



City of Holly Springs

Date: Monday, January 3, 2022

Location: 3235 Holly Springs Parkway

City Council Work Session Agenda 7:00 p.m.

I. CALL TO ORDER

II. PLEDGE OF ALLEGIANCE

“Veterans of U.S. military services may proudly salute the flag while not in uniform based on a change in the governing law on 25 July 2007.”

III. INVOCATION

IV. PUBLIC COMMENTS

V. NEW BUSINESS

A. Discuss an Arbor Day Proclamation

Presented By: Nancy Moon, Community Development Director

B. Discuss CUP-04-2021, a conditional use permit for a School Establishment for property located off of Holly Springs Parkway, Holly Springs, GA, tax parcel 061 of tax plat 93N00

Presented By: Nancy Moon, Community Development Director

C. Discuss CUP-05-2021, a conditional use permit for a Self-Storage Establishment for property located off of Holly Springs Parkway, Holly Springs, GA, tax parcel 117 of tax parcel 15N16

Presented By: Nancy Moon, Community Development Director

D. Discuss quotes for the installation of Auto-Cleaning Needlepoint Bipolar Ionization System from Rogers Mechanical Contractors LLC

Presented By: Ron Carter, IT and Facilities Manager

VI. ADJOURNMENT

EXECUTIVE SESSION

- Real Estate



COUNCIL AGENDA REPORT

FROM: Zachary Arnold

CC: City Clerk
Public Information

SUBJECT: Discussion of Annual NPDES Report to Council

DATE: December 20, 2020

COUNCIL MEETING DATE: January 3, 2021

RECOMMENDATION

N/A

REPORT-IN-BRIEF

To fulfill the requirements of the City's stormwater National Pollutant Discharge Elimination System (NPDES) permit, City staff must make an annual report to the Mayor and Council on the status of each of the Best Management Practices (BMPs) completed during the year as required by the permit.

DISCUSSION

See attached report.

CONCURRENCES

N/A

FISCAL IMPACT

N/A

ALTERNATIVES

N/A

ATTACHMENTS

Annual Report

CITY OF HOLLY SPRINGS

2020 REPORT TO MAYOR AND CITY COUNCIL ON NPDES PERMIT

A. Public Education & Outreach

A-1: Distribute Stormwater Management Flyers to Developers, Engineers, Builders, etc...

Clean Water Campaign flyers are distributed with all new Land Disturbing Permits.

A-2: Display Educational Materials in Municipal Buildings

Clean Water Campaign and other additional flyers are available in City Hall.

A-3: Distribute Newsletters to Residents

Articles were included in two issues of the city newsletter. Articles included the Great American Clean-up recap for 2020, Introduction of the City Street Sweeper, information on installing a rain garden for your home.

A-5: Provide educational programs for elementary and high school students based on the importance of water quality

On November 8 the Stormwater Department partnered with CCWSA to teach Cherokee High students about water quality. This took place on the Etowah River and included learning how to test water for quality, and the organisms that make up a healthy body of water.

A-6: Display Educational Materials During Autumnfest

Due to COVID-19, Autumn Fest was canceled.

B. Public Involvement/Participation

B-1: Organize Clean Streams Program

The City of Holly Springs participated with the Upper Etowah River Alliance, Cherokee County Water and Sewerage Authority, and the City of Woodstock in a joint Rivers Alive Cleanup held on October 16, 2021 at Little River in Olde Rope Mill Park. The event had 47 volunteers and removed 1.17 tons of trash and debris including tires, plastic bottles, cans, bottles and scrap metal.

B-2: Organize Litter Cleanup

The City had to cancel the Great American clean-up for 2021. Instead we hosted a storm drain painting event in Harmony on the Lakes. During this event storm drains that drain directly to the lakes were painted with a message reminding the public that the drain goes directly to a water source.

*Meeting Location:
3235 Holly Springs Parkway, Public Safety Building Courtroom*

B-3: Web-based complaint system

Responses to web-based complaints occurred within 24 hours.

C. Illicit Discharge Detection & Elimination

C-1: Illicit Discharge Detection & Elimination Ordinance

No revisions were made to the Illicit Discharge Detection & Elimination Ordinance.

C-2: Water Quality Issues Map

Mapping is in the process of being updated to include all new structures.

C-3: Detect/Eliminate Illicit Discharges

No major illicit discharges occurred in 2021

C-4: Distribute Newsletters to Citizens

As previously mentioned, 2 newsletters were distributed

C-5: Complaint Response

Responses to all complaints were made in 24 hours

D. Construction Site Stormwater Runoff

D-1: Erosion Sedimentation and Pollution Control Ordinance

The Erosion, Sedimentation and Pollution Control Ordinance is in the process of being updated to maintain compliance with the amendments to the Georgia Erosion and Sedimentation Act of 1975.

D-2: Site Plan Review Procedures

Rising Hills Church, Enclave at Edgewater, Advanced Auto parts, Pebblewood Grove, Holly Springs Town Center, Sewer Extensions in Holly Springs Ind

D-3: Construction Site Inspections and Enforcement Procedures

Inspections were conducted on a weekly basis and in conjunction with significant rain events.

D-4: Enforcement Procedures

A log for all inspections and re-inspections was maintained by staff.

D-5: Procedures for Managing Public Input/Complaints

Complaints regarding stormwater and erosion issues are referred to the Stormwater Department and investigated within 24 hours.

D-6: Certification

All staff certifications are up to date.

E. Post-Construction Stormwater management for new and Re-development.

E-1: Legal Authority

No revisions were made to the Post-Construction Stormwater management for new and Re-development Minimum Control Measures.

E-2: Inventory

New structures were added to inventory along Hickory Rd. in front of JB Owens Park where sidewalk and drainage project was done.

E-3: Inspection Program

Inspections have been ongoing throughout the year, with a list being created for maintenance or repair.

E-4: Maintenance Program

Maintenance is occurring on an as-needed basis. The City completed the Palm Street Drainage Project in 2021.

E-5: GI/LID

No new Green infrastructure was added in 2021

F. Pollution Prevention/Good Housekeeping for Municipal Operations

F-1: MS4 Control Structure Inventory and Map

New structures are in process of being added for multiple new developments.

F-2: MS4 Inspection Program

Scheduled inspections have been completed with maintenance occurring on an as-needed basis.

F-3: MS4 Maintenance Program

Maintenance is occurring on an as-needed basis.

F-4: Debris Removal from City Owned Property

Debris were picked up on a regular basis from City streets by Community Service weekend detail throughout the year.

F-5: City Staff Training

A training session was conducted on December 17, 2021. Topics included proper BMP install and management for a construction site and proper use of a concrete washout. All Stormwater, Building Department and Public Works staff was in attendance.

F-6: Waste Disposal

Debris collected during weekly removal is disposed of in accordance with guidelines for the materials that are collected.

F-7: New Flood Management Projects

100% of plan reviews included a review of the detention basin, outlet control structure and overall hydrology report in compliance with the Georgia Stormwater Management Manual.

F-8: Existing Flood Management Projects

The City did not add any new detention ponds in 2021. Two will be added when the Town Center Project is complete.

F-9: Municipal Facilities

Inspection of the public works facility was be conducted on December 28, 2021.



Arbor Day Proclamation

WHEREAS, In 1872, J. Sterling Morton proposed to the Nebraska Board of Agriculture that a special day be set aside for the planting of trees, and

WHEREAS, the holiday, called Arbor Day, was first observed with the planting of more than a million trees in Nebraska, and

WHEREAS, Arbor Day is now observed throughout the nation and the world, and

WHEREAS, trees can reduce the erosion of our precious topsoil by wind and water, lower our heating and cooling costs, moderate the temperature, clean the air, produce oxygen and provide habitat for wildlife, and

WHEREAS, trees are a renewable resource giving us paper, wood for our homes, fuel for our fires and countless other wood products, and

WHEREAS, trees in our city increase property values, enhance the economic vitality of business areas, and beautify our community, and

WHEREAS, trees, wherever they are planted, are a source of joy and spiritual renewal,

NOW, THEREFORE, I, Steven W. Miller, Mayor of the City of Holly Springs do hereby proclaim February 18, 2022 as Arbor Day in the City of Holly Springs and I urge all citizens to celebrate Arbor Day as to support efforts to protect our trees and woodlands, and

FURTHER, I urge all citizens to plant and care for trees to gladden the heart and promote the well-being of this and future generations.

IN WITNESS WHEREOF, I have hereto set my hand and caused the seal of the City of Holly Springs, Georgia, to be affixed this 20th day of January 2022.

Steven W. Miller, Mayor

Attest:

Karen Norred, City Clerk
(Seal)



COUNCIL AGENDA REPORT

FROM: Nancy Moon

SUBJECT: CUP-04-2021, applicant requests a conditional use permit for a School Establishment for property located off of Holly Springs Parkway, Holly Springs, GA, tax parcel 061 of tax plat 93N00

DATE: December 22, 2021

COUNCIL MEETING DATE: January 3, 2022

STAFF ANALYSIS

Applicant, Compass Prep, Inc, has requested a Conditional Use Permit for a School Establishment, for property located on Holly Springs Parkway, parcel 061 of tax plat 93N00. The property is zoned GC, General Commercial and is the current site of the Holly Springs Baptist Church. The applicant is requesting approval for the operation of a school/home-school hybrid establishment sharing space with the church. Students would complete approximately 50% of their work at home and 50% at the location of the school attending up to three days a week (Tuesday, Wednesday, and Thursday) from 8:45 a.m. through 3:00 p.m. The school is fully accredited through the Georgia Accrediting Commission and has been in operation since 2005 within Cherokee County. Currently, the school hosts 48 students. They began operation at the church in September of 2021 not realizing that this use required a conditional use permit.

A. Existing Land Use and Zoning Classification of Nearby Property

ADJACENT ZONING		ADJACENT DEVELOPMENT	
NORTH:	GC	NORTH:	SFR
SOUTH:	GC	SOUTH:	Aculign/Office/Vacant
EAST:	GC LI	EAST:	Exxon Station Herb Shop/SFR
WEST:	GC LI	WEST:	Junk Yard GDOT Storage Yard

B. Zoning Proposal Review Standards; Study Required for Amendment

1. Whether the zoning proposal will permit a use that is suitable in view of the use and development of adjacent and nearby property?

The use is an allowed use through the issuance of a Conditional Use Permit in the GC zoning district. There are a number of uses within the surrounding area ranging from single family residential to commercial to industrial properties. This use, in its limited capacity as a hybrid school, would be suitable for this area.

2. Whether the zoning proposal will adversely affect the existing use or usability of adjacent or nearby property?

No development is planned for this property, only utilizing the building and parking lot already in existence on the property.

3. Whether the property to be affected by the zoning proposal has a reasonable economic use as currently zoned?

The property is zoned GC and this use is an allowed use subject to conditional use permit approval. As currently zoned, all permitted uses within the GC zoning district would be allowed.

4. Whether the zoning proposal will result in a use which will or could cause an excessive or burdensome use of existing streets, transportation facilities, utilities, public safety, or schools?

This request will not result in a use that would cause an excessive or burdensome use of utilities, streets, or other public services. Currently, the carpool line flows from the south entrance of the property, Boyd Street, traveling north through the church parking lot and out the main entrance of the church property on Holly Springs Parkway.

5. Whether the zoning proposal is in conformity with the policy and intent of the adopted Future Development Map (FDM) and Future Land Use Map (FLUM)?

This property is planned for development within the Town Center character area. This character area consists of a compact area corresponding with the City's downtown. Acceptable uses include residences, businesses, offices, civic buildings and uses, entertainment space, institutional, and mixed-use developments. In addition, this character area is proposed to incorporate redevelopment and revitalization objectives of a compact, pedestrian-friendly downtown. Within this character area, participation of other agencies such as the Main Street Board, Downtown Development Authority, and/or the Planning and Zoning Commission will be required in terms of development planning.

Application: Holly Springs Town Center

Primary Future Land Uses: Mix of uses including commercial, office, government, residential, and park.

Zoning Districts: PD-C, NC, GC, OI, GV, MXD-1, MXD-2

6. Whether the zoning proposal is in conformity with the policies, objectives, and vision set forth by the Community Agenda (Comprehensive Plan) and other adopted policy documents?

