



Cardinale

3239 Imjin Rd. Marina, Ca 93933

GENESIS-HYUNDAI STUDIO VEHICLE OPERATIONS

Village at San Antonio Center North

2575 California Street, Suites 90 & 92

VEHICLE INVENTORY MANAGEMENT

CARDINALE ANTICIPATES RECEIVING ABOUT 5 NEW INVENTORY VEHICLES PER WEEK AT THE CENTER. NEW VEHICLES WILL BE DRIVEN OVER INDIVIDUALLY BY CARDINALE PERSONNEL EITHER FROM THE SERVICE CENTER OR FROM ANOTHER CARDINALE STORE. CARDINALE OPERATES 26 STORES THROUGHOUT THE BAY AREA. INVENTORY VEHICLES WILL BE STORED IN THE BUILDING 5 GARAGE IN THE 100 DESIGNATED STALLS LOCATED IN THE ROOFTOP LEVEL 8 INVENTORY STORAGE AREA. IF NECESSARY, A CARDINALE STAFF MEMBER WILL ACCOMPANY THE VEHICLE DELIVERY DRIVER IN A SEPARATE VEHICLE TO SHUTTLE THEM BACK TO THE SERVICE CENTER. NO INVENTORY VEHICLES WILL BE BROUGHT TO THE SITE BY TRUCK, SO THERE WILL BE NO LOADING/UNLOADING OF VEHICLES.

APPROXIMATELY 90% OF PURCHASED VEHICLES, WHETHER HYUNDAI OR GENESIS, WILL COME DIRECTLY FROM THE INVENTORY VEHICLES STORED AT THE CENTER. OCCASIONALLY, A PURCHASED VEHICLE MAY BE BROUGHT OVER FROM ONE OF CARDINALE'S OTHER LOCATIONS FOR DELIVERY TO THE BUYER. GENESIS VEHICLES, WHEN PURCHASED, ARE DELIVERED DIRECTLY TO THE CUSTOMER'S HOME. GENESIS VEHICLES ARE ANTICIPATED TO REPRESENT ABOUT 50% OF THE VEHICLES SOLD WITHIN THE 2 SHOWROOMS COMBINED, SO APPROXIMATELY 50% OF VEHICLES PURCHASED WILL BE DELIVERED DIRECTLY TO THE CUSTOMER'S HOME.

AS THE SUPPLY OF INVENTORY VEHICLES ON-SITE IS DIMINISHED, CARDINALE WILL BRING OVER ADDITIONAL INVENTORY VEHICLES FROM EITHER THE SERVICE CENTER OR FROM OTHER CARDINALE STORES. CARDINALE IS AN EXPERIENCED OPERATOR AND WILL CONDUCT THE REPLACEMENT OF INVENTORY VEHICLES SEAMLESSLY, AS CARS ARE PURCHASED FROM THE INVENTORY BY CUSTOMERS, ENSURING THAT THE ON-SITE VEHICLE STORAGE SUPPLY AT THE CENTER IS OPTIMIZED, BUT NOT EXCEEDED.

VEHICLE INVENTORY DELIVERY ROUTES

AS STATED ABOVE, CARDINALE ANTICIPATES RECEIVING ABOUT 5 NEW INVENTORY VEHICLES PER WEEK, OR APPROXIMATELY 25 PER MONTH. CARDINALE WILL DRIVE ALL VEHICLES COMING FROM THE SERVICE CENTER OVER TO THE CENTER INDIVIDUALLY USING ARTERIAL OR COLLECTOR STREETS, NOT RESIDENTIAL STREETS. INVENTORY VEHICLES COMING FROM OTHER CARDINALE LOCATIONS WILL ALSO BE DRIVEN TO THE SITE INDIVIDUALLY USING ARTERIAL OR COLLECTOR STREETS, NOT RESIDENTIAL STREETS (LIKELY VIA US 101 TO SAN ANTONIO ROAD, OR I-280 TO EL MONTE AVENUE TO FREMONT AVENUE TO SAN ANTONIO ROAD).

SHOWROOM VEHICLE OPERATIONS

EACH STUDIO SHOWROOM INCLUDES A DISPLAY AREA FOR SHOWROOM VEHICLES (APPROXIMATELY 5 SPACES IN THE HYUNDAI SHOWROOM, AND 3 SPACES IN THE GENESIS SHOWROOM). SHOWROOM DISPLAY VEHICLES WILL BE REPLACED AS NEEDED, TYPICALLY ABOUT 2 – 3 TIMES PER MONTH. IT IS NOT FEASIBLE TO ESTABLISH A PRE-DETERMINED SCHEDULE, AS THE SHOWROOM VEHICLE ROTATION DEPENDS UPON CUSTOMER INTEREST IN PURCHASING A SPECIFIC SHOWROOM VEHICLE. THE PROPOSED SHOWROOM VEHICLE DESIGN INCLUDES ONE ENTRY/EXIT DOOR LOCATION FOR GENESIS AND TWO ENTRY/EXIT DOOR LOCATIONS FOR HYUNDAI, ALL THREE ALONG CALIFORNIA STREET, FOR THE REMOVAL AND REPLACEMENT OF DISPLAY VEHICLES, AS SHOWN ON **SHEET A7**. ONE EXISTING BIKE RACK IS PROPOSED TO BE RELOCATED ALONG CALIFORNIA STREET TO MAKE WAY FOR THE HYUNDAI SHOWROOM VEHICLES UTILIZING THE ENTRY/EXIT DOOR TO THE EAST OF THE CUSTOMER ENTRANCE, AS SHOWN ON **SHEET A7**.

