

**REGULAR MEETING**

**July 21, 2022**

**6:30 P.M.**

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**PITTSFIELD TOWNSHIP PLANNING COMMISSION MINUTES**

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**Members Present:** Deborah Williams, George Ralph, Ann Harris, Stanley Young, Matthew Payne, Yameen Jaffer

**Members Absent:** Roland Kibler

**Others Present:** Bruce Zeinstra, Steve Fecko, Tim Hammond, Kyle Lawrence, Michelle Weaver, Corey Weaver, Dave Hughes, Christina Lirones, Warsha Kulkarni, Matthew Best, Municipal Services Director, Haley Feeman, Recording Clerk.

**1.0 Call Meeting to Order at 6:30 p.m. / Determination of a Quorum**

Chairperson Payne called the meeting to order at 6:30p.m. A quorum was present.

**2.0 Pledge of Allegiance**

Chairperson Payne led the Pledge of Allegiance.

**3.0 Approval of Agenda**

Motion by Commissioner Williams, supported by Commissioner Young, to move 8.1 to follow 6.1, and 7.1 to follow 8.1, and approve agenda as amended.

**MOTION CARRIED**

**4.0 Approval of Prior Minutes**

**4.1 Regular Minutes of July 7, 2022**

**Motion by Commissioner Williams supported by Commissioner Jaffer to approve the Regular Meeting Minutes of July 7, 2022.**

**MOTION CARRIED**

**5.0 Public Comment**

None

**6.0 Public Hearings**

**6.1 Master Plan Public Hearing**

Matthew Best, Director of Municipal Services presented the Master Plan, stating that the Planning Commission has seen several revisions and has gone through the

60-day comment periods. We have added two additional letters that have come in that are before you today, that will be added to the minutes of tonight's meeting. This is going to be one of the last opportunities for the Planning Commission to make comments on this revision.

Christina Lirones, 151 E Textile Road, had one comment on the viability on the mixed-use section. She stated that it is not considered "mixed use" due to the fact that she feels as though it is not working, for example, Inglewood and KinderCare. No tenants, and no effort to put them to use and it's not working out for the community and would be better if that was changed.

**Motion by Commissioner Williams, supported by Commissioner Harris to close the public hearing for the Master Plan.**

Item 8.1 to follow Item 6.1

**8.1 Master Plan**  
Consideration of Amendments

Chairperson Payne, wanted to mention that he also voiced his concerns about the mixed-use vacancies last meeting as well. He stated that he will be paying attention to that in the future.

**Motion by Commissioner Williams, supported by Commissioner Young, to recommend approval to the Township Board of the Master Plan as drafted.**

Item 7.1 to follow Item 8.1

**7.1 CUP 22-03 and CSPA 22-13 Tommy's Car Wash**  
Consideration of a Conditional Use and Preliminary Site Plan  
Northwest corner Michigan Ave./Carpenter Road (L-12-23-100-018)

Matthew Best, Municipal Services Director, presented Tommy's Car Wash. The applicant is seeking preliminary site plan and conditional use approval to construct a 4,553 square foot automatic car wash with a 110-foot fully automatic conveyor system wash. The 2.93-acre site is currently vacant on the corner of US-12, Michigan Avenue and Carpenter.

Jordan Segal, attorney on behalf of Tommy's Car Wash, stated that Tommy's Car Wash meets all requirements by the Township. He also expressed that they have provided all economic data, economic analysis and economic needs requested by the Township.

Kyle Lawrence, Wadhams Franchise Development, proposed buyer, presented his statistics for Tommy's Car Wash and why Tommy's Car Wash would be a good fit for Pittsfield Township.

Discussion was held on:

- Business Hours
- Dimensions / Setbacks
- Signage fund
- Traffic
- Floorplan's / Elevations
- Entrance location
- Length of construction
- Pedestrian Safety
- Conditional Use Standards

**Motion by Commissioner Williams, supported by Commissioner Harris to direct staff to draft resolution of approval for CUP 22-03 and CSPA 22-13 Tommy's Car Wash with the following conditions:**

1. Directional Signage into Sam's Club with Township Staff approval.
2. Work with Sam's Club to improve traffic flow of gas station.
3. Work with planning staff to create an aesthetically pleasing gateway sign.

**ROLL CALL**

**YES:** HARRIS, JAFFER, WILLIAMS, YOUNG, RALPH, PAYNE  
**NO:** None  
**ABSENT:** KIBLER  
**ABSTAIN:** None

**MOTION CARRIED**

Item 6.2 to follow Item 7.1

- 6.2 WP 21-01 Eagle Industrial Park**  
Public Hearing – Wetland Permit  
4033 Morgan Road (L-12-13-300-008; 010; 014; 015; and 024)

No discussion was held

**Motion by Commissioner Williams supported by Commissioner Jaffer to close the public hearing for WP 21-01 Eagle Industrial Park.**

**7.0 Old Business**

- 7.1 CUP 22-03 and CSPA 22-13 Tommy's Car Wash**

Consideration of a Conditional Use and Preliminary Site Plan  
Northwest corner Michigan Ave./Carpenter Road (L-12-23-100-018)

Item 7.1 to follow Item 8.1

## **8.0 New Business**

**8.1** Item 8.1 to follow Item 6.1

**8.2 WP 21-01 and CSPA 21-08 Eagle Industrial Park**  
Consideration of a Final Site Plan and Wetland Permit  
4033 Morgan Road (L-12-13-300-008; 010; 014; 015; and 024)

Item 8.2 to follow Item 6.2

Matthew Best, Municipal Services Director, presented Eagle Industrial as a whole and mentioned that the applicant has gotten all outside approvals requested and we are recommending approval with conditions.

David Hughes, Applicant, mentioned that they have gotten all outside agency approvals and the updated plans do show the access between 2 & 3 to satisfy the plan requirements.

No discussion was held.

**Motion by Commissioner Williams, supported by Commissioner Jaffer to approve WP 21-01 and CSPA 21-08 Eagle Industrial Park and final site plan with the following conditions:**

- 1. Provide revised site plan with demonstrated with cross access between lots 2 & 3 to be reviewed and approved by Township Planner and Engineering followed by all Township standards.**
- 2. Provide details on the management and long-term protection of the wetland mitigation area once constructed; and**
- 3. Detail financial assurance provisions as determined necessary to ensure mitigation is timely and properly completed, that the mitigation is thereafter managed, monitored, and protected, as provided by the mitigation plan, and to guarantee compliance with the Township Ordinance.**
- 4. Provide a revised location for cross-access to be reviewed and approved by the Township Planner and Township Engineer.**

## **ROLL CALL**

<b>YES:</b>	<b>WILLIAMS, HARRIS, RALPH, YOUNG, PAYNE, JAFFER</b>
<b>NO:</b>	<b>NONE</b>
<b>ABSENT:</b>	<b>KIBLER</b>
<b>ABSTAIN:</b>	<b>NONE</b>

**MOTION CARRIED**

**8.3 CSPA 21-19 Eagle Industrial Lot 2**  
Consideration of a Final Site Plan  
4033 Morgan Road (L-12-13-300-010)

No discussion was held.

**Motion by Commissioner Williams, supported by Commissioner Harris to approve final site plan CSPA 21-19 Eagle Industrial Lot 2 with the following conditions:**

- 1. This approval is conditioned on the approval of the Eagle Industrial overall site plan demonstrating the division of the property and all requirements of that approval have been met.**
- 2. Provide location of each fence type.**
- 3. Provide height of proposed chain-link fence.**
- 4. Provide screening of at-grade equipment and verify location of any roof-mounted equipment and screening.**

**ROLL CALL**

**YES: WILLIAMS, HARRIS, RALPH, YOUNG, JAFFER, PAYNE**  
**NO: None**  
**ABSENT: KIBLER**  
**ABSTAIN: None**

**MOTION CARRIED**

**8.4 CSPA 21-20 Eagle Industrial Lot 3**  
Consideration of a Final Site Plan  
4033 Morgan Road (L-12-13-300-010)

No discussion was held.

**Motion by Commissioner Williams, supported by Commissioner Harris to approve final site plan CSPA 21-20 Eagle Industrial Lot 3 with the following conditions:**

- 1. This approval is conditioned on the approval of the Eagle Industrial overall site plan demonstrating the division of the**

- property and all requirements of that approval have been met.
2. Amend site data table to demonstrate quantity of PM plantings provided on the plan.
  3. Relocate trash enclosure from front yard.

#### **ROLL CALL**

**YES:** PAYNE, WILLIAMS, HARRIS, JAFFER, YOUNG, RALPH  
**NO:** None  
**ABSENT:** KIBLER  
**ABSTAIN:** None

#### **MOTION CARRIED**

#### **9.0 Planner's Report**

Matthew Best wanted to mention that we have a significant number of new projects coming in, it doesn't seem to be slowing down. Recreational and Medical Marihuana applications have been submitted and will be on the way for the Planning Commission.

#### **10.0 Chairperson's Report**

None

#### **11.0 Commissioner's Report**

George Ralph asked Matthew Best if we could invite the woman who lives in the Township from the Washtenaw Road Commission to have a meeting about the traffic in the Township.

Matthew Best, stated that he has regular meeting with Washtenaw County Road Commission and would be happy to get any concerns any of the commissioners have and bring them along to the meetings.

#### **12.0 Public Comment II**

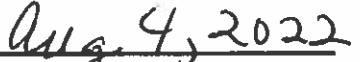
Christina Lirones, 151 E. Textile Road, stated the woman's name on Washtenaw County Road Commission and mentioned that it would be a good idea for Pittsfield to set up a meeting with us to represent Pittsfield.

#### **13.0 Adjournment**

**Motion by Commissioner Harris seconded by Commissioner Jaffer to adjourn the meeting.**

Chairperson Payne adjourned the meeting at 8:14p.m.

  
Deborah Williams, Secretary

  
August 4, 2022

**Please Note: This meeting is being recorded**

*This notice is posted in compliance with PA 267 of 1976 (as amended) Open Meetings Act, MCL 125.3103 and 125.3502 and the Americans with Disabilities Act (ADA). Individuals with disabilities requiring auxiliary aids or services should contact the Pittsfield Charter Township Clerk's Office 3 business days prior to the meeting. The Clerk's Office can be reached at 734-822-3120 or via email [clerk@pittsfield-mi.gov](mailto:clerk@pittsfield-mi.gov).*



## PITTSFIELD 38 GROUP, LLC

Howard Frehsee, Managing Partner

3910 Telegraph Road, Suite 201  
Bloomfield Hills, MI 48302  
(248) 203-6923 (Office)  
(248) 390-2012 (Cell)  
[hfrehsee@gmail.com](mailto:hfrehsee@gmail.com) (Email)

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Mr. Payne,

Pittsfield 38 Group, LLC is the owner of approximately 38 acres of land located along the south side of Michigan Avenue (US 12) just east of Industrial Drive, and the City of Saline.

The land was acquired back in April of 2003 for the purpose of building homes and/or multi-family housing sometime in the future. We identified this property as ideal for this purpose given its proximity to Michigan Avenue (US 12), US 23, I-94, and the City of Ann Arbor. Additionally, this stellar location was across the street from a first-class high school, the City of Saline, and a bedroom community with many resources including parks.

Approximately 20 years has passed since our acquisition and the Michigan Avenue Corridor, including Pittsfield Township as a whole, has steadily continued to commercially develop with retail centers, free-standing retail, medical, industrial development, and residential communities including a Walmart Superstore, Ford and Chevrolet Dealerships, and numerous distribution, warehousing and storage facilities.

In addition to the above stated, the City of Saline has likewise shared in increased development just a stone's throw west of our site with an expanded Michigan Avenue (US 12), an east-west US Highway comprising multiple lanes with frontage occupied by many new commercial businesses, industrial business, residential sites, etc.

Our current property was originally zoned as agricultural. However, the 2010 Master Plan allowed for residential building (one home per acre and described as being rural in nature).

We respectfully disagreed with that description because at the time of the enactment of the 2010 Master Plan, this entire community and our area was already transitioning with a significant amount of new and proposed development. Therefore, the Master Plan was categorically incorrect in describing the reality on the ground. Now, 20 years later, the facts demonstrating substantial growth and development cannot be disputed or denied.



According to the 2010 Master Plan, the description of residential: rural states “**These uses are planned for areas that have limited infrastructure. Because densities are very low, these areas are located along low volume rural roads that may or may not be paved. These areas are surrounded by agricultural uses, natural features, and open space.**” This description of “residential rural” is not applicable to our property because US 12/Michigan Avenue is not considered a low-volume rural road. **And in fact, US 12 is considered a federal highway.** The authors of the Master Plan were mistakenly describing Bemis Road, and surely not Michigan Avenue!

The reality is that a Super Walmart is located just a half mile or so east of our property. Super Walmart stores are dependent on a great volume of traffic and business in order to justify their large investment. Furthermore, the Ford Auto Dealership does such an impressive amount of business it equals and in some cases exceeds the sales of larger Regional Ford Automotive locations. The same can be said of the Chevrolet operation. **Michigan Avenue/US 12 is not a sleepy country bumpkin road.** On the contrary, Pittsfield Township is a continually growing and thriving community accompanied by substantial traffic volume along Michigan Avenue.

Apparently, the only reason Michigan Avenue has remained a two-lane road despite all of the automobile and truck traffic, is because Pittsfield Twp. has done everything to rein in substantial growth and development of this corridor. This action is to the detriment of all of the property owners and the Community itself, because if this area were allowed to develop reasonably, there would be an improved road system, greater housing alternatives to fit a larger audience and their limited budgets, and an increased tax base for the Community and its residents to benefit from.

Pittsfield Twp. has evidently designed its Master Plan, ordinances, and access to public utilities in order to thwart a reasonable amount of housing units per acre. This limiting of access to public utilities, in combination with large lot requirements, forces builders to construct increasingly larger homes beyond the financial reach of potential new home buyers as well as other homeowners already in the housing market.

Also, Pittsfield Twp. continuously claims a “lack of capacity” regarding their sanitary system and access to water as a basis to bar growth, yet it’s ironic that a new housing development underway on the north side of Michigan Avenue (across from our site) was provided access to the Township’s water and sanitary systems. The question here, is why were they permitted to be a part of the utility district, and our site has always been omitted?

Why is Pittsfield Twp. treating property owners on the south side of Michigan Avenue differently? We are being treated unfairly and unequally. Why is greater density housing development on the north side of the road acceptable, but the south side of the road is limited to “rural large lot” development only?

The bottom line is this: This situation has been ongoing for over 20 years and it is time to correct and update the Master Plan and allow reasonable home development with

greater density. **Not allowing greater density in the entry-level housing market has the effect, intentionally or otherwise, of limiting first-time home buyers, many from diverse backgrounds, from being able to reside in Pittsfield Township.** This is not acceptable. All hard-working citizens should have access to housing in nice communities with good schools, parks, and safe environments.

In conclusion, Pittsfield Twp. has deprived us of our ability to develop our land reasonably despite the continuous growth of the community. Life is a series of changes and it is time to recognize this fact. **It is time to allow property owners to reasonably develop their land consistent with a Master Plan and zoning ordinances that reflect the reality on the ground.** Allowing this enhances the community with new residents, new taxpayers, new investment, new employers, and new employees within the community.

Sincerely,

A handwritten signature in black ink, appearing to read "Howard Frehsee", with a stylized flourish at the end.

Howard Frehsee, Manager



March 29, 2022

Mr. Matthew Payne  
Pittsfield Township Planning Commission Chair  
6201 W Michigan Avenue  
Ann Arbor, MI 48108

Re: L-12-32-00-008  
E. Michigan Ave. Pittsfield 38 Group LLC Property

Mr. Payne,

It is our understanding that Pittsfield Township is undergoing review and/or update of the Township Master Plan. With this we would like to respectfully request that the property commonly known as the Pittsfield 38 Group Property be considered for future land use of Suburban Residential uses at a density of 2.5 dwelling units per acre.

The parcel owned by Pittsfield 38 Group has historically been used for agricultural purposes. The parcels are zoned for agricultural uses, presumably based on the historical use of the site. The current master plan future land use map, identifies the property for Rural Residential, which appears to be consistent with the R- 1A zoning district based on density. Significant changes have happened in the region with regard to land uses since the adopted 2010 Master Plan. The property to the north was conditionally rezoned and multi- family development is being constructed, the site to the south is being developed as single family residential, and commercial development continues to happen to the east at the intersection of State, Moon, and US-12. This site is along a State Highway, and is within about a half a mile to schools, shopping, and an industrial park. It seems reasonable that this property would be considered a suburban property and transitional buffer from the highway to the single family. Additionally, the land use would be a transition from the two commercial development nodes at the US-12 and State/Moon intersection and the City of Saline.

The proposed extension of the Mixed-Use District along the State/Textile corridor identified in the draft Master Plan in combination with the existing business district and regional commercial future land use along the State Street corridor suggests parcels along Michigan Avenue are an appropriate location for Multi-Unit and Suburban residential housing adjacent to this corridor. When reviewing the mixed-use districts along Ann Arbor Saline Road, along Michigan Avenue near Platt Road, and along Carpenter Road, there are Multi- Unit and Suburban Residential future land uses adjacent to these corridors serving as a transition between these nodes and the rural residential/Agriculture within the Township. Amending the future land use of parcels along Michigan Avenue between the City of Saline and this commercial/business/mixed use node that begins at the Michigan Avenue/State/Moon intersection appears to be in line with the land use evolution taking place within the Township.

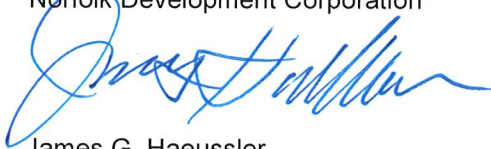
Additionally, the draft Master Plan emphasizes a continued need for a diversity of housing typologies within the Township. The Multi-Unit 1 future land use along the State Highway corridor between the City of Saline and the commercial/mixed-use district at Michigan/State/Moon and near Saline High School provides opportunity to further the diversity of housing typology within the Township. This directly supports the Sustainability ("expanding the diversity of housing stock through affordable and multi-unit housing developments" and Equity goals (physical accessibility in transportation infrastructure, multi-income inclusion in housing developments..." identified in the draft Master Plan. Additionally, the Great Neighborhoods section of the draft master plan states that *"we must balance the need to expand our affordable and multi-unit housing stock to provide for residential diversity while preserving the open, green, and recreational spaces that are integral to who we are as a community. The latter objective has been achieved, mostly with success, over the past decade as we've embraced co-location of multi-unit housing next to single family, commercial and retail spaces."*

Further supporting a use of the site beyond one home per acre are:

- More dense residential development beyond 1 du/ac provides more opportunity for clustering to preserve natural features such wetlands, maintain the wildlife corridor, and provide buffer between Us-12 and single-family development to the properties southern border.
- The location along US-12 makes sense to develop in a manner allowing more density due to proximity to vehicle routes, urban areas, work opportunities, and educational facilities.
- An increase in density of this parcel spreads cost of construction (infrastructure) over more homes to make lower cost housing attainable to more of the community.
- The site has elements that would allow for the inclusion of a community waste water treatment plant, which arguably is a better solution for waste water for single family home development than individual septic systems.

We hope that you and those developing the Master Plan are in agreement with this opportunity to allow for suburban development in a suburban corridor. We look forward to being part of the conversation as the update/new Master Plan is finalized.

Sincerely,  
Norfolk Development Corporation



James G. Haeussler  
Director of  
Development

July 21, 2022

Pittsfield Township Planning Commission  
6201 West Michigan Avenue  
Ann Arbor, MI 48108  
Re: CUP 22-03 Tommy's Car Wash

My name is Kyle Lawrence and along with my brother, Patrick Lawrence, we are third generation multi-unit retail operators. We operate 21 convenience store/gas stations, four quick serve restaurants, and a 130' tunnel wash. Our retail locations are primarily serving the Thumb with a slight concentration in the Port Huron area. In addition, we also sell wholesale fuel all throughout the Great Lakes and Texas. Our company has been in operation for over 60 years. We are good corporate citizens and comply with all laws including any local laws where we operate.

We have a multi-unit development agreement with Tommy's Express to build five to eight locations in Washtenaw County. We plan to spend \$30m-\$50m developing these car washes. In order for us to have our senior lender allocate the capital for us, we had to provide our due diligence in order to show why we think spending \$6m on a tunnel express wash was a good idea. Our lender is Citizens and we work with a small office that focuses solely on gas stations and quick serve restaurants. They have many varying degrees in their loan portfolio of what a car wash is so it was difficult for them to understand the Tommy's Express experience without witnessing it for themselves. I am here today because thankfully, they were able to understand the differentiation that Tommy's Express provides.

First, Tommy's Express utilizes a three-lane customer que that has two outer lanes dedicated to customers who either: have the app, or a monthly pass. This allows repeat customers to skip around first time and pay per wash customers. The gate system utilizes license plate reading technology that can be typically faster than RFID, or bar code passes. None of the washes in the area have a dedicated member lane, let alone two. Second, as the customer loads on the moving floor, not a guided conveyor, there is nothing to bang your wheels and rims on. This moving floor can accommodate vehicles that sit lower to the ground, or have wider tires that cannot fit in a standard conveyor. The three pay lanes and the floating floor already indicate that this is going to be an express experience, and that becomes more obvious as the vehicle moves on without any employee assisted prep. This is then followed by a brief journey through the spacious building which includes a clear acrylic roof that softens the presence of the wash equipment. In addition to providing an outstanding customer experience, these differentiating characteristics allow the wash operator to process 200 cars per hour.

Our lender relies on us and trusts us to do our proper due diligence. Based on our track record together, I have their trust and confidence in providing accurate projections. I stated earlier that we operate one 130' tunnel wash. This site does just under \$600,000 in revenue. I am here to build a Tommy's Express because their average site does \$2.2m in revenue. They are by law required to provide accurate information in their franchise disclosure document where they state their average revenue figure. The Tommy's Express team uses an analysis software called Placer.ai. This software will show where customers will come from. In order for a site to be approved, it has to be capable of washing 15,000 cars per month. The proposed site passes these criteria and I project \$2m in revenue once mature, meaning months 13-24 will produce \$2m in sales. I do not see any other operator in a five-mile radius accomplishing this level of revenue. There is significant demand that is unmet that actually travels South



on US-23 and gets off at the W. Michigan exit. There is demand to the East side of Carpenter coming to the Sam's Club lot. There is a residential pocket to the South of W. Michigan and West of Carpenter Rd that is not having all of their demand met. The Tommy's Express team is seeing that for a trade area to support a tunnel wash that will do \$2m in revenue, there needs to be one car wash per 20,000 people within five miles of the proposed site. The five-mile radius population of the proposed site is 128,000 people meaning this would support six tunnel washes and there is an economic need of \$12m in car wash sales. This site is the sixth site in the radius, although I do not think that the other five car washes are collectively achieving \$10m in car wash sales. Even if the other five washes performed a remodel to be appealing to the customer and increased ability to throughput more cars, there would still be an economic need for this proposed site.

This site fulfills an unmet economic need. There are 22,800 cars per day on W. Michigan that are going past the site. In addition to Placer.ai, I have the cell phone data for visits to every single gas station in Washtenaw County. Proximal to the proposed site, there is the: Sam's Club gas station, Circle K, and BP stations on the corners of Carpenter and W. Michigan. Of over 110 stations in Washtenaw County, these three stations are all in the top 20, and they serve over 880,000 visits each year. This tells us that the consumer traveling this corridor values convenience and is skewed toward auto related retail.

In addressing what will happen with two proximal tunnel washes, we need to examine again the fact that these are two different experiences. The Tommy's Express has a flat belt versus guided conveyor so the competitor cannot wash dually trucks or lower riding vehicles. The vehicles are processed differently with the differing number of stacking lanes and the Tommy's Express having dedicated lanes for monthly pass customers. The Tommy's Express is a true express and does not have an employee prepping cars, and some people will prefer the speed of this, and others will not. Some people will like the lighter more open feel to the Tommy's Express and others will not. This is very similar to a consumer willing to wait longer for a Culver's hamburger versus a McDonald's hamburger. Both are hamburgers, but provide a different experience that different consumers value at different times based on their current needs. Speaking of quick serve restaurants, the car wash industry is evolving and Tommy's Express through experience is noticing customers are washing more frequently and prefer more options. There are currently 14,000 tunnel washes in the nation, and they estimate a need for 40,000 with the industry building 1,000 new washes per year. In the Tommy's Express home town of Holland, MI they are opening more stores in closer proximity to themselves even. The result was an increase in volumes across all of their locations in that trade area. Mister Car Wash is beginning to build in Holland because the Tommy's Express cannot build fast enough to saturate the market to keep them out. In Jenison, MI there was an existing Mister Car Wash that was pegged at 10,000 cars per month. Tommy's Express opened a location within 1,100 feet and began washing 30,000 cars per month. After checking back on the trade area, the new data showed that the Mister Car Wash was now washing 20,000 cars per month. The trade area went from washing 10,000 cars per month to 50,000 cars per month by bringing another offering and providing the consumer with options. We are in no way relying on customers that are already visiting the proximal competitor.

I have performed my due diligence on this concept and on this site. I have relied on the Tommy's Express team as the franchisor to use their tools to support the need for this site. They know that I plan to build five to eight of these and they also know that will not happen if the first one I open fails to live up to projections. We have looked at other sites in the area, and of everything available, this is still the best option for success. There will not be another source available to any of us here that could better

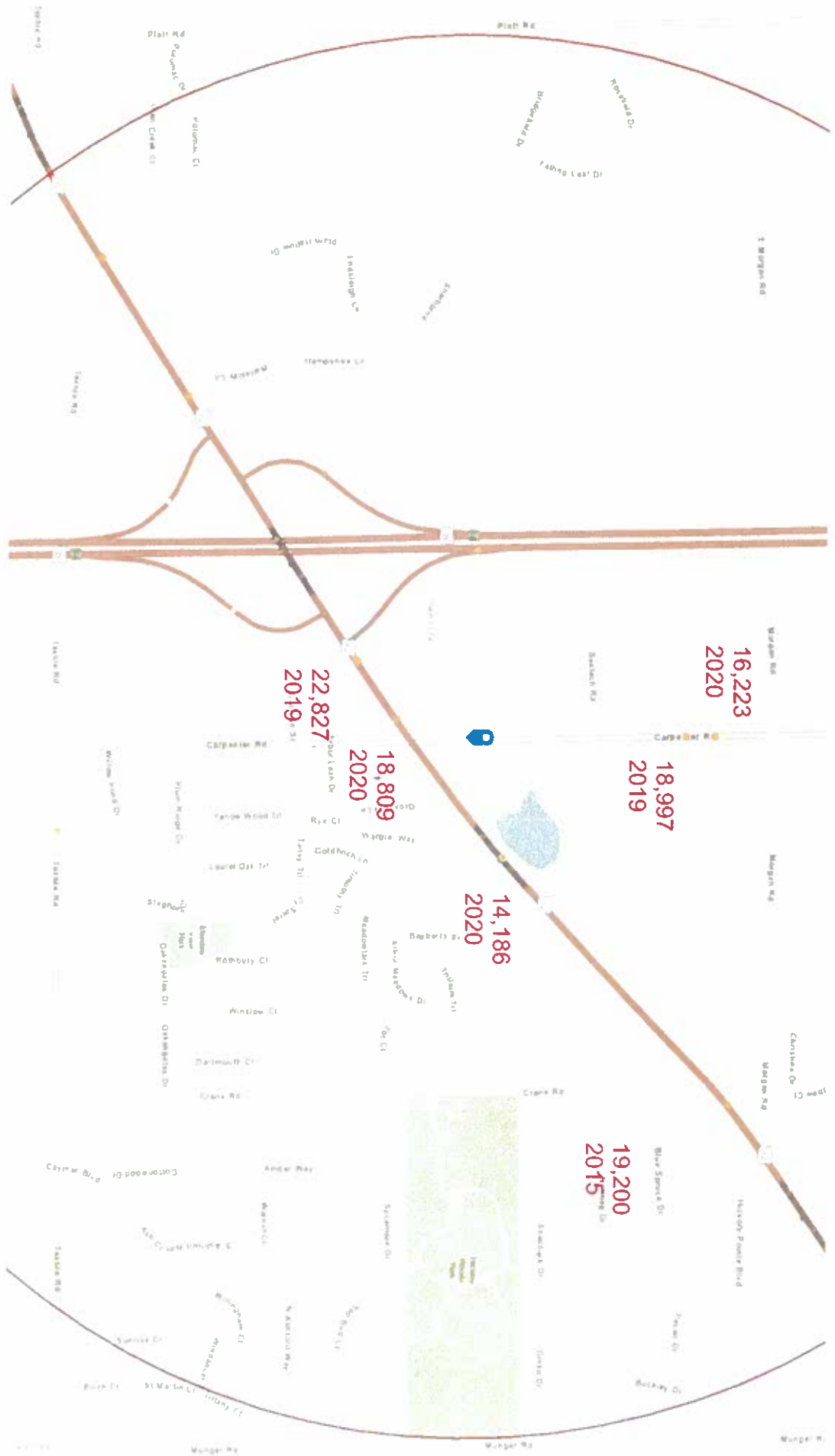
understand the economic need and probability of success than the Tommy's Express team. Their tools say the concept at this location will fulfill a larger unmet economic need than any of the other tunnel washes serving the area. We plan to serve a customer base that currently is not getting their needs met, meaning we are not taking customers from other washes to support our sales. We also plan to serve another set of customers who are not currently visiting the other area washes because they value another experience that is not currently being offered. Our partners on this project in Tommy's Express has their success and growth measured and monitored by their ability to properly demonstrate the economic need in many markets throughout the United States. They operate their own sites as well and have a lot of capital invested in their ability to demonstrate economic needs. Over time they have been able to learn through success and sometimes failure if their hypothesis for economic need is still sound. Their hypothesis around the concentration of tunnel washes and the current economic needs model has been a result of seeing what is working. We will not have another subject matter expert near the qualifications of this team that can be made available to this commission.

Thank you for your time and attention in discussing this matter.

A handwritten signature in black ink, appearing to read 'Kyle Lawrence', with a stylized, flowing script.

Kyle Lawrence  
CEO

Wadhams Franchise Development







**Good for cars. Great for your city.**

## Why Tommy's Express?

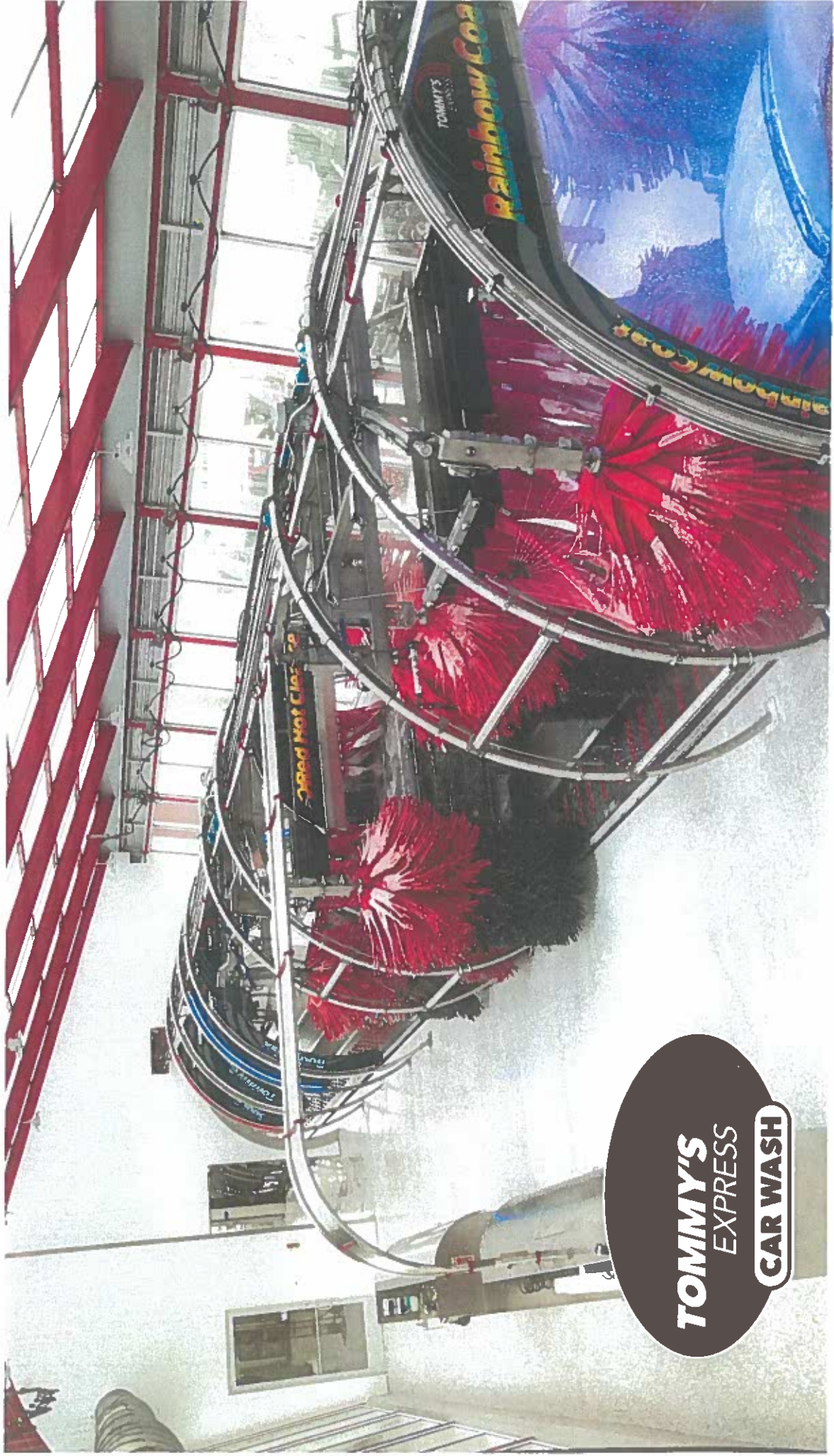
We have owned and operated some of the busiest car washes in the world. That, topped with our 50 years of operations experience, and our proven and tested process and site models makes Tommy's Express the clean choice for car wash franchising.











**TOMMY'S**  
EXPRESS

**CAR WASH**



50 YEARS  
INNOVATION  
INSPIRED BY  
OPERATION

## It all started with a few washes in West Michigan

Quality Car Wash opens its Eastown location on Holland's main street. For decades, this location would hold the record for washing **2,500 cars per day** for two consecutive days.

Jun and Tom Essenburg build and open a 180' Gas C-Store Car Wash. The site was the first to incorporate the **integrated Piggy Back System**, which still grounds Tommy Car Wash Designs. At peak performance the site can wash up to 205 cars per hour.

Tom Essenburg launches the Tommy Car Wash Systems equipment line as a new **signature service equipment** package for operators. The launch is highlighted in the grand opening of Tommy's Express, a full service wash converted to an Express car wash in Grand Rapids, Michigan, as well as a brand new Quality Car Wash Gas C-Store Carwash model with a barrel vault, clear acrylic roof located in Muskegon, Michigan.

Tommy Car Wash Systems reaches a milestone, installing the **100th Tommy Equipment package**.

Jun and Sonny Essenburg launch the first Quality Car Wash with a **Real redissaver system** located on 17th street in Holland, Michigan. After just a few years and great success they convert the wash into an automated 60' tunnel.

Quality Car Wash builds several new locations in Holland, Michigan. Quality also purchases several existing locations and renovates them for **improved services** and processing.

Tommy Car Wash Systems **partners with AWW** Equipment and launches a national distributorship network, helping to bring cutting-edge AWW products to leading car washes in the United States and abroad.

Tommy Car Wash Systems and AWW Equipment develop and install the **first ever west tunnel belt conveyor** (the Tommy Transporter™) at Quality Car Wash's Eastown location.

50  
YEARS

INNOVATION  
INSPIRED BY  
OPERATION

## It all started with a few washes in West Michigan

Tommy Car Wash Systems completes the first  
freestanding **locally Tommy Express** site design in  
Tulsa Oklahoma.

Quality Car Wash opens their 6th location, a  
locally Tommy Car Wash C-Store in Holland, MI.  
The "Winey Star" goes on to achieve record  
breaking success, processing **419,000 total  
vehicles in its first year** of operation.

Wash Club, an **adjoined Business plan  
member system** designed to support car wash  
club membership programs, is introduced to the  
car wash market. Tommy's Express Car Wash  
opens franchise partner site in Overland Park, KS.

Corporate owned Quality Car Wash sets world  
record by washing **1,256 cars in one day**. The  
Tommy's Express franchise opens 4 more  
locations in first quarter. (Las Vegas, NV /  
Manhattan, KS / Richmond, VA / Jonesboro, AR)

Tommy Car Wash Systems goes global,  
establishing relationships with **seven  
European distributors** and taking the  
continent by storm with a full size  
equipment demo at Automechanika in  
Frankfurt, Germany.

The Totally Tommy site design is updated and  
revised with new features plus **updated  
technology and architecture**. Orders are  
placed and independent locally Tommy washes  
begin operation around the United States.

The **Tommy's Express Car Wash franchise**  
is inaugurated as a sister car wash company  
supported by Tommy Car Wash Systems.  
Tommy's Express car washes feature the locally  
Tommy building design and a complete Tommy  
Car Wash Systems equipment package.

The Tommy's Express Car Wash franchise opens  
**6 locations across the USA**. (Joplin, MO /  
San Antonio, TX / Johnston, IN / Merrillville, CA /  
Omaha, NE / Sarasota, FL)

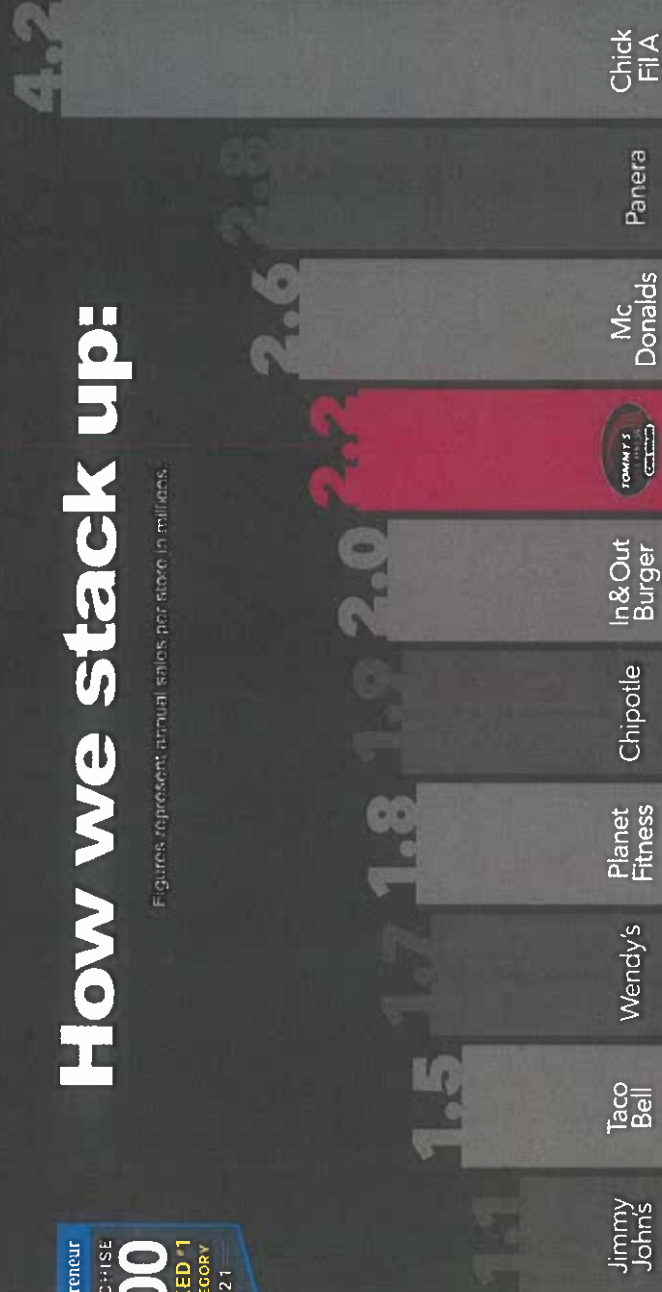


We are one of the fastest growing businesses with the most proven and complete opportunity in one of the fastest growing franchise industries.



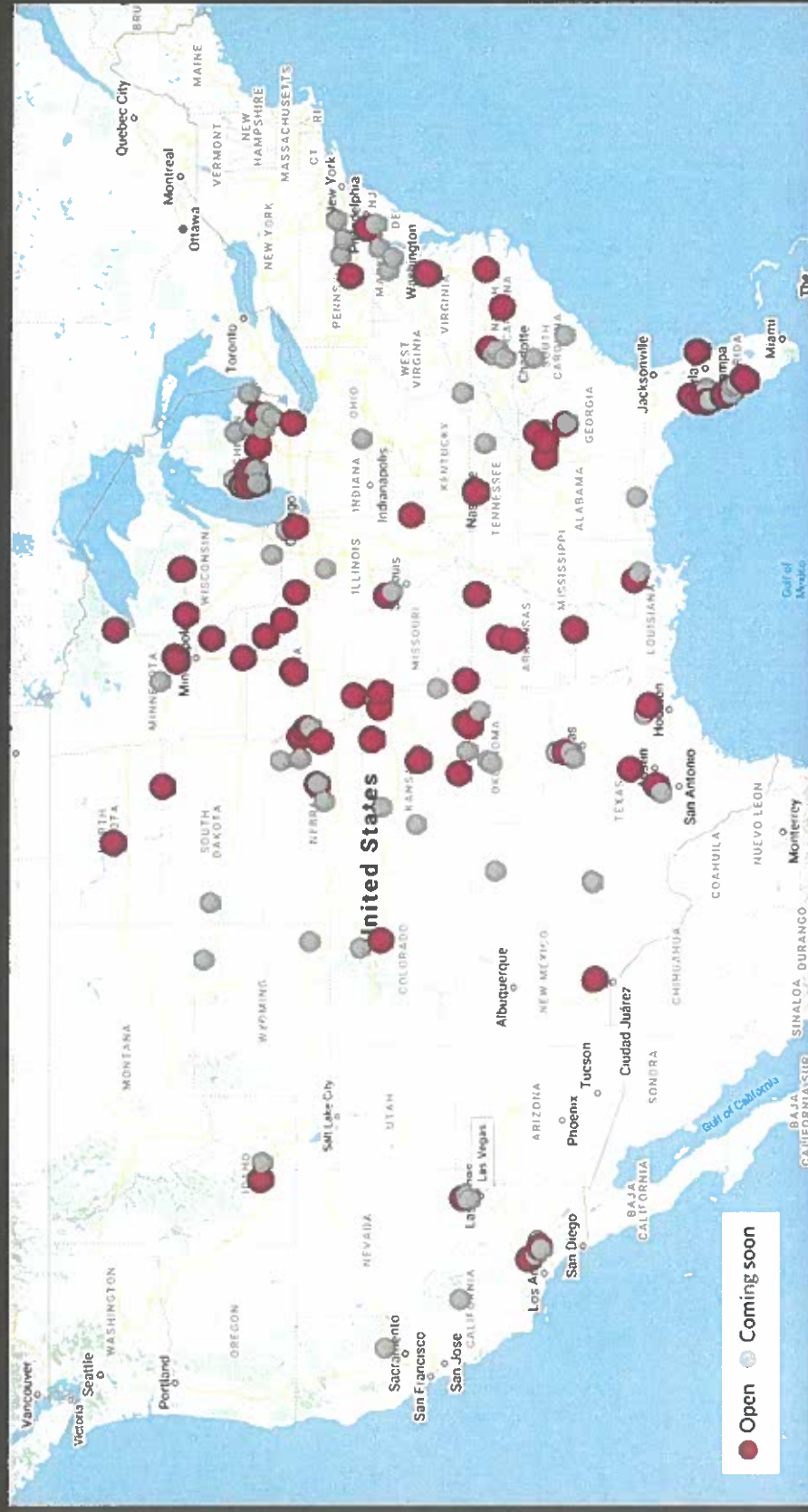
## How we stack up:

Figures represent annual sales per store in millions.



The next big story in franchising.







# Tommy's Express

## BENEFITS

### Environmentally Friendly

- Every location employs an advanced water reclaim system which not only uses up to 60% less fresh water than washing at home, it also keeps 100% of used water out of the storm system.
- Every Tommy's Express uses an average of 28 gallons of fresh water per car, where a typical home wash uses 100 gallons in 10min.
- We use advanced lighting controls and all LED lights to ensure every location can monitor and manage their everyday power usage.
- Our clear acrylic roof system allows for daylight harvesting so no lighting is required during most operational hours.







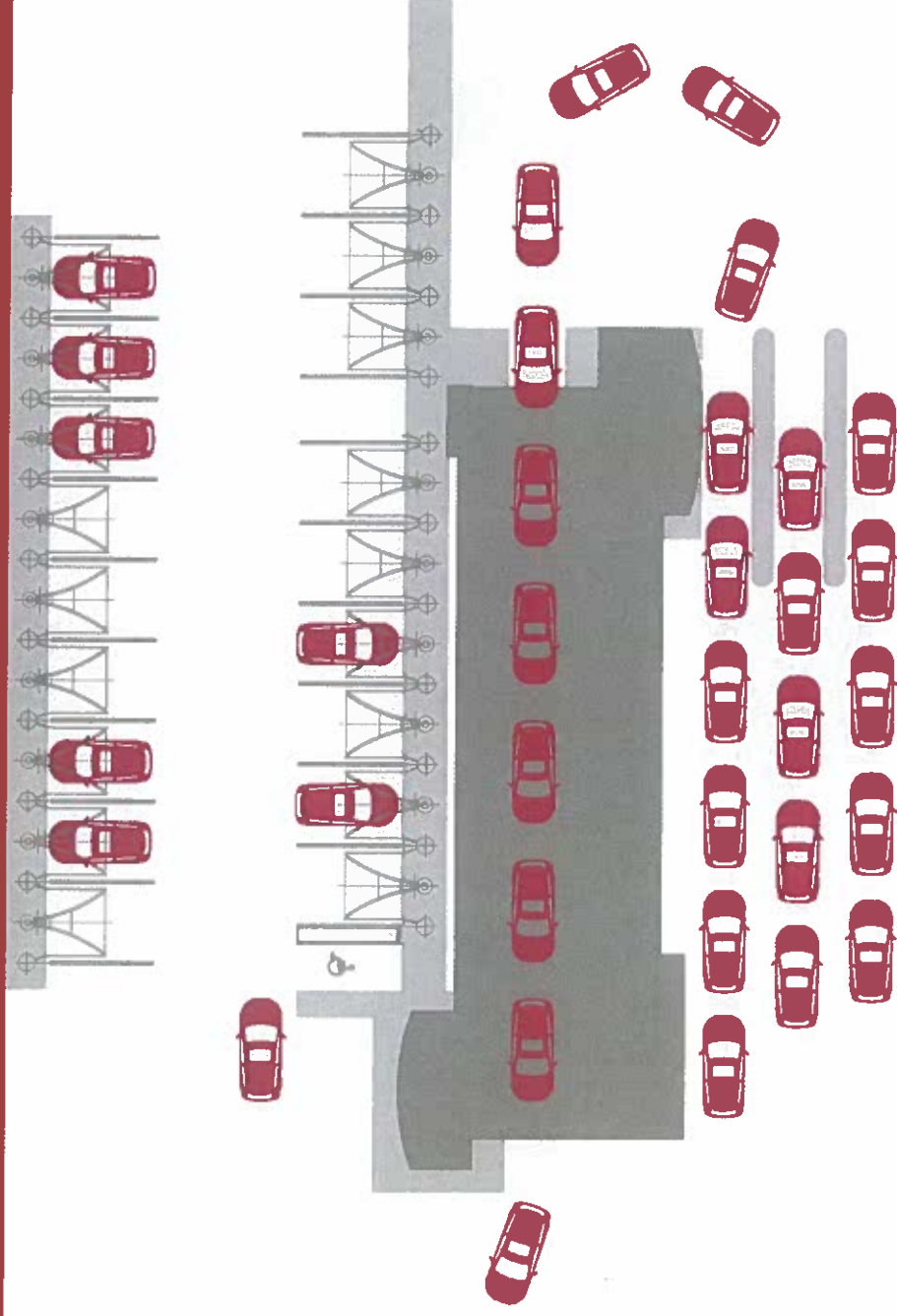
## Tommy's Express

### BENEFITS

#### Efficient Processing

With a combination of our unique, high-capacity design and proven efficient site layout, Tommy's Express locations can process more than 200 vehicles per hour, keeping lines short and customers happy.

## Stacking Model





# Tommy's Express

## BENEFITS



## World Class Facilities and Operations

- The iconic Tommy's Express architecture is aesthetically appealing and an instantly identifiable landmark in cities across the country
- Every site is required to maintain our high standards of professionalism. Extensive training and regular auditing provides cities with a clean, professionally-run retail destination and a valuable community partner.

## Tommy's Express BENEFITS

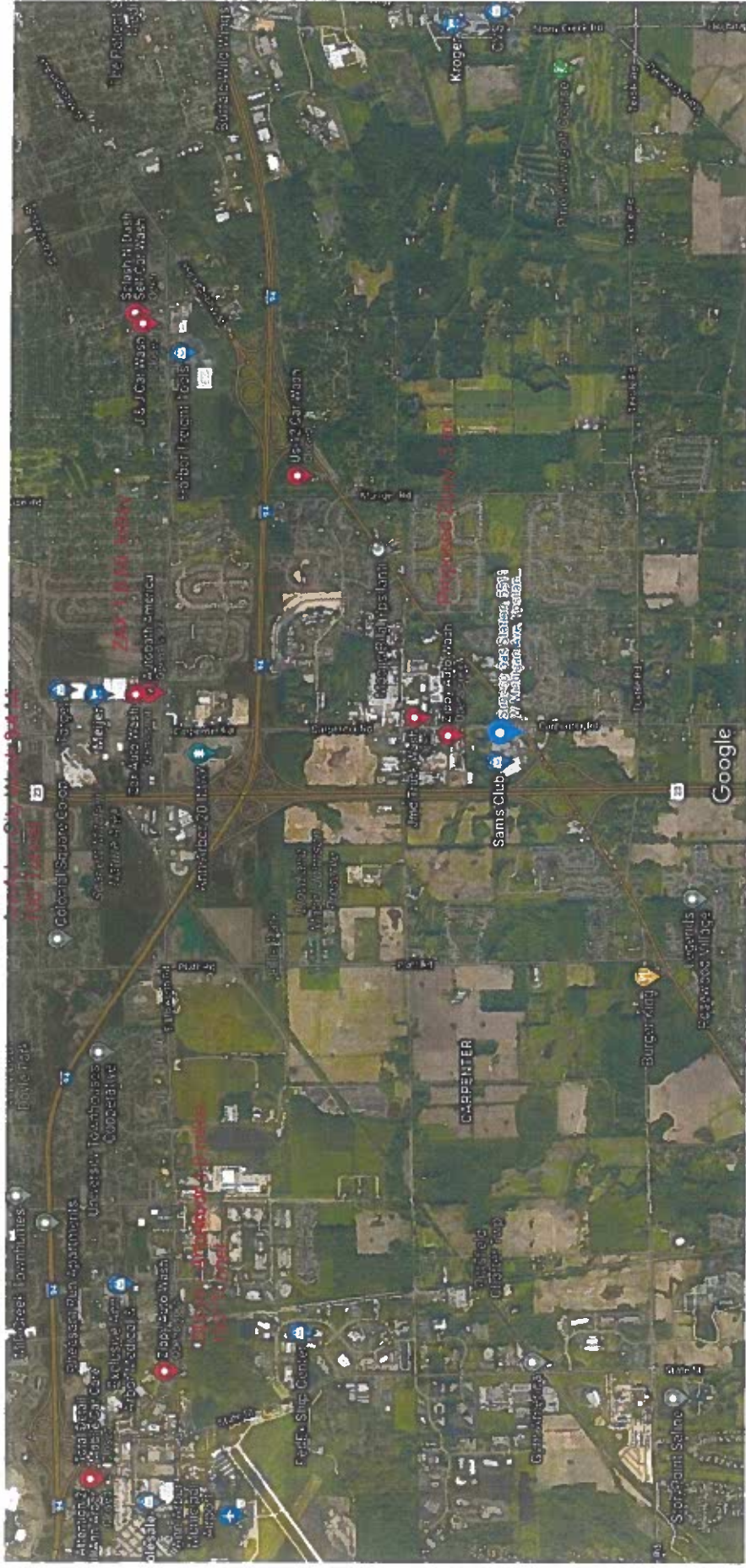


### Community Focused

Every Tommy's Express location is part of a national franchise brand and is locally owned and operated, providing high national standards and a valuable community partner. Tommy's Express owners are encouraged to partner with local organizations for the benefit of the community.





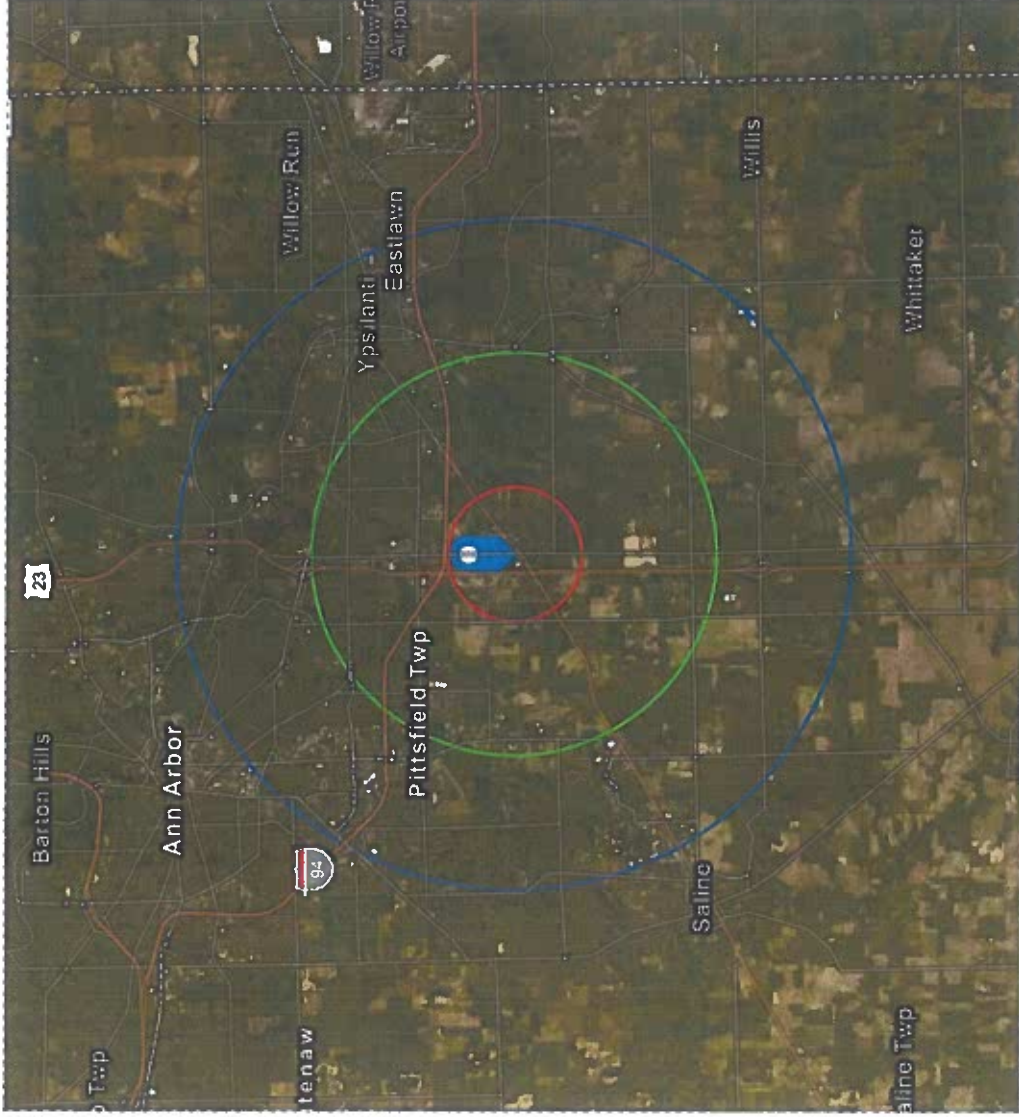


Imagery ©2021 CNES / Airbus, Landsat / Copernicus, Maxar Technologies, U.S. Geological Survey, USDA Farm Service Agency, Map data ©2021 Google 2000 ft

Zippy - Saline 4.9 Mi  
150' Tunnel

Site is Blue Pin  
5458 Carpenter, Ypsilanti





1 mile

### Tapestry Segments



**8C**  
**Bright Young Professionals**  
658 households

**25.3%**  
of Households



**4B**  
**Home Improvement**  
603 households

**23.1%**  
of Households



**11B**  
**Young and Restless**  
503 households

**19.3%**  
of Households

1 mile

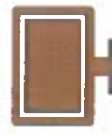
### Race and Ethnicity

The largest group: White Alone (63.84)  
The smallest group: Pacific Islander Alone (0.00)

Indicator ▲	Value	Diff
White Alone	63.84	-8.63
Black Alone	11.04	-1.00
American Indian/Alaska Native Alone	0.54	+0.21
Asian Alone	13.15	+3.56
Pacific Islander Alone	0.00	+0.84
Other Race	5.48	+4.03

Washtenaw County

### INTERNET ACCESS



**79%**

Use Computer



**89%**

Use Cell Phone

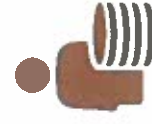
1 mile

### INCOME



**\$82,009**

Median Household Income



**\$43,928**

Per Capita Income



**\$189,925**

Median Net Worth

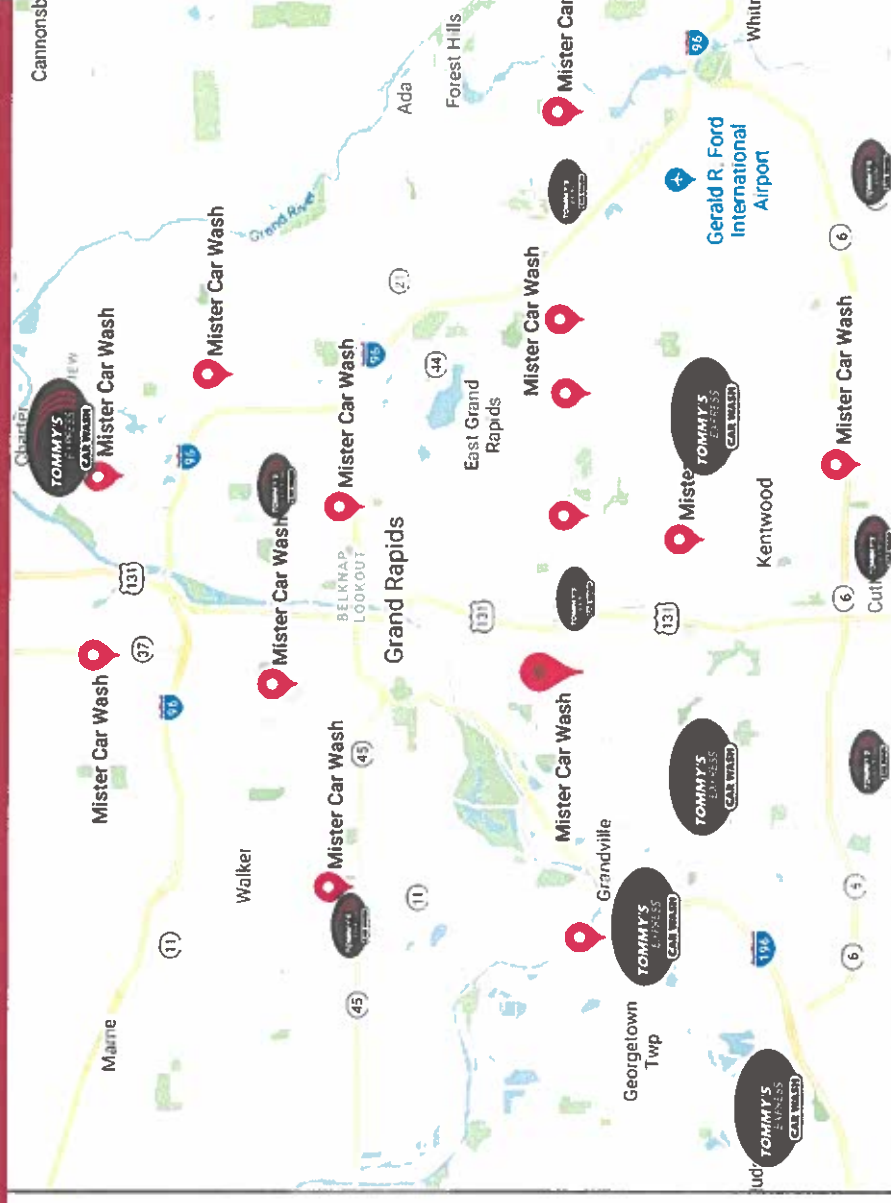
Variables	1 mile	3 miles	5 miles
2020 Total Population	6,721	41,919	128,334
2020 Total Households	2,605	17,247	52,559
2020 Average Household Size	2.55	2.36	2.33
2020 Median Household Income	\$82,009	\$64,913	\$69,588
2020 Median Age	34.5	35.7	34.5



# Trends

# Consolidation

- ▲ 600,000 population city
- ▲ 15 Mister Car Washes
- ▲ 5 Tommy's Express CW
- ▲ 7 under development

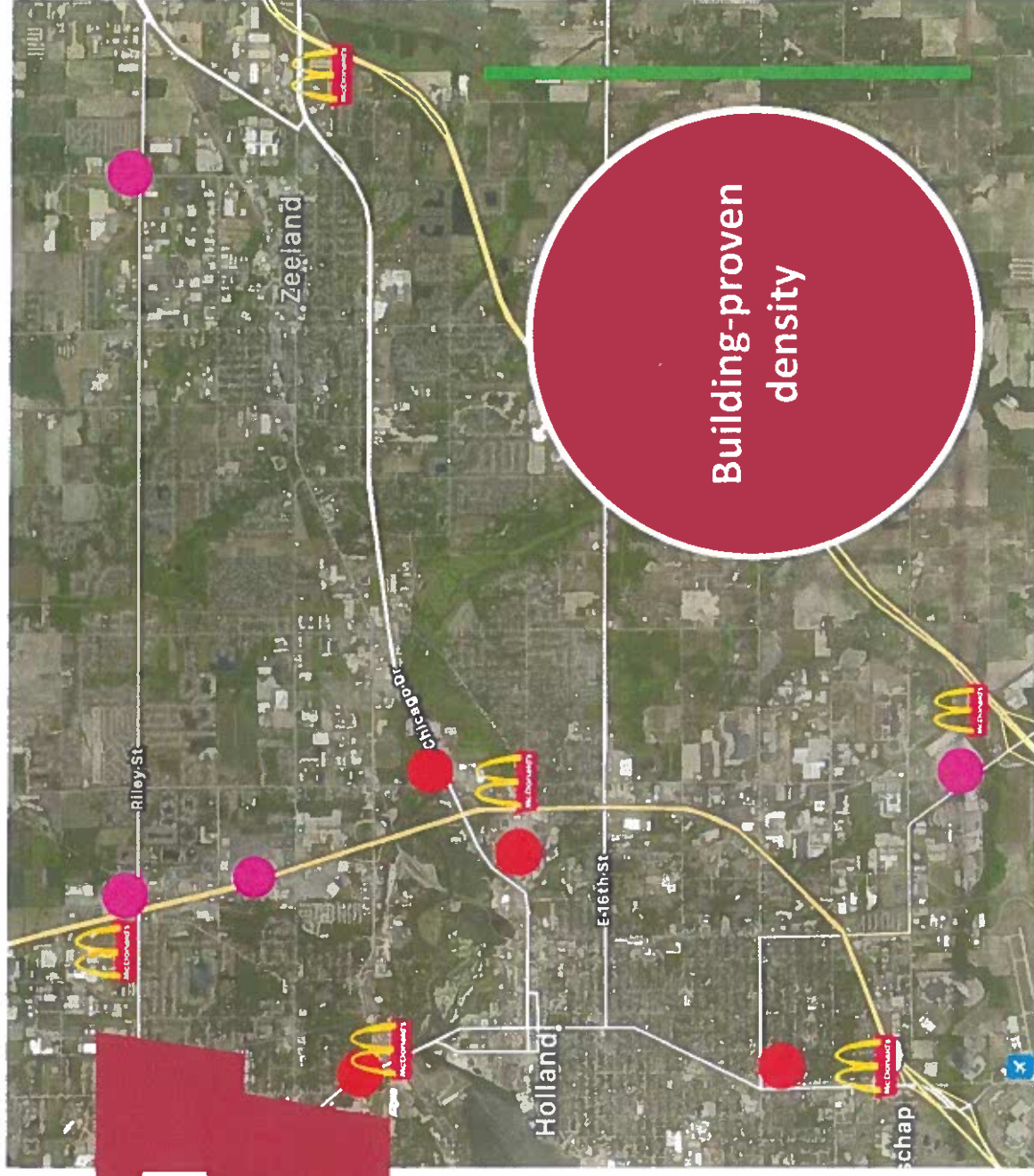


# Underserved markets

▲ 6 McDonalds soon to be 6 TommyClub sites

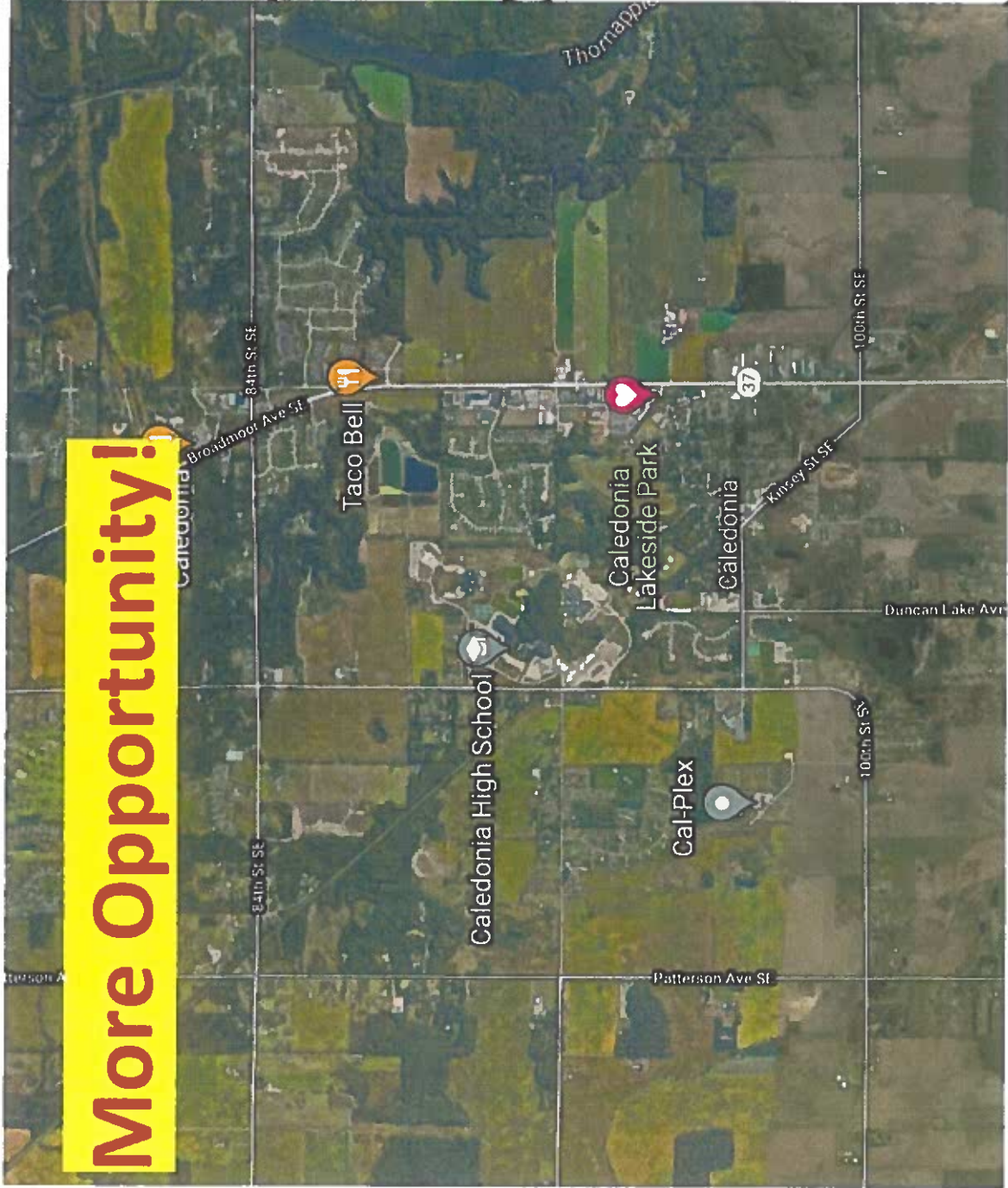
▲ 120k population

▲ 1.2M cars/year





More Opportunity!



Q 9481 cherry hill caled

Cancel

Grand Rapids

Jenison

Byron Center

Midleville

Wavland

Freeport

Clare

Lowell

Gerald R. Ford International Airport (GRR)

Overview

Race

Age

Housing

Income

Michigan

Kent

Population:

Housing Units:

Median Income:

Females:

Radius: 3.00 miles

Overview

Caledonia

49316

9,732

3,623

\$72,493.00

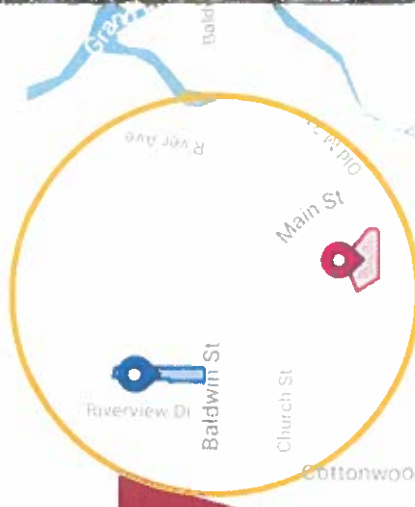
Males:

4,868

Set Radius

# Determining

# Potential...



## Mister Car Wash (Inc. Short-Visits)

325 Baldwin St, Jenison, MI 49428

Visits Monthly

80K

53.3K

26.7K

Visits

0

Apr. 2021 May. 2021 Jun. 2021 Jul. 2021 Aug. 2021 Sep. 2021 Oct. 2021 Nov. 2021 Dec. 2021 Jan. 2022 Feb. 2022 Mar. 2022

## Vs

## Tommy's Express Car Wash (Inc. ...)

155 Chicago Dr, Jenison, MI 49428

355,000 cars  
2021  
(29,500/mo.)  
?





1,108 ft

3

23





# Good for cars. Great for your city.



## Environmentally Friendly

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for more info visit: [www.tommys-express.com/franchise](http://www.tommys-express.com/franchise)



### Sam's Club

5450 Carpenter Rd, Ypsilanti 48197, MI



### McDonald's

5550 W Michigan Ave, Ypsilanti, 48197 MI



### Sam's Club Gas Station

5450 Carpenter Rd, Ypsilanti Township, 48197, MI



### Circle K

5495 W Michigan, Ypsilanti, 48197 MI







### Sunoco

5511 W Michigan Ave, Ypsilanti 48197 MI

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Metrics

Metric Name	 <b>Sam's Club</b> 5450 Carpenter Rd, Ypsilanti, 48197, MI	 <b>McDonald's</b> 5550 W Michigan Ave, Ypsilanti, 48197, MI	 <b>Sam's Club Gas Station</b> 5450 Carpenter Rd, Ypsilanti Township, 48197, MI	 <b>Circle K</b> 5495 W Michigan, Ypsilanti, 48197, MI	 <b>Sunoco</b> 5511 W Michigan Ave, Ypsilanti, 48197, MI
Visits	1.26M	135.5K	130.4K	48.3K	46.8K
Visits / sq ft	9.4	23.05	22.95	13.13	6.92
Visitors	231.5K	78.1K	59.2K	25.8K	29.5K
Visit frequency	5.43	1.74	2.2	1.87	1.59
Avg. Dwell Time	45 min	45 min	24 min	27 min	34 min
Panel Visits	19.9K	2.2K	1.8K	761	762

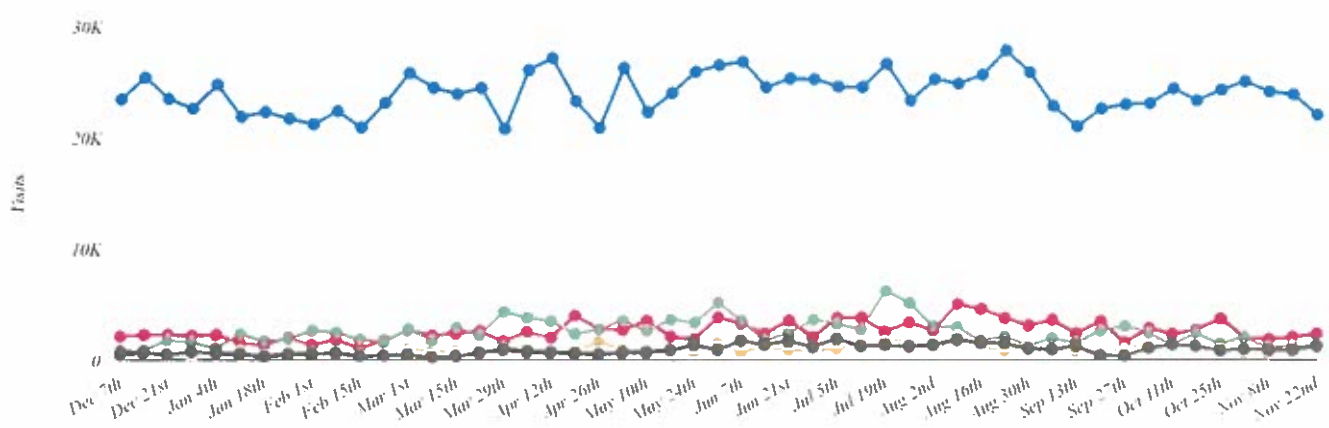
Dec 1st, 2020 - Nov 30th, 2021

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



# Visits Trend

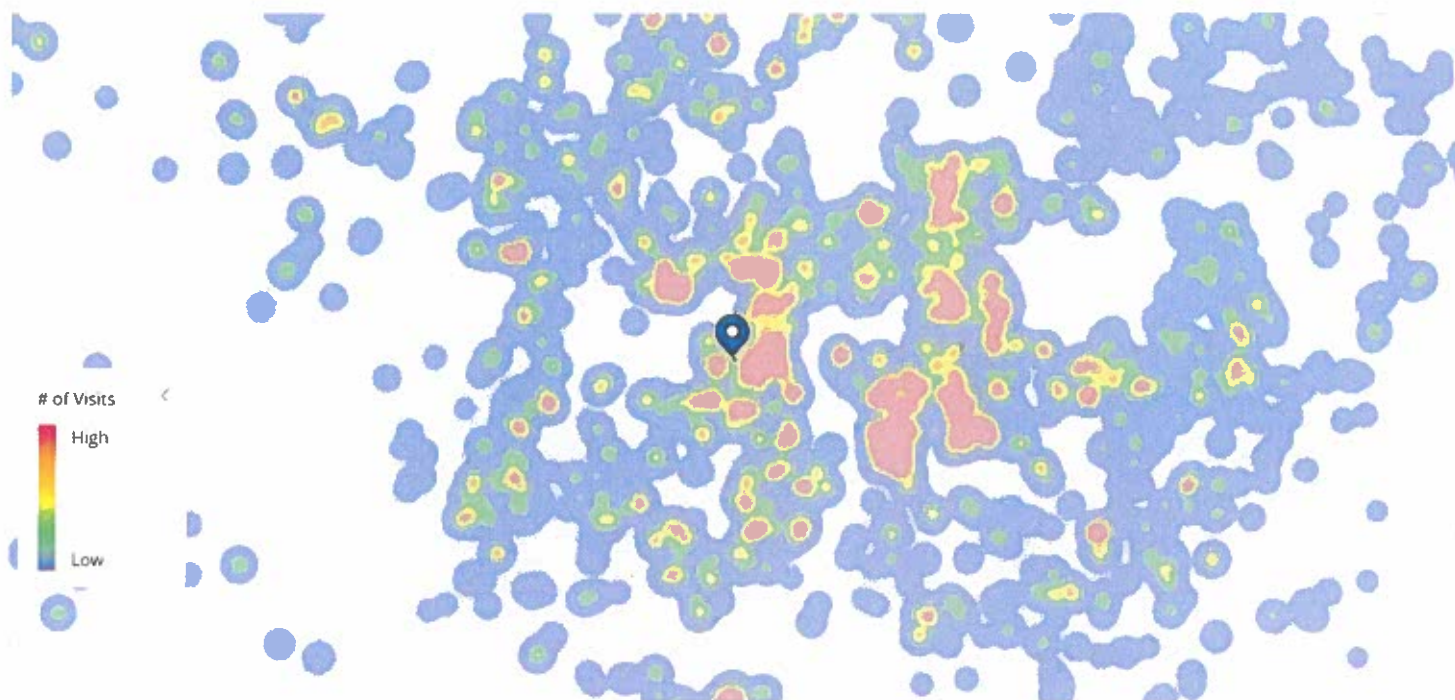
- Sam's Club / Carpenter Rd
- McDonald's / W Michigan Ave
- Sam's Club Gas Station / Carpenter Rd
- Circle K / W Michigan
- Sunoco / W Michigan Ave





## Trade Area

**Sam's Club**  
5450 Carpenter Rd, Ypsilanti, 48197, MI

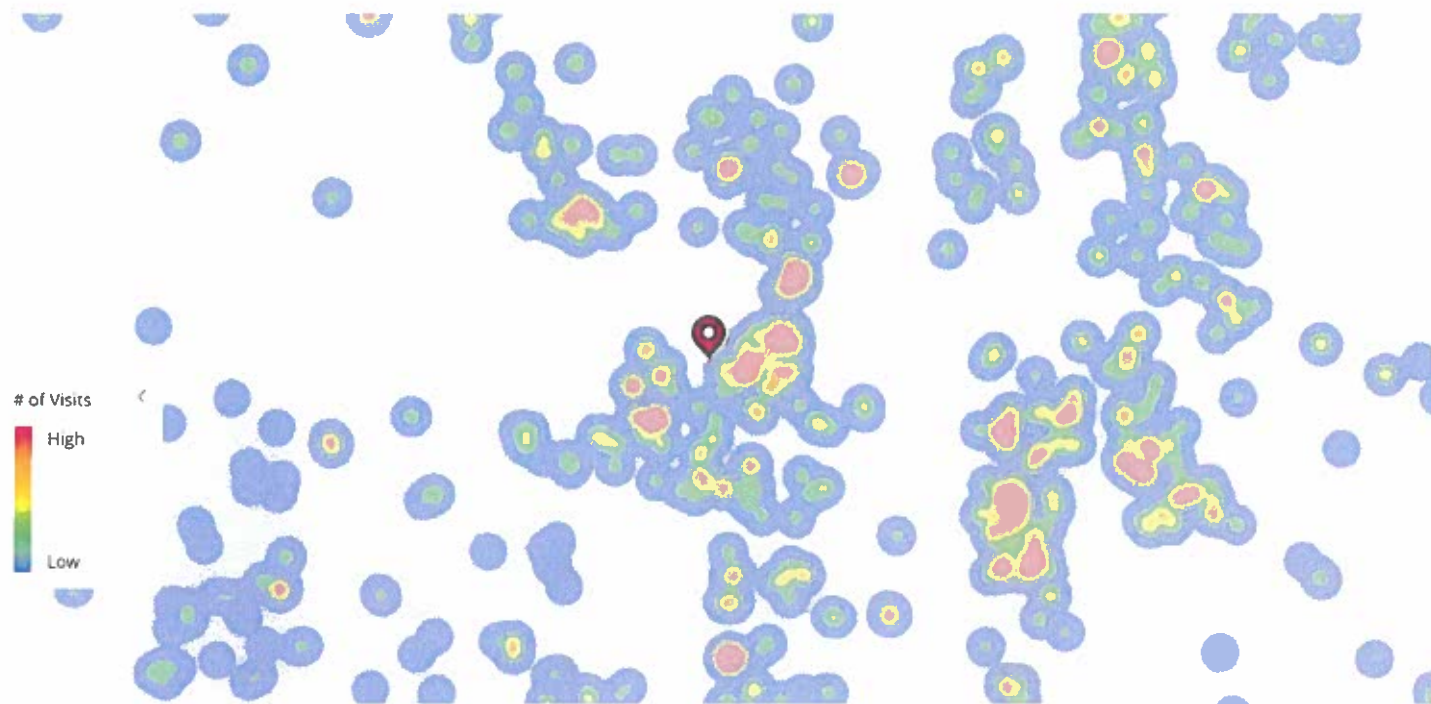


Dec 1st, 2020 - Nov 30th, 2021

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

## Trade Area

**McDonald's**  
5550 W Michigan Ave, Ypsilanti, 48197

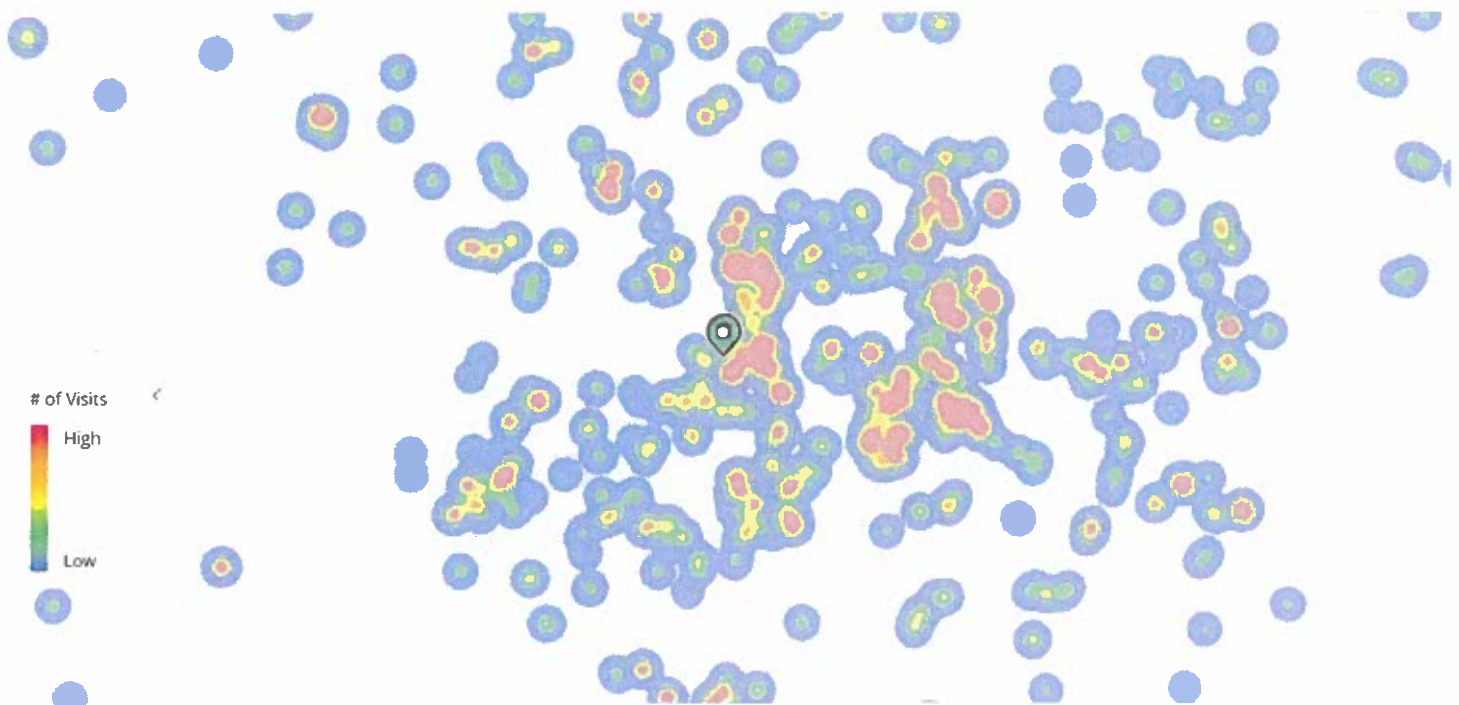


Dec 1st, 2020 - Nov 30th, 2021

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

## Trade Area

**Sam's Club Gas Station**  
5450 Carpenter Rd, Ypsilanti Township

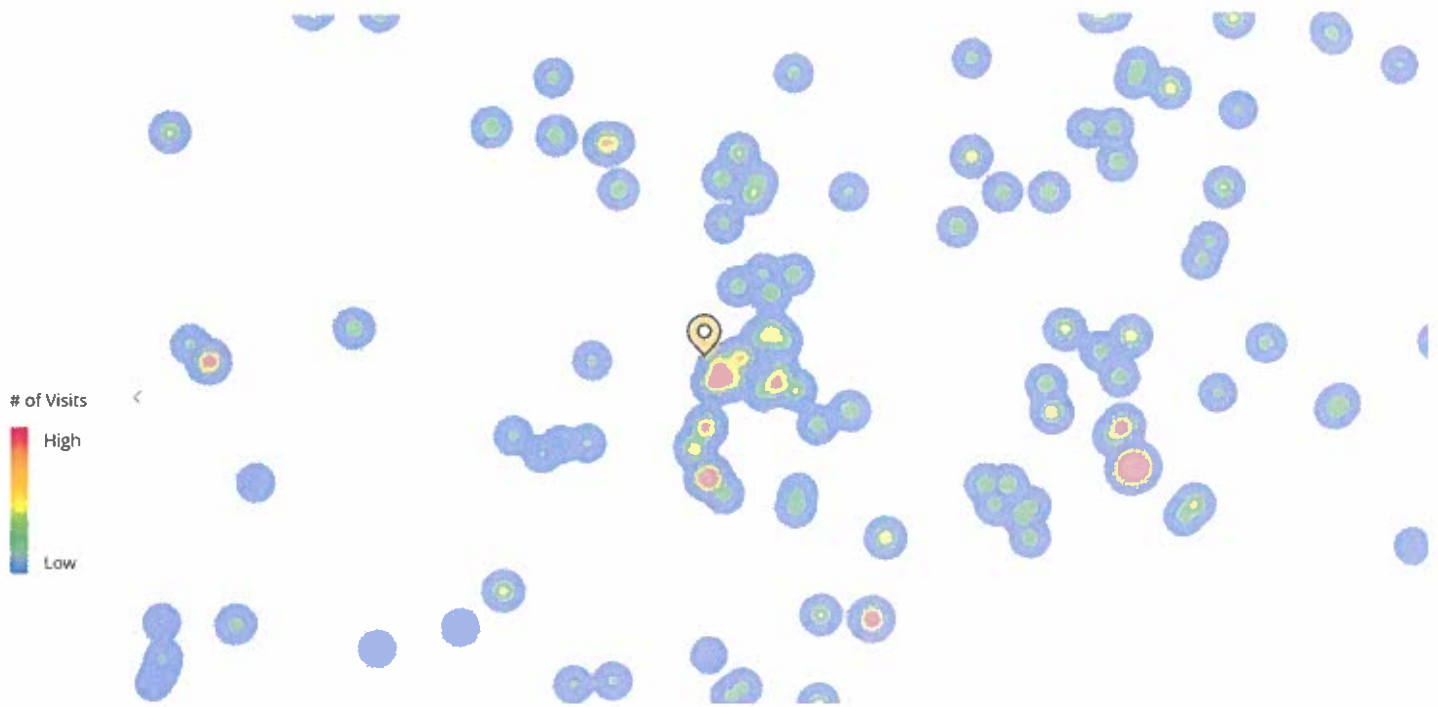


Dec 1st, 2020 - Nov 30th, 2021

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

## Trade Area

**Circle K**  
5495 W Michigan, Ypsilanti, 48197, MI

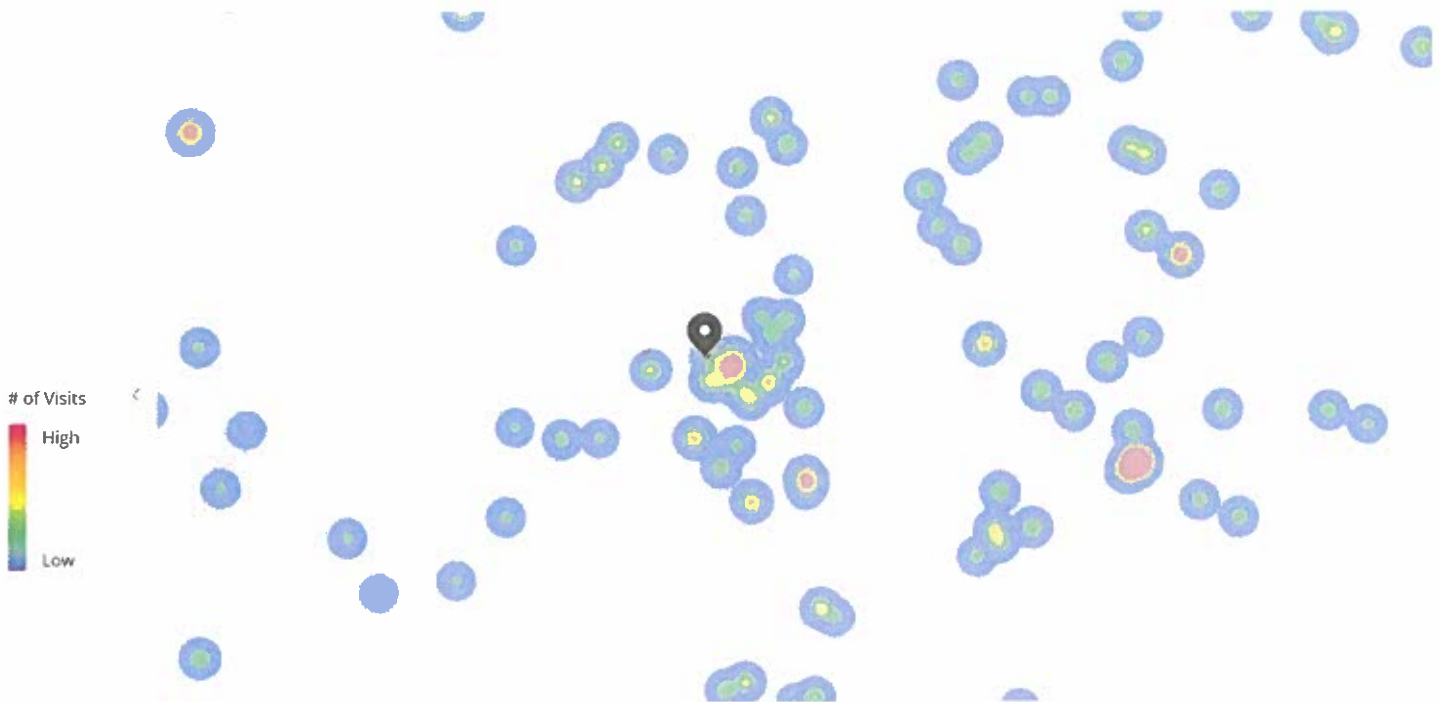


Dec 1st, 2020 - Nov 30th, 2021

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

## Trade Area

**Sunoco**  
5511 W Michigan Ave, Ypsilanti, 48197

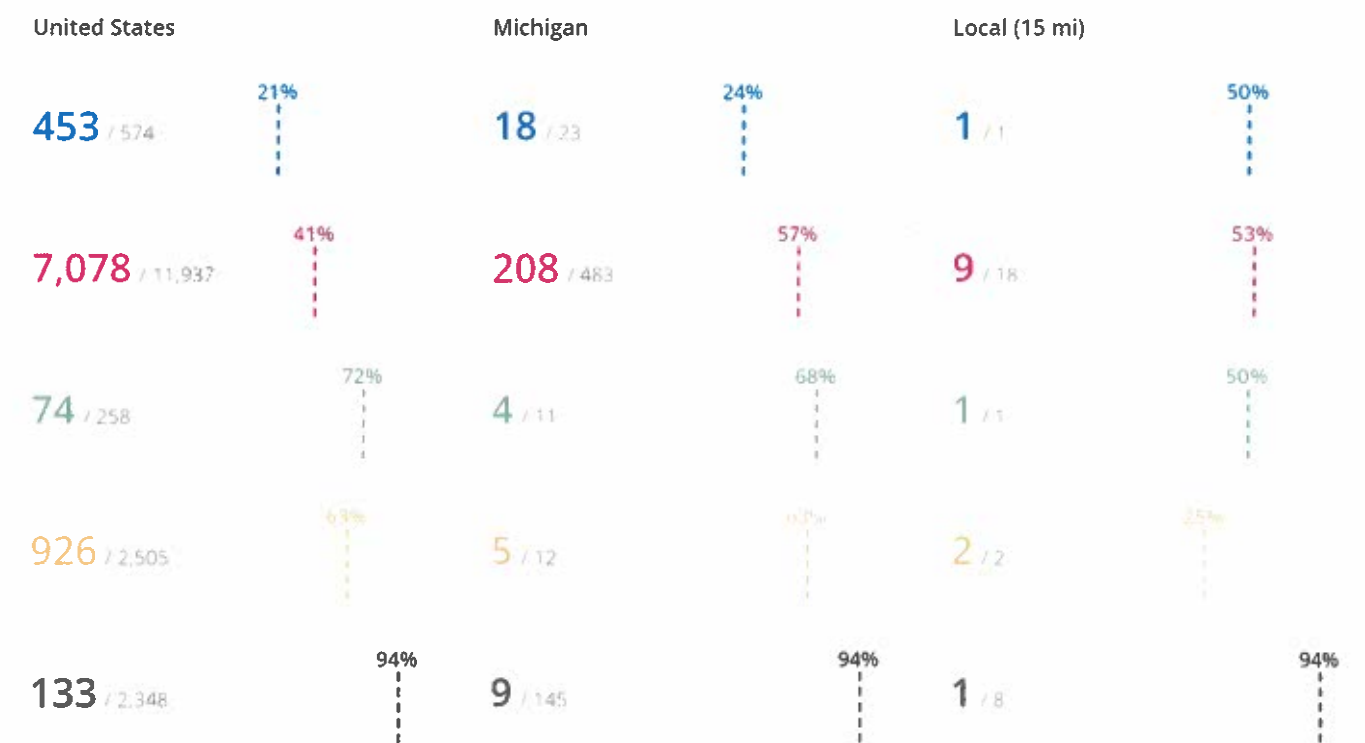


Dec 1st, 2020 - Nov 30th, 2021

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

Ranking Overview - Chain

- Sam's Club / Carpenter Rd
- McDonald's / W Michigan Ave
- Sam's Club Gas Station / Carpenter Rd
- Circle K / W Michigan
- Sunoco / W Michigan Ave



## Typical Visitor Persona

### Sam's Club



Ethnicity **White**  
Income **\$75K - \$100K**

### McDonald's



Ethnicity **White**  
Income **\$75K - \$100K**

### Sam's Club Gas Station



Ethnicity **White**  
Income **\$75K - \$100K**

### Walmart



Ethnicity **White**  
Income **\$75K - \$100K**

### Sunoco



Ethnicity **White**  
Income **\$75K - \$100K**

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Favorite Places

### Sam's Club / Carpenter Rd

	Place	Distance	Visitors
1	<b>Arborland Center</b> Washtenaw Ave	3.34 mi	111.5K (48.2%)
2	<b>Briarwood Mall</b> Briarwood Circle	3.79 mi	106.1K (45.8%)
3	<b>Carpenter Plaza</b> Carpenter Rd	2.31 mi	99.7K (43%)
4	<b>Detroit Metropolitan Wayne County Airport</b> W G Rogell Dr #602	16.69 mi	89.2K (38.5%)
5	<b>Walmart Supercenter</b> E Michigan Ave	3.01 mi	84.6K (36.5%)

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Favorite Places

### McDonald's / W Michigan Ave

	Place	Distance	Visitors
1	<b>Sam's Club</b> Carpenter Rd	0.1 mi	39.3K (50.4%)
2	<b>Arborland Center</b> Washtenaw Ave	3.39 mi	39.1K (50.1%)
3	<b>Carpenter Plaza</b> Carpenter Rd	2.35 mi	37.7K (48.3%)
4	<b>Briarwood Mall</b> Briarwood Circle	3.89 mi	36.6K (46.9%)
5	<b>Walmart Supercenter</b> E Michigan Ave	3.07 mi	35.1K (45%)

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Favorite Places

### Sam's Club Gas Station / Carpenter Rd

	Place	Distance	Visitors
1	<b>Sam's Club</b> Carpenter Rd	0.07 mi	46.8K (79%)
2	<b>Arborland Center</b> Washtenaw Ave	3.4 mi	36K (60.9%)
3	<b>Carpenter Plaza</b> Carpenter Rd	2.37 mi	35K (59.2%)
4	<b>Briarwood Mall</b> Briarwood Circle	3.86 mi	32.6K (55%)
5	<b>Walmart Supercenter</b> E Michigan Ave	3.01 mi	29.7K (50.3%)

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))





## Favorite Places

### Circle K / W Michigan

	Place	Distance	Visitors
1	<b>Carpenter Plaza</b> Carpenter Rd	2.36 mi	9.5K (37%)
2	<b>Arborland Center</b> Washtenaw Ave	3.41 mi	9.3K (36%)
3	<b>Meijer</b> Carpenter Rd	1.75 mi	9K (35%)
4	<b>Detroit Metropolitan Wayne County Airport</b> W G Rogell Dr #602	16.5 mi	8.9K (34.7%)
5	<b>Briarwood Mall</b> Briarwood Circle	3.99 mi	8.4K (32.5%)

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Favorite Places

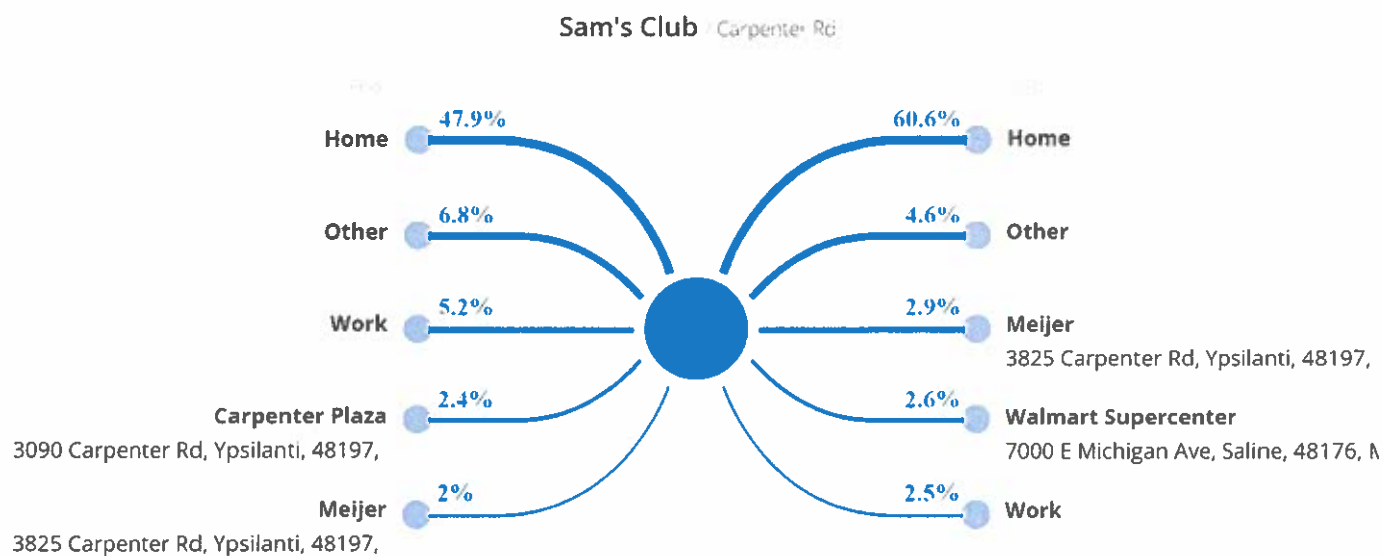
### Sunoco / W Michigan Ave

	Place	Distance	Visitors
1	<b>Carpenter Plaza</b> Carpenter Rd	2.4 mi	8.8K (29.9%)
2	<b>Detroit Metropolitan Wayne County Airport</b> W G Rogell Dr #602	16.55 mi	8.4K (28.5%)
3	<b>Arborland Center</b> Washtenaw Ave	3.44 mi	8K (27%)
4	<b>Walmart Supercenter</b> E Michigan Ave	3.09 mi	7.6K (25.9%)
5	<b>Meijer</b> Carpenter Rd	1.79 mi	7.3K (24.6%)

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



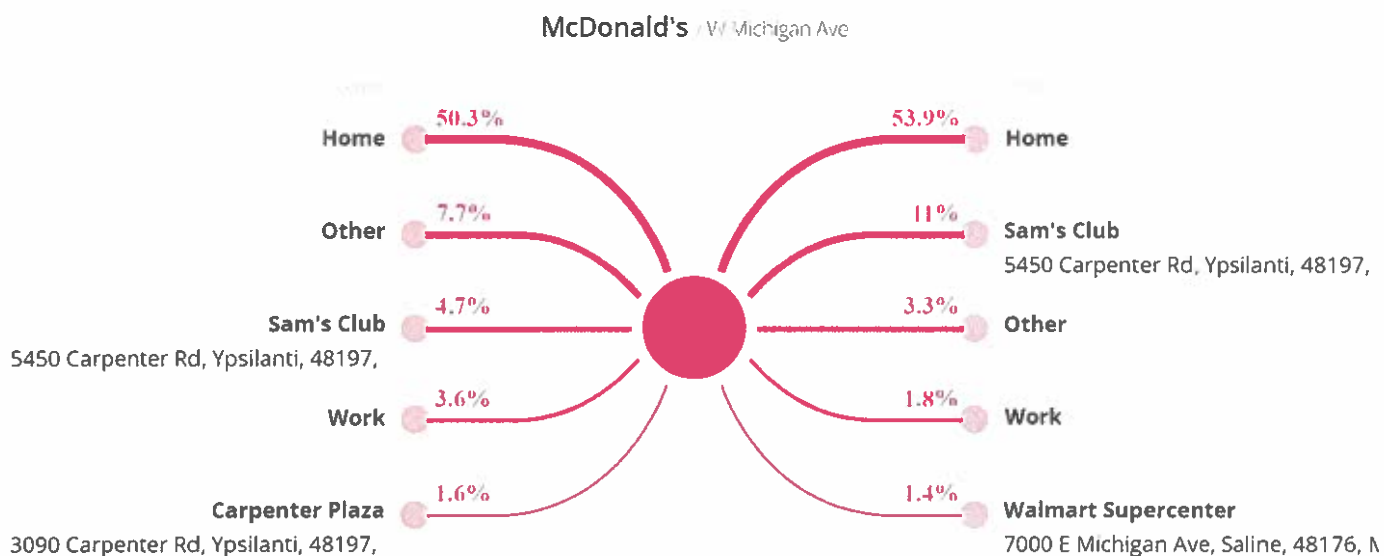
## Visitor Journey



Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Visitor Journey

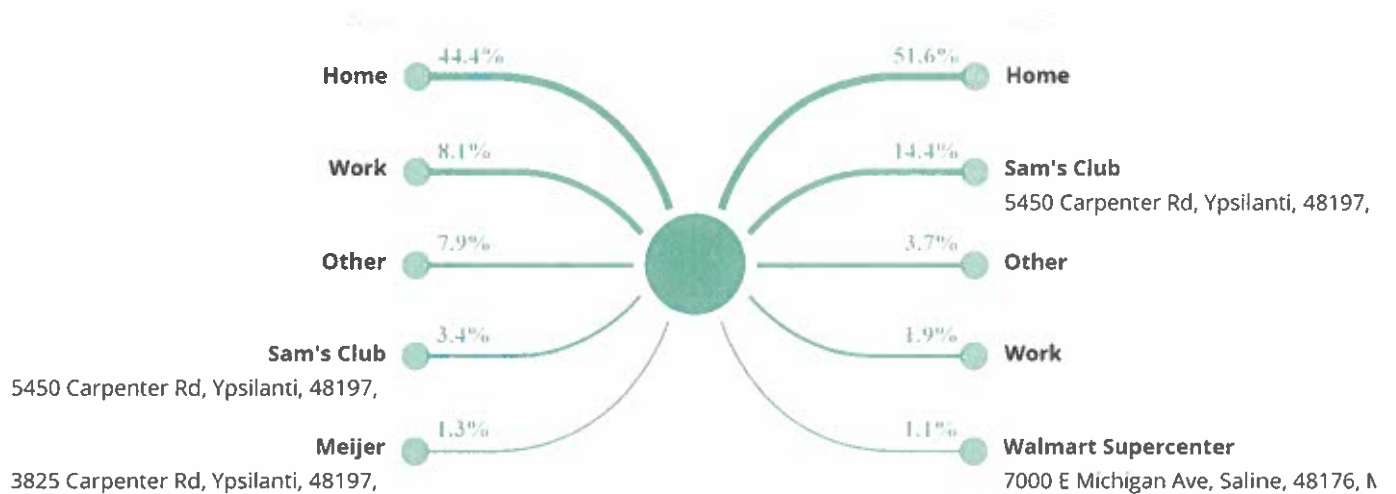


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Visitor Journey

### Sam's Club Gas Station / Carpenter Rd

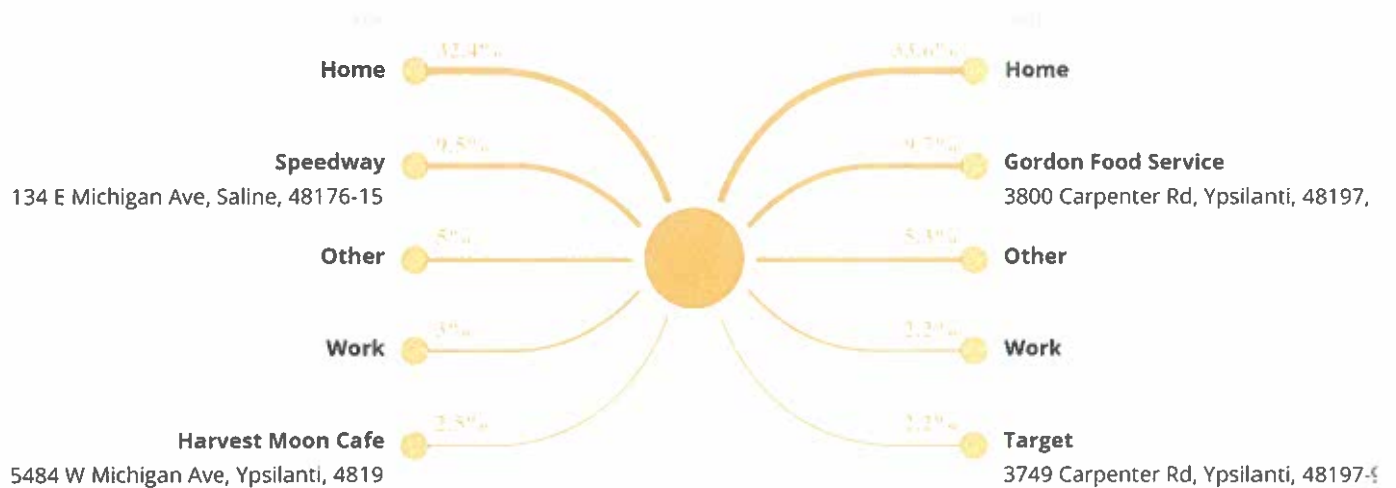


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Visitor Journey

### Circle K / W Michigan

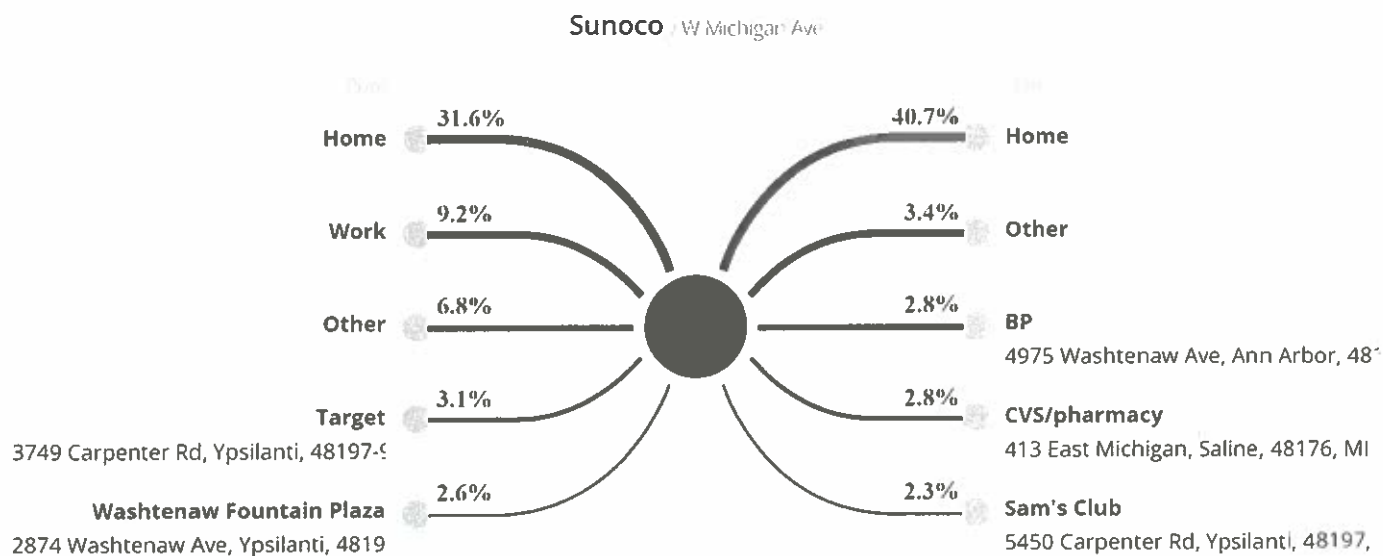


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))





## Visitor Journey



Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Visitor Journey: Routes - Prior Location

● Sam's Club / Carpenter Rd

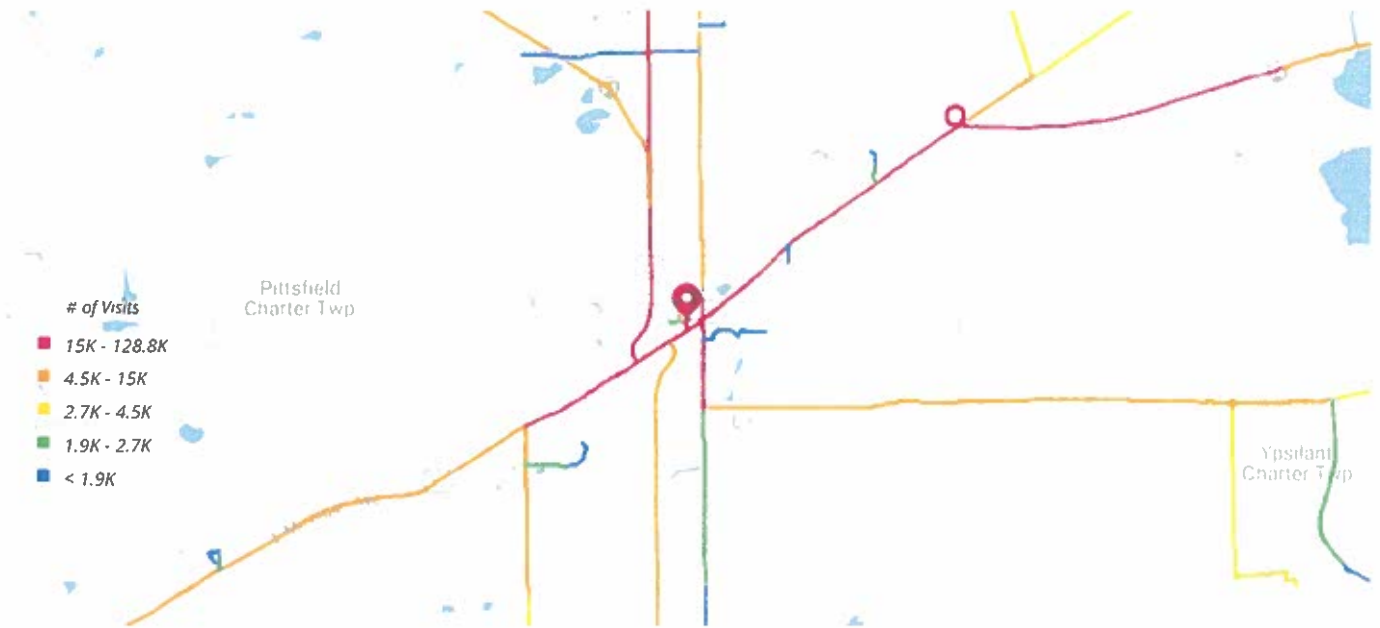


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Visitor Journey: Routes - Prior Location

● McDonald's / W Michigan Ave

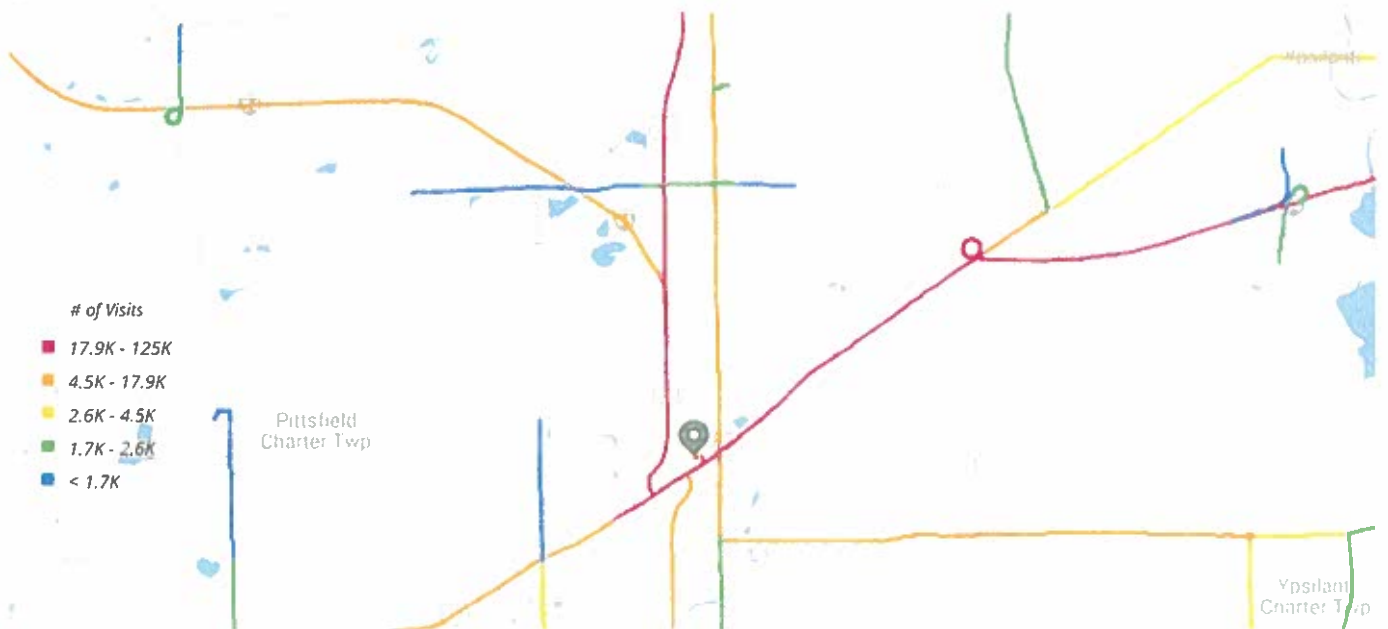


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Visitor Journey: Routes - Prior Location

● Sam's Club Gas Station / Carpenter Rd



Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Visitor Journey: Routes - Prior Location



Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Visitor Journey: Routes - Prior Location



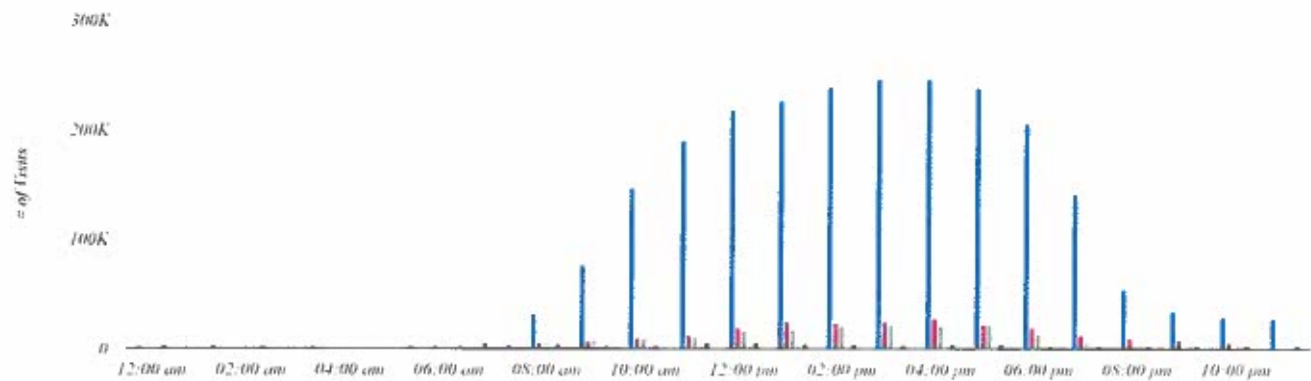
Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))





Hourly Visits

- Sam's Club / Carpenter Rd
- McDonald's / W Michigan Ave
- Sam's Club Gas Station / Carpenter Rd
- Circle K / W Michigan
- Sunoco / W Michigan Ave

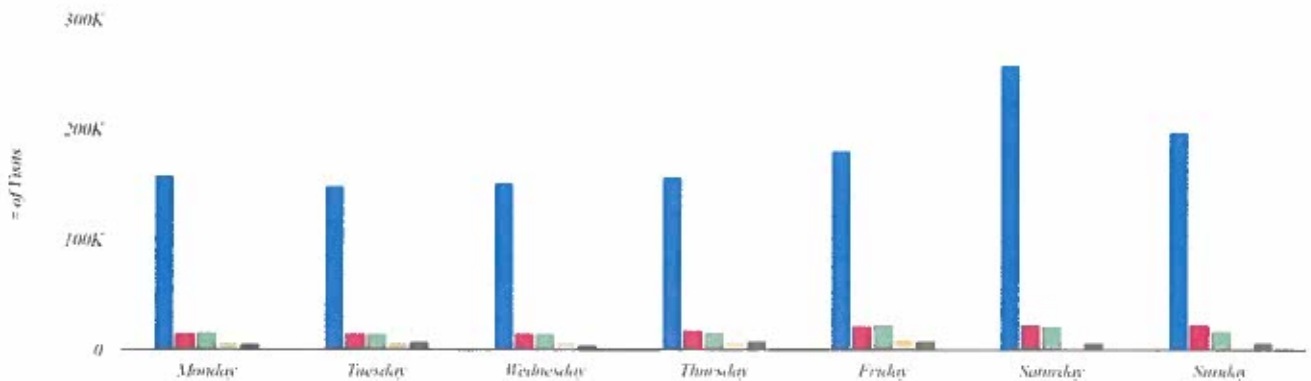


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Daily Visits

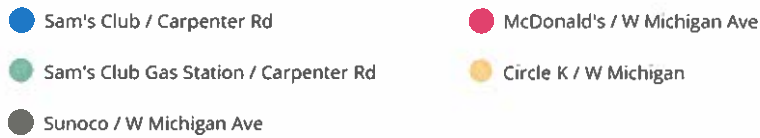
- Sam's Club / Carpenter Rd
- McDonald's / W Michigan Ave
- Sam's Club Gas Station / Carpenter Rd
- Circle K / W Michigan
- Sunoco / W Michigan Ave



Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

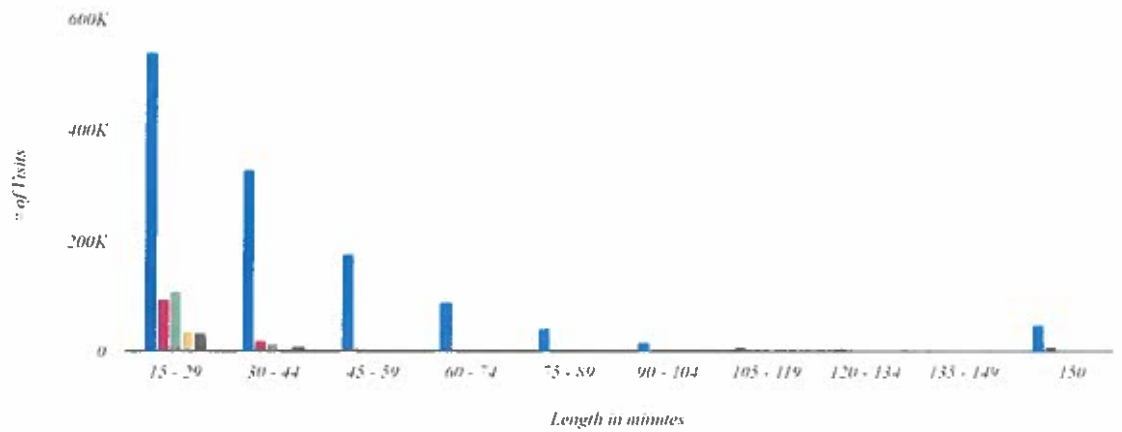


## Length-Of-Stay



Average Stay

45 Min  
45 Min  
24 Min  
27 Min  
34 Min

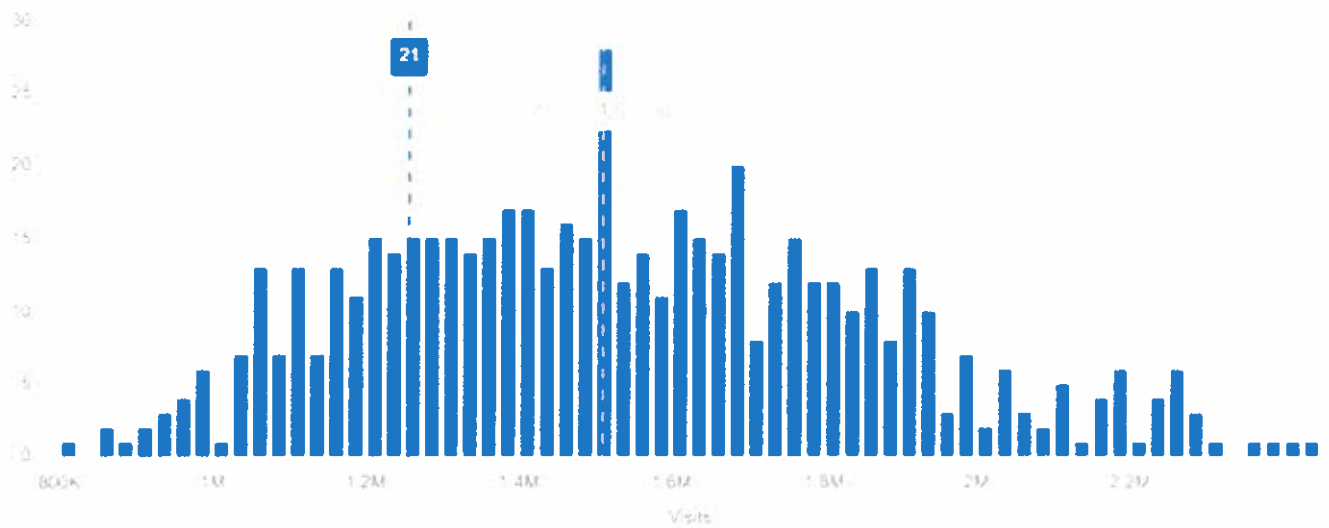


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



## Percentile Rank - Chain: Sunoco

Sam's Club / Carpenter Rd

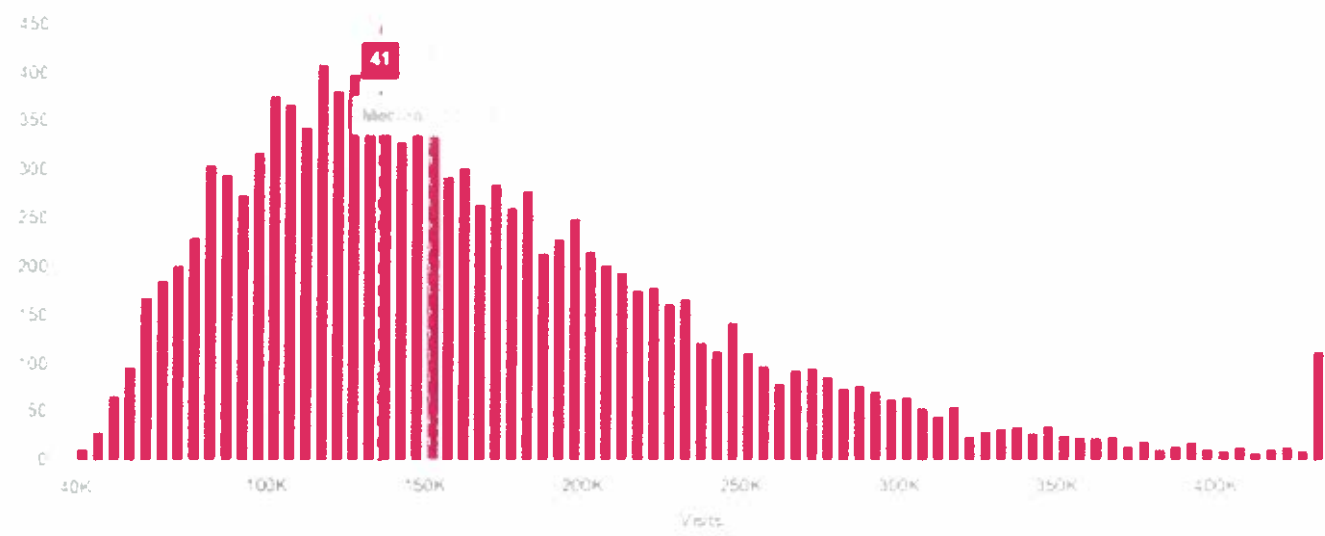


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Percentile Rank - Chain: Sunoco

McDonald's / W Michigan Ave

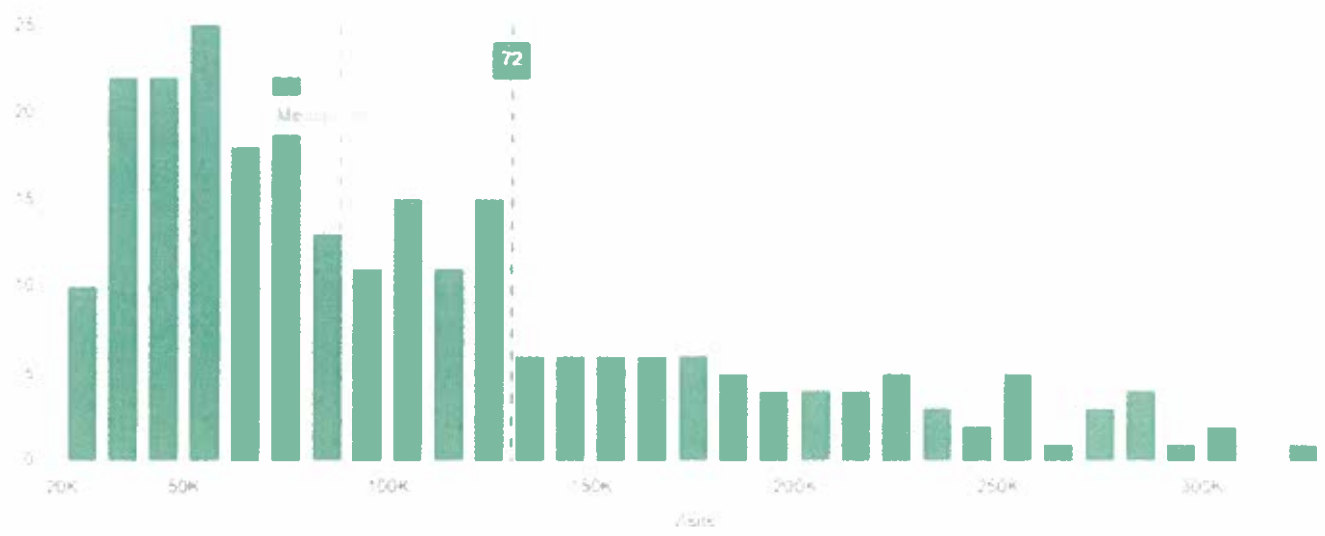


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Percentile Rank - Chain: Sunoco

Sam's Club Gas Station / Carpenter Rd



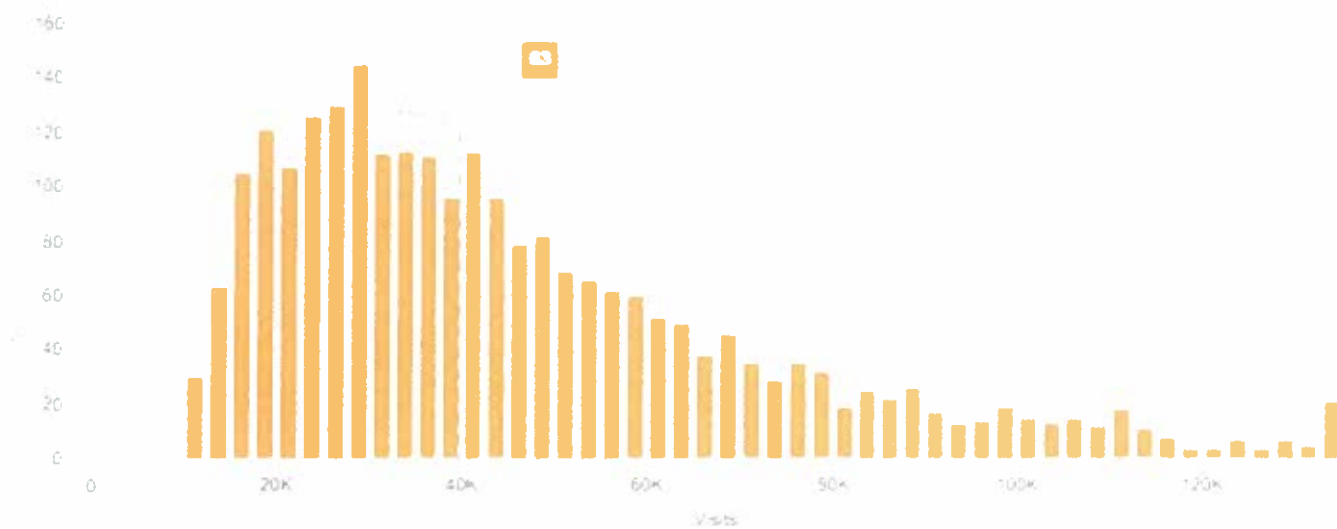
Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))





Percentile Rank - Chain: Sunoco

● Circle K / W Michigan

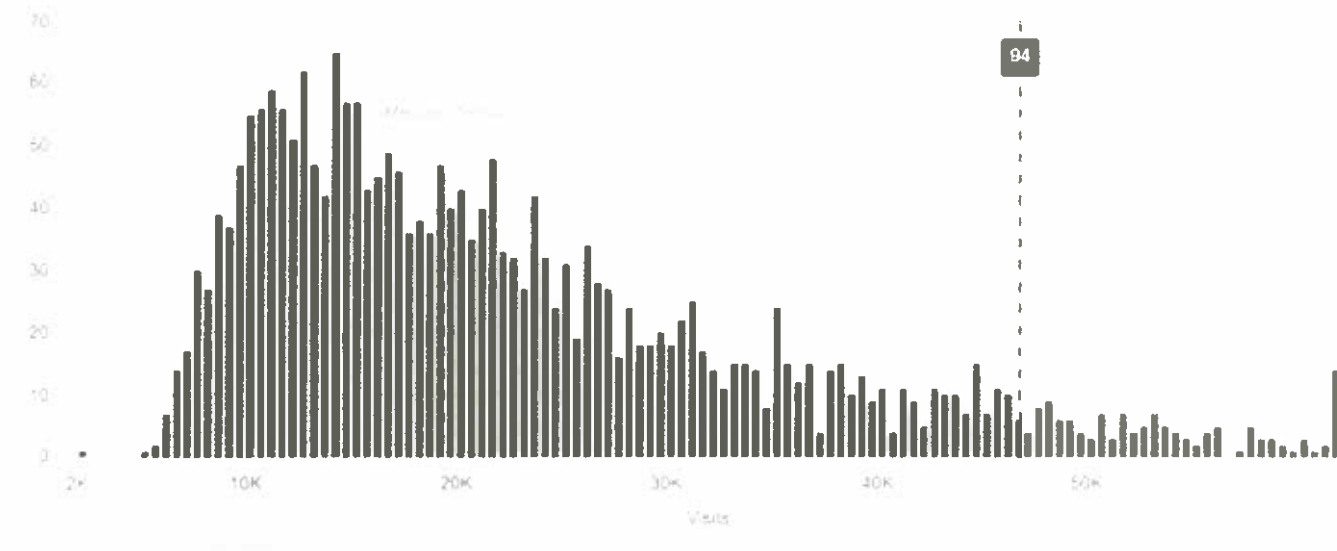


Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Percentile Rank - Chain: Sunoco

● Sunoco / W Michigan Ave



Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))



Ranking Index - Chain: Sunoco

● Sam's Club / Carpenter Rd

Rank	Name	Visits
1	Sam's Club / S Padre Island Dr, Corpus Christi, TX	2.43M
2	Sam's Club / Harriman Pl, San Bernardino, CA	2.41M
3	Sam's Club / Brookhurst St, Fountain Valley, CA	2.39M
4	Sam's Club / Marsha Sharp Fwy, Lubbock, TX	2.37M
5	Sam's Club / San Bernardo Ave, Laredo, TX	2.3M
451	Sam's Club / Jw Clay Blvd, Charlotte, NC	1.26M
452	Sam's Club / Payne Rd, Scarborough, ME	1.26M
453	Sam's Club / Carpenter Rd, Ypsilanti, MI	1.26M
454	Sam's Club / Steve Reynolds Blvd, Duluth, GA	1.25M
455	Sam's Club / Interstate 45 S, Shenandoah, TX	1.25M

Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

Ranking Index - Chain: Sunoco

● McDonald's / W Michigan Ave

Rank	Name	Visits
1	McDonald's / S Hwy 27, Somerset, KY	629.2K
2	McDonald's / Frontage Rd, Alamo, TX	603.1K
3	McDonald's / Winterberry Avenue, Low Moor, VA	600.2K
4	McDonald's / N Bryant, San Angelo, TX	596.4K
5	McDonald's / John C Calhoun Dr, Orangeburg, SC	582.6K
7076	McDonald's / N Andrews, Odessa, TX	135.6K
7077	McDonald's / Route 32, New Windsor, NY	135.5K
7078	McDonald's / W Michigan Ave, Ypsilanti, MI	135.5K
7079	McDonald's / State Hwy 38, Mount Holly, NJ	135.5K
7080	McDonald's / N Washington, Thornton, CO	135.5K

Data provided by Placer Labs Inc. (www.placer.ai)



Ranking Index - Chain: Sunoco

● Sam's Club Gas Station / Carpenter Rd

Rank	Name	Visits
1	Sam's Club Gas Station / US Highway 64, Bartlett, TN	334.5K
2	Sam's Club Gas Station / Broadway Avenue, Oakwood, OH	305.1K
3	Sam's Club Gas Station / Apopka, FL	304.1K
4	Sam's Club Gas Station / Miami, FL	295.2K
5	Sam's Club Gas Station / S Beach Blvd, La Habra, CA	288.5K
72	Sam's Club Gas Station / Winterville, NC	131.9K
73	Sam's Club Gas Station / 45th St, West Palm Beach, FL	131.5K
74	Sam's Club Gas Station / Carpenter Rd, Mount Pleasant, SC	130.4K
75	Sam's Club Gas Station / Century Dr, West Mifflin, PA	129.8K
76	Sam's Club Gas Station / N Oak Trfy, Kansas City, MO	128.8K

Ranking Index - Chain: Sunoco

● Circle K / W Michigan

Rank	Name	Visits
1	Circle K / E Bonanza Rd, Las Vegas, NV	147.2K
2	Circle K / Greensboro Rd, Ridgeway, VA	145K
3	Circle K / S 5th St, Leesville, LA	144.7K
4	Circle K / E Front st, Alice, TX	144.4K
5	Circle K / Loyola Dr, Kenner, LA	144.3K
924	Circle K / Kipling St, Wheat Ridge, CO	48.4K
925	Circle K / S 7th Ave, Phoenix, AZ	48.4K
926	Circle K / ...	48.3K
927	Circle K / Old Woman Springs Rd, Yucca Valley, CA	48.3K
928	Circle K / N Germantown Pkwy, Memphis, TN	48.3K

Ranking Index - Chain: Sunoco

● Sunoco / W Michigan Ave

Rank	Name	Visits
1	Sunoco / W Fort St, Detroit, MI	72.9K
2	Sunoco / Fm 529 Rd/Greenhouse Rd, Cypress, TX	72.7K
3	Sunoco / Garners Ferry Rd, Columbia, SC	72.6K
4	Sunoco / W Dekalb Pike, King of Prussia, PA	69.8K
5	Sunoco / Frankford Ave, Philadelphia, PA	69.5K
131	Sunoco / Garden State Pkway, Montvale, NJ	47K
132	Sunoco / East Grafton Rd, Fairmont, WV	46.9K
133	Sunoco / W Michigan Ave, Ypsilanti, MI	46.8K
134	Sunoco / W Tioga St, Spencer, NY	46.8K
135	Sunoco / Meadow St, Littleton, NH	46.7K

Data provided by Placer Labs Inc. (www.placer.ai)



## Real Estate Committee Report

*For further questions and review, please reach out to your Franchise Sales Representative (Eric O'Connor or Steve Fecko).*

### 5458 Carpenter Rd, Ypsilanti, MI 48197

 Added August 10th, 2021

#### Approval Status

Meets minimum requirements.

#### General Notes

Feedback from REC

- Looks good but need to make sure access works - our civil team must approve site layout.
- Meets Min. Requirements.

Notes:

- 2.9 acres or 126,324 square feet.




#### Competitor Notes

- Zax Auto Wash (1.5 miles North) 130 ft tunnel
- Mr Goofy's Car Wash (2.5 miles NE) 130 ft tunnel

#### Pros

- Sam's Club outlot

### Three Keys

-  within 500 feet of regional or national retail brand name
-  multiple points of entry, corner, connected to corner, or any cross access
-  free of significant competition within a half mile



# Location Stats

## Population

1 Mile Population

7,000

3 Mile Population

42,000

5 Mile Population

129,000

## Car Counts

Main Road

W Michigan Ave

23,000 cars per day

Secondary Road

Carpenter Rd

## Site Stats

Speed Limit

Not added

Distance to Gas

0.1 miles

Has Traffic Signal

Yes

Distance to Retail

0.1 miles

Is On Corner

Yes

Distance to Grocer

0.1 miles

Street Divided

No

Distance to Fast Food

0.1 miles