This zoning proposal and conditional use permit request is in conformity with the policies and intent of the Comprehensive Plan. The request is consistent with the City's "Future Land Use Map" which projects commercial uses for the immediate area. Furthermore, the proposal is in compliance with the vision and objectives of the Community Agenda, primarily as follows:

- a) **Commercial Uses.** Use the character areas and the Future Land Use Map (FLUM) to guide commercial growth and expansion for office/institutional, general commercial, and industrial opportunities (8.1, #1).
 - b) **Conditional Uses.** Continue to regulate the designated conditional uses, to protect the health, safety, welfare, natural environment, and character of the City of Holly Springs. Revise and expand conditional uses in the future as determined by Mayor and Council (8.1, #13).
 - c) **Land Use Decisions.** Use the Future Land Use Map (FLUM) as a guide when making land use decisions (map amendment requests) and reviewing other development proposals (8.1, #22).
7. Whether an impact is expected on the environment, including, but not limited to, drainage, soil erosion, and sedimentation, flooding, air quality, and water quality and quantity?

No additional development has been planned for this property.

8. Whether there are other existing or changing conditions affecting the use and development of the property which give supporting grounds for either approval or disapproval of the zoning proposal?

The proposed use is located on property that is currently developed with a church. Approving this request would allow the building and parking lot to be utilized at times when it would otherwise remain empty or underutilized.

C. Conditional Use Proposal Review Standards

Under Attachment B in the application, the City asks each CUP applicant to complete 16 questions related to the proposed use. The applicant has completed these questions and they are attached in the Conditional Use Permit application.

The Conditional Use Permit for a School requires the following regulations to be met:

5.4-39 Schools. Schools are organizations or institutions that provide instruction for the teaching of children, with grade levels one (1) through twelve (12) and may also teach pre-Kindergarten and Kindergarten. The purpose of this Section is to ensure the welfare of children, promote educational and learning opportunities, and to ensure compatibility with adjacent uses and surrounding neighborhoods and businesses. In addition to an application for a conditional use permit, the applicant shall submit evidence sufficient to demonstrate compliance, and at all times thereafter remain compliant with the following standards:

- a.) A school shall not be permitted in a shopping center or a multi-tenant building.

The proposed location is a church.

- b.) A school shall be situated on at least a five (5) acre parcel, with frontage on a public street of at least one-hundred (100) feet.

The proposed property consists of 3.69+/- acres.

- c.) Such development shall be permitted only on a lot which has access to an arterial, major collector street.

The property has access to Holly Springs Parkway.

- d.) The principal or primary building of a school campus with multiple buildings shall be at least 10,000 square feet in size. Other campus buildings may vary in size.

- e.) The school shall be the single tenant located in a free-standing building containing no less than 10,000 square feet of heated with all facades constructed entirely of either brick, stone, shake, or a combination thereof. All campus structures shall conform to the design and architectural elements of the primary building.

The school is located within the church. This request creates a hybrid use combining an on-campus facility with home-schooling.

- f.) The entire campus shall be enclosed by a fence at least five (5) feet in height. Fences that can be viewed from public rights-of-way shall be decorative.

- g.) An occupational tax license applicant shall submit the credentials of all school employees stating their position in the organization.

- h.) The applicant shall provide evidence of all requisite professional and other licenses under state and local laws for all employees.

See attached accreditation.

- i.) Schools wholly owned by the Cherokee County Board of Education or other public institutions are exempt from this section.

D. Summary

The proposed conditional use permit request for a School is an allowed use within the GC, General Commercial zoning district, subject to compliance with the applicable regulations. Surrounding zoning and land uses are compatible with the proposed land use. The development is in compliance with the Future Development Map and with the objectives of the Comprehensive Plan. In addition, this use is considered to be a hybrid use marrying that of a traditional school program and home-schooling.

E. Planning Commission Recommendation

Planning Commission conducted a public hearing on December 9, 2021. There were no public comments. Planning Commission voted to recommend **APPROVAL** of the Conditional Use Permit (3-0).

F. Staff Recommendation

Based on the preceding analysis, Staff recommends **APPROVAL** of the Conditional Use Permit for a School Establishment.

*** The recommendations made herein are the opinions of the City of Holly Springs Staff and do not constitute a final decision. The Holly Springs City Council makes the final decision on all rezoning applications at their regularly scheduled meeting. Any site plan submitted as a part of this application is not considered approved and must go through the normal civil site plan review by the City of Holly Springs Community Development Department to ensure compliance with City regulations.*

CUP-04-2021
Location Map
Conditional Use Permit Request

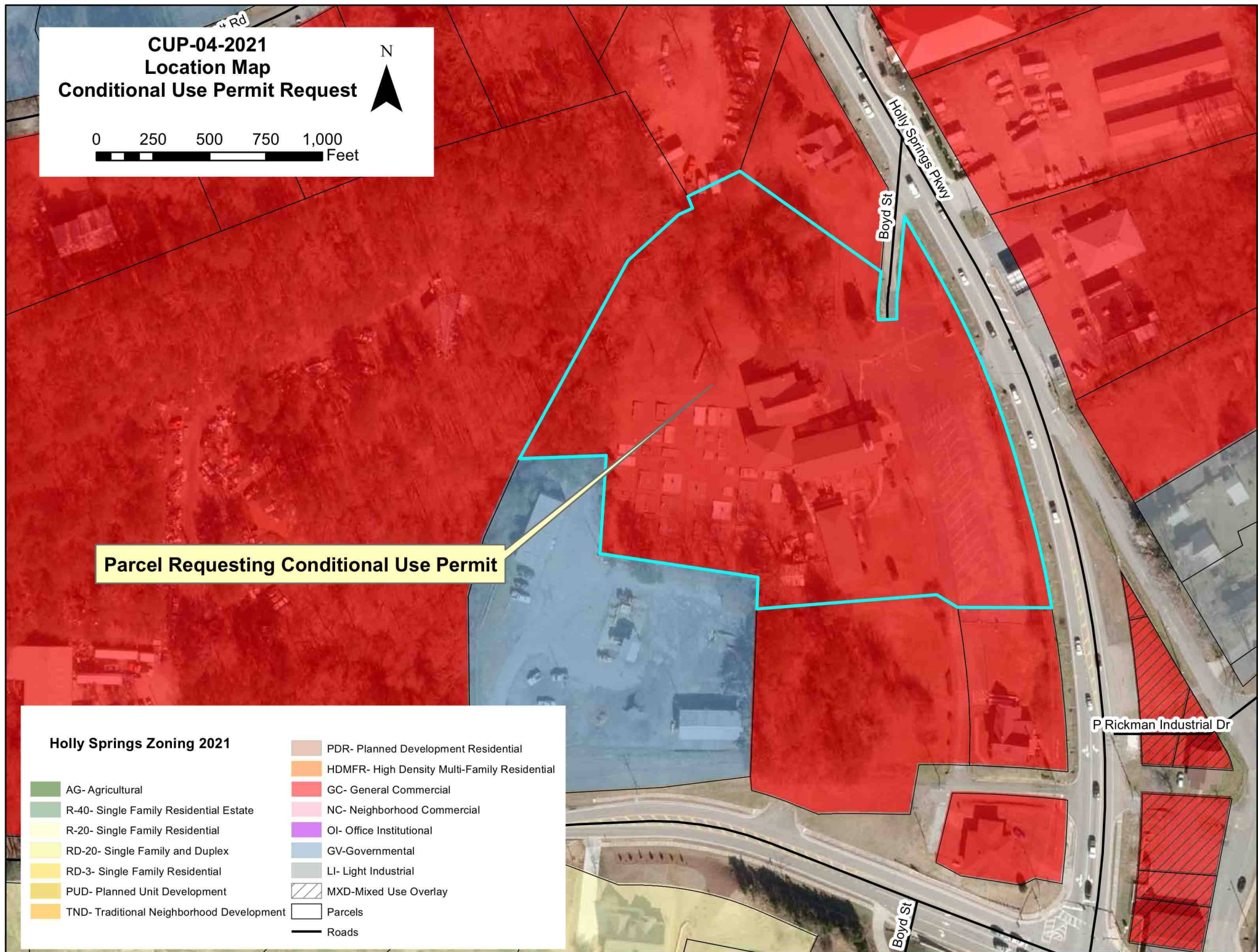


0 250 500 750 1,000
Feet

Parcel Requesting Conditional Use Permit

Holly Springs Zoning 2021

 AG- Agