



TASHCON CORPORATION

Commercial/Industrial Building Contractor

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City of Mountain View
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RE: Mountain View BMW
805 Yuba Drive, 120, 150 & 160

Hang,

I am writing this letter to provide a better understanding of how the daily operation of business are performed at Mt View BMW. Even though there are 4 separate and distinct properties, the 4 properties work as one cohesive business all dependent on each other.

There are a total of 134 employees at Mt View BMW that include salespeople, service writer, admin staff, auto repair techs, auto detailers and porters. The majority of the staff is there every business day and there is some fluctuations on weekends.

BMW Corporate conducts exhaustive studies on the area's demographics, the economy and many other factors to determine the available inventory that AutoNation's BMW Mt View is mandated to have on site or in close proximity.

The 4 sites together cannot accommodate employee parking, vehicles in for service, vehicles in for service and awaiting parts and the BMW Corporate mandated vehicle count. As a result and for years Mt View BMW has had to lease off-site parking. The leased off-site parking is normally located in parking lots of buildings that are temporally unoccupied and waiting for a tenant or being repurposed as we are attempting to do with 805 Yuba Drive.

Mt View BMW regularly sells between 280 and 320 vehicles per month and receive new vehicles via transport trailers. The schedule and count varies



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depending on supply and demand but 3-4 vehicles transport trailers are a normally received weekly

The normal operations are that all vehicles are delivered to the dealership via transport trailer and inspected and then are either delivered to the off-site storage facility with a driver in a 2nd vehicle to return the driver of the newly received auto or kept on site if space is available

The current inventory storage lot is in San Jose in the vacant lot formerly used by Garden City Casino near Saratoga Ave and 280 which is in the process of being rezoned for high density housing. It is 10 miles from Mt View BMW and in order to retrieve a vehicle 2 BMW employees must be dispatched to pick up and deliver the vehicle to Mt View BMW. It is a very inefficient and expensive way of to maintain the required vehicle inventory count. In addition to the time and monies spent in this operation there is a considerable amount of traffic and pollution unnecessarily introduced to an already highly congested area.

The efficiency of being able to store all the required inventory directly across the street from the BMW Showroom at 150 E. ECR is obvious and enhances the overall operations for all, it decreases traffic congestion, and reduces tail pipe emissions. This is an obvious plus for all

Without approval of this project Mt View BMW will continue operations as they always have with no reduction in leasing parking lot expenses or labor in pick up and delivery of vehicles or reduction traffic congestion or tailpipe emissions.

Please contact me if I can provide any additional information and we can get this previously approved project reapproved for the benefit of all involved in



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this operation and anyone who drives on El Camino Real or highway 85 or highway 237

Hal Mahon

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President

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