WHEN A SHOWROOM VEHICLE IS PURCHASED, CARDINALE PERSONNEL WILL REPLACE THE VEHICLE WITH ANOTHER VEHICLE CURRENTLY STORED IN THE GENESIS-HYUNDAI INVENTORY ON THE 8TH LEVEL OF THE BUILDING 5 GARAGE. DUE TO THE PROXIMITY OF THE CALIFORNIA STREET AND PACCHETTI WAY INTERSECTION, AND THE ANTICIPATED DEVELOPMENT OF A NEW PARK AND SCHOOL ON THE SOUTHEAST SIDE OF THE INTERSECTION, CARDINALE COMMITS TO DELIVER SHOWROOM VEHICLES ONLY DURING OFF-PEAK TRAFFIC HOURS ON WEEKDAYS, OR ON WEEKENDS. PEAK HOURS ARE WEEKDAYS, MONDAY – FRIDAY: 7:00 AM – 10:00 AM AND 4:00 PM – 7:00 PM. CARDINALE WILL REPLACE SHOWROOM VEHICLES OUTSIDE OF THESE HOURS ONLY.

REPLACEMENT OF SHOWROOM VEHICLES - LOGISTICS

WHEN IT IS NECESSARY TO REMOVE/REPLACE A SHOWROOM VEHICLE, A CARDINALE EMPLOYEE WILL PLACE A SMALL, TEMPORARY, PORTABLE, RUBBER CURB RAMP, STORED ON-SITE, OVER THE CURB ON CALIFORNIA STREET AT ONE OF THE THREE SHOWROOM ENTRY/EXIT LOCATIONS SHOWN ON **SHEET A7**. A PHOTOGRAPHIC EXAMPLE OF A TYPICAL, TEMPORARY, RUBBER CURB RAMP AND APPROXIMATE DIMENSIONS IS PROVIDED ON **SHEET A7**.

THE SMALL, TEMPORARY, PORTABLE CURB RAMP WILL ALLOW CARDINALE PERSONNEL TO QUICKLY AND EFFICIENTLY MOVE VEHICLES EITHER IN OR OUT OF THE SHOWROOMS. THE PROCESS OF REMOVING OR BRINGING IN A NEW VEHICLE IS EXPECTED TO TAKE ONLY 2 - 3 MINUTES, THEREBY LIMITING ANY BURDEN ON ADJACENT TRAFFIC. THE REMOVAL/REPLACEMENT OF VEHICLES WILL NOT REQUIRE CLOSURE OF TRAVEL LANES OR STOPPAGE OF TRAFFIC ON CALIFORNIA STREET. LOGISTICALLY, REMOVAL/REPLACEMENT OF SHOWROOM VEHICLES WILL FUNCTION ESSENTIALLY AS A NORMAL VEHICLE ENTERING OR EXITING A DRIVEWAY.

AUTOMOBILE TEST DRIVING

ON AVERAGE, THE SHOWROOM IS ANTICIPATED TO RECEIVE UP TO 15 CUSTOMERS PER DAY. ABOUT 12 OF THE CUSTOMERS ARE EXPECTED TO TEST DRIVE CARS. CUSTOMERS INTERESTED IN TEST DRIVING VEHICLES WILL BE ACCOMPANIED BY CARDINALE PERSONNEL. TEST DRIVING ROUTES WILL BE LIMITED TO ARTERIAL AND COLLECTOR STREETS AND AVOID TRAVEL ON RESIDENTIAL STREETS. IT IS ANTICIPATED THAT TEST DRIVERS WILL EXIT OUT THROUGH THE REAR OF THE BUILDING 5 GARAGE AND TAKE A LEFT ON PACCHETTI WAY. TEST DRIVERS WILL BE DIRECTED TO MAKE A LEFT ON CALIFORNIA STREET AT THE PACCHETTI WAY INTERSECTION, AND THEN WILL TAKE A RIGHT ON SAN ANTONIO ROAD AND HEAD NORTH TOWARDS HIGHWAY 101. AFTER TRAVELING ON THE FREEWAY FOR ONE OR TWO EXITS, TEST DRIVERS WILL BE DIRECTED TO TURN AROUND AND HEAD BACK TO THE SAN ANTONIO ROAD EXIT AND SOUTH TOWARDS CALIFORNIA STREET. ON THE RETURN, CUSTOMERS WILL BE DIRECTED TO USE ONE OF THE TWO GROUND LEVEL GARAGE ENTRIES IN BUILDING 5, AND THE VEHICLE WILL BE RETURNED TO THE INVENTORY VEHICLE STORAGE AREA ON LEVEL 8.

PARKING MANAGEMENT PLAN

BROOKFIELD PROPERTIES WILL MANAGE ANY POTENTIAL FUTURE CONFLICTS THAT MAY DEVELOP OVER TIME ASSOCIATED WITH THE DESIGNATION OF THE 100 VEHICLE INVENTORY STORAGE SPACES FOR CARDINALE WAY AUTO GROUP'S EXCLUSIVE USE ON THE ROOFTOP LEVEL 8 GARAGE IN BUILDING 5. PLEASE SEE LETTER FROM BROOKFIELD PROPERTIES DATED JULY 22, 2024 ON-FILE WITH THE CITY. PLEASE SEE ALSO THE PARKING MANAGEMENT PLAN ATTACHED AS AN EXHIBIT TO THE BROOKFIELD PROPERTIES LETTER.

NOTE:

SHOWROOM OPERATIONS AND REPLACEMENT OF SHOWROOM VEHICLES WILL BE MANAGED SO AS NOT IMPACT OR INTERFERE WITH THE BUS STOP OPERATIONS AT CALIFORNIA STREET AND PACCHETTI WAY IN FRONT OF THE GENESIS DEALERSHIP.