle Atlantic)	90.9%	90.8%
Northeast (New England)	89.3%	89.9%
South Atlantic	90.7%	90.6%
South (East South Central)	90.4%	90.4%
South (West South Central)	89.8%	90.2%
West (Mountain)	91.4%	92.3%
West (Pacific)	92.1%	92.3%
National	91.0%	92.2%

* Based on 2nd Quarter Numbers

Source: Radius+

Chart 7.3 – Midwest Occupancy Rate Comparison

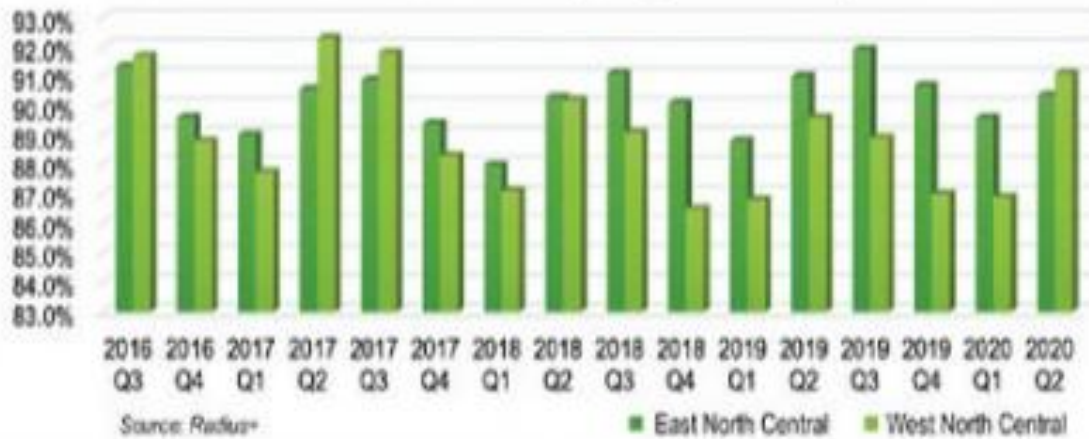
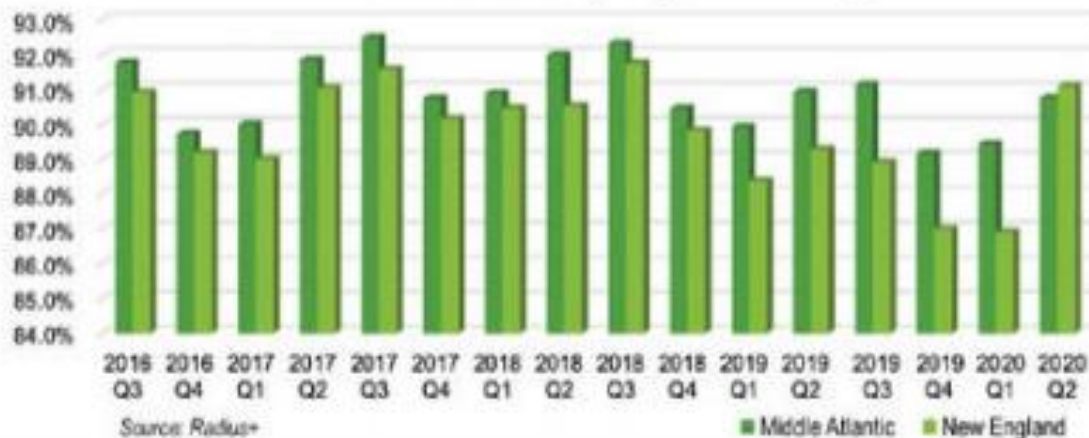
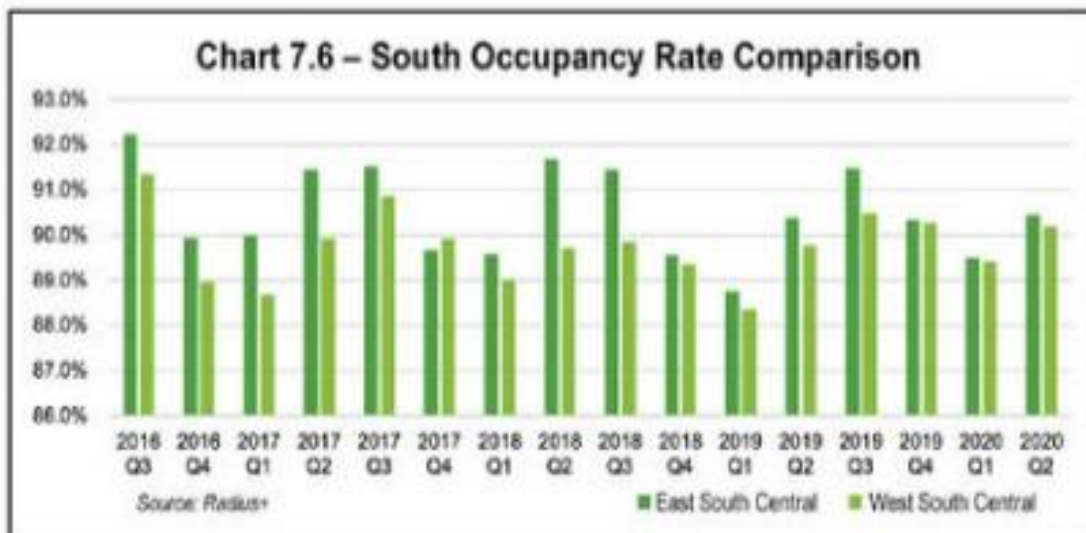
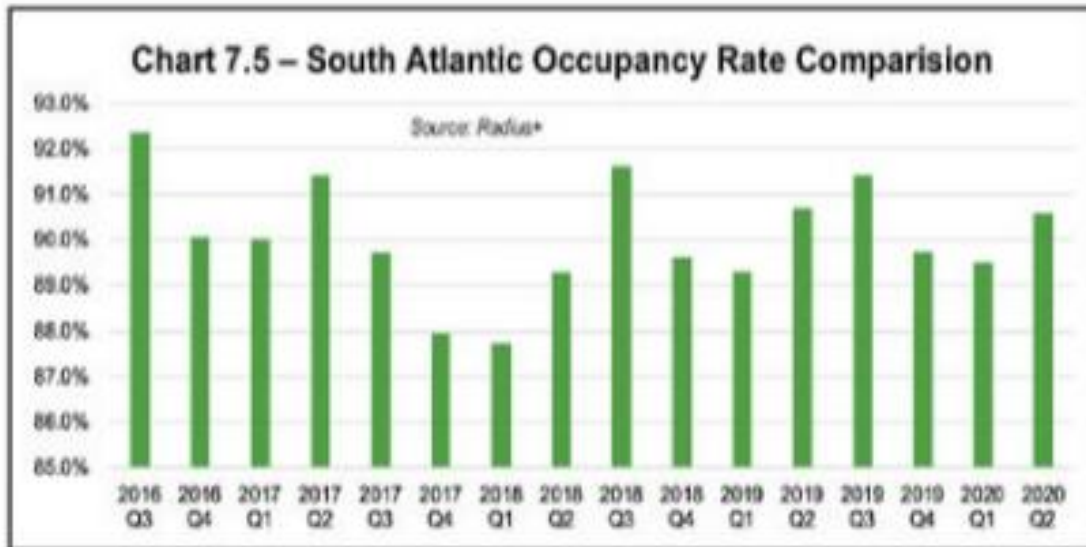


Chart 7.4 – Northeast Occupancy Rate Comparison





FINANCIAL ANALYSIS

The current full development unit mix would calculate, using the current rates, a gross potential of \$1,683,483. Our analysis assumes a stabilized occupancy of 90% and within the income statement preparation we have used the development costs as are typical for a facility in the configuration of the subject site and expenses as represented by those expenses as reported by the Self Storage Association and we would comment that those provided expenses are well within the 'industry norms' we have noted in reviewing actual financial statements.

Basic Development Assumptions:

Name of Project	Vasser Street Self Storage			
Location	Livonia MI			
Land Cost:	\$	3,150,000.00	Land Cost Analysis	
Site Size-Acres:		1	Cost of Land Per Acre (Total Cost)	\$ 3,150,000.00
Site Size-Square Feet:		43,560	Cost of Land Per Square Foot	\$ 72.31
Number of Floors:		8	Total Land Costs	\$ 3,150,000.00
Number of Elevators:		2	Total Land Costs Per NR Square Feet	\$ 32.02
Number of Feet of Frontage:		500		
Number of Parking Spaces:		7		
Number of Months For Construction:		12		
Number of Buildings:		1		
Number of Gates:		1		
Building Configuration:	Fortress			
Office Size(Sq Ft)		750	Net Rentable Square Footage Cost Analysis	
Primary Construction Material:	Metal		Total NR Square Feet	98,364.50
Roofing Material:	Metal		Total Hard Costs	\$ 5,500,000.00
Manager Lives:	Off-Site		Total Hard Costs Per NR Square Feet	\$ 55.91
Current Annual Real Estate Taxes	\$	50,000.00	Total Soft Costs	\$ 322,470.00
Minimum Management Fee:	\$	2,500.00	Total Soft Costs Per NR Square Feet	\$ 3.28
Vertical Configuration	Multi-Story		Total Other Costs	\$ 1,313,593.22
Purchase Price Or Total Project Cost:	\$	10,566,063.00	Total Other Costs Per NR Square Feet	\$ 13.35
			Total Builders Fees	\$ 280,000.00
INCOME/ EXPENSES			Total Builders Fees Per NR Square Feet	\$ 2.85
Number of Months to Stabilization		42	Total Land Costs	\$ 3,150,000.00
Effective Actual Gross Income	\$	1,683,483	Total Land Costs Per NR Square Feet	\$ 32.02
Stabilized Occupancy %		92.00%	Total Construction Costs	\$ 7,416,063.22
Other Income %		5.00%	Total Construction Costs Per NR Square Feet	\$ 75.39
Management Fee %		6.00%	Total Project Cost	\$ 10,566,063.22
Expenses w/ Management and Reserves %		42%	Total Project Cost Per NR Square Feet	\$ 107.42
Anticipated Increase in rent and expenses				
Gross Income Annual % Increase		4.00%		
Expense Anticipated Annual % Increase		3.00%		
CASH INVESTED				
Down payment Percent of Purchase Price		33.00%		
Total Cash Invested	\$	3,486,800.79		
Mortgage				
Loan Amount		\$13,520,852		
Perm Loan Amount As % of Stabilized Value		75%		
Annual Interest Rate		6.50%		
Amortization (Months)		300		
Term (Years)		7		
Construction Loan				
Loan Amount		\$7,079,262		
Interest Rate		6.50%		
Disposition Data				
Sale Price @ Disposition (Year 7)	\$	21,573,183		
Terminal Cap Rate		6.00%		
Terminal Cost of Sales (%)		3.0%		
Proceeds From Sale @ Disposition	\$	7,752,617		

We should note that the 'Loan Amount' of \$13,520,952 listed under Mortgage' is assuming a refinance at stabilization with a 75% loan to value calculation.

Estimated Development Costs:

	Unit	Unit Qty	Cost	Total	Per Sq.Ft.	% of Hard Cost	% of Project Cost
Land Costs							
Land				\$ 3,150,000	\$ 26.25	57%	0%
TOTAL LAND COSTS				\$ 3,150,000	\$ 26.25	57%	0%
Hard Costs							
Buildings Standard Multi Story	SF	1.00	\$ 5,500,000.00	\$ 5,500,000	\$ 45.83	100%	52%
TOTAL HARD COST				\$ 5,500,000	\$ 45.83	100%	52%
BUILDERS FEES							
Construction Contingency	%	100%	\$ 280,000.00	\$ 280,000	\$ 2.33		3%
TOTAL BUILDERS FEES				\$ 280,000	\$ 2.33		3%
SOFT COSTS							
Soft Costs	EA	1	\$ 322,470.00	\$ 322,470	\$ 2.69		3%
TOTAL OTHER COSTS				\$ 322,470	\$ 2.69		3%
OTHER COSTS							
Operating Deficit (Including Construction Interest)			\$ 1,313,593.22	\$ 1,313,593	\$ 10.95		12%
TOTAL OTHER COSTS				\$ 1,313,593	\$ 10.95		12%
TOTAL HARD AND SOFT COSTS EXCLUDING LAND				\$ 7,416,063	\$ 61.80		70%
TOTAL PROJECT COST INCLUDING LAND				\$ 10,566,063	\$ 88.05		100%

INCOME STATEMENT INFORMATION

Income generated at a facility, excluding rent revenue, is a major contributor to profit. Managing the other income sources, and recognizing the impact on NOI, is critical to maximizing the profitability of the facility.

Other income sources include:

- Late fees
- Lien fees
- Lock cut fees
- Tenant insurance payments
- Truck rentals
- Moving and packing supplies

It is important to note that expenses can vary widely, particularly when analyzed solely on a single unit of analysis such as per square foot of rentable building area. Therefore, we offer the following clarification on some of the expenses listed above:

- **On-Site Management** – On-site management expenses account for full-time management including assistant managers, relief managers, and payroll-related costs. In today's self-storage industry, hiring quality managers is essential, especially given their direct impact on rental rates, occupancy, and ancillary income such as merchandise sales. This expense ranges \$.60 - \$1.25 per square foot.
- **Administrative Expenses** – In this category, expenses relate to office functions such as dues, subscriptions, copy machine, professional fees including legal services (eviction costs), data processing, travel expenses, partnership professional fees (legal and accounting), local licensing and permit fees, and other expenses incurred in the operation of a self-storage facility. This expense ranges \$.25 - \$.75 per square foot.

Insurance – Insurance includes property, liability and casualty insurance expenses. Due to the significant variables involved when underwriting insurance, lower rates may in some cases be achieved by blanket policies with significant rate reductions. This expense ranges \$.08 - \$.20 per square foot.

Therefore, unless there are special circumstances such as portfolio analysis, insurance rates are typically forecast for a single property. Other items that must be considered when seeking insurance are property specific technology in fire, life, and safety construction and design.

- **Management Fee** – This category includes either:
 Any costs associated with a third-party management service
 All general and administrative costs associated with expenses at the corporate office for a facility operated by vertically integrated ownership.

The cost allocation to this expense generally covers corporate salaries, accounting staff, systems, and all the other corporate office expense. Generally, it is charged to the property as a percentage of collected gross revenue and ranges from 5%-6% of gross revenues.

- **Advertising** - This expense element is crucial for the successful operation of a self-storage property. Expenses include *Yellow Pages* advertisement, maintaining a website, promotions, and other marketing expenses. This expense ranges \$.15 - \$.30 per square foot.
- **Real Estate Taxes** – Taxes account for real property taxes only. In most forecasts of income and expenses, real estate taxes are adjusted to market value according to an iterative process that multiplies market value against the tax rate. As a result, there tends to be a “lag effect” in the data which results in current taxes being somewhat higher than those indicated in the historical data. As such, it is imperative that local tax statutes are carefully analyzed and considered when estimating property taxes.

Other expenses that may require clarification are:

- **Utilities** – This expense category includes natural or propane gas, electricity, water, sewer service, and regular trash service. The age of the facility can have an impact on this category especially given that many newer sites utilize motion detectors to control lighting, thereby reducing utility costs. Moreover, single-level facilities with drive-up access only will have lower utility costs than multi-story facilities with indoor/elevator access. This expense ranges \$.20 - \$.50 per square foot.

Maintenance & Repairs – This expense category will be influenced by the age of the facility, the quality of construction, and overall condition of the property. This expense ranges \$.15 - \$.40 per square foot. Actual expenses may include but are not limited to items such:

1. Electrical repairs
2. Elevator maintenance and repairs
3. Gate maintenance and repairs
4. Landscaping
5. Pest control
6. Plumbing repairs
- Roll-up door maintenance and repairs
8. Roof repairs and maintenance
9. Security system, alarms, and monitor maintenance
10. Site clean-up

11. Trash removal

- Other – This category of expenses primarily accounts for all other variables. It is used as a catch-all for miscellaneous expenses that vary between sites, are infrequently used and do not match the other categories. Amounts in this category typically account for less than ten-percent of the total expenses at a given property.

Table 14.1 – Typical Expense Conclusions Source: Cushman & Wakefield		
Expense Item	Typical Ranges	Description & Analysis
Real Estate Taxes	Varies by Location	This expense includes all taxes related to the real estate. Each state has its own process of determining the assessed values. In some states, the assessment is to be based on 100 percent of market value, whereas another state may only be able to increase an assessment a certain percentage per year. It is important to not only understand the possible changes on a year-to-year basis, but also the impact of a sale on an assessment.
Property Insurance	\$0.08 - \$0.20 / SF	This expense includes costs associated with building insurance. Location factors into the cost of insurance. Areas that are more prone to flooding, hurricanes, or other natural disasters will experience higher premiums.
Repairs & Maintenance	\$0.15 - \$0.40 / SF	This expense category includes elements typical to self-storage maintenance, such as all maintenance contracts, sweeping and landscaping, pest control, gate repairs, and other general maintenance of the building.
General & Administrative	\$0.25 - \$0.75 / SF	Administration expenses related to office functions, such as telephone, postage, bank charges, credit reports, professional fees (including legal services), data processing, and other expenses incurred in the operation of a self-storage property.
On-Site Management	\$0.60 - \$1.25 / SF	On-site management expenses account for full-time management, including relief managers and payroll-related costs.
Off-Site Management	5% - 6 % of EGI	Prudent ownership will incur fees for outside management and overhead expenses, calculated as three to six percent of the effective gross income for self-storage properties.
Utilities	\$0.20 - \$0.50 / SF	Utility expenses include electricity, trash, water, and sewer. The climate of the facility, as well as the percentage of climate-controlled units, will impact the utility expense.
Advertising	\$0.15 - \$0.30 / SF	This expense element is crucial for the successful operation of a self-storage property. Expenses include SEO placement, maintaining a website, promotions, and other marketing expenses.

Chart 9.3 – Expense Dollars (2007 - 2017)

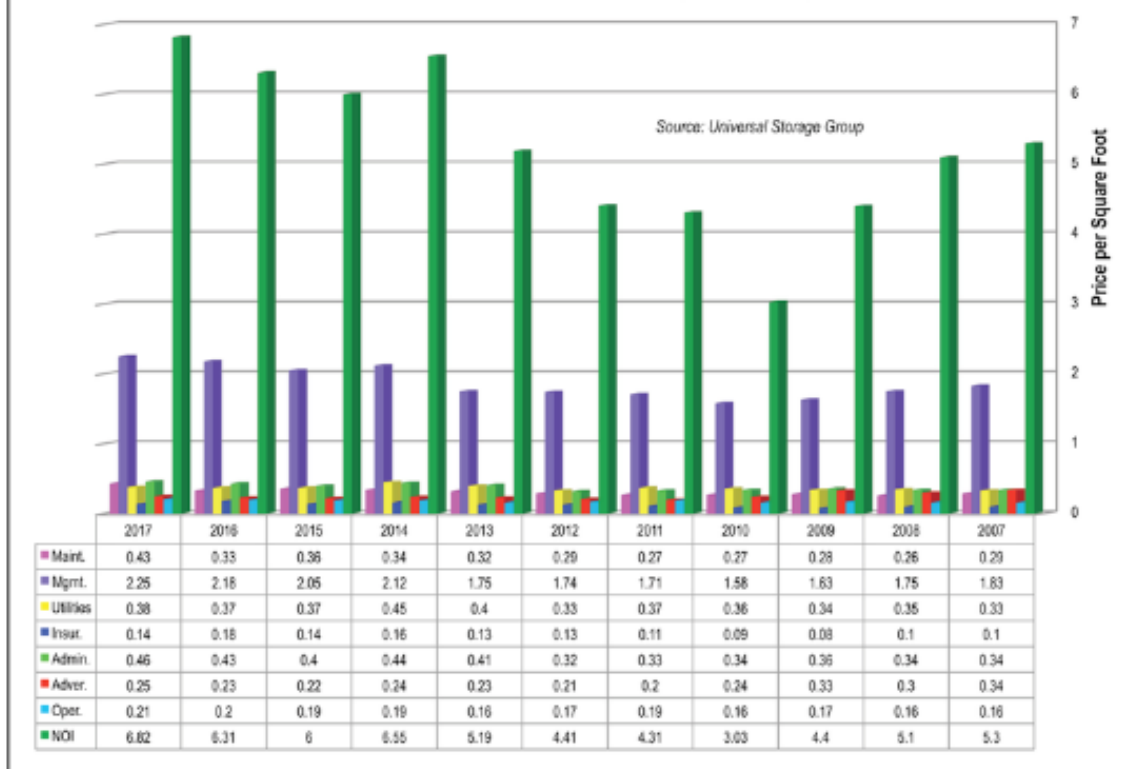


Chart 9.4 – Expenses as Percent of Actual Income (Stabilized Stores 2007 - 2017)

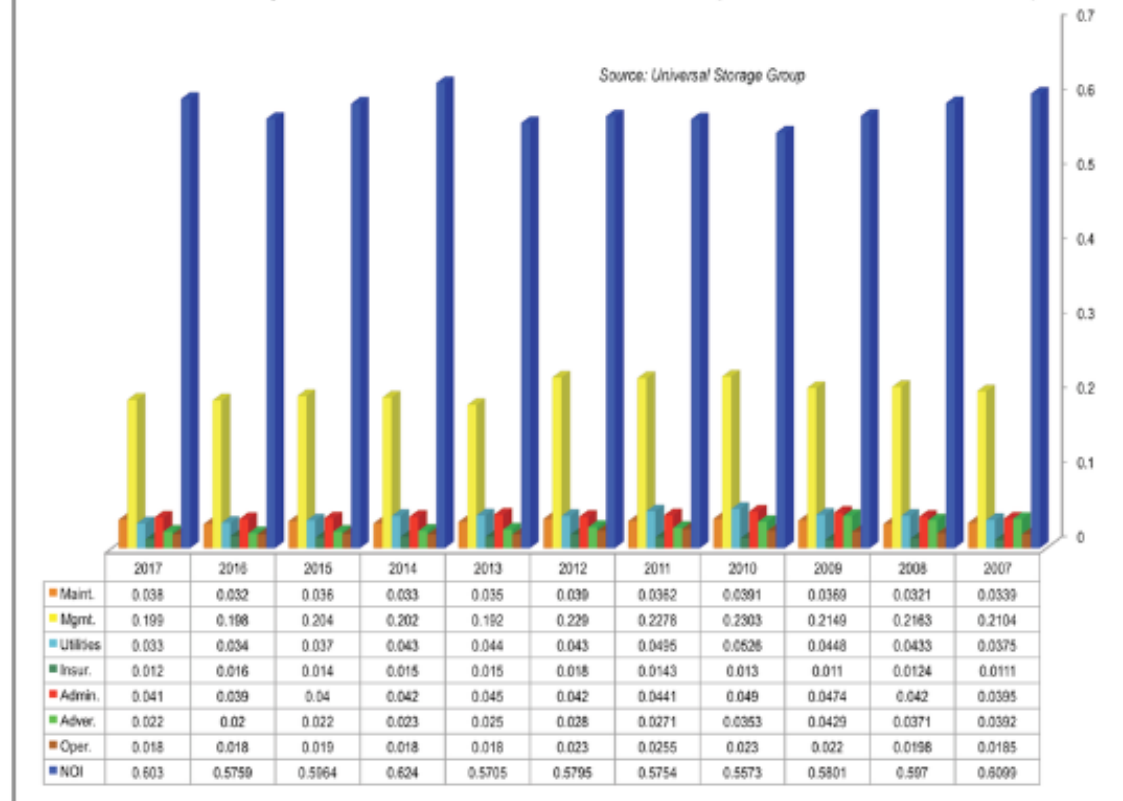


Chart 9.5 – Income and Expenses per Square Foot (Stabilized 2007 - 2017)

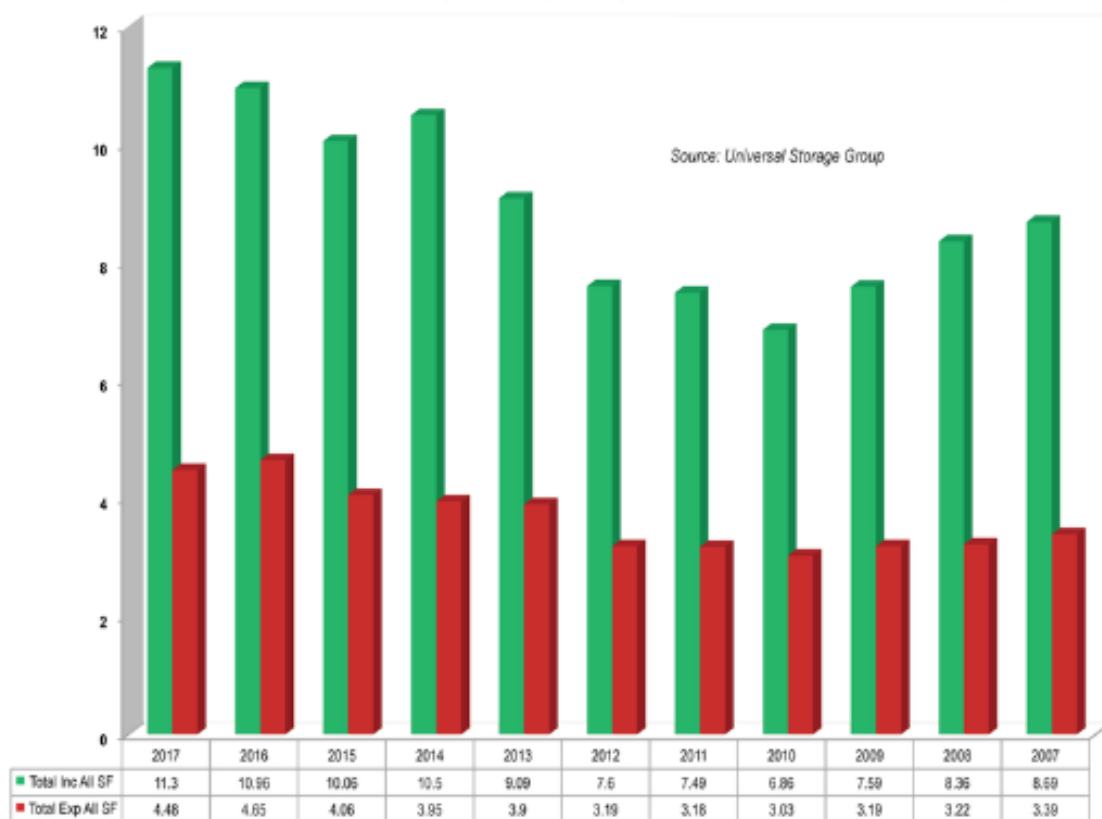


Table 5 – Average Facility Income Per Square Foot

Region/Division	Storage Rental Income	Miscellaneous Income	Total Revenue
East Region	\$17.85	\$0.88	\$18.73
Midwest Division	\$14.57	\$0.58	\$15.15
Northeast Division	\$18.70	\$0.96	\$19.65
Midwest Region	\$9.38	\$0.39	\$9.77
East North Central Division	\$9.49	\$0.41	\$9.90
West North Central Division	\$8.73	\$0.30	\$9.03
South Region	\$9.85	\$0.51	\$10.37
Southeast Division	\$11.36	\$0.62	\$11.98
Southwest Division	\$7.96	\$0.38	\$8.34
West Region	\$14.19	\$0.66	\$14.85
Mountain Division	\$8.34	\$0.52	\$8.86
Pacific Division	\$16.31	\$0.71	\$17.02
National	\$13.26	\$0.64	\$13.90

Table 4 – Average Facility Income

Region/Division	Self-Storage Income	Miscellaneous Income	Miscellaneous Income (% of Self-Storage Income)	Total Revenue
East Region	\$288,026,143	\$14,213,244	4.93%	\$302,239,386
Midwest Division	\$48,339,527	\$1,929,484	3.99%	\$50,269,011
Northeast Division	\$239,686,616	\$12,283,760	5.12%	\$251,970,376
Midwest Region	\$62,092,531	\$2,609,417	4.20%	\$64,701,948
East North Central Division	\$53,602,463	\$2,317,030	4.32%	\$55,919,493
West North Central Division	\$8,490,068	\$292,387	3.44%	\$8,782,455
South Region	\$194,655,537	\$10,167,334	5.22%	\$204,822,871
Southeast Division	\$124,996,998	\$6,816,648	5.45%	\$131,813,646
Southwest Division	\$69,658,540	\$3,350,686	4.81%	\$73,009,226
West Region	\$290,683,816	\$13,504,367	4.65%	\$304,188,183
Mountain Division	\$45,469,746	\$2,839,579	6.24%	\$48,309,326
Pacific Division	\$245,214,070	\$10,664,788	4.35%	\$255,878,858
National	\$835,458,027	\$40,494,362	4.85%	\$875,952,389

Table 2 – Self-Storage Operating Expense Report

Expense Category	National	East			Midwest			South			West		
		East Region	Midwest Division	Northeast Division	Midwest Region	East North Central Division	West North Central Division	South Region	Southeast Division	Southwest Division	West Region	Mountain Division	Pacific Division
Real Estate Taxes	\$1.41	\$2.37	\$1.65	\$2.55	\$1.14	\$1.12	\$1.24	\$1.10	\$1.03	\$1.19	\$1.05	\$0.81	\$1.13
Property Insurance	\$0.23	\$0.20	\$0.11	\$0.22	\$0.12	\$0.12	\$0.14	\$0.24	\$0.30	\$0.17	\$0.27	\$0.13	\$0.33
Utilities	\$0.34	\$0.45	\$0.30	\$0.49	\$0.24	\$0.23	\$0.25	\$0.32	\$0.35	\$0.28	\$0.32	\$0.28	\$0.34
Repairs & Maintenance	\$0.47	\$0.61	\$0.39	\$0.67	\$0.40	\$0.40	\$0.39	\$0.37	\$0.40	\$0.33	\$0.47	\$0.31	\$0.53
Administration	\$0.61	\$0.71	\$0.61	\$0.73	\$0.45	\$0.45	\$0.42	\$0.50	\$0.56	\$0.43	\$0.69	\$0.53	\$0.75
Off-Site Management	\$0.76	\$1.05	\$0.98	\$1.06	\$0.52	\$0.56	\$0.34	\$0.57	\$0.69	\$0.43	\$0.78	\$0.49	\$0.89
On-Site Management	\$1.06	\$1.27	\$1.07	\$1.32	\$0.90	\$0.90	\$0.92	\$0.89	\$0.99	\$0.76	\$1.11	\$0.80	\$1.22
Advertising	\$0.29	\$0.35	\$0.35	\$0.35	\$0.27	\$0.27	\$0.23	\$0.25	\$0.29	\$0.19	\$0.29	\$0.27	\$0.30
Miscellaneous	\$0.58	\$0.50	\$0.00	\$0.63	\$0.24	\$0.27	\$0.01	\$0.43	\$0.56	\$0.27	\$0.89	\$0.58	\$1.00
Total Expenses (SF):	\$5.75	\$7.50	\$5.48	\$8.02	\$4.26	\$4.32	\$3.95	\$4.68	\$5.17	\$4.07	\$5.87	\$4.20	\$6.48
Effective Gross Income (SF):	\$13.75	\$18.60	\$15.79	\$19.33	\$9.88	\$9.94	\$9.59	\$10.92	\$12.16	\$9.36	\$13.91	\$9.12	\$15.65
Operating Expense Ratio:	41.79%	40.31%	34.68%	41.50%	43.14%	43.46%	41.22%	42.88%	42.53%	43.45%	42.21%	46.08%	41.40%
<i>Sample Size</i>	921	234	47	187	104	87	17	285	162	123	298	81	217

Annual Income Statements:

This income statement is intended to give the reader an overview estimation of the stabilized income and expenses of the subject site. We have used typical, customary expenses based on per square foot averages for the various expense categories with some adjustments for the region and location of the subject site. We have included 6% (gross income) management fee, a 92% stabilized economic occupancy and a 5% ancillary income percentage.

It should be noted that this income statement is assuming the site at stabilization and as such we assume a 4% increase in the gross potential revenue and 3% increase in expenses and so the gross potential at this point in the 'life' of the facility would be an increase over the gross potential contemplated with the recommended unit mix.

The income portion of the income statement consists of rental income and 'other' income. The other income includes late fees, tenant insurance payments, retail merchandise sales and various other 'ancillary' income sources. This amount would be adjusted up, for example, should the developer add truck rentals to the operation, and would be adjusted down should the developer choose not to offer tenant insurance.

Month	1	2	3	4	5	6	7	8	9	10	11	12	YEAR 1
INCOME													
Gross Potential Income	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 1,644,823
Occupancy	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Rents	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Discounts	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bad Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EXPENSES													
Advertising & Promotion	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,332	\$ 2,332
Insurance													\$ -
Management											\$ -	\$ 2,500	\$ 2,500
Miscellaneous & Other													\$ -
Office and Administrative													\$ -
Payroll & Burden											\$ -	\$ 8,523	\$ 8,523
Real Estate Taxes	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 50,000
Repairs & Maintenance													\$ -
Utilities													\$ -
TOTAL EXPENSES	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 4,167	\$ 17,521	\$ 63,354
NOI	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (4,167)	\$ (17,521)	\$ (63,354)

Month	13	14	15	16	17	18	19	20	21	22	23	24	YEAR 2
INCOME													
Gross Potential Income	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 137,069	\$ 1,644,823
Occupancy	3%	5%	7%	9%	12%	13%	15%	16%	18%	20%	22%	25%	14%
Rents	\$ 3,556	\$ 6,738	\$ 9,704	\$ 12,610	\$ 15,763	\$ 18,465	\$ 20,792	\$ 22,593	\$ 24,695	\$ 26,947	\$ 30,250	\$ 33,928	\$ 226,041
Other Income	\$ 178	\$ 337	\$ 485	\$ 631	\$ 788	\$ 923	\$ 1,040	\$ 1,130	\$ 1,235	\$ 1,347	\$ 1,512	\$ 1,696	\$ 11,302
Discounts/Write Offs	\$ (1,568)	\$ (2,618)	\$ (3,362)	\$ (3,575)	\$ (3,807)	\$ (3,684)	\$ (3,711)	\$ (3,558)	\$ (3,630)	\$ (3,678)	\$ (3,811)	\$ (4,275)	\$ (41,279)
Bad Debt	\$ (75)	\$ (141)	\$ (204)	\$ (265)	\$ (331)	\$ (388)	\$ (437)	\$ (474)	\$ (519)	\$ (566)	\$ (635)	\$ (712)	\$ (4,747)
TOTAL INCOME	\$ 2,091	\$ 4,315	\$ 6,623	\$ 9,401	\$ 12,413	\$ 15,317	\$ 17,684	\$ 19,690	\$ 21,781	\$ 24,050	\$ 27,316	\$ 30,637	\$ 191,318
EXPENSES													
Advertising & Promotion	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 2,402	\$ 28,819
Insurance	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 19,875
Management	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 30,000
Miscellaneous & Other	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 10,931
Office and Administrative	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 25,838
Payroll & Burden	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 8,778	\$ 105,339
Real Estate Taxes	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 130,251
Repairs & Maintenance	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 11,925
Utilities	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 50,682
TOTAL EXPENSES	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 34,472	\$ 413,661
NOI	\$ (32,381)	\$ (30,156)	\$ (27,849)	\$ (25,071)	\$ (22,058)	\$ (19,155)	\$ (16,788)	\$ (14,782)	\$ (12,691)	\$ (10,421)	\$ (7,156)	\$ (3,835)	\$ (222,343)

Month	25	26	27	28	29	30	31	32	33	34	35	36	YEAR 3
INCOME													
Gross Potential Income	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 142,551	\$ 1,710,616
Occupancy	27%	30%	32%	34%	36%	38%	40%	41%	43%	44%	47%	50%	38%
Rents	\$ 38,876	\$ 42,154	\$ 45,277	\$ 48,400	\$ 51,678	\$ 54,489	\$ 56,909	\$ 58,782	\$ 60,968	\$ 63,310	\$ 66,745	\$ 70,570	\$ 658,156
Other Income	\$ 1,944	\$ 2,108	\$ 2,264	\$ 2,420	\$ 2,584	\$ 2,724	\$ 2,845	\$ 2,939	\$ 3,048	\$ 3,165	\$ 3,337	\$ 3,528	\$ 32,908
Discounts/Write Offs	\$ (4,898)	\$ (5,311)	\$ (5,705)	\$ (6,098)	\$ (6,511)	\$ (6,866)	\$ (7,170)	\$ (6,172)	\$ (6,402)	\$ (6,648)	\$ (7,008)	\$ (7,410)	\$ (76,200)
Bad Debt	\$ (816)	\$ (885)	\$ (951)	\$ (1,016)	\$ (1,085)	\$ (1,144)	\$ (1,195)	\$ (1,234)	\$ (1,280)	\$ (1,330)	\$ (1,402)	\$ (1,482)	\$ (13,821)
TOTAL INCOME	\$ 35,105	\$ 38,065	\$ 40,885	\$ 43,705	\$ 46,665	\$ 49,203	\$ 51,388	\$ 54,315	\$ 56,334	\$ 58,498	\$ 61,672	\$ 65,206	\$ 601,043
EXPENSES													
Advertising & Promotion	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 2,407	\$ 28,889
Insurance	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 1,656	\$ 19,875
Management	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,622	\$ 2,800	\$ 2,952	\$ 3,083	\$ 3,259	\$ 3,380	\$ 3,510	\$ 3,700	\$ 3,912	\$ 36,719
Miscellaneous & Other	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 911	\$ 10,931
Office and Administrative	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 2,153	\$ 25,838
Payroll & Burden	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 8,800	\$ 105,595
Real Estate Taxes	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 130,251
Repairs & Maintenance	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 11,925
Utilities	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 4,223	\$ 50,682
TOTAL EXPENSES	\$ 34,499	\$ 34,499	\$ 34,499	\$ 34,621	\$ 34,799	\$ 34,951	\$ 35,082	\$ 35,258	\$ 35,379	\$ 35,509	\$ 35,699	\$ 35,911	\$ 420,706
NOI	\$ 606	\$ 3,567	\$ 6,386	\$ 9,084	\$ 11,867	\$ 14,252	\$ 16,306	\$ 19,057	\$ 20,955	\$ 22,989	\$ 25,973	\$ 29,295	\$ 180,337

Month	37	38	39	40	41	42	43	44	45	46	47	48	YEAR 4
INCOME													
Gross Potential Income	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 148,253	\$ 1,779,041
Occupancy	52%	54%	57%	59%	61%	63%	65%	66%	68%	69%	72%	74%	63%
Rents	\$ 77,127	\$ 80,537	\$ 83,784	\$ 87,032	\$ 90,442	\$ 93,364	\$ 95,881	\$ 97,830	\$ 100,103	\$ 102,538	\$ 106,111	\$ 110,089	\$ 1,124,837
Other Income	\$ 3,856	\$ 4,027	\$ 4,189	\$ 4,352	\$ 4,522	\$ 4,668	\$ 4,794	\$ 4,891	\$ 5,005	\$ 5,127	\$ 5,306	\$ 5,504	\$ 56,242
Discounts/Write Offs	\$ (8,098)	\$ (8,456)	\$ (8,797)	\$ (9,138)	\$ (4,748)	\$ (4,902)	\$ (5,034)	\$ (5,136)	\$ (5,255)	\$ (5,383)	\$ (5,571)	\$ (5,780)	\$ (76,299)
Bad Debt	\$ (1,620)	\$ (1,691)	\$ (1,759)	\$ (1,828)	\$ (1,899)	\$ (1,961)	\$ (2,014)	\$ (2,054)	\$ (2,102)	\$ (2,153)	\$ (2,228)	\$ (2,312)	\$ (23,622)
TOTAL INCOME	\$ 71,265	\$ 74,416	\$ 77,417	\$ 80,417	\$ 88,316	\$ 91,170	\$ 93,628	\$ 95,531	\$ 97,750	\$ 100,129	\$ 103,617	\$ 107,502	\$ 1,081,158
EXPENSES													
Advertising & Promotion	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 2,479	\$ 29,754
Insurance	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 1,706	\$ 20,472
Management	\$ 4,276	\$ 4,465	\$ 4,645	\$ 4,825	\$ 5,299	\$ 5,470	\$ 5,618	\$ 5,732	\$ 5,865	\$ 6,008	\$ 6,217	\$ 6,450	\$ 64,870
Miscellaneous & Other	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 938	\$ 11,259
Office and Administrative	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 2,218	\$ 26,613
Payroll & Burden	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 9,063	\$ 108,755
Real Estate Taxes	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 10,854	\$ 130,251
Repairs & Maintenance	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 1,024	\$ 12,283
Utilities	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 4,350	\$ 52,202
TOTAL EXPENSES	\$ 36,908	\$ 37,097	\$ 37,277	\$ 37,457	\$ 37,931	\$ 38,103	\$ 38,250	\$ 38,364	\$ 38,497	\$ 38,640	\$ 38,849	\$ 39,082	\$ 456,458
NOI	\$ 34,357	\$ 37,319	\$ 40,139	\$ 42,960	\$ 50,385	\$ 53,068	\$ 55,378	\$ 57,166	\$ 59,253	\$ 61,489	\$ 64,768	\$ 68,419	\$ 624,700

Month	49	50	51	52	53	54	55	56	57	58	59	60	YEAR 5
INCOME													
Gross Potential Income	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 154,184	\$ 1,850,202
Occupancy	65%	79%	81%	83%	86%	88%	89%	91%	92%	92%	92%	92%	86%
Rents	\$ 100,219	\$ 121,922	\$ 125,300	\$ 128,677	\$ 132,223	\$ 135,263	\$ 137,880	\$ 139,907	\$ 141,849	\$ 141,849	\$ 141,849	\$ 141,849	\$ 1,588,788
Other Income	\$ 5,011	\$ 6,096	\$ 6,265	\$ 6,434	\$ 6,611	\$ 6,763	\$ 6,894	\$ 6,995	\$ 7,092	\$ 7,092	\$ 7,092	\$ 7,092	\$ 79,439
Discounts/Write Offs	\$ (5,262)	\$ (6,401)	\$ (6,578)	\$ (6,756)	\$ (6,942)	\$ (7,101)	\$ (7,239)	\$ (7,345)	\$ (7,447)	\$ (7,447)	\$ (7,447)	\$ (7,447)	\$ (83,411)
Bad Debt	\$ (2,105)	\$ (2,560)	\$ (2,631)	\$ (2,702)	\$ (2,777)	\$ (2,841)	\$ (2,895)	\$ (2,938)	\$ (2,979)	\$ (2,979)	\$ (2,979)	\$ (2,979)	\$ (33,365)
TOTAL INCOME	\$ 97,864	\$ 119,057	\$ 122,355	\$ 125,653	\$ 129,116	\$ 132,084	\$ 134,640	\$ 136,619	\$ 138,515	\$ 138,515	\$ 138,515	\$ 138,515	\$ 1,551,451
EXPENSES													
Advertising & Promotion	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 2,552	\$ 30,620
Insurance	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 1,756	\$ 21,068
Management	\$ 5,872	\$ 7,143	\$ 7,341	\$ 7,539	\$ 7,747	\$ 7,925	\$ 8,078	\$ 8,197	\$ 8,311	\$ 8,311	\$ 8,311	\$ 8,311	\$ 93,087
Miscellaneous & Other	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 966	\$ 11,587
Office and Administrative	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 2,282	\$ 27,388
Payroll & Burden	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 9,327	\$ 111,923
Real Estate Taxes	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 11,180	\$ 134,158
Repairs & Maintenance	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 1,053	\$ 12,641
Utilities	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 4,477	\$ 53,723
TOTAL EXPENSES	\$ 39,464	\$ 40,736	\$ 40,934	\$ 41,132	\$ 41,339	\$ 41,517	\$ 41,671	\$ 41,789	\$ 41,903	\$ 41,903	\$ 41,903	\$ 41,903	\$ 496,195
NOI	\$ 58,400	\$ 78,322	\$ 81,422	\$ 84,522	\$ 87,777	\$ 90,567	\$ 92,970	\$ 94,830	\$ 96,612	\$ 96,612	\$ 96,612	\$ 96,612	\$ 1,055,256

Month	61	62	63	64	65	66	67	68	69	70	71	72	YEAR 6
INCOME													
Gross Potential Income	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 160,351	\$ 1,924,211
Occupancy	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%
Rents	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 147,523	\$ 1,770,274
Other Income	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 7,376	\$ 88,514
Discounts/Write Offs	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (7,745)	\$ (92,939)
Bad Debt	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (3,098)	\$ (37,176)
TOTAL INCOME	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 144,056	\$ 1,728,672
EXPENSES													
Advertising & Promotion	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 2,626	\$ 31,513
Insurance	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 1,807	\$ 21,682
Management	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 8,643	\$ 103,720
Miscellaneous & Other	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 994	\$ 11,925
Office and Administrative	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 2,349	\$ 28,187
Payroll & Burden	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 9,599	\$ 115,185
Real Estate Taxes	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 11,505	\$ 138,066
Repairs & Maintenance	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 1,084	\$ 13,009
Utilities	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 4,607	\$ 55,289
TOTAL EXPENSES	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 43,215	\$ 518,576
NOI	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 100,841	\$ 1,210,096

Month	73	74	75	76	77	78	79	80	81	82	83	84	YEAR 7
INCOME													
Gross Potential Income	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 166,765	\$ 2,001,179
Occupancy	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%
Rents	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 153,424	\$ 1,841,085
Other Income	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 7,671	\$ 92,054
Discounts/Write Offs	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (8,055)	\$ (96,657)
Bad Debt	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (3,222)	\$ (38,663)
TOTAL INCOME	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 149,818	\$ 1,797,819
EXPENSES													
Advertising & Promotion	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 2,703	\$ 32,432
Insurance	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 1,859	\$ 22,314
Management	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 8,989	\$ 107,869
Miscellaneous & Other	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 1,023	\$ 12,273
Office and Administrative	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 2,417	\$ 29,008
Payroll & Burden	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 9,879	\$ 118,543
Real Estate Taxes	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 11,841	\$ 142,090
Repairs & Maintenance	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 1,116	\$ 13,388
Utilities	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 4,742	\$ 56,901
TOTAL EXPENSES	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 44,568	\$ 534,818
NOI	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 105,250	\$ 1,263,001

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
INCOME							
Gross Potential Income	\$ 1,644,823	\$ 1,644,823	\$ 1,710,616	\$ 1,779,041	\$ 1,850,202	\$ 1,924,211	\$ 2,001,179
Occupancy	0%	14%	38%	63%	86%	92%	92%
Rents	\$ -	\$ 226,041	\$ 658,156	\$ 1,124,837	\$ 1,588,788	\$ 1,770,274	\$ 1,841,085
Other Income	\$ -	\$ 11,302	\$ 32,908	\$ 56,242	\$ 79,439	\$ 88,514	\$ 92,054
TOTAL INCOME	\$ -	\$ 191,318	\$ 601,043	\$ 1,081,158	\$ 1,551,451	\$ 1,728,672	\$ 1,797,819
EXPENSES							
Advertising & Promotion	\$ 2,332	\$ 28,819	\$ 28,889	\$ 29,754	\$ 30,620	\$ 31,513	\$ 32,432
Insurance	\$ -	\$ 19,875	\$ 19,875	\$ 20,472	\$ 21,068	\$ 21,682	\$ 22,314
Management	\$ 2,500	\$ 30,000	\$ 36,719	\$ 64,870	\$ 93,087	\$ 103,720	\$ 107,869
Miscellaneous & Other	\$ -	\$ 10,931	\$ 10,931	\$ 11,259	\$ 11,587	\$ 11,925	\$ 12,273
Office and Administrative	\$ -	\$ 25,838	\$ 25,838	\$ 26,613	\$ 27,388	\$ 28,187	\$ 29,008
Payroll & Burden	\$ 8,523	\$ 105,339	\$ 105,595	\$ 108,755	\$ 111,923	\$ 115,185	\$ 118,543
Real Estate Taxes	\$ 50,000	\$ 130,251	\$ 130,251	\$ 130,251	\$ 134,158	\$ 138,066	\$ 142,090
Repairs & Maintenance	\$ -	\$ 11,925	\$ 11,925	\$ 12,283	\$ 12,641	\$ 13,009	\$ 13,388
Utilities	\$ -	\$ 50,682	\$ 50,682	\$ 52,202	\$ 53,723	\$ 55,289	\$ 56,901
TOTAL EXPENSES	\$ 63,354	\$ 413,661	\$ 420,706	\$ 456,458	\$ 496,195	\$ 518,576	\$ 534,818
NOI	\$ (63,354)	\$ (222,343)	\$ 180,337	\$ 624,700	\$ 1,055,256	\$ 1,210,096	\$ 1,263,001

Facility Expenses

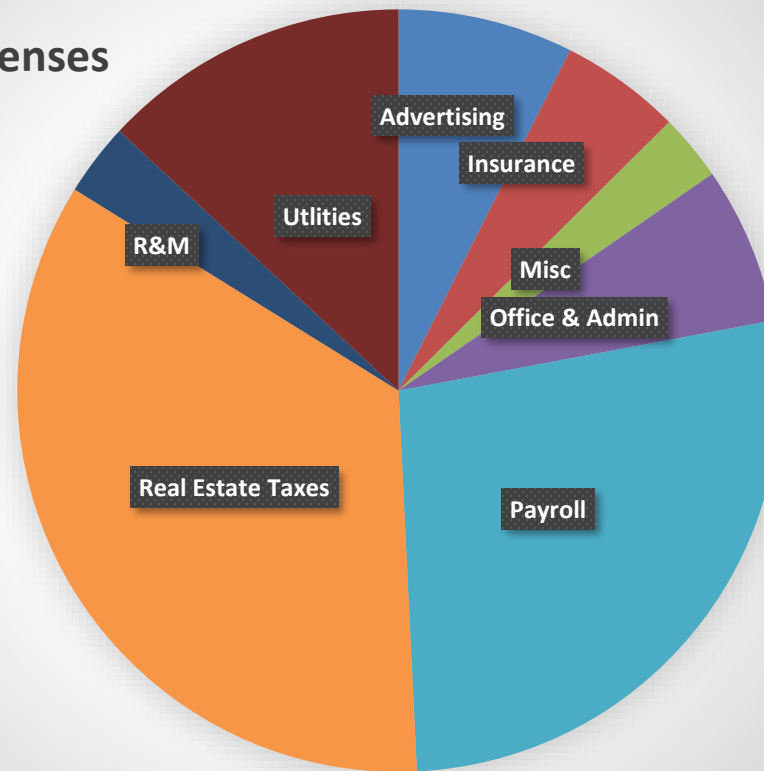


Table 10 – National Operating Expenses

	Range		Average \$/SF	% of Expenses
	Low \$/SF	High \$/SF		
Real Estate Taxes	0.38	3.74	1.41	24.6%
Property Insurance	0.04	0.39	0.23	4.0%
Utilities	0.05	0.94	0.34	6.0%
Repairs & Maintenance	0.12	1.99	0.47	8.1%
Administration	0.13	0.91	0.61	10.6%
Off-Site Management	0.17	1.35	0.76	13.2%
On-Site Management	0.34	1.75	1.06	18.4%
Advertising	0.01	0.49	0.29	5.0%
Miscellaneous	-0.02	1.47	0.58	10.1%
Total Expenses	1.22	13.02	5.75	100%

Table 11 – East Region Operating Expenses

	Range		Average \$/SF	% of Expenses
	Low \$/SF	High \$/SF		
Real Estate Taxes	0.60	3.74	2.37	31.6%
Property Insurance	0.09	0.30	0.20	2.7%
Utilities	0.19	0.90	0.45	6.0%
Repairs & Maintenance	0.16	0.85	0.61	8.1%
Administration	0.43	0.91	0.71	9.4%
Off-Site Management	0.27	1.31	1.05	14.0%
On-Site Management	0.80	1.75	1.27	16.9%
Advertising	0.20	0.46	0.35	4.7%
Miscellaneous	-0.02	1.47	0.50	6.7%
Total Expenses	2.73	11.69	7.50	100%

Table 12 – Midwest Region Operating Expenses

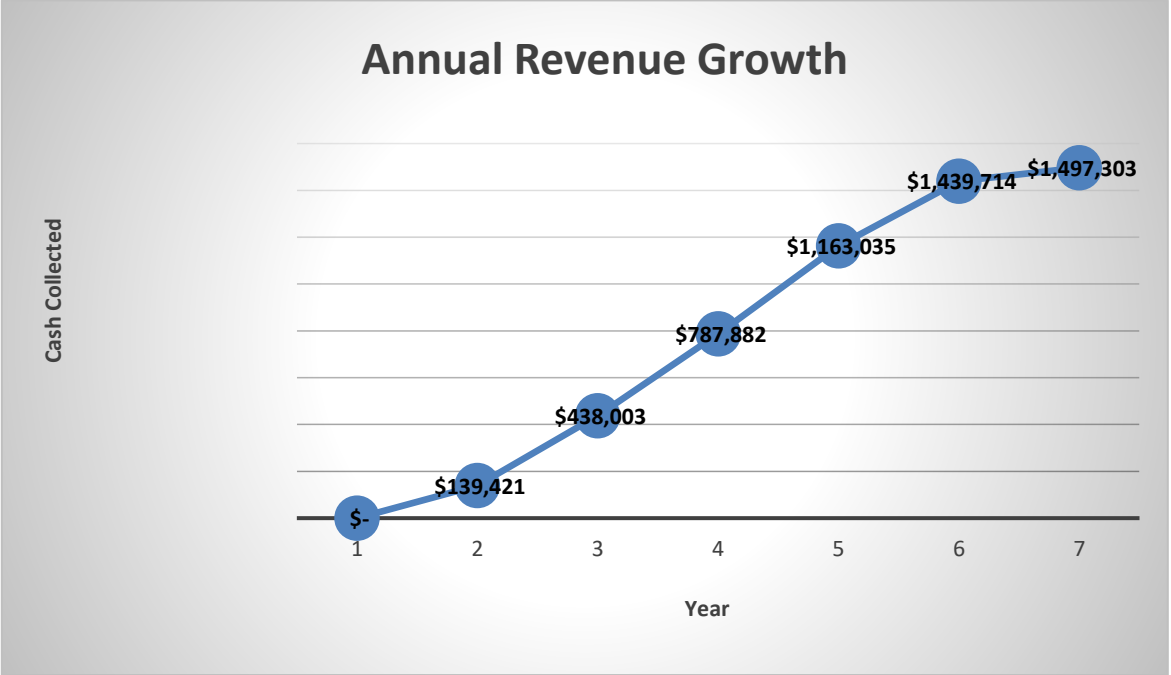
	Range		Average \$/SF	% of Expenses
	Low \$/SF	High \$/SF		
Real Estate Taxes	0.59	2.33	1.14	26.7%
Property Insurance	0.09	0.17	0.12	2.8%
Utilities	0.19	0.33	0.24	5.5%
Repairs & Maintenance	0.14	0.52	0.40	9.3%
Administration	0.19	0.53	0.45	10.5%
Off-Site Management	0.30	0.83	0.52	12.3%
On-Site Management	0.53	1.46	0.90	21.1%
Advertising	0.01	0.46	0.27	6.2%
Miscellaneous	0.00	0.76	0.24	5.5%
Total Expenses	2.04	7.38	4.26	100%

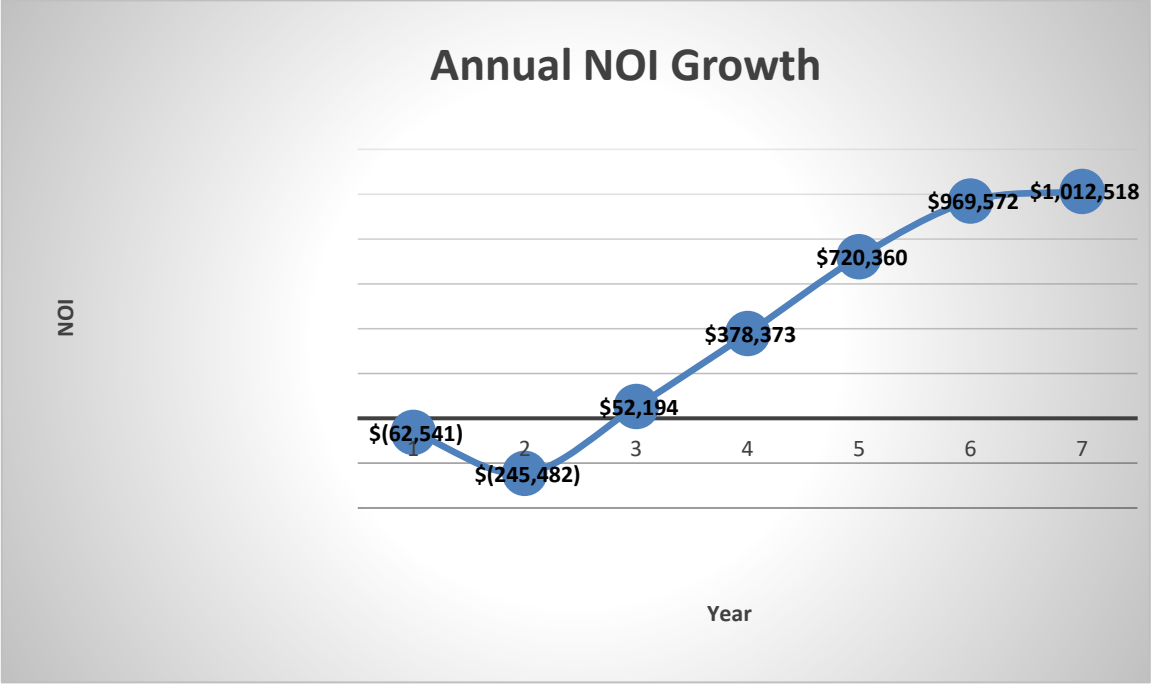
Table 13 – South Region Operating Expenses

	Range		Average \$/SF	% of Expenses
	Low \$/SF	High \$/SF		
Real Estate Taxes	0.67	1.74	1.10	23.6%
Property Insurance	0.09	0.39	0.24	5.2%
Utilities	0.21	0.94	0.32	6.9%
Repairs & Maintenance	0.25	1.99	0.37	7.9%
Administration	0.42	0.79	0.50	10.7%
Off-Site Management	0.20	1.35	0.57	12.2%
On-Site Management	0.34	1.17	0.89	19.0%
Advertising	0.09	0.49	0.25	5.3%
Miscellaneous	0.00	1.25	0.43	9.3%
Total Expenses	2.28	10.09	4.68	100%

Table 14 – West Region Operating Expenses

	Range		Average \$/SF	% of Expenses
	Low \$/SF	High \$/SF		
Real Estate Taxes	0.38	1.97	1.05	17.8%
Property Insurance	0.04	0.33	0.27	4.7%
Utilities	0.05	0.36	0.32	5.5%
Repairs & Maintenance	0.12	0.53	0.47	8.0%
Administration	0.13	0.75	0.69	11.8%
Off-Site Management	0.17	0.89	0.78	13.3%
On-Site Management	0.52	1.22	1.11	18.9%
Advertising	0.01	0.33	0.29	5.0%
Miscellaneous	-0.01	1.16	0.89	15.1%
Total Expenses	1.41	7.53	5.87	100%





Investment Analysis:

Return on Investment		Cash Flows					
Purchase Capitalization Rate on First Year NOI	-0.60%				% Cash		
Internal Rate of Return (5 Year Unlevered)	16.24%			Cash Flow	on Cash		
Internal Rate of Return (5 Year Levered)	26.49%		Cash Flows year 1	\$ (351,161)	-10.07%		
Developers Yield	10.24%		Cash Flows year 2	\$ (685,484)	-19.66%		
Cash Invested (Equity)	\$ 3,486,800.79		Cash Flows year 3	\$ (273,878)	-7.85%		
Net Sale Proceeds	\$ 20,925,987.13		Cash Flows year 4	\$ 67,350	1.93%		
			Cash Flows year 5	\$ 6,427,733	184.34%		
TOTAL 7 Year Income	\$ 21,070,656.35		Cash Flows year 6	\$ 144,669	Infinite		
Less Loan Payoff	\$ 13,318,039.49		Cash Flows year 7	\$ 198,866	Infinite		
NET CASH AT END OF YEAR 7:	\$ 7,752,616.86						
Net Operating Income and Cash on Cash Calculation							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Total Actual Income	\$ -	\$ 195,815	\$ 615,170	\$ 1,106,570	\$ 1,587,917	\$ 1,769,303	\$ 1,840,075
Less: Expenses	\$ 63,566	\$ 421,146	\$ 428,895	\$ 465,623	\$ 506,248	\$ 529,108	\$ 545,684
Net Operating income	\$ (63,566)	\$ (225,332)	\$ 186,275	\$ 640,947	\$ 1,081,668	\$ 1,240,194	\$ 1,294,391
Annual debt service	\$ (287,595)	\$ (460,152)	\$ (460,152)	\$ (573,596)	\$ (1,095,525)	\$ (1,095,525)	\$ (1,095,525)
Cash From Refinance					\$ 6,441,590		
Cash Flow before taxes	\$ (351,161)	\$ (685,484)	\$ (273,878)	\$ 67,350	\$ 6,427,733	\$ 144,669	\$ 198,866

Notes:

- *Our assumptions include a re-finance in year five which indicates that all of the originally invested cash could be taken out of the asset to then recalculate the cash-on-cash returns as infinite.*

The Internal rate of return (IRR) for an investment is the percentage rate earned on each dollar invested for each period it is invested. IRR is also another term people use for interest. Ultimately, IRR gives an investor the means to compare alternative investments based on their yield.

Leveraged IRR is calculated in the exact same way as Unleveraged IRR, except that instead of having the negative cash flow in year zero being the purchase price, it is the portion of the purchase price that is not financed – the equity portion. And instead of the cash flow being NOI alone, the cash flows in Leveraged IRR are NOI less debt service. Finally, the sale price is not the full expected sale price of the property, but rather the expected sale price of the property less the expected balance of the loan at the time of sale.

Yield is calculated as a percentage, based on the property's cost or market value, annual income and running costs. It does not consider how much the property increases in value over time (i.e. the capital growth). Yield considers all operational expenses such as payroll, management fees, maintenance costs, utilities and marketing expenses.

Cash-on-cash is one of the most common return formats used in the real estate industry. It is a ratio (usually converted to a percentage) that is derived by dividing cash flow (before tax) by the amount of equity initially invested.

OPERATIONS/MARKETING/DEVELOPMENT RECOMMENDATIONS

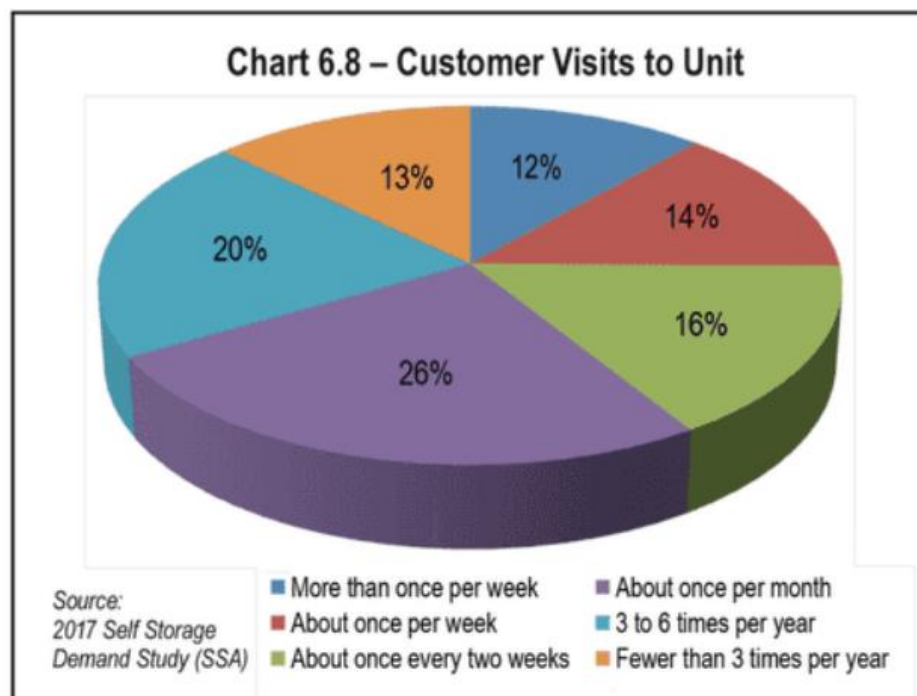
- **Signage.** We cannot over-estimate the value of highly visible, colorful signage. Self-storage is primarily a retail business and proper signage is critical. We recommend that the reader consider maximizing the amount of signage allowed:
 - 'Self-Storage' should be the largest words on the sign
 - Facility phone number in large numerals
 - Manual reader boards are not recommended, but if the budget allows, an electronic reader board can be used to point out specials, community events, time & temperature, etc.
 - We highly recommend that the developer immediately create a 'Coming Soon!' sign on the property with an 800# to begin monitoring demand and creating a 'pre-leasing' energy. Such a sign might also work to discourage any potential new self-storage developments in the subject market.
 - The developer might consider having a third-party call center answer the 'Coming Soon' phone number, especially as the opening of the facility becomes imminent and pre-leasing opportunities start to happen.
- **Trucks.** There is a strong relationship between self-storage and truck rentals indicated by the large percentage of customers who rent trucks when moving into and out of self-storage (+/- 25%). We recommend that the developer consider adding U-Haul rental trucks at the subject site.
 - **U-Haul 800-528-0361** www.uhaul.com/dealer
- **Call Center.** Already a proven strategy among the big boys in the U.S. marketplace, the call center concept is noted as one of the greatest competitive advantages in all self-storage. Self-storage operators cannot afford to miss prospective customer inquiries and will not miss those calls by using a third-party call center. We are surprised that in 2020 that any existing self-storage facility does not use a call center. The call center provides self-storage owners with a remote level of services that range from answering all facility calls, rollover facility calls that give managers the opportunity to answer first, and after-hour facility calls.

Moreover, call centers can handle all incoming calls with 24/7 options. The strategy allows the manager to focus on operational duties, marketing, and face-to face customer service. The value of every rental is far too high to trust to an answering machine. Too many studies indicate that potential customers simply will not leave a message and continue to call through the Yellow Pages or various web sites (or other marketing sources) until they are able to reach someone. Self-storage centers are at a clear marketing disadvantage in their marketing efforts by not using a call center.

- The call center answers the phone when the manager can't (usually after the third or fourth ring as well as before and after the facility office closes)
- The calls transfer seamlessly to the call center and oftentimes the customer doesn't know they have reached a call center.
- The call center agent can take a reservation, take a payment, answer questions about the account, etc.
- The call center will increase rentals and increase customer service.
- Managers must be trained to effectively utilize the benefits of a call center.

Self-Storage Call Center we highly recommend:

- **XPS** – Mike Roberts 972-865-4312 www.xpsusa.com
- **Automated Storage** – Dakota Harwell – 205-503-8267
- **State-of-the-Art Security.** The developer should make no compromises in security technology.
 - Individual door alarms are not recommended for this facility.
 - Access controlled facility entry
 - Recorded security surveillance
 - Many security cameras
 - Large security camera monitors placed behind the sales counter so that customers can see that the facility is being monitored.
 - We highly recommend contacting Aaron Harwell at Spider Door, 855-556-9589.



- **Tenant Goods Insurance.** The facility should offer the benefit of pay-with-payment tenant goods insurance to the tenants.
 - Tenant goods insurance is designed to protect tenant goods for various maladies typically including theft and natural disasters.
 - We highly recommend contacting the following tenant insurance companies:
 - **Bader Company** – Tim Parnell 888-223-3726 www.baderco.com
 - **StoreSmart Insurance** – Michael Rhoads 888-545-7627 www.storsmartinsurance.com
- **Manager considerations.** There are few businesses as ‘manager-centric’ as the self-storage business. Oftentimes customers won’t know the name of the facility but will know the name of the manager. While an established, stabilized facility can ‘make do’ with a sub-par manager, a facility in lease-up or a challenging market cannot. We believe it would be difficult to implement most if not all the recommendations with a subpar manager. We highly recommend that the developer implement an intensive hiring and training program.
 - Given the increased importance of the Internet and email as a marketing source to attract customers, it has also shifted the dynamics of self-storage managers. No longer can they be merely efficient at renting space in person or on the phone.
 - Self-storage is a sales business. Managers must have the skills to professional ‘sell’ prospects on renting and on paying their rent.
 - The professionalism and appearance of the on-site manager should match or be superior to the facility itself (‘a nice facility with a poor manager is a poor facility’).
 - We would recommend not including on-site living quarters and employing a professional manager that does not live on site.
 - The manager for this facility needs to be professional, outgoing, have the ability to market and represent the facility in the community.
- ***It’s understood industry-wide that today’s self-storage managers must be skilled professionals; gone is the caretaker role of the past. This type of manager has gone the way of first-generation facilities that served as a placeholder until the land could be used for some higher purpose. Fittingly, the job benefits enjoyed by self-storage managers have grown in correlation with their required talents and abilities.***
- We highly recommend contacting Brett Copper, Self Storage 101 VP of Marketing and Manager Training, for a complete description of our manager training opportunities, including webinars, books and videos and in-person training sessions and workshops.

Consideration should also be given to employing the services of a professional third party management company. We highly recommend contacting the following companies to discuss their third party management program:

- **Cubesmart** Guy Middlebrooks 610-535-5000 www.cubsmart.com
- **Extra Space** Noah Springer 801-365-4600 www.extraspace.com
- **Life Storage** Dale Payne 877-270-4665 <https://www.lifestorage.com/company/life-storage-solutions/>
- **Absolute Management** Jasmine Jones, 901-737-7336, ext 715 www.absolutemgmt.com
- **Storage Asset Management** Alyssa Quill 717-779-0044 www.storageassetmanagement.com
- **StorQuest** Alyssa Parker 813-380-5015 www.storquest.com
- **Store Here Management** Tron Jordheim 573-268-5217 www.storehere.com
- **Ten Federal Management** Brad Minsley 800-462-5860 <https://10federal.com/ss-property-management/>
- **Pagoda Companies** Adam Pagoda 248-877-3912 www.selfstoragespecialist.com

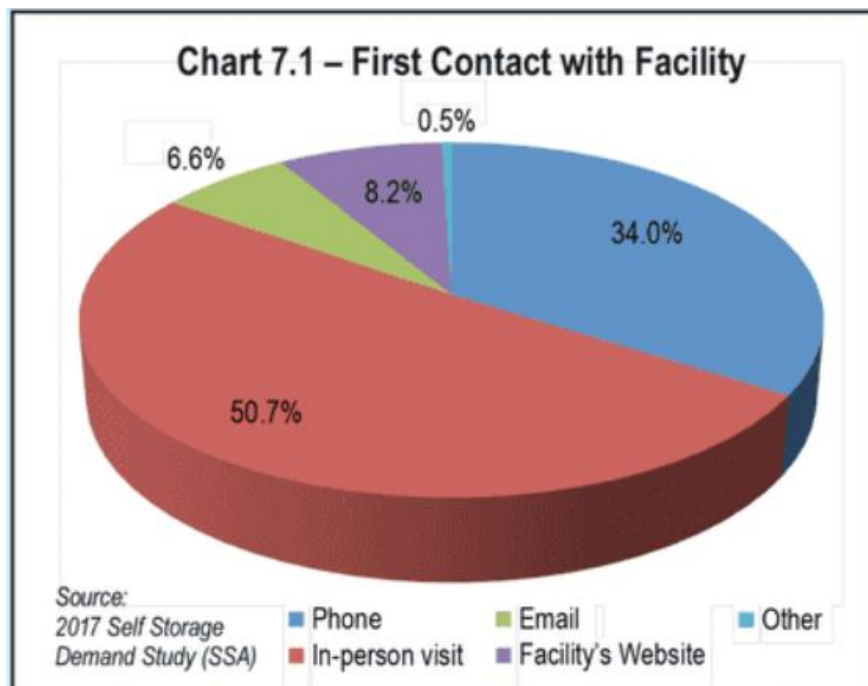
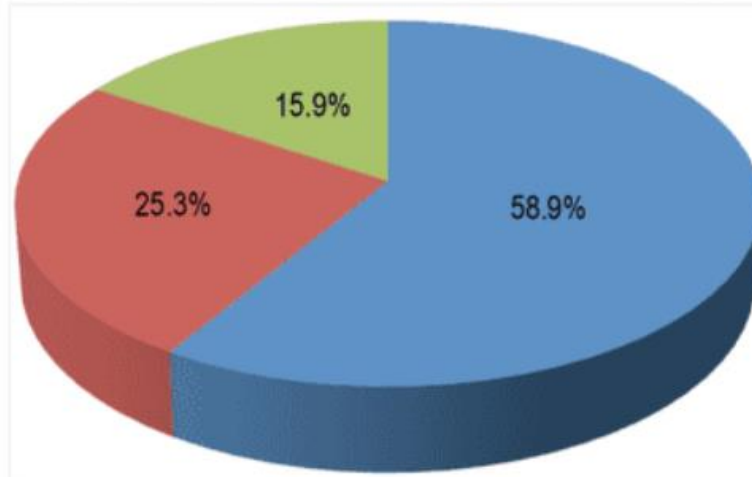


Chart 7.3 – Number of Facilities Contacted

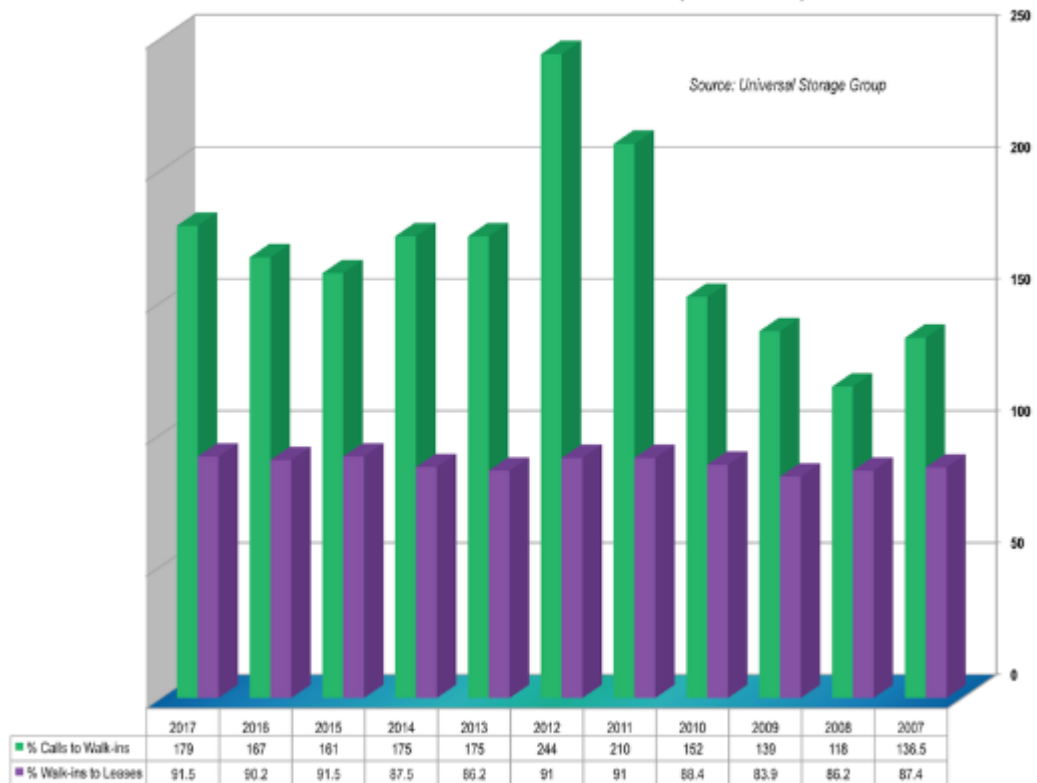


Source:
2017 Self Storage
Demand Study (SSA)

■ Rented from the first facility
I contacted
■ Contacted one other

■ Contacted more
than one other

Chart 9.7 – Traffic Conversion Ratios (2010 - 2017)



Source: Universal Storage Group

- **Marketing Plan:** The developer should immediately employ a consultant to develop a complete and detailed marketing plan for the store. The marketing plan should include many of the suggestions listed **including a direct mail 'drip' campaign to local businesses and a 'declutter sale ready' service for realtors.** The marketing plan should give specific costs and implementation strategies.

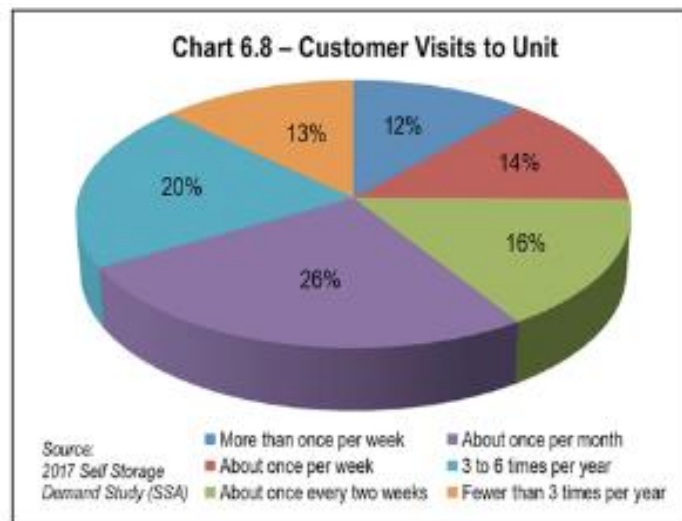
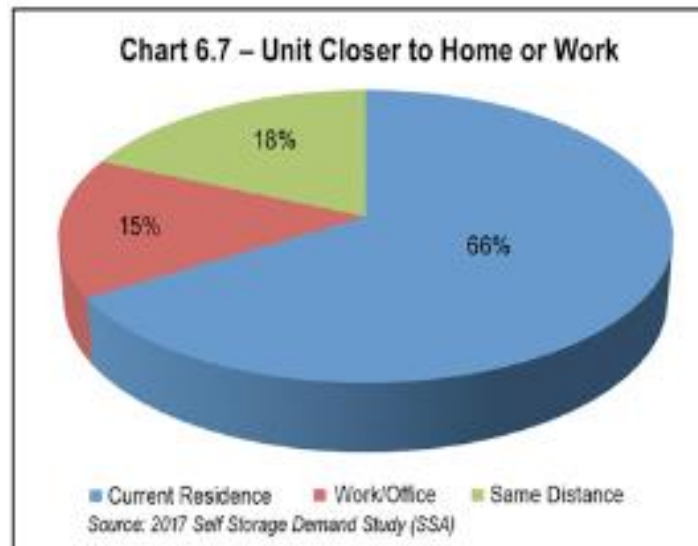


Table 6.8 – Important Features for Customers	
Anytime access to self storage unit (24-hours, 7-days)	56.9%
Electronic gates that only allow authorized people to enter facility	56.5%
Close to place of residence	55.1%
Drive-up parking to self storage unit	54.4%
Pest control	51.4%
Discount rates for long-term rental agreements	47.6%
Flexible means of payment (online, automatic deduction from bank account, credit card, check)	46.8%
Flexible contracts	45.9%
Fire sprinklers in storage unit	43.1%
Humidity of self storage unit is controlled	38.1%
Storage unit has its own security alarm	37.0%
Tools to assist loading/unloading (dollies, carts, ramps)	37.0%
Self storage unit is air-conditioned	33.2%
Self storage unit is heated	25.0%
Self storage unit contains shelving	21.2%
Close to work place/school	20.3%
Wide-range of storage accessories are sold in storage facility office (locks, plastic containers, cardboard boxes, tape, etc.)	19.9%
Availability of truck rentals	19.5%
Availability of specialized containers for storing unique items such as wine, stamp collections, etc.	13.7%
Source: 2017 Self Storage Demand Study (SSA)	

- **Sales Management:** A specific plan for monitoring on-site sales effectiveness and retail sales should be a strong component of the management plan.
- **Extended Access Hours:** The store should offer extended access hours and, commensurate with the extended access, increased security. The recommended gate hours are 6:00 am to 10:00 pm, seven days a week. Commercial tenants should be offered extended hours as needed.
- **7 Day-Per-Week Office Hours:** The office should be open seven days per week. Some of the market competitors are not open on Sundays but the subject property should have some Sunday hours at least during the lease-up process. The recommended office hours are **9:00 a.m. to 6:00 p.m.** Monday through Friday, **8:00 a.m. to 4:00 p.m.** on Saturdays and **10:00 a.m. to 4:00 p.m.** on Sundays. During lease-up late hours on Friday until 7:00 p.m. are suggested.
 - A recent retail organization's study indicated that a large percentage of people shop between 6pm and 8pm.
- **Internet Strategy:** Today, more and more self-storage owners are continuing to incorporate self-service into their website storefronts to compete for added rentals. Consumers are carrying around smartphones—business tools in the palms of their hands. And as a result, storage companies with optimized websites are enjoying great success by renting units on-demand. For new online tenants, it is a welcome reprieve from the task of visiting a store during office hours and dealing with all the paperwork in person.

Should this trend continue, facilities that dismiss the use of a functional website will find themselves unable to serve and engage a broader customer base through Web and mobile channels. In fact, current case studies reveal how online storage shoppers are responding when facilities implement a personalized Web-mobile rental channel.

The Marketing plan should have an E-Commerce component and should deploy a strong Internet presence. The E-Commerce strategy should include:

- Website
 - Easy to navigate
 - Clear 'call to action'
 - 'clutter-free'
- On-line rental capability
 - Allows potential customers to conduct business with you when you are not open
 - Research clearly indicates this is a highly desirable service for customers.
- Search engine optimization
 - It is important that facility's website ranked consistently high among web searches within the subject market
- On-line payment options
 - Credit cards
 - Debit cards
 - ACH
- Link to call center during business hours
 - Call center can implement 'live chat' for facility
- Real-time inventory management
 - Accurate availability.
- We highly recommend contacting Jill Baker at **The Storage Group**, 407-392-1485

www.storageinternetmarketing.com

- **Automated Technology.** We recommend that the developer consider adding automated technology to the subject facility. This technology extends the reach of customer acquisition and customer service. In an industry that typically serves customers in person between the hours of 9 to 5, incremental sales and reduced labor costs represent the top drivers that motivate owners to integrate automated technology. In turn, the reality of losing recurring business to nearby competitors marks these new technologies as one of the most prominent strategic solutions. This is because automated technology is always onsite to take care of a new renter—keeping a facility open when others in the marketplace are closed.
 - This technology has several benefits:
 - Low cost for the initial investment.
 - Extends rental hours when tied to one of the third party call centers.
 - Reduces staff activities and may allow for reduction of operating hours.
 - Reduced operating costs and increased profits, NOI and asset values.
 - Creates a unique marketing and sales position for the subject facility.
 - Automation allows owners and operators the ability to conduct business both during and outside of normal office hours, thereby helping to maximize income for self-storage facilities.

10 Federal Finds Success With Self-Storage Automation: A Case Study of Unmanned Operation

The owner of 10 Federal Storage discusses the role of technology in his company's successful operation of 15 unmanned facilities. Learn how they do it and challenges they've faced when implementing new tools.

At 10 Federal, our focus is on operating unmanned, autonomous self-storage facilities. Over the past four years, we've tried numerous technologies and methods to refine the process, and I'm pleased to report the model is succeeding. Properties that have been on our platform for a minimum of six months have increased net operating income an average of 18 percent. With our debt leverage, this equates to a 52 percent increase in the value of equity invested!

What's important to recognize is technology is replacing labor. It doesn't matter what industry you're in—there are more machines, computers and robots than ever performing work that used to be done by people, and productivity is increasing tremendously through technology use. For example, we have one property manager who oversees all 15 of our locations. That's pretty efficient!

Our goal is to find the maximum point on the curve where one axis is customer satisfaction and the other is cost. Effectively, we're looking for the best tenant experience at the lowest rate. We'll look at any technology that can improve convergence. However, the tools we employ can be used by any self-storage operator. Pick one or all. Any will increase the efficiency of your operation and save you time, money or both.

Before I dive into the details of the technology we use, I want to emphasize that the following is not a definitive list. Our industry is full of great vendors who are constantly refining and improving their products. This is simply what we're using for our current model. I'll distill items into three categories: sales, operation and monitoring. I'll also shared challenges we faced to implement new technology and the effect it's had on our customers.

Sales

Our sales revolve around a leasing-enabled website and kiosk as well as a call center. A leasing-enabled website allows a prospective renter to create an account, select a unit, enter payment information, create a gate code, electronically sign the lease and move into the unit all on his own. Twenty-four percent of our tenants rent through our website without ever talking to us. Not only is this optimal efficiency, it gives us a big advantage. We can lease 24 hours a day, whereas our competition can only rent during business hours. We average three to five leases per facility per month through after-hours leasing.

A leasing-enabled kiosk performs all the same functions as the website. Though only 6 percent of our leases originate through this tool, I still recommend having one. The use is enough to justify the investment, and the kiosk doubles as a pay station and information terminal for customers. Further, it establishes an “office” where renters begin their onsite journey.

Another critical item you need if you’re operating an unmanned facility is a model unit, since after price, the next most common question from customers is, “What size unit do I need?” We either convert an existing office or buy a 10-by-20 portable-storage unit to use as the model. We mark the smaller unit sizes on the floor using colored tape. Placing this near the kiosk allows customers to visualize the space they’ll need.

The call center is the final and most critical sales channel. Seventy percent of our leases originate here. Units are rented over the phone, or the customer can complete the lease at the kiosk or website. You can’t escape having a call center if you go unmanned. We established our own, as unmanned sites were pretty specialized when we started. Now, there are many great call-center options.

None of the above is relevant, however, if the customer doesn’t know about your store, so it’s critical to have an online presence. Start with getting a Google My Business Listing, then supplement with Google AdWords. I love this advertising channel because you can turn it on and off as needed.

Operation

For payments, we only accept electronic—no cash or checks. We lose 10 percent of customers when we acquire a facility and enforce this requirement, but we recover that loss quickly and the system is very efficient.

Next is the overlock challenge, specifically how to release an overlocked renter if there’s no manager onsite. We use a lock system we developed ourselves, but there are other automated lock options in the industry. Even if your facility is staffed, an overlock system will help with efficiency, as the manager won’t have to spend time removing overlocks, and locks can be removed even after hours. It’s a better customer experience.

We do employ part-time maintenance techs who invest an average of 10 to 20 hours per facility per month. That’s still far better than 160 hours per month for a full-time manager. A maintenance tech mows, blows, cleans, overlocks units, takes auction photos and handles other routine tasks. We’re experimenting with 360-degree cameras and virtual-reality headsets that will allow our maintenance director to be “present” with the tech to do things such as walk-throughs or troubleshooting a gate.

Monitoring

We rely heavily on our camera system and are experimenting with analytics cameras. A legacy system records what has occurred on site, but an analytics system can be trained to recognize if a door or vehicle gate is stuck open. Plus, the cameras can see thermally, so they can recognize if a climate-controlled building's temperature is outside of its target range or there's water on the floor, indicating a leak. Our goal this year is to make the analytics cameras our central nervous system to monitor all aspects of the facility and actively notify us of exceptions.

Challenges

We have experienced some challenges when introducing technology at our properties, and they can be divided into two categories. The first we've defined as "the incident of failure rate" and the second is simplicity.

With unmanned operations, we have no one on site to deal with things that fail or break; hence, our goal is to get the frequency of something not working as close to zero as possible. There are a lot of amazing whiz-bang technologies out there, but if they're not extremely reliable, they aren't a good fit for unmanned sites.

Also, when you're unmanned, there's no one on site to explain how anything works. Every process must be as simple as possible so anyone without prior self-storage experience can jump right in and execute.

We work hard to get tenants onboard with our technology. When we acquire a facility and implement new tools, we lose 10 percent of the rent roll, on average. That may sound bad, but that same technology allows us to quickly recover those lost tenants. And, by the way, those are our "least efficient" customers—the ones who insist on paying by cash or check—so we're not exactly sad to see them go.

Most tenants are remarkably comfortable with our technology, as we try to keep it in the vein of interfaces they're already used to, such as a website, kiosk or combination lock. It's all familiar to them thanks to online shopping, Redbox and ATMs.

Whether you're thinking of going unmanned or just looking to find new efficiencies, I encourage you to attend industry tradeshows and see the technologies firsthand. Consider things that are easy to implement, such as connecting your gate to your website and management software. Chances are, everything is already in place, you just need your software provider to flip that switch. Then you can rent units 24 /7! This is just one way you can better serve customers and lower your operating costs.

Brad Minsley is a co-founder of 10 Federal Storage LLC, responsible for operations including new-technology development, acquisitions, management functions and finance. 10 Federal operates 17 unmanned facilities in the Carolinas and Virginia

Automation Makes Its Way Into Self-Storage

Many industries are adopting automation to make everyday transactions faster, easier and more convenient for consumers while increasing business efficiency. It was only a matter of time before this trend made it to self-storage. Whether you're depositing a check or buying groceries, many aspects of your daily routine may look very different than they did 10 years ago. Technology has given us tools including bank mobile apps and self-checkout lanes to make everyday transactions faster, easier and more convenient for consumers while increasing business efficiency. Many industries are adopting automation to provide customers and users with fast, real-time results. It was only a matter of time before this trend made it to self-storage. Five years ago, kiosks weren't readily accessible in storage facilities. Customers came in, visited with the manager, went to their units and left. Believe it or not, there wasn't nearly as much hustle and bustle back in 2013. Many sites didn't even have a website, so payments were made in person or through the mail.

Whether you're depositing a check or buying groceries, many aspects of your daily routine may look very different than they did 10 years ago. Technology has given us tools including bank mobile apps and self-checkout lanes to make everyday transactions faster, easier and more convenient for consumers while increasing business efficiency. Many industries are adopting automation to provide customers and users with fast, real-time results. It was only a matter of time before this trend made it to self-storage.

Five years ago, kiosks weren't readily accessible in storage facilities. Customers came in, visited with the manager, went to their units and left. Believe it or not, there wasn't nearly as much hustle and bustle back in 2013. Many sites didn't even have a website, so payments were made in person or through the mail.

Automation is changing the self-storage landscape, enabling owners to cut costs and enhance the customer experience. The one-on-one interaction between tenants and a real person is still significant, however, there are ways to increase efficiency and return on investment without losing that personal touch.

For a self-storage operator, automation allows you to control expenses and increase margins. Online reservations/rentals and keypad gate access will enable you to securely operate your facility beyond traditional business hours, without the incremental cost of an hourly employee. With rental-rate increases slowing down, expense reduction is one way to add more to the bottom line.

Automation may not work at every facility, but it's an option for facilities in rural and urban areas. "Automation can provide a far superior customer experience, which results in higher occupancy and higher rents. We are experiencing these effects first hand on the deals we are acquiring and automating," says Brad Minsely, owner of 10 Federal, which operates 11 self-storage locations in North Carolina.

If you're looking to add technology to your self-storage facility, you're one of many. There are ample benefits to automation.

- **USP:** The store should have a strong Unique Selling Proposition to set it apart from the competition.
 - Automated payments and rentals.
 - Free rental truck with move-in.
 - Climate controlled units.
 - Complete selection of moving and packing supplies.

Important Features	Millennials	Gen-X	Boomers	Greatest
Anytime access to self storage unit (24-hours, 7-days)	60.9%	58.0%	55.2%	45.2%
Availability of truck rentals	34.1%	15.7%	12.0%	13.5%
Self storage unit is heated	37.4%	19.9%	21.3%	17.1%
Self storage unit is air-conditioned	45.7%	31.3%	27.6%	19.0%
Humidity of self storage unit is controlled	51.0%	35.0%	33.3%	24.3%
Drive-up parking to self storage unit	52.6%	53.9%	57.9%	49.1%
Wide-range of storage accessories are sold in storage facility office (locks, plastic containers, cardboard boxes, tape, etc.)	32.0%	17.4%	13.8%	12.1%
Availability of specialized containers for storing unique items such as wine, stamp collections, etc.	25.8%	11.3%	7.7%	4.2%
Self storage unit contains shelving	32.6%	18.6%	16.3%	10.8%
Pest control	57.7%	51.7%	51.9%	26.8%
Flexible contracts	52.8%	46.9%	43.6%	27.2%
Flexible means of payment (online, automatic deduction from bank account, credit card, check)	51.3%	44.8%	47.9%	35.1%
Discount rates for long-term rental agreements	50.9%	47.7%	47.8%	35.2%
Close to place of residence	52.8%	55.6%	58.6%	47.8%
Close to work place/school	27.4%	25.2%	12.3%	7.0%
Storage unit has its own security alarm	43.9%	36.8%	35.7%	18.2%
Electronic gates that only allow authorized people to enter facility	56.3%	56.6%	58.6%	49.2%
Fire sprinklers in storage unit	47.2%	42.4%	43.5%	30.4%
Tools to assist loading/unloading (dollies, carts, ramps)	46.0%	32.9%	37.0%	22.0%

Source: 2017 Self Storage Demand Study (SSA)

- **Affiliations to Gain Sales:** The developer should consider Preferred Partner Programs to increase traffic.
 - Apartment managers
 - Home Owner's Associations
 - Pizza Delivery stores
 - Realtors
- **Guerilla Marketing:** The Marketing Plan should address a direct sales effort to area businesses and multi-family communities.
- **Direct Marketing and Community Involvement:** The store managers should be active in the local Chamber of Commerce. **Self-storage is a local business** that relies on referrals. Chamber members know many people in the community.
- **Direct Mail Campaign:** The Marketing Plan should identify the targets, frequency and nature of a direct mail campaign. The plan may or may not include Val-Pak recommendations.

- ***Collateral Materials:*** Hire a self-storage marketing consultant to create a logo, brochures, collateral, web page, property signs, etc. The developer can contact Brett Copper at Self Storage 101, 205-643-0712, the Self Storage Association or the Michigan Self Storage Association for recommendations.

Self-Storage Associations

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-Tim Hobin, The William Warren Group, Inc.

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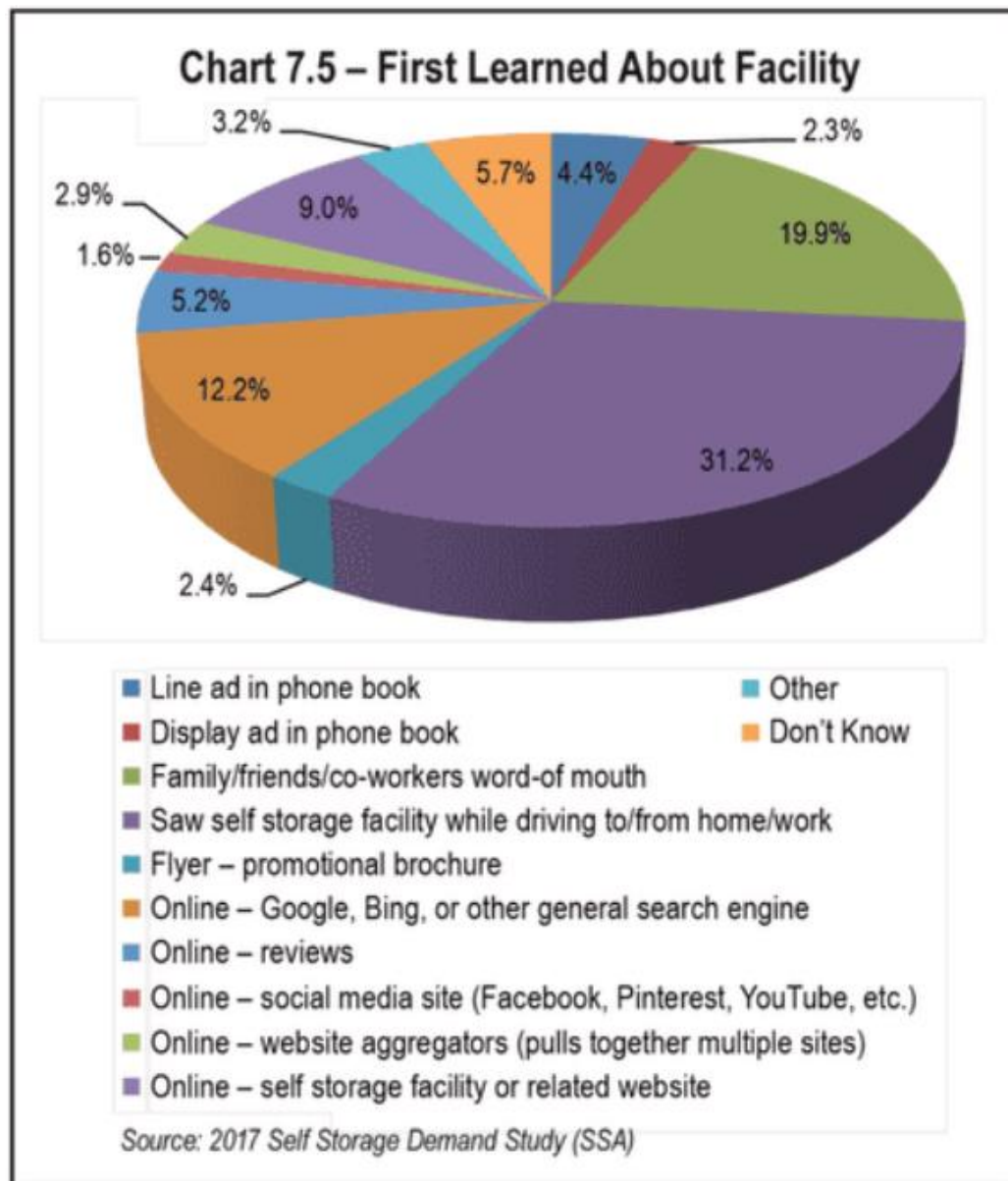
WASHINGTON SELF-STORAGE ASSOCIATION

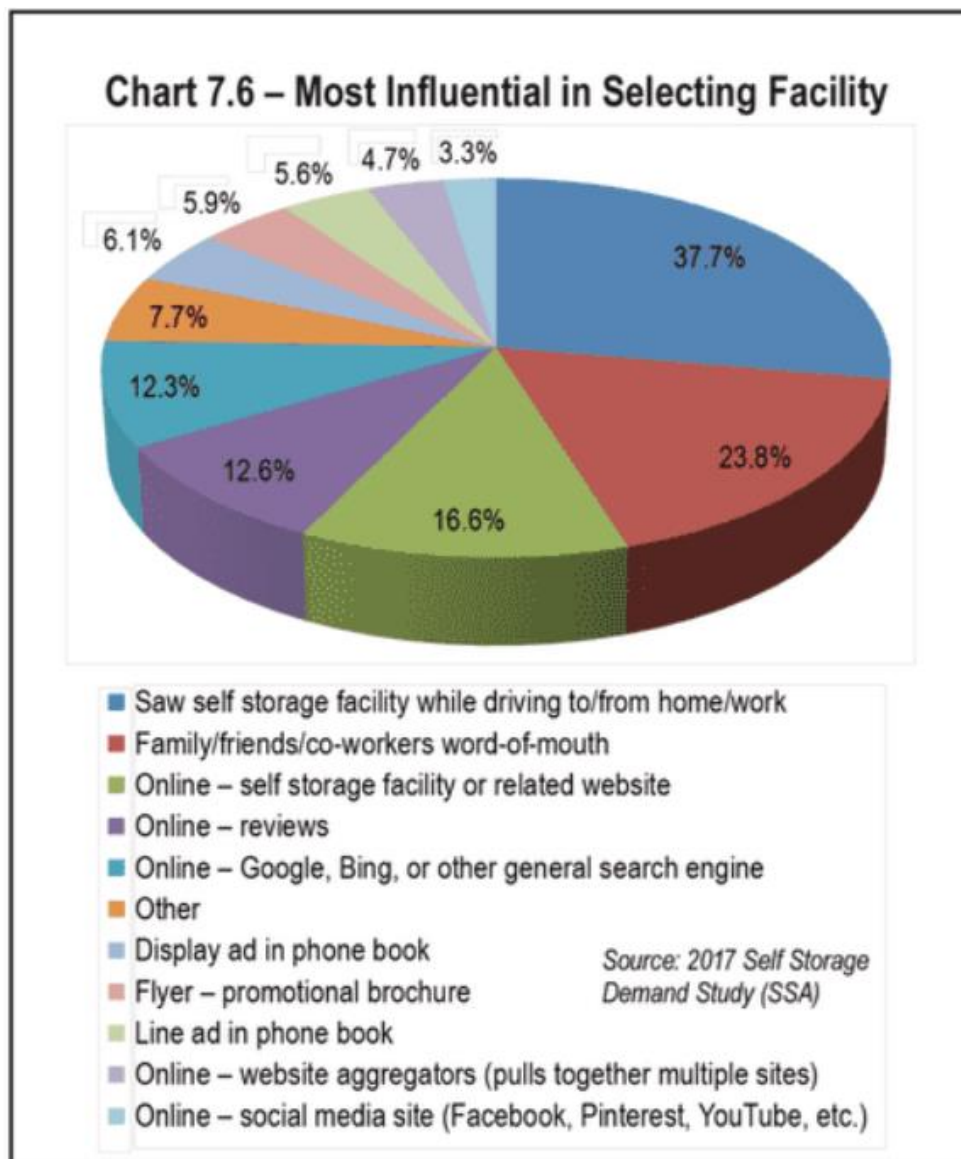
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Email: storage_solutions@adelphia.net

- **Competitor Referral Program:** A program to receive referrals from competitors should be developed.
- **Tenant Retention Program:** A specific program for tenant retention should be developed as part of the management plan.
- **B2B Marketing:** A specific marketing effort to attract commercial customers should be presented.
- **Custodial Management:** Commit to keeping the property “clean and green.” There is longstanding value to keeping the property in exceptional condition. Landscaping doesn’t need to be elaborate, just well-maintained.





- Management Software:** The subject facility should use a web-based management software system. The newer programs now available to the self-storage industry allow owner-operators to review reports and on-site activities in real time and the array of reports allows for more effective oversight of the facility. Owners can more readily review various rent change scenarios, check for rent allowances and discounts and implement tenant rent increases, all without necessarily engaging the onsite manager. (We are not recommending that all functions, such as rent increases, be implemented without manager ‘buy-in.) We highly recommend contacting the following companies about their management software programs:
 - Syrasoft Mark Somers 315-236-5496, www.syrasoft.com
 - storEdge Austin Jones 913-954-4110, www.storedge.com
 - WebSelfStorage Toni Colasso 866-693-6683 www.webselfstorage.com
 - Sitelink Dave McCormack 919-865-0789, ext. 1 www.sitelink.com

- **Development Recommendations:**
 - **Financing your facility**
 - **Live Oak Bank – specializing in SBA Loans**
Anna Taylor, 910-202-550-2272
www.liveoakbank.com/self-storage
 - **Metal Building Companies**
 - **Betco**
 - 704-872-2999
www.betcoinc.com
 - **Storage Structures**
 - Health Mulkey, 770-456-1602
 - www.storagestructuresinc.com
 - **Mako Steel**
 - Buster Owens, 407-492-4331
 - www.makosteel.com
 - **Trachte Building Systems**
 - Jamie Lindau, 608-837-7899
 - www.trachte.com
 - **Miller Buildings**
 - Louis Gilmore, 215-233-9300
 - www.millerbldgs.com

APPENDIX

WHAT IS SELF STORAGE?

So, just what is self-storage? Self-storage facilities provide places for individuals and businesses to temporarily store their items. From a self-storage owner's perspective, self-storage is a unique type of real estate investment. Self-storage serves as an excellent investment opportunity for both small and large investors and Self-storage companies provide private spaces which are assigned to the customers who lease them. The spaces are normally rented on a month-to-month basis. The rental spaces vary in sizes and shapes to meet a variety of customer size requirements. Spaces typically range from 25 square feet to 300 square feet with eight to ten-foot ceiling heights. The most common size is 10 feet wide by 10 feet deep which can normally hold the contents of most two-bedroom dwellings.

Today's self-storage facilities are designed to be convenient and accommodating to a wide variety of uses. Facilities are established near residential neighborhoods, light commercial or retail areas, and recreational areas. Items commonly placed in storage include household furniture and belongings, recreational items, tools and equipment, business records, and inventories. Some facilities offer environmentally controlled spaces to lessen adverse temperature and humidity effects on susceptible stored items. Some facilities may provide dock level loading areas and some will offer spaces that can accommodate recreational vehicles and pleasure boats.

The general wealth of today's society, joined with its mobility and desire to accumulate possessions, create a strong demand for self-storage. Persons relocating from one area to another often use self-storage while in transition. Realtors often suggest to home sellers that they use self-storage to clear clutter from their homes, thus making them show better. Home buyers often use self-storage while waiting for their new home purchases to close. In addition, people place a high sentimental value on their possessions and tend to hang onto items that they are unsure of whether to keep. Self-storage is a perfect place to safely store these items until they decide whether to keep them. Intentions to store items for only a short time are often extended because many procrastinate and, whereas the items stored may not be worth what has been spent to store them, they are usually worth more than next month's rent.

Today's businesses have many reasons to use self-storage. For example, a home-based business may use self-storage to house its materials or inventories. Handymen and landscapers often store their equipment and supplies. Large businesses use self-storage to store seasonal displays and inventories. Businesses and professionals are subject to greater record keeping requirements and find self-storage as an economical means for compliance. Economically, the rents may be much less than the cost of providing storage spaces at their business locations.

Self-storage companies provide additional levels of security beyond that established by the tenant's own lock. At a minimum, the facility perimeter is usually secured by a fence and gate. Access through the gate is limited to users of the facility by assigned security codes. Additionally, many facilities are designed to include surveillance systems, door alarms, motion sensors, and lighting to further supplement security.

On the other hand, the self-storage facility does not provide care, custody, or control over the stored contents. The storage space is leased "as is" and the tenant is responsible for properly placing items in the space and removing items from the space. The tenant secures the space with his or her own lock and solely controls access to the space. Nearly all storage companies have restrictions on what they will allow to be stored on their premises. These restrictions are to protect both the storage company and the items being stored.

Storage companies will vary in what they allow to be stored. They usually will not allow such items as hazardous or combustible materials, perishables such as food, plants, and live animals to be stored. Further, self-storage managers are usually told to advise their tenants that they should not store items of extraordinary value, such as antiques, furs, or coin collections in their storage spaces unless the facility specializes in storing such items.

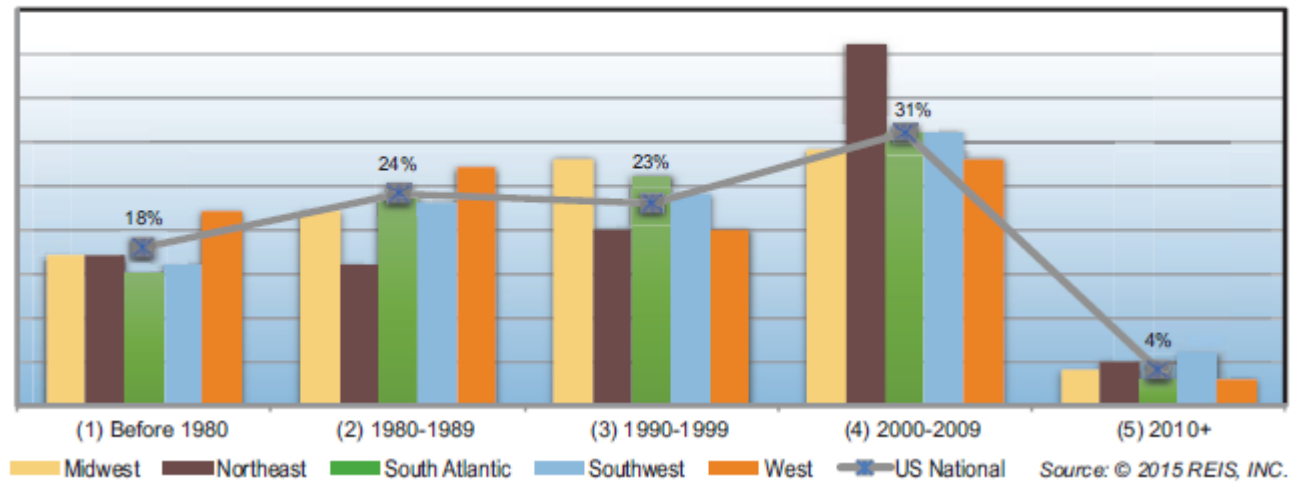
The industry remains highly fragmented. Owners with three or less facilities represent nearly ninety percent of the industry. The five largest operators make up the remaining 10% of the total industry.

Investors have turned to self-storage to meet an assortment of financial goals. These investors come from all income levels and with a variety of educational and professional backgrounds. Many have chosen to invest in self-storage because it requires only a relatively low initial investment, is not overly complex, and can quickly establish a valuable income producing asset. Others invest because they seek the stable, long-term generation of cash flows that are commonly achieved by self-storage investments.

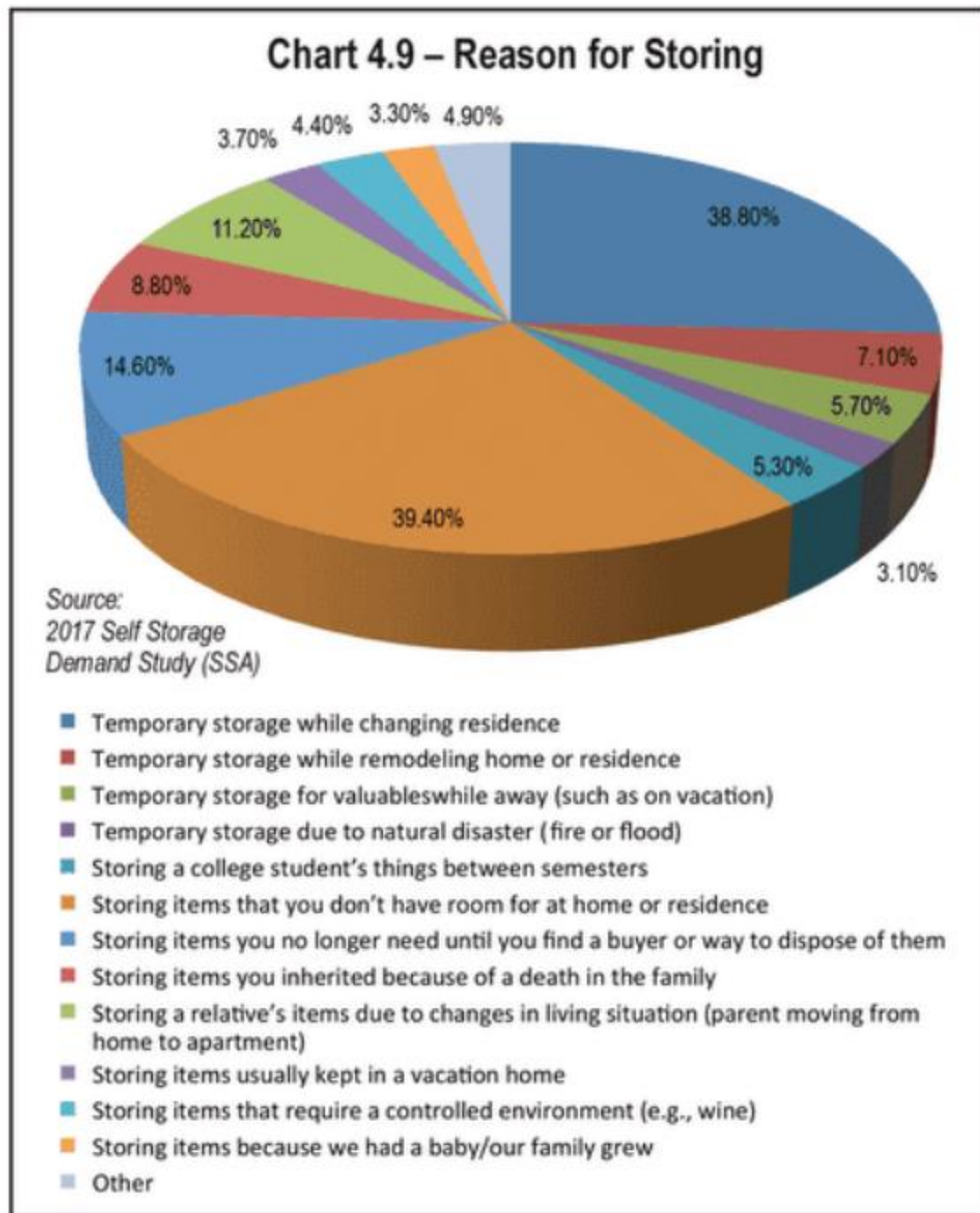
Because of a strong demand for self-storage, the rental income per square foot of self-storage spaces can often approach that of apartments, offices, and other forms of real estate. In addition, development costs of self-storage facilities are typically much less than those of other types of real estate. Furthermore, because the management of the self-storage facility is comparatively easy, the operating costs of self-storage facilities are typically much lower than those of other forms of real estate.

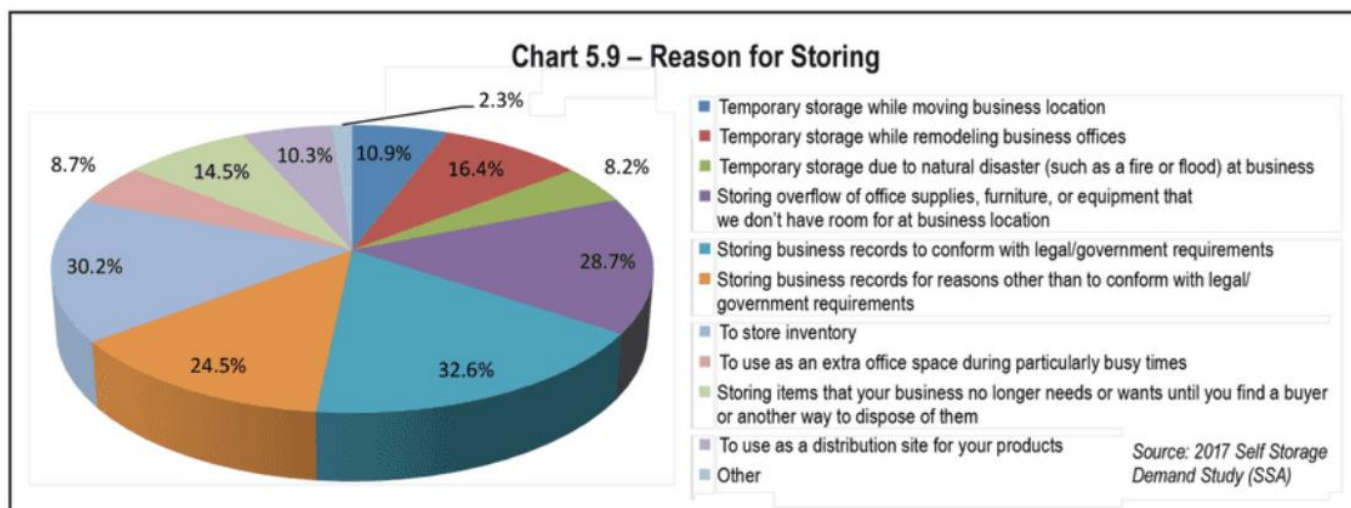
Well-located facilities that are professionally managed are in high demand by both the small and large operators in the industry. As a result, the market value of these facilities is currently at an all-time high. The prudent investor who develops such a facility will find many profitable options from which to choose.

Chart 1.1 – Percentage of Facilities by Facility Age



WHY PEOPLE STORE





It is important to understand what your customers are storing, why they are storing, and why they choose a specific

facility. It should be noted that 35 percent of storage customers are renting because they have excess belongings. The second most prevalent reason for storing (32 percent) is because the customer is moving. This category includes not only those who are storing their goods during the moving process but also those who store household items when staging a home for sale. Businesses account for 17 percent of storage customers, followed by 17 percent who are going through a life change such as marriage, divorce, or death of a family member.

Overall furniture and boxes account for 68 percent of the items stored in a unit. It is interesting to note that 10 percent of customers are using storage for RV parking. This also includes other types of vehicles and boats. This percentage can increase substantially in market areas with HOA restrictions that forbid the parking of cars, RVs, boats or trailers on the streets or in driveways. It is also higher in areas close to vacation destinations.

Location still tends to be the primary reason for choosing a facility. While 56 percent of the respondents indicated this was the primary reason for choosing a facility, it is highly significant that 27.4 percent chose a facility due the management or the features at the facility.

On the other end of the scale, less than 10 percent indicated that price and/or a special incentive motivated them to choose a specific facility. And while 1.27 percent indicated they made a choice based on some other reason, less than 1 percent chose a facility based on advertising.

SELF STORAGE ZONING

The process of securing the ability to develop self-storage, otherwise known as the entitlement process, varies tremendously depending on the county or city you are working with for approvals. Typically, the more urban the area, the more involved the entitlement process may be. In dense urban areas, or large cities, an attorney or entitlement “specialist” may be required to assist in the process, as there will be numerous departments and requirements to navigate through before approvals are granted. In more rural areas, there will typically be less government entities involved and the property owner may attain entitlements with the assistance of architectural and civil documents for submittal and presentation.

Once a site is selected, and before a great deal of resources is devoted to it, it is important to learn as much as possible about the zoning regulations for that specific area. If the selected site falls into a zoning category where self-storage is permitted, a facility that complies with all the applicable building regulations can be constructed.

Begin your research by visiting the city or county’s planning department that has jurisdiction over the site. Ask to speak with one of the planners. If a planner is available, often, they will make time available to spend a few minutes with you. Be prepared to ask the following questions:

- What municipality has zoning authority over the site?
- What departments have authority over zoning?
- What is the proper zoning for self-storage?
- If a zoning change or variance is needed what is the process?

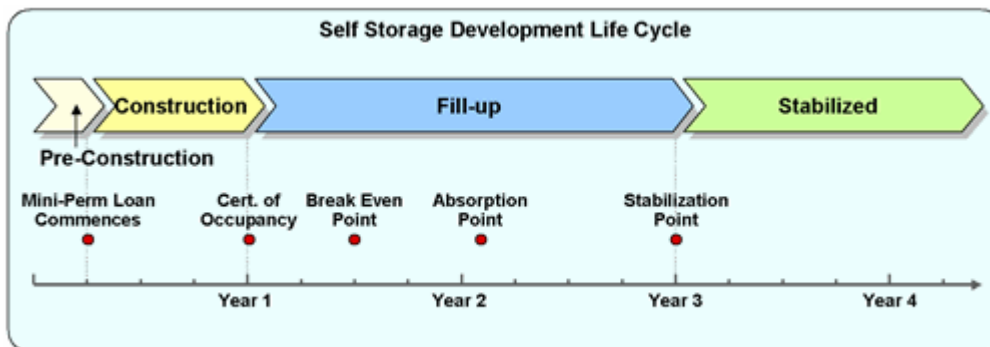
After the correct zoning is known, you will need to understand the requirements that will affect the layout and design of the facility. This information will be very useful when drawing up your preliminary site plan.

- What are the required building setbacks?
- What is the maximum building coverage ratio?
- What are the parking requirements?
- Is green space required?
- Are there any requirements for driveways such as widths or the material used?
- Are there any construction restrictions that dictate the appearance of the property?

This initial meeting should provide you with an understanding of the likelihood of being able to develop a self-storage facility on the site.

SELF STORAGE DEVELOPMENT LIFE CYCLE

You find it, you build it, and you lease it up. That pretty much sums up the self-storage development lifecycle. But in more detail, what events can a self-storage investor expect to occur when venturing into developing and owning a self-storage? The diagram below illustrates the various stages that occur and the milestones that are achieved along the way.



As you may have noticed, the development life cycle can be broken down into four stages: Pre-Construction, Construction, Lease-up, and Stabilized.

PRE-CONSTRUCTION

The first stage represents the Pre-Construction period. The length of time associated with this phase depends upon the sophistication or complexity of the project. Less sophisticated projects require just a few months of pre-construction activities whereas more complex projects can take more than a year.

This period typically commences when you begin taking significant steps toward developing your facility. You have completed your initial evaluation and have chosen your site. You know that the seller of the land will accept your offer. At this point, preliminary due diligence is reviewed and further expanded upon. Market area analysis and feasibility is revisited and confirmed. It is common for the investor to utilize the services of an independent consultant to establish an unprejudiced opinion of the investment. Any additional investors or lenders may require this independent opinion to effectively lower their perceived risk. A rock-solid independent opinion often leads to the most favorable financing terms.

Development cost estimates are replaced by actual bids during the pre-construction period. It is important to establish a bidding process to obtain quotes for any services or materials required to complete the facility's construction. The process should involve an organized approach at requesting, collecting, and reviewing proposals.

The services of a professional engineer and architect may be necessary to finalize the design of the facility and obtain the municipality's approval for construction. The site will need to be surveyed and the soils tested. Soil tests are needed for construction specifications and environmental site assessments that are commonly required. Environmental assessments reveal if any incidences such as chemical spills, hazardous waste, PCB's, abandoned industrial operations, or underground storage tanks exist. The existence of such can impact the liability of a buyer, seller, or lending institution.

The documents and activities associated with a land purchase often involve the assistance of a qualified attorney. Efforts are taken to obtain the approval for any necessary financing. Upon closing, the land's new owner is responsible for the property taxes imposed upon the site.

The pre-construction period is generally viewed as completed when financing is secured, the land is owned, and the building permits are issued.

CONSTRUCTION

The Construction period is set in motion once the necessary building permits are in hand. The sophistication of the project, weather, and coordination of the construction efforts will impact the amount of time that this stage requires. Some construction projects may be completed in just a few months while others can take more than a year.

Site preparation such as grade work or any necessary demolition begins. Often the construction manager coordinates the establishment of all drive area pavement and floor slabs to be installed before the delivery of any of the building components. This greatly improves the cleanliness of the facility upon construction completion. The buildings are built, security features are installed, signage and landscaping are established, and the office and apartment are completed.

In conjunction with the construction activities, the operations management typically initiates its preopening actions. This includes the selection and establishment of office furniture, equipment, management software, leasing agreements, merchandise fixtures and inventory, and office supplies. On-site management is hired and trained. Any necessary operating permits and licenses are applied for.

Yellow pages or other advertising is coordinated. The annual publishing deadlines for phone book advertising may require that a facility be listed well before it opens. "Coming Soon" signage on the construction site is often installed with a phone number where persons can call to obtain leasing information. Support for these telephone inquiries is put in place to establish a pre-leasing program for the site. "Now Renting" signage and Grand Opening activities are coordinated.

Final construction inspections are completed and a certificate of occupancy is issued. This signifies the completion of the construction stage and the commencement of the lease-up stage.

LEASE-UP

The lease-up stage for a self-storage facility begins with the first rental and concludes upon the achievement of a stabilized level of occupancy and income. The lease-up stage for the average self-storage facility will vary in length. Most owners would enjoy seeing the facility lease up in less than a year. Most plan for a two to three-year period. Location, competitiveness, and management are three major factors that influence the lease-up rate.

Operating expenses are usually slightly lower during the initial stages of lease-up. Fixed expenses such as property taxes and insurance will be constant regardless of occupancy. Other expenses such as payroll, utilities, management fees, and repairs can be slightly lower when the property is less occupied. These, however, are typically offset by higher than normal marketing and advertising expenditures incurred to boost lease-up.

As the facility leases up, income generated from the operations increases and achieves a level matching that of the operational expense level. At this point, the facility is recognized as achieving its break-even level. This is followed by the absorption point, which occurs when the income from a facility covers the operating expenses plus any financing costs. The income generated from the property is, at a minimum, able to pay for its own existence.

Income generated after the absorption point represents cash flowing from the investment and in to the pocket of the investor. This cash flow amount generally grows to a point where the occupancy and subsequent income becomes stable. That point in time, referred to as the stabilization point, signifies the completion of the lease-up stage and the commencement of the stabilized level of performance stage.

STABILIZED

A stabilized level of operating performance represents the final stage of the life cycle. At this point, some investors replace their initial financing with permanent, long-term financing. The reason for this is because lenders will value the facility based upon it being an income producing investment rather than a physical asset which often results in more favorable loan terms and thus cash flows. Many developers find that an opportunity exists to obtain a loan amount that is greater than the amount necessary to pay off the original loan. This financing allows the developer to recover their initial investment and may prompt the investor to expand their investment portfolio with another self-storage development project.

It is common to see further improvement in income derived from periodic rental rate increases. This is normally somewhat offset by higher maintenance costs for an aging facility or from the effect of inflation on operating costs.

PRE-OPENING TIME LINE

8 WEEKS OUT:

- Run ad for manager
- Develop a logo
- Develop an operational and marketing budget
- Set up 'Grand Opening' message on voice mail
- Set up 'Coming Soon' sign on property
- If appropriate set up Yellow Page Ad
- Engage with web design company

7 WEEKS OUT:

- 1ST manager interviews

6 WEEKS OUT:

- 2nd manager interviews
- Order management software
- Order gate control software
- Apply for property insurance
- Join state self-storage association
- Join local Chamber of Commerce

5 WEEKS OUT:

- Layout unit numbers
- Set up bank account
- Order checks
- Set up credit card processing

4 WEEKS OUT:

- Purchase computer, printer
- Purchase DVR and monitor
- Start manager
- Train manager
- Run ad for assistant manager and/or maintenance person
- Order forms and other printing
- Order signage and banners
- Set up truck rental
- Order unit number for doors
- Schedule phone and internet service
- Establish email address

3 WEEKS OUT:

- Program computer and set up inventory
- Interview assistant manager
- Order tenant insurance point of sale materials
- Sales tax registration
- Install phone lines
- Order employee shirts
- Set up marketing brochures
- Set up self-storage aggregators (if applicable)

TWO WEEKS OUT:

- Hire and train assistant manager
- Purchase office and maintenance supplies
- Purchase golf cart
- Number the storage units
- Make sales calls to apartments, movers, real estate agents, etc.

ONE WEEK OUT:

- Sales calls to area businesses
- Clean and set up office
- Secure occupational license
- Set up water and power deposits
- Secure Certificate of Occupancy

WHY INVEST IN SELF STORAGE?

Relative high rents: The average monthly rental rate per square foot for self-storage falls somewhere close to \$0.70. This equates to \$8.40 per foot per year. We are talking about garages with concrete floors, metal walls, and roll-up doors. Some facilities may require fire sprinkler systems and additional security features such as electronic access gates and surveillance systems. However, that is essentially the extent of improvement that supports these rents.

Predictable expenses: Monthly operating expenses are quite stable and predictable. Expenses are somewhat lower during the initial lease-up stage. Upon stabilization, expenses level out and are generally subject to economic inflation, which can easily be offset by regular increases to the overall rental rate structure. Periodic, major repairs are typically paid for from maintenance reserves that are put in to place.

Self-storage is recession resilient: People and businesses demand self-storage when they are in transition. Whether they are upsizing, which is often found in economic upturns or downsizing during economic downturns, they find themselves needing storage. This creates continuous demand. The economy's impact on the self-storage business has more to do with influencing finance rates and the overall acquisitions climate.

Ease to operate: The level of staffing required to accomplish the day-to-day operations of even the largest facilities is quite low. One or two people can effectively lease most facilities except for the peak inquiry and leasing periods which commonly occur in the spring. Only a minor amount of additional manpower is necessary to accomplish the remaining day-to-day duties.

Collecting rents is generally easy because use occurs at the facility. Although some customers should be reminded by phone or mail, controlling access to the space provides much of the necessary leverage to collect the rent.

Limited turnover exposure: Self-storage facilities rarely have a tenant that occupies more than a percent or two of the overall occupancy. No single tenant who chooses to vacate causes a significant drop in occupancy. This cannot be said for commercial real estate that may be supported by a significantly sized anchor tenant. A vacated self-storage space is rarely in need of anything beyond a new light bulb and a quick sweeping.

STORAGE TYPES

There are a variety of storage types that are available for customers needing storage. The perceived needs of the customer typically dictate the type of storage that they choose. It is common to see properties offering a combination of the following storage types:

SINGLE OR GROUND LEVEL STORAGE



Single-story, ground level access buildings create the most convenient type of storage space for customers. This type of building offers drive-up and interior accessed storage spaces. The buildings are built upon slabs and generally do not require complicated foundations. The nature of the building design prevents the need for any heavy structural members. Demand for this type of space is generally

greater thus creating the opportunity to charge higher prices. Typically, the cost to construct such buildings is relatively inexpensive.

MULTI-STORY STORAGE

Multi-story facilities are advantageous for sites on expensive land or that are limited in size. However, the savings in land cost is somewhat offset by higher construction costs. Multi-story buildings may make the facility more visible if the building rises above other buildings in the area.



Multiple story buildings typically require the establishment of a passenger/freight elevator to provide access to the upper level spaces. Some make use of a less expensive lift to transport items to upper floors. In this case, customers load their items onto the lift and send it unmanned to the desired floor. The customer then uses a stairwell to meet and retrieve their items. In some cases, customers are required to

simply carry their items on a stairwell to load or unload their space. Most modern, multi-story storage facilities utilize a passenger/freight elevator based on it being the easiest for the customers.

EXTERIOR DRIVE-UP STORAGE



Exterior access spaces are by far the most convenient type of space access. Customers simply drive up to the space and then load or unload. The space layout is typically established where units are back-to-back, thus creating somewhat narrow buildings that can be of any length. It is also common to see buildings containing a single row of exterior access space forming a perimeter around the property. These buildings create a fortress type of perimeter that lends to higher

security. Exterior access spaces are rarely temperature controlled due to the inability to effectively insulate the exterior door and wall.

INTERIOR ACCESSED STORAGE

Interior accessed spaces are those that require a customer to enter the building through a common access point and navigate down hallway corridors to arrive at his or her space.



Generally, interior accessed spaces are less accessible than exterior spaces. Therefore, the rates that are commanded are usually less. To make these spaces more attractive, modern facilities use hallway systems that create comfortable, well-lit corridors. Motion sensors control the lighting and some hallways have an intercom system for customers to use to communicate with

office personnel. Some facilities pipe music into the hallway areas to create an appealing atmosphere. Oftentimes handcarts are made available to assist customers with the moving of their items down the hallways. The inclusion of hallways reduces the leasable area of the overall building. Buildings containing interior access spaces typically have exterior accessed spaces around the perimeter. These buildings can generally be wider and can also be of any length.

NON-TEMPERATURE CONTROLLED STORAGE



Non-Temperature Controlled Storage is simply enclosed storage space that is like a typical residential garage. These spaces are ideal in moderate temperature climates or for use by customers who are unconcerned about the temperature of their stored items. Most facilities offer some, if not all, non-temperature controlled storage space.

TEMPERATURE CONTROLLED STORAGE



Temperature Controlled Storage utilizes HVAC (heating, ventilation, and air conditioners) to control the temperature of the storage space. In most cases, thermostats are utilized to prevent temperatures within the building from temperature extremes that can be harmful for some stored items. Temperature settings normally cool the building to 75 degrees in the summer and heat to 60 degrees during winter.

Controlling the temperature also makes customer visits to their storage spaces more enjoyable on particularly hot or cold days. Although there are additional costs for establishing and maintaining HVAC systems, most storage operators find that they can price temperature-controlled spaces anywhere from 30% to 100% higher than non-temperature controlled spaces.



A bi-level building design allows buildings to be constructed upon land that has significant changes in elevation. Two-story buildings are constructed so that the upper level is accessed at street level on one side of the building and access to the lower level is accessed at street level on the other. This translates to more drive-up storage units which are often in greater demand and maximizes the

net rentable area for the building.

OFFICE-WAREHOUSE STORAGE

Office-warehouse space typically offers customers a small (usually 150 square feet), tiled or carpeted office with electricity and a phone line that is attached to a medium to larger storage space (150 – 300 square feet). This type of space is ideal for a small business, sales representative, or local delivery service business.

LOCKER STORAGE / WINE STORAGE



Locker Storage typically represents small storage spaces (4H X 4W X 4D) that are stacked one on top of the other. Customers with small quantities of items needed to store prefer these small spaces that prevent them from having to pay for a space that is too large.



Climate controlled Wine Storage is becoming increasingly popular. Like Locker Storage, facilities offer smaller storage space sizes, but with Wine Storage, temperature and humidity are kept in ideal ranges for storing wines. Facilities typically offer varying sizes to accommodate big collectors and wine enthusiasts of all sizes, as well as wine merchants and restaurants.

FULLY ENCLOSED STORAGE



Fully Enclosed boat and RV storage is like traditional storage, the exception being the eave height and door size requirement. Larger RVs require a minimum 14-foot eave and door height clearance and a 10-foot door width. Although most enclosed spaces have concrete or asphalt floors, some customers do not mind parking in an enclosed space with a gravel floor. Most customers prefer some type of electricity service in their space to assist them with keeping batteries charged while their RV or boat is in storage. Facilities often charge an extra fee to customers who use electricity.

COVERED STORAGE



Boat and RV owners commonly demand Covered Storage. Where this is not as secure or private as enclosed storage, it does provide the stored contents protection from the sun and precipitation. Although most covered spaces have concrete or asphalt floors, some customers do not mind parking in a covered space with a gravel floor. Most customers prefer some type of electricity service in their space to assist them with keeping batteries charged while their vehicle or boat is in storage. Facilities often charge an extra fee to customers who use electricity.

OPEN STORAGE

Open Storage is like an uncovered parking lot and is typically used by customers needing storage for boats, RVs, trailers, campers, etc. These customers either utilize their own covers or are not concerned with the elements and are typically seeking a low-cost solution to their storage needs.



DEVELOPER ACTIVITIES

Whether you plan to do it yourself or involve the service of an experienced builder, it ultimately is the responsibility of the owner to make certain that an effective plan is created and that the facility is constructed per that plan. To determine your level of involvement you should consider the complexity of the project, your abilities, your available time, and the required activities.

The development of a self-storage facility requires careful planning and execution to complete the process in an organized and timely fashion. The goal should be to ensure the proper construction of the facility, within a budget, and with the least amount of problems.

Whether you plan to build the facility yourself or involve the services of an experienced builder, it ultimately is the responsibility of the owner to make certain that an effective plan is created and that the facility is constructed per that plan. You should consider the complexity of the project, your abilities, your available time, and the required activities to determine your level of involvement. The following is a list of activities which are generally required when developing a self-storage facility.

Establishing Legal Counsel. The complexity of the project and the developer's previous experience will dictate the level of legal counsel and support that is needed. This support should be from someone experienced in real estate law to assist with purchasing the property (contract preparation) and with managing the loan and construction documents. Even the most experienced developers utilize legal support to protect their interests.

Interacting with Building and Zoning Departments. These activities will make known the specific requirements for developing the site and submitting building plans. It may be advisable to employ experienced support if the project requires significant variances to existing regulations.

Working with Design Professionals. This includes the selection and utilization of an architect and engineer to prepare specific working drawings. Consider selecting those professionals who are experienced with self-storage. These drawings will be used for submittal to local building officials and to contractors for pricing.

Working with Other Third Parties. This involves the selection and utilization of professionals to complete required surveys, environmental evaluations, title report, subsurface analysis, and appraisals.

Developing Cost Estimates. This includes the production of detailed cost estimates of the entire development project based upon the actual building plans.

Negotiating Contracts. This consists of the necessary actions to ensure that qualified contractors and service professionals are employed at favorable terms.

Submitting Plans. This includes the submittal of plans to the local building officials to obtain all building permits required to construct the facility.

Supervising Construction. This includes the day-to-day supervision of the contractors hired to complete the construction.

Preparing Lender Payment Requests. This involves the preparation and approval of payment requests to the lender as work is completed and approved.

Completing Final Inspections. This is the process of ensuring that contractors complete all the work as required and that all final inspections are completed so that a final Completion Certificate can be issued.

The prudent investor needs to thoroughly understand these requirements and will make a realistic assessment to determine their intensity of involvement. The effective execution of these activities will lead to making certain that a successful self-storage development is established.

DEVELOPMENT TIMEFRAME

The pre-construction period is the time after the closing on the land purchase and up to the point in time that actual construction begins. Pre-construction activities such as interacting with building and zoning departments, working with design professionals, etc. are completed during this period. The pre-construction period will vary according to the amount of time the developer devotes to those activities and to the complexity of the development. Aggressive efforts usually result in pre-construction periods being as little as three months for a relatively uncomplicated project to more than nine months for the more complex.

One central consideration is that once the land is purchased, property taxes begin accruing. Additionally, any costs associated with financing also begin to accumulate. These preconstruction months create such carrying costs that can normally be worked into the development financing.

The construction period begins when actual construction commences and ends when the certificate of occupancy is issued. Many factors can influence the construction period to include development complexity, weather, the amount of focus, etc. Generally, construction periods range from as little as six months to more than 12 months.

DEVELOPMENT COSTS

Hard Costs

Also known as the “brick and mortar” costs, hard costs consist of those expenses to physically improve the site including excavation, buildings, paving, landscaping, and security.

Physical Improvements

Physical Improvements consist of all direct costs associated with the building of your storage facility. They include all concrete slab work, building material and labor costs, hallway systems, overhead doors, electrical, plumbing, and heating ventilation and air conditioning systems. Additionally, physical improvements include the office and apartment construction costs. In general, once cost per square foot estimates are developed to meet a specific type of physical improvement, that amount can be held constant for the region. Variations may occur as labor and material costs sometimes fluctuate from one region to another.

Demolition

Demolition costs are specific to the site you choose. Your site may be currently undeveloped or vacant and therefore not require any demolition costs. There are many opportunities to take a previously developed site and raze the existing structures to create a self-storage property. Demolition costs should include costs to raze the building, removal of the debris from the site and the filling of any holes or depressions left from the previous structures. There are specific contractors who specialize in this type of work. Demolition estimates should also include the fees to disconnect all existing utilities, the remediation of any hazardous or environmentally sensitive materials from the structures before demolishing, and any special permits required for demolition purposes.

Site Work

Site work relates to the improvements needed to make a specific parcel capable of working as a self-storage site. These costs could include the remediation of wetlands, the treatment of specific soil types to stabilize the structural capacity of the soils, the balancing of different grades across the site, etc. Site work is usually projected as a separate cost from the physical improvements cost. This is because you can establish a physical improvement estimate that can be applicable to multiple sites if the type of facility will be the same. Conversely, site work costs will vary dependent upon the unique characteristics of each site.

Security

The costs associated with establishing a security system for the self-storage facility will vary depending on the comprehensiveness of security features incorporated into the facility. The owner/operator may choose to put alarms on every unit or may feel that extra cameras would bring the customer more comfort. There are numerous security system providers in the self-storage industry which can provide a specific system that incorporates minimum requirements or all the “bells and whistles” available.

Other

This category can include costs you anticipate but do not believe should be included in the above groups. As an example, you may want to track “offsite” costs such as extending curbs and sidewalks that the local government required to approve your project.

Contingency

This is a very important consideration when estimating costs. There will be cost adjustments during the development of your property, as unforeseen conditions do arise whether caused by a change in material costs or simply by weather conditions. You would want to consider a higher contingency if you are converting an old building into self-storage, as an example, as the unforeseen conditions have more risk associated with them. Sites requiring large amounts of Site Work may need a higher contingency as well.

Soft Costs

Soft costs are distinguished from the hard costs and consist of legal, financing, architectural and other fees required for construction. They also include startup costs such as office setup, facility signage, and pre-opening marketing activities.

Soft costs are distinguished from the hard costs and consist of legal, financing, architectural and other fees required for the project. They also include start-up costs such as office set-up, facility signage, and pre-opening marketing activities. Soft costs are usually those costs not included in a contract with a general contractor. Soft costs are often underestimated by the inexperienced developer and require careful consideration.

Architectural and Engineering

Architectural and Engineering should include the cost associated with the development of all construction drawings and specifications required for a project. Typically, the architect will establish the sub-contracting of the HVAC, plumbing, electrical, and structural engineering and landscaping drawings within the architect's proposal. The contract for civil engineering can be included within the architect's contract, but is often retained by the developer separately from the architect. Usually, "shop drawings" or the engineered drawings for fire protection, security systems, and storage partitions and doors are included in the general contractor's bid and would not be included under this category.

Legal Fees

This category should reflect the expected legal fees associated with negotiating and closing on the property. Obviously, there exists a broad range of hourly fees charged by various legal experts.

Entitlements

The category for Entitlements should include the expected costs associated with securing governmental approval to build self-storage on the proposed parcel of real estate. The process of securing entitlements varies tremendously depending on the county or city you are working with for approvals. Typically, the more urban the area, the more involved the entitlement process may be. In dense urban areas, or large cities, an attorney or entitlement “specialist” may be required to assist in the process, as there will be numerous departments and requirements to navigate through before approvals are granted. In more rural areas, there will typically be less government entities involved and the property owner may attain entitlements with the assistance of architectural and civil documents for submittal and presentation.

Environmental Testing

In most cases, if you are using a lending institution to finance your project, you will need to provide an environmental study showing the condition of the property from an environmental standpoint. Environmental Studies are typically split into two phases. A “Phase I” study will determine the historic uses of the site through simple research and will determine if a “Phase II” study is required. If a Phase I determines that the property, as an example, has always been a ranch, there probably is no need to conduct a Phase II study. As a further example, if the property was used for a short period of time as a gas station, regardless of the land’s current use, your lender would most likely require a Phase II Environmental Study to be conducted. Phase II studies include the sampling and testing of the soils and ground water at the site.

Testing and Survey

Before closing on a property, or building on one already owned, there are some basic tests and verifications recommended. The prudent developer will have a Structural Soils Test completed to help the architect and structural engineer design a foundation, slab, and structural system best suited for the soil type and ground water conditions specific to your site. An ALTA survey will be required to verify proper title for the property and identify any existing easements or encumbrances associated with the property.

Construction Inspection

Your construction loan lender will most likely require certain tests during the construction process. Typical tests include compaction testing of newly placed soils, slump tests on the concrete mix and/or masonry mortar, pressure test on new water pipes, etc. The lender may discourage the use of the general contractor for the responsibility of testing and may require the owner to sign an independent

testing firm. The lender may also require an additional “as is” survey of the completed project before releasing the final draw on the construction loan.

Closing Costs

If a title company or escrow agent is used to assist with the closing on the property, the fees associated with their work are typically split between seller and buyer. There may also be transfer taxes or other governmental fees associated with the transfer of property. The party responsible for paying these fees is determined by the traditions in a specific market. Your title or escrow agent can assist in determining the party traditionally responsible for the payment of these fees in your specific market. Responsibility of transfer fees can also be negotiated in the Purchase and Sale Agreement between Seller and Buyer.

Appraisals

Your lending institution will require an appraisal of the property based on either comparable land sales or the potential income production of your parcel before approving the lending of funds on the project.

Property Tax

This category is in addition to the inclusion of property taxes under the section of estimating Operating Expenses. As you may not open your new facility for several months after purchasing the property, there will be a tax cycle that will need to be accounted for during construction. The Property Tax number in this section will most likely be considerably less than the projected future property taxes. The property tax from the previous calendar year would be a good indication of property tax due for a year of construction.

Fee and Permits

You can get an estimate of all approval and permitting fees from the local government entity overseeing your project. Outside of typical permitting fees, you need to establish if there are any unique fees associated with your parcel, district, or use type. As an example, if a use is determined by a city to generate higher than usual traffic patterns, that city may impose a Traffic Impact Fee. Sometimes a specific border is established around an area and there may be a one-time TIF charged to a parcel in that area. Your local government can provide an estimate of all fees and permits.

Fixtures, Furniture, & Equipment

Some of these costs may be included in the contract with the general contractor, but are typically items provided directly by the owner. This would include all appliances if an apartment is provided and all office furniture and equipment required outside of the security system.

Signage

Signage may be included in the general contractor's scope of work, but many owners prefer to work directly with a sign company. Consider having the assistance of the sign contractor during the entitlements process to assure approval by the city of all proposed signage.

Marketing

As with property taxes, you should include a marketing number under soft costs in addition to the estimate in the Operational Expenses section. As a development soft cost, the Marketing estimate is the dollars projected to be spent on marketing during the construction period. A typical marketing expense during construction would be yellow page ads, which typically run in an annual cycle and may need to be started early if your project is projected to open within that cycle. You may also want to erect an "Opening Soon" sign on the property during construction.

Other

This category can include costs you anticipate but do not believe should be included in the above groups. As an example, there may have been a contingency associated with the city approvals that requested that the owner provides a service or donation that would not be categorized in the above sections.

Contingency

As with Hard Cost, it is prudent to figure in a contingency estimate for soft cost overruns. Most estimates start with a 4% contingency. However, as an example, if it is believed that the entitlement process will be difficult, a higher percentage should be allocated under the Contingency category.

DEVELOPING A SITE PLAN

A site plan is a bird's-eye drawing, prepared to scale, showing the property boundaries. Included are the dimensions and location of all buildings proposed on the parcel of land. Features of a site plan generally show the building setback, driveway network, parking spaces, and property access points. More detailed plans will show utility networks and account for local zoning and jurisdictional regulations.

Developing a detailed and accurate site plan takes time and money. It involves hiring a building designer or civil engineering that assists you in the process. A detailed site plan considers multiple items, including:

- Zoning requirements on building setbacks and landscape buffers
- Utilities servicing the property and where those utilities terminate
- Land features such as a steep grade or poor drainage that might increase development costs

Developing a *preliminary* site plan is a good first step in evaluating a parcel of land for a potential self-storage investment. This preliminary plan allows for an initial estimate of gross building area and subsequently the rentable area. A preliminary site plan typically includes the building layout with consideration given to the building setbacks, driveway network, parking spaces, and property access points.

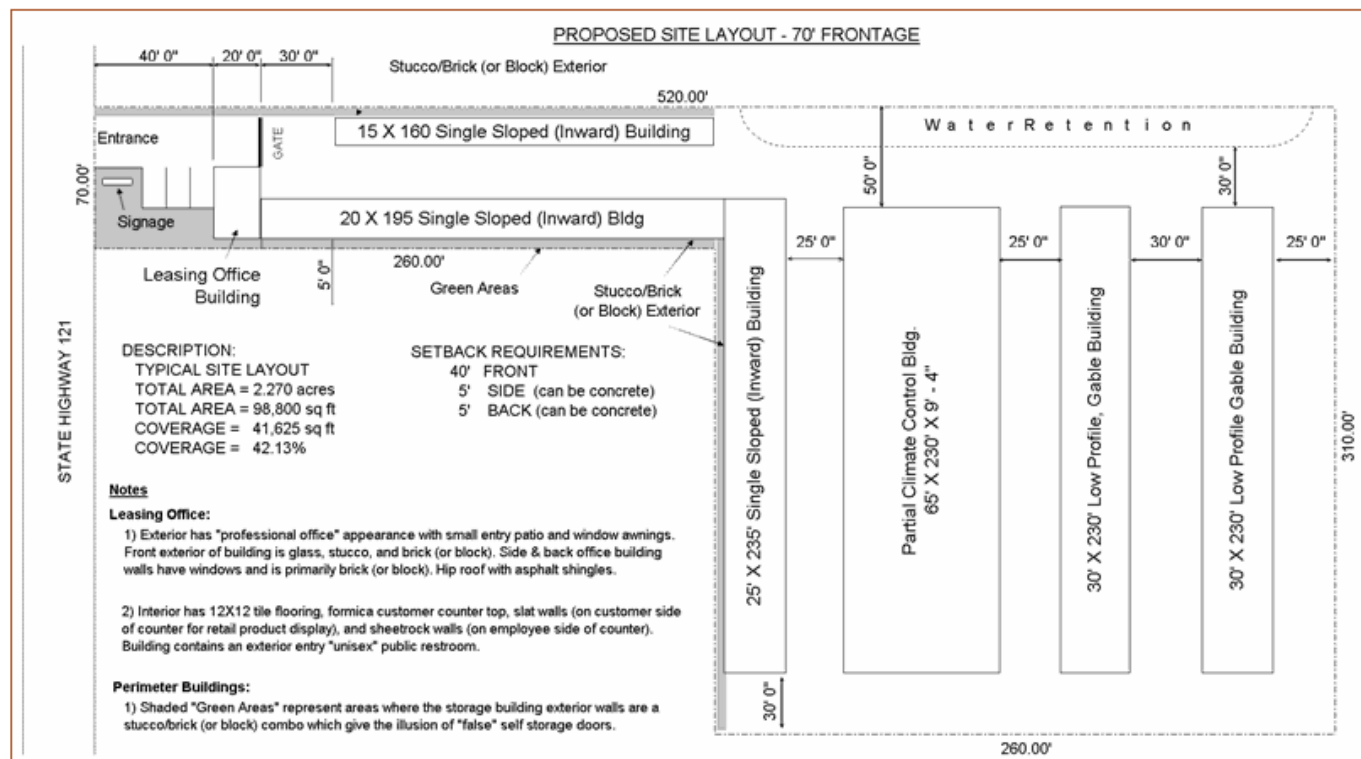
Determine the required building setbacks and layout of the desired buildings. Keep a close eye on drive isle widths. Drive isle widths should rarely be less than 20 feet and are more commonly 30 feet. 30-foot widths allow customers to park in front of their spaces while loading and loading, leaving room for other site traffic to pass by. Some municipalities require fire lanes to be established that will influence the width of drive isles.

Next, identify the desired property access point. Identify the gate's location if you are planning to utilize an access gate. Consider how vehicles and trucks will stage as they pull up to the gate. Most municipalities will require a gate location that does not allow vehicles to stack up into the street. They will also want to see that vehicles can turn around on the property if access through the gate is denied.

Last, establish the parking spaces that will be utilized by employees and customers upon visiting the site. Again, most municipalities will have parking space requirements that are often based upon the overall building area of the facility.

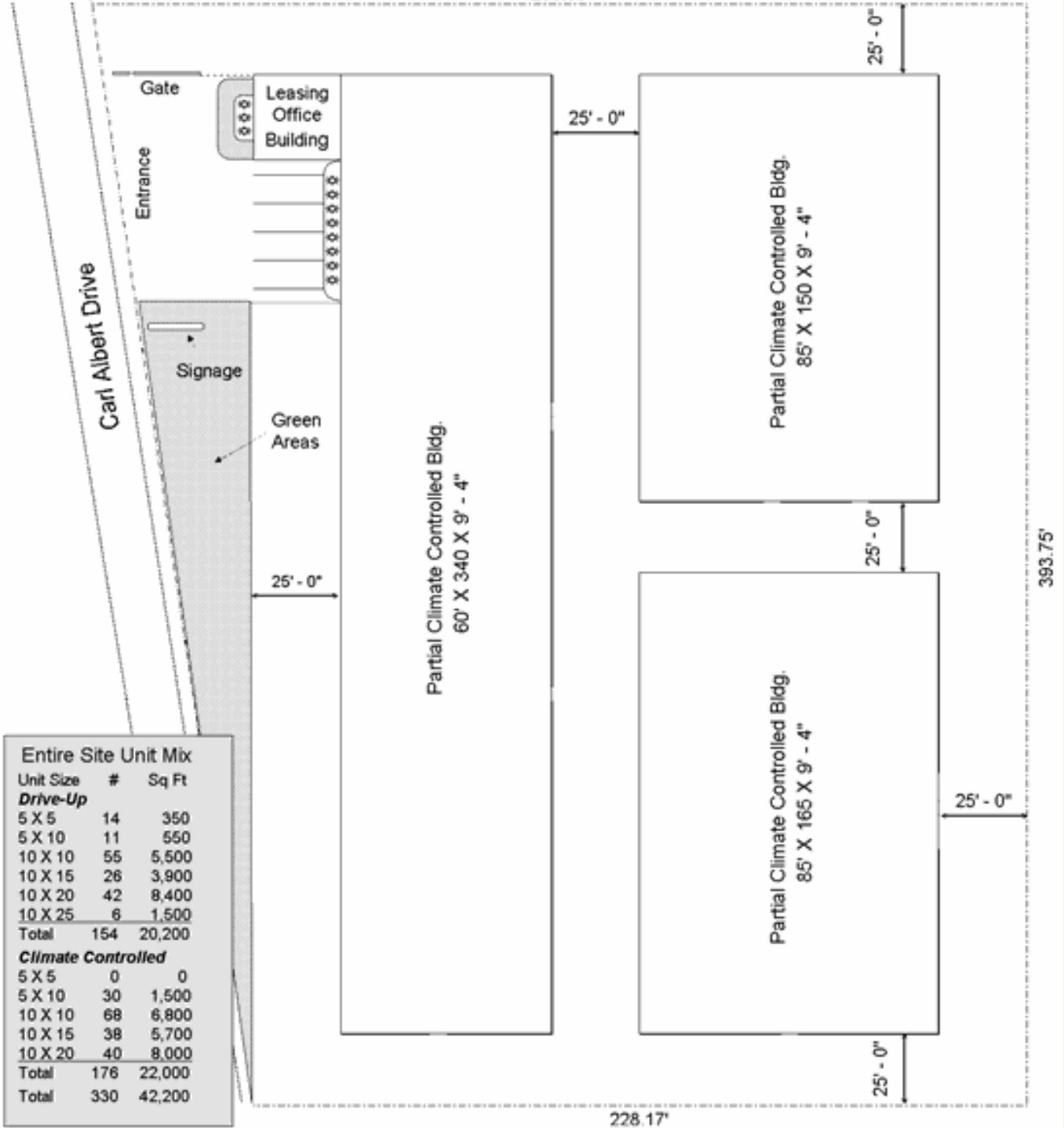
Total the square footage of each planned building to determine the gross building area of the facility.

SAMPLE SITE PLANS



Proposed Site Layout - Carl Albert Drive - Durant, OK

266.00'



Entire Site Unit Mix

Unit Size	#	Sq Ft
Drive-Up		
5 X 5	14	350
5 X 10	11	550
10 X 10	55	5,500
10 X 15	26	3,900
10 X 20	42	8,400
10 X 25	6	1,500
Total	154	20,200
Climate Controlled		
5 X 5	0	0
5 X 10	30	1,500
10 X 10	68	6,800
10 X 15	38	5,700
10 X 20	40	8,000
Total	176	22,000
Total	330	42,200

228.17'

DESCRIPTION:

PARIS/LAMAR LAYOUT
 TOTAL AREA = 2.37 acres
 TOTAL AREA = 103,323 sq ft
 COVERAGE = 49,150 sq ft
 COVERAGE = 48%

SETBACK REQUIREMENTS:

50' FRONT
 5' SIDE (can be concrete)
 20' BACK (can be concrete)

Area of parcel not being utilized:

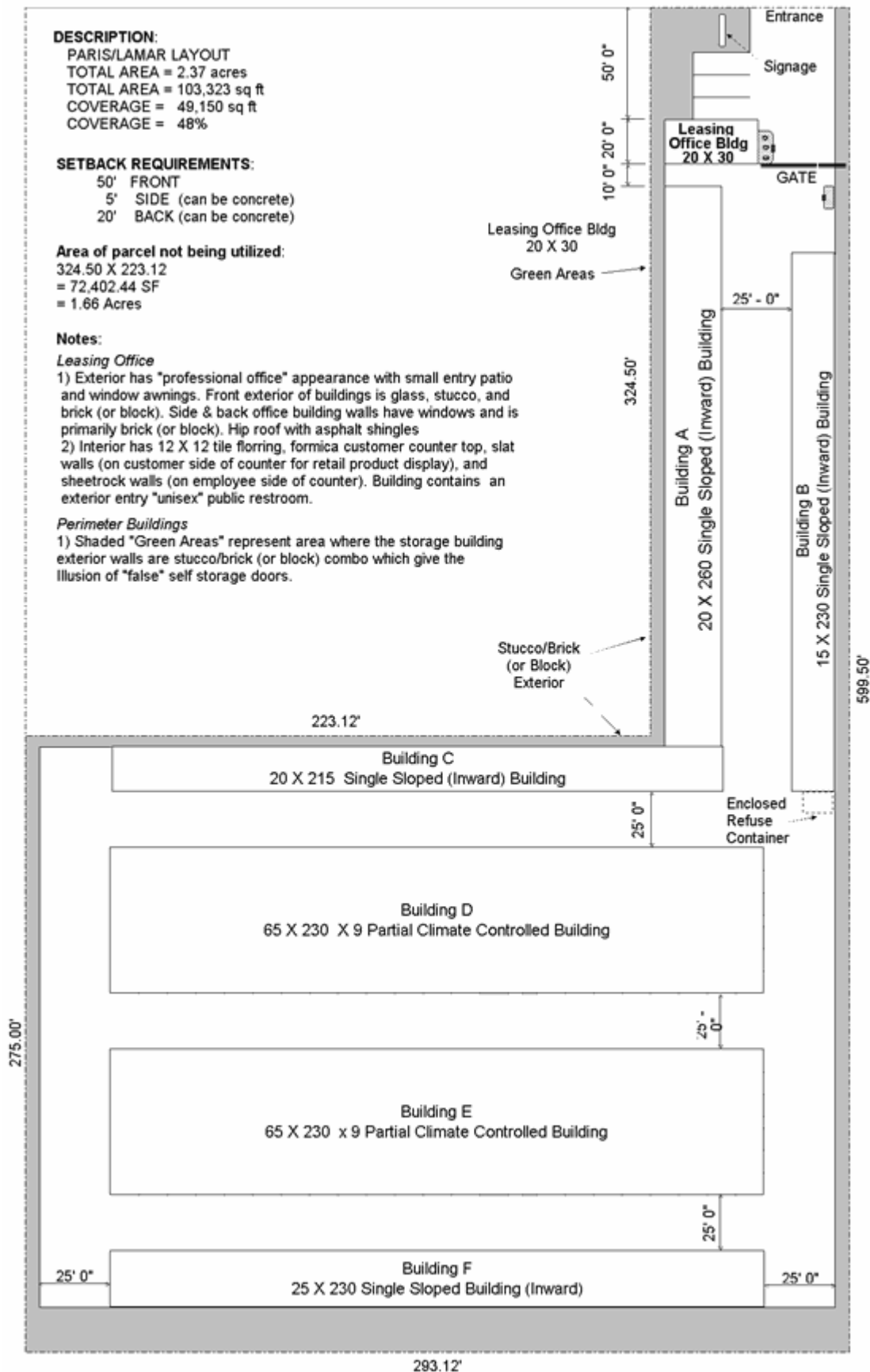
324.50 X 223.12
 = 72,402.44 SF
 = 1.66 Acres

Notes:**Leasing Office**

1) Exterior has "professional office" appearance with small entry patio and window awnings. Front exterior of buildings is glass, stucco, and brick (or block). Side & back office building walls have windows and is primarily brick (or block). Hip roof with asphalt shingles
 2) Interior has 12 X 12 tile flooring, formica customer counter top, slat walls (on customer side of counter for retail product display), and sheetrock walls (on employee side of counter). Building contains an exterior entry "unisex" public restroom.

Perimeter Buildings

1) Shaded "Green Areas" represent area where the storage building exterior walls are stucco/brick (or block) combo which give the illusion of "false" self storage doors.



SELF STORAGE FINANCING

Self-storage's status in the financing community has never been healthier. As a result, there are many sources of financing offering a variety of loan types. The cost of such financing varies depending upon the borrower's strength and the strength of the development site.

There are numerous ways to finance a self-storage investment. The basic practice is to put short-term financing in place to acquire the land, pay for construction, and lease-up of the facility. Long term financing then replaces the short-term financing.

Short Term Financing

A typical real estate development makes use of two short term loans: a construction loan and a bridge loan that is in place during lease-up. The trend in the self-storage industry is to utilize a mini-permanent loan. Also known as a mini-perm, this loan combines the construction loan and bridge loan into one. Short term financing is usually in place from the time the land is purchased to the time that the facility produces a stabilized level of occupancy and income. Although there are a variety of terms that can be negotiated, one popular structure involves establishing short term financing that requires interest only payments to be made on the note.

Interest rates on short term loans are generally higher than more secure, long term financing. Short term loans often incorporate an adjustable or floating interest rate that uses either the current Prime rate or LIBOR (London Inter Bank Offer Rate) as indices for determining the interest rate on the loan. The term of the financing will vary dependent upon the type of short term financing that is utilized.

When developing investment real estate there are two common short term loan types that are used. The Construction Loan and the Bridge Loan. Self-storage developers are discovering a third type of short term loan, called a mini-permanent loan, which has some very beneficial and unique characteristics.

Construction Loan

The Construction Loan is well-titled as it usually begins releasing funds to the borrower as construction costs are incurred. The Construction Loan is a short-term loan (12 – 36 months), often secured by a personal guaranty, and established to finance the costs of acquiring the land and/or the construction of the facility. Normally borrowers can obtain 70% of the total land and construction costs. The lender generally requires the payoff of the loan to come from the proceeds of the borrower's subsequent mortgage loan.

Most Construction Loan lenders will require pre-approved “Draw Requests” which show that materials and labor have been completed on the project before funds are released. All contracts, change orders, and schedules are usually required to be shared with the lender. Traditional Construction Loans usually require that permits exist to begin construction before becoming effective.

Further, the terms require that the loan must be paid off within a few months after the buildings have received the final Certificate of Occupancy from the city signifying completion. They are truly meant to only cover the construction process.

Bridge Loan

The Bridge Loan is a short-term loan (3 – 36 months) that is typically used in two ways. One use is to cover initial project costs up to the construction loan commencement. As an example, the developer may utilize a Bridge Loan to cover land and soft costs needed to bring a project far enough along to get the Construction Loan started.

Bridge Loans have also been used to bridge the gap between paying down the Construction Loan and having a stabilized property to secure attractive long-term financing. Built into the loan are amounts necessary to cover the cash-flow deficits that occur prior to absorption. It normally has little or no pre-payment penalties and is used to give the owner time to maximize the income potential of the facility before securing long term financing.

SBA Loan

SBA loan products have only been available to self-storage owners since 2010 but have proven especially beneficial to those owners in secondary or tertiary markets where traditional financing options may be more difficult to find. Through 7a and 504 programs, self-storage owners have been able to secure fixed or floating rate loans when above average leverage is necessary. The following briefly outlines the two programs:

504 Program:

- Commonly fixed-rate
- Proceeds of \$125,000 to \$13 million available
- Up to 20-year loan term available, fully amortizing
- Declining prepayment penalty structure for the first 10 years, starting with 10 percent in year one
- Currently only available for acquisition financing

7a Program:

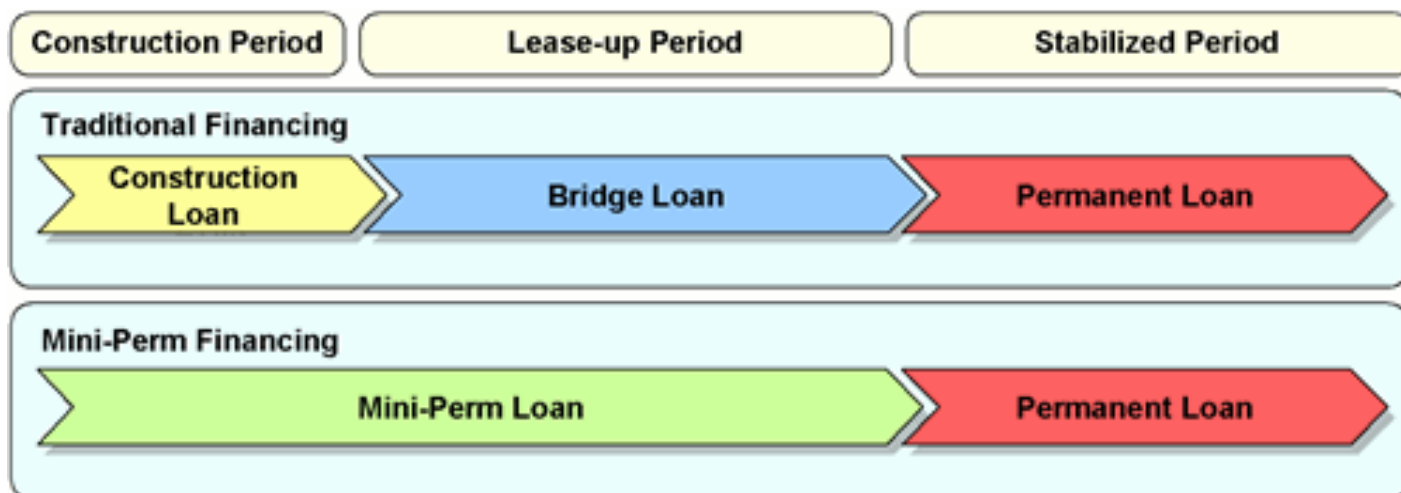
- Commonly floating-rate
- Rate generally resets quarterly based on a prime-based rate
- Proceeds of \$50,000 to \$5 million available
- Up to 25-year loan term available, fully-amortizing
- Prepayment allowed after three years, following a 5 percent, 3 percent, 1 percent penalty in the first three years
- Applicable for both acquisition and refinance

Rates for both programs vary depending on several factors. As with many federal programs, SBA loans are document heavy, and thus the processing, underwriting, approval, and closing on these loans can take longer than other programs. When applying, seek a lender that is Preferred Lender Program (PLP) certified, allowing them to approve loans on behalf of the association, which can speed up the process. Contact a district SBA office to learn which lenders are PLP certified. SBA financing has been positive for the self-storage industry overall, acting as another medium through which capital and liquidity are injected into the market.

Mini-Permanent Loans

Mini permanent financing has become a popular means to establish short term financing for self-storage. This loan allows the facility to establish an operating history prior to applying for long-term, permanent financing. These loans are commonly referred to as a Mini-Perm loan. Mini-Perms are unique in that they are used to finance both the construction and lease-up period. A mini-perm loan term is generally up to 36 months, often with options to extend.

The following diagram shows how the mini-perm loan compares to the more traditional construction loan and bridge loan:



The loan functions initially as a construction loan and features funding components such as draw requests, etc. Thereafter, it functions as a bridge loan. The real advantage is that a borrower who has a mini-perm loan does not have to obtain financing at the end of construction. This is the point where the cost to construct the facility has been spent and the facility is not yet producing any net operating income. A bridge loan at this point would be perceived as a higher risk to a lender who would likely offer less favorable terms.

It is initially an interest only loan and the cost of the interest is built in to the loan amount. The loan does not require payments to be made until the facility can afford to do so. Payment deficits caused by the income shortfall are rolled back in to the loan amount. At stabilization, it can be structured to convert to an amortizing loan or may be replaced with long term financing.

Other Short-Term Borrowing Considerations

Short term loans usually require a personal guaranty from the borrower that indicates that the borrower is putting personal possessions up as collateral if there is any default on the loan. This can be a severe issue for the self-storage developer who does not have a net worth in proportion to the principal associated with the loan size. Many self-storage developers will look for a partner who meets the guarantor requirement to join as a partner in the deal for a favorable position and return.

Enter your financing terms in the worksheet below to forecast your short-term financing. Enter 0% for the percent financed if you do not want to forecast financing. Typically, mini-perm interest rates range from 2% to 2.5% over the current ten-year treasury rate.

Long Term Financing

Long term financing involves establishing a permanent loan to pay off the short-term financing. Terms for the permanent loan can be quite favorable for a facility that has established a solid track record. Long term financing rates are typically lower than short term rates. The typical permanent loan has a term of five to ten years with a 25-year amortization period.

Some investors prefer to evaluate feasibility without establishing long term financing. Their reasoning is that it could be difficult to predict the terms that will be available in the future. Thus, for feasibility evaluation purposes, they leave the short-term financing in place.

Long term financing involves establishing a permanent loan to pay off the bridge or mini-perm loan. Terms for a permanent loan can be quite favorable for a facility that has established a solid track record. A permanent loan is typically a five to ten-year loan with a 25-year amortization.

Long term financing is normally established upon reaching stabilization. The amount of financing available is based upon valuation of the stabilized annual net operating income. It is common to find that the amount of long-term financing that is available will exceed the amount needed to pay off the prior loans balance. Some borrowers will finance the maximum amount available.

This may allow them to recover their initial equity investment. In this case, the income being produced by the facility at stabilization can afford the payments on this higher financed amount.

Long term financing is typically more desirable than short term financing because it usually offers lower interest rates and can be structured as a non-recourse loan. Non-recourse means that the lender can secure the loan with the property in question, but cannot look beyond the property as recourse on a defaulted loan. This eliminates the need for the borrower to provide a personal guaranty on the loan.

There are many questions that you need to answer to properly evaluate the right long-term financing for your project. How long do you plan to own the property? How important is locking in the interest rate to control what will most likely be the biggest annual operating expense? How crucial is a lower interest rate, which can be obtained with long term financing, but may require burdensome pre-payment penalties?

There are a variety of sources for permanent loans. These sources include traditional loans from a bank or credit union, "conduit" loans or CMBS loans, or even loans from insurance companies.

Bank/Credit Union Loans

Included in this category are loans offered by banks, savings and loans and credit unions. These represent most of self-storage financing, partially due to existence of pre-established lender/borrower relationships. These loans are relatively low cost and generally close in a timely fashion.

These lenders commonly offer fixed-rate options for five, seven, or ten years. They typically offer amortizations of 15 to 25 years. Loan-to-values can go to 80 percent but are usually 70 to 75 percent.

Conduit Loans

Conduit Loans are often a viable source of low, fixed-rate financing. Interest rates are often established as a percentage above (ranging from 1 to 1.5) the corresponding Treasury (usually the 10-year Treasury). Providers of conduit loans are, for the most part, commercial mortgage bankers and mortgage brokers. Conduit loans carry higher costs than bank loans. Prepayment penalties are usually tied to defeasance, where the lender replaces the cash flow of the original loan with actual treasury securities. The borrower's penalty repays the lender enough money to buy these securities and the lender buys a combination of bonds to replace the yield lost when a loan is paid off. Once these bonds are purchased, the lender releases their collateral in the property.

Ordinarily, the minimum loan amounts for most conduits are \$2 million or more. Loan terms typically include a clause that bars the lender from holding the borrower personally liable for default. Although conduit loans often take more time to close, they may allow the borrower to lock in the rate upfront.

Insurance Company Loans

Insurance companies provide fixed-rate financing with terms of five to 25 years with amortizations up to 25 years. Their rates are typically 1.25 to 1.75 percentage points over the Treasury.

Insurance company loans have higher costs than bank loans and are typically restricted to higher-quality facilities. Loan-to-values are generally lower than those offered by banks and are normally 70 to 75 percent.

Other Long-Term Loan Considerations

It may be advisable to work with a lender with whom you already have a relationship. A lender who already has self-storage experience is a real plus. Combined, these characteristics would greatly assist with obtaining the most favorable loan terms, rate, and structure.

CONSTRUCTION AND LAND LOANS

Commercial real estate construction in 2015 built on momentum from 2014, following several years of minimal new development in the wake of the financial crisis. Several market experts have predicted that the nonresidential construction sector will continue to expand, with the Associated Builders and Contractors (ABC) projecting 7 percent nominal growth in 2016. While new development has and will continue to present self-storage owners with opportunities, employment growth in the construction saw an increase in jobs in October that followed several months of minimal job growth.

This slow growth can create a gap in skilled workers in the industry as compared with the potential demand. A lack of skilled workers can drive wages up and can increase project completion time and cost. On the other hand, costs for construction materials were down by 1.2 percent year over year in August 2015. Still, lenders are selective when it comes to construction loans, preferring to lend to well-capitalized borrowers with healthy past development experience.

For a developer with a viable project in a high-demand trade area, the most likely lending partner is a local or regional bank willing to build a relationship and partner with the sponsor. Construction loans are riskier than other debt products by nature, because there is no cash flow during the construction and lease-up period. Full recourse with a completion guarantee is typical of construction financing, at least until the Certificate of Occupancy is obtained, after which a burn down to limited or partial recourse may be allowed.

Currently, conventional lenders are advancing up to 75 percent LTC at attractive fixed or floating rates, with “break-even” interest carry often built in. Other specialized self-storage lenders recognize the need for new product in select markets and may be willing to offer up to 90 percent of construction costs on a non-recourse basis, under a participating debt structure for qualified projects. Alternatively, borrowers may find higher leverage available with SBA financing.

When negotiating a construction loan, it is critical to structure an interest-only period that mirrors the timeline required to bring the property to break-even occupancy. In addition, be sure to factor the necessary interest carry into the budget. These structural features help minimize the stress associated with the financing. The key element in a successful construction financing request is planning. By budgeting construction costs and development timeframes carefully, it will assist in identifying the appropriate loan structure and help to ensure the success of the project.

INCOME & EXPENSES

Rental income is the revenue that is collected from renting storage spaces. It is the primary revenue source for a self-storage facility. Excluded is income from fees, merchandise sales, etc. Rental income typically accounts for 95% of a storage facility's total income.

Rental Rates

Rental rate projections are used to forecast rental income. The average rental rate is the average monthly rental rate per rentable square foot. To understand the average rental rate, consider the following example:

Size	# Units	Square Feet		Rental Rate		Gross Potential
		Per Unit	Total	Monthly	Per Sq Ft	
5 X 10	30	50	1,500	\$45	\$0.90	\$1,350
10 X 10	35	100	3,500	\$75	\$0.75	\$2,625
10 X 15	20	150	3,000	\$110	\$0.73	\$2,200
10 X 20	15	200	3,000	\$135	\$0.68	\$2,025
TOTAL	100		11,000			\$8,200

In this example, the average rental rate per square foot is \$0.75. Calculate this by taking the gross potential of the facility (\$8,200) and dividing by the total square feet of the facility (11,000).

Rental rates are typically market driven and are affected by the location, visibility, access, and facility features such as security. Your competitor rate survey of the market area will provide understanding of the area's pricing. The average rental rate of the competitor property will typically fall somewhere near the rate they are charging for their 10 X 10 space. If this space (100 square feet) rents for \$65, you can estimate their monthly average rental rate:

$$\text{Monthly Average Rental Rate} = \$65 / 100 \text{ square feet} = \$0.65 \text{ per square foot.}$$

If you are planning a facility that is comparable to the competition, forecast a comparable average rate. Superior facilities can justify a premium, whereas inferior facilities may need to be priced at a discount.

Lease-up Period

After opening for business, a self-storage facility will have few, if any, tenants. The period that it takes a facility to reach a stabilized level is called its lease-up period.

During the early years of the industry, investors enjoyed rapid lease-up periods due to the absence of competition. Longer lease-up periods came about as the size of facilities increased and as more competitors entered the market. Today, investors are typically experiencing lease-up periods ranging from 24 to 36 months.

Post Lease-up Pricing

You will have an opportunity to increase your storage rates once the facility reaches stabilization. During lease-up, your facility demonstrated that the rates were marketable and you should now test for higher rates. Every size may not get the same level of increase. Notice which sizes rented rapidly and administer a relatively higher increase to those sizes. Those that leased slowly may not support any adjustment.

Many operators increase their rates an average of 3% to 7% upon reaching their stabilized level.

Most businesses do not collect 100% of their potential income. This is true of self-storage as well. Uncollected rent is caused by vacancies, move-in discounts, and non-payment by customers.

Vacancies

Losses due to vacancy occur when rental spaces are not rented. Rarely does a facility maintain a 100% average occupancy and if it is, it signals that rental rates are too low and should be raised. A fully leased facility is an indication that demand is not being met and thus encourages new competition. Most effective operators strive to achieve a stabilized, average annual occupancy of 90%. This is achieved through successful marketing and by effectively managing rental rates.

Move-in Discounting

Some operators will establish higher monthly rental rates and utilize move-in discounts (such as half off the first month's rent) to induce customers to rent at a higher monthly rate. Many customers are more concerned about how much it costs to move in today versus considering the monthly cost thereafter.

Generally, storage customers anticipate a shorter lease period than occurs. Whereas the average customer projects a two-month lease period at the time of move-in, the [Self-Storage Almanac](#) reports that the average length of stay is actually in excess of 10 months. Move-in discounts are commonly used to induce the rental.

Non-Payment by Customers

Nearly every facility experiences non-payment activity from customers that can no longer afford their rent and abandon their goods. State law allows for the contents of the space to be auctioned so that the facility can re-gain the space for leasing and attempt to recover past-due rent. In most cases, the auction proceeds do not generate enough income to match what was owed.

Other Income is money that you collect from customers other than that for the actual rental of space. This could include late payment fees, the sale of ancillary products (padlocks, packing/moving supplies), and possibly income from leasing rental trucks.

Late Payment Fees

Generally, self-storage facilities generate more late fee revenue if they service a lower income area. Such facilities may collect late fees up to 7% of their rental income. Facilities located in higher income areas collect closer to 2%.

Most states have laws specific to the self-storage industry concerning collection activities. These laws govern the timing and maximum amounts that can be assessed. Check with your state self-storage association for guidelines on collection regulations for your state.

Merchandise Sales

Self-storage facilities often generate revenues from the sale of merchandise. These facilities will sell moving and packing supplies such as boxes, locks, tape, and packing paper. Aside from the revenue that these sales generate, the person buying the boxes may find a need for storage in the future and will have been introduced to the storage solutions offered at the facility.

Facilities located in strong retail areas that effectively advertise take on a "retail approach". This approach includes:

- A retail-oriented office design (built-in displays, large floor space, additional lighting)
- Additional promotional signage for both in the office and drive-by traffic
- Separate yellow page advertising under the "Boxes" heading
- Increased payroll costs to cover a retail oriented staff

There are several suppliers of products and displays that offer signs, posters and other promotional materials that add color and interest to the store. These will make the office look pleasant and increase sales.

Facilities can generate merchandise sales ranging from 0% to 4% of their rental income, with those following the retail approach at the upper end of this range.

Truck Leasing Income

Truck leasing and self-storage go hand in hand. Drive by any self-storage facility over the weekend and you will probably see one or more rental trucks being used by the storage customers moving their items on or off the facility.

As with merchandise sales, many customers who rent storage spaces will seek a rental truck before securing a storage space. If the self-storage facility effectively promotes their rental truck availability, they can indirectly promote their storage spaces. Some facilities will offer a discount on a truck lease to a customer who also rents a storage space from them.

If you are considering leasing trucks you should:

- Design an area in the front of property to display the trucks
- Budget for additional signage related to truck leasing
- Budget for separate truck advertising in the local yellow page directory

To establish truck leasing activities at your facilities, you could purchase and lease your own fleet of trucks. Another option is to become a dealer for a truck leasing company such as [U-Haul](#) or [Budget Truck Rental](#). These companies can help you forecast the amount of income that your facility could produce.

Miscellaneous Other Income

Some facilities can generate additional income from leasing ground space for cellular phone towers or billboards. Others establish private mailboxes that they lease on a monthly basis. Still others establish shipping services, car washes, or wine storage to augment their revenues. There are a few who have leased their rooftops for collecting solar energy. Today's self-storage operators are finding creative ways to maximize the revenue production from their facilities.

Fixed & Variable Expenses

An appealing aspect of self-storage is that expenses are generally predictable. These expenses are classified as either fixed or variable. Self-storage fixed expenses include real estate taxes and insurance. Self-storage variable expenses consist of payroll, utilities, repairs and maintenance, management fees, marketing, office expenses, and other miscellaneous costs. These variable expenses fluctuate with occupancy. As facility use increases, utility costs will increase as will maintenance costs. On the other hand, a lower occupancy requires increased advertising costs.

Operating Expenses are the costs incurred for the day-to-day operation of the site and vary from facility to facility. Factors that influence operating costs include facility size, type, occupancy, and location. Additionally, management decisions such as staffing compensation, advertising programs, and property upkeep cause varying levels of expense. Operating expenses generally fall between 30 and 40 percent of the facility's gross income.

Fixed Expenses

An appealing aspect of self-storage is that expenses are generally predictable. These expenses are classified as either fixed or variable. Self-storage fixed expenses include real estate taxes and insurance.

Real Estate Taxes

Also referred to as property taxes, this represents local government taxes levied on the ownership of real estate. Real estate taxes can be one of the most impactful items when calculating property return and therefore requires careful consideration. These taxes will vary from community to community. Most cities publish their tax rates on their website. Otherwise contact the city's taxing authority's office to obtain the applicable tax rates.

Initially, taking the total development cost (hard, soft, and land costs) and multiplying by the local tax rate can be performed to forecast real estate taxes.

There are specialists who can do a thorough job of forecasting property taxes for your specific site or market. You may want to consider utilizing such a specialist due to the consequence of the impact.

Insurance

Self-storage property and liability insurance is available which is specifically designed for the unique exposures of the self-storage business. The facility will need to insure its buildings and other physical improvements. Beyond this coverage, insurance is available to cover against loss or damage to customers' personal property for which the business may become legally liable. Further consideration should be given to maintaining coverage to protect against sale and disposal liability that provides coverage for claims against the business for negligent acts arising from the lockout, sale, removal or disposal of customers' property. This could occur when reclaiming rented space for which rental or other charges are past due. Hazardous waste removal should also be considered which pays for the appropriate removal of such materials from a storage space.

Special consideration should be given to flood, earthquake, hurricane, or other natural disaster areas. Typical range for this category is \$0.10 to \$0.20/SF. It is common for lower rates to be achieved through blanket policies. According to insurance providers, over the last couple of years insurance premiums have remained flat.

Variable Expenses

Self-storage variable expenses consist of payroll, utilities, repairs and maintenance, management fees, marketing, office expenses, and other miscellaneous costs. These variable expenses fluctuate with occupancy. As facility use increases, utility costs will increase as will maintenance costs. On the other hand, a lower occupancy requires increased advertising costs.

Payroll

This includes the salaries, employee benefits, and bonuses paid to the facility staff. Larger facilities typically staff the facility with at least two persons during the office hours. This allows one person to be in the office greeting customers and handling administrative matters while the other is outside, showing spaces to prospective customers, policing the property, or performing marketing activities. This category is greatly impacted by location and average living expenses. Unless zoning restricts, it is common for resident managers to live on-site. Expenses are often higher for facilities not offering living accommodations for managers. Typical range for this category is \$0.75 to \$1.25/SF. Depending on the size of the facility, this category also includes a part time assistant.

Utilities

This category includes costs for electricity, gas, fuel, oil and water. Temperature controlled facilities incur higher costs for supporting the HVAC equipment on the property. Both location and climate play a role in this category. Densely populated areas typically see higher energy costs. The number of climate controlled units at a facility should also be considered. Typical range for this category is \$0.15 to \$0.40/SF.

Repairs and Maintenance

This category includes the costs for paint, doors, paving, roofs, fencing and gates, and other things routinely repaired during the year. Landscaping, HVAC maintenance and pest control are included along with any snow removal costs that the property may be subject to. This category includes cleaning out the units, replacing doors, landscaping and any maintenance associated with the facility. Areas that require a snow removal expense and/or elevator servicing typically command higher expenses. Long term expenditures are also affected by climate; however, these expenses are typically covered in the reserves category. Typical range for this category is \$0.15 to \$0.30/SF. Age and physical characteristics play a part in budgeting for this category.

Management Fees

This is typically done on a percentage basis of the Effective Gross Income (EGI). Therefore, areas with higher rents result in higher management costs. However, when a property is stabilized and generating strong rental rates, it is common to see downward pressure on the overall percentage. Typical costs range from 5% to 6% of the EGI.

Marketing

This category includes all costs associated with promoting the facility. Included are advertising costs such as Yellow Pages, print, and Internet advertising. Any additional marketing such as direct mail campaigns, newspaper or radio advertising, etc. would also be captured in this category. The amount of competing facilities and the property's access and exposure are primary considerations for this category. Typical expenses range from \$0.20 to \$0.40/SF. This category has consistently declined over the last couple of years as facilities have taken advantage of technology.

Office Expenses

This category includes telephone services, supplies, software repairs and fees, bank fees, and other miscellaneous office expenses. Operating and business licenses are also normally included. This expense includes accounting, legal fees, other professional fees, and general administrative costs. Typical expenses for this category range from \$0.25 to as high as \$0.75/SF. This category can often include expenses associated with U-Haul rentals and credit card fees.

Miscellaneous

This is the category where other necessary but minor expenses are included.

Other Expense Considerations

Many lenders require the borrower to deposit a portion of revenues into a capital reserve account for major maintenance and repairs to include gate, HVAC, or roof replacement. Generally, 10 to 15 cents per gross building square feet is required each year. Reserves are not considered as an operating expense. This category takes into consideration capital improvements over a typical holding period; it does not include items of on-going maintenance that are included in the Repairs and Maintenance category discussed above. Typical range for this category is \$0.10 to \$0.20/SF.

Estimate Expenses

Expenses are typically projected either as (1) a percentage of gross potential income, (2) an expense per net rentable square foot, or (3) a monthly or annual amount. Whichever approach you employ, you should forecast operating expense based upon the facility operating at a stabilized occupancy level.

People unfamiliar with self-storage may find it challenging to forecast expenses. Some forecast expenses using gross potential income when preparing their initial analysis. Using this approach, they estimate total operating expenses between 30% and 40% of the gross potential income. Establishing a forecast at 40% usually leads to a safe projection of operating expenses.

Others with more experience often utilize historical, actual expense data (also known as trailing expenses) that are applied as an expense per rentable square foot.

CAP RATES

Sellers and buyers of self-storage facilities utilize a Capitalization Rate, also known as a "Cap Rate" to determine a property's value. This rate represents the yield or return the buyer anticipates receiving from the acquisition investment. Annual net operating income is divided by the cap rate to establish the capitalized value of the facility. The lower the cap rate, the higher the property value. Questions contemplated when considering a cap rate:

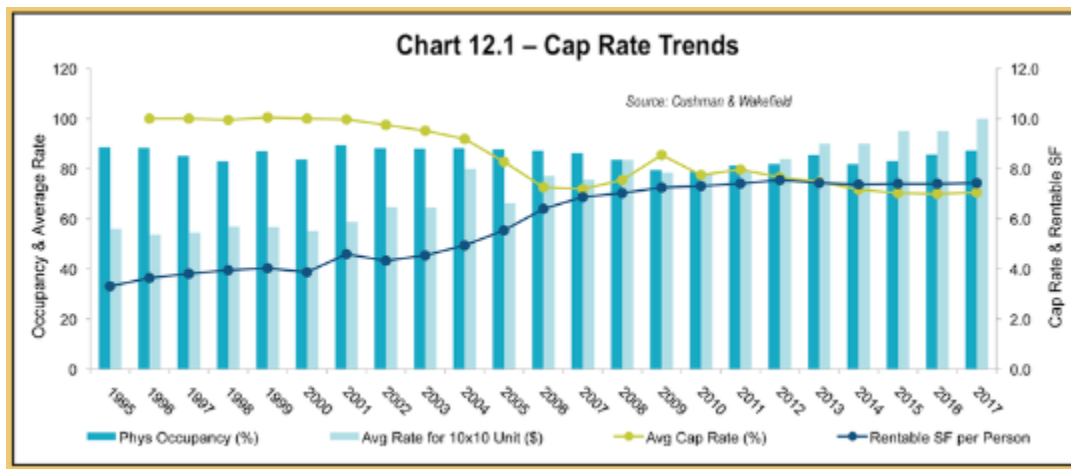
Where is your property located?

- What is your occupancy (physical and economic)?
- What is market occupancy?
- Are there any facilities under construction in your neighborhood?
- Are you offering concessions?
- How old is your property?
- What are the construction materials?
- What is the NRSF?
- What is your unit mix?
- Is there excess/surplus land available for expansion?

Cap rates are used by buyers to compare investments. Cap Rates tend to rise and fall with the returns on competitive investments and interest rates. Strong interest in real estate investing, specifically self-storage, will cause cap rates to be lower. Alternatively, cap rates will trend upward when there is a period of strong performance in the stock market. Lower interest rates make financing less expensive thus resulting in lower cap rates. Similar self-storage properties are likely to sell with similar cap rates. Facilities with strong, stable historical results, located in growing metropolitan areas, and are operated professionally tend to have lower cap rates than those that do not. Other considerations such as facility size, visibility, competition, and maintenance often impact cap rates.

In simple terms, the cap rate can be determined by dividing the investment's net operating income (NOI) by the current market value or the sales price of the property with the NOI being the annual return on the property minus all operating costs.

Historically, cap rates have ranged from a low of 7% (high prices paid for exceptional properties) to a high of 14% (low prices paid for inferior properties). More recently, cap rates have trended downward (5% to 7%) due to the outstanding investment opportunity that self-storage represents.



SELF STORAGE VALUATION

When dealing with valuation there are three standard approaches that are considered, though not always utilized: Cost Approach, Sales Comparison Approach, and Income Capitalization Approach.

Cost Approach - The Cost Approach is a set of procedures through which a value indication is derived for the fee simple interest in a property by estimating the current cost to construct a replacement for the existing structure, including an entrepreneurial incentive; deducting depreciation from the total cost; and adding the estimated land value. Adjustments may then be made to the indicated fee simple value of the subject property to reflect the value of the property interest being appraised.

Sales Comparison Approach – This approach is based on the principle of substitution, which asserts that no one would pay more for a property than the value of similar properties in the market. In active markets with sufficient comparables, this approach is an accurate measure of value that can reflect market behavior. Alternatively, this approach may offer limited reliability because many properties have unique characteristics, including a significant amount of RV storage or miscellaneous income that are difficult to account for in the adjustment process.

Income Capitalization Approach – This approach is based on the premise that investors purchase facilities based upon their income-producing ability. In the Income Approach, market rents for the subject property are estimated, an economic vacancy and applicable operating expenses are deducted, and the resulting net income is capitalized into a value estimate.

Direct Capitalization – This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an "as is" value.

Discounted Cash Flow (DCF) – The DCF analysis models a property's performance over a buyer's investment horizon from the current as is status of the property, to projected stabilization of operations and through the projected sale of the property at the end of the holding period. Net cash flows from property operations and the reversion are discounted at a rate reflective of the property's economic and physical risk profile.



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Consultant Qualifications:

2003-Present Owner, Partner in Charge, Self Storage 101

Founder of Self Storage 101, the industry's leading consultancy firm specializing in Development and Market Feasibility, Operational Improvement and Marketing Implementation. Bob has worked with 100's of independent owners and operators to assist in making informed and profitable decisions in all aspects of self-storage. He has developed, own and managed his own facilities and so has a unique perspective that easily relates to those operators he has consulted with over the years. Bob and the Team at Self Storage 101 specialize in:

- Market and Feasibility Studies
- Acquisition Due Diligence Projects
- Facility Operational Auditing
- Owner, Operator and Manager Training
- Third party management services

Bob has authored several highly popular books and training manuals related to self-storage and is a regular contributor to most of the industry trade journals. He is a regular speaker at national, regional and local self-storage meetings and conventions.

2001-2004 Regional Manager, Metro Storage LLC

Oversaw three district managers in four states for Metro Storage, one of the largest operators of self-storage facilities in the US. Had complete P&L responsibility as well as asset management, portfolio growth, marketing and adding value to the assets. Developed training programs and assisted district managers with personnel decisions and financial statement reviews.

1998-2001 District Manager, Public Storage

Successfully managed the largest Public Storage district in the country (17 properties). Took over two under-performing districts and turned them into some of the highest performing districts. Responsible for all personnel management, expense control, manager training, property management and operational reporting. Involved in several acquisitions and new-store openings.

Professional References gladly provided.



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Consultant Qualifications:

2006-Present Consultant, Self Storage 101

Field Auditor and Data Analyst with Self Storage 101, the industry's leading consultancy firm specializing in Development and Market Feasibility, Operational Improvement, and Marketing Implementation. Bill has worked with dozens of independent owners and operators to assist in making informed and profitable decisions in all aspects of self-storage.

Bill has developed and implemented systems for analyzing and collecting relevant data to:

- Improve operational efficiency
- Measure operational effectiveness
- Assist in determining project viability
- Measure Capital Rate of Return on acquisition projects

Bill has worked closely with clients and industry vendors to aid in market research and development viability for many independent-owner and institutional self-storage projects:

- Provide comprehensive market data and analysis to determine unmet demand or over-supply in specific markets
- Participated in several community neighborhood meetings, municipal presentations and investment group conferences to provide anecdotal and empirical evidence regarding market demand and viability of specific self-storage projects
- Prepared many complete bank package or self-storage feasibility studies, documenting "develop or not develop" recommendations

Education: Stetson University, 1980-1984

Professional References gladly provided upon request.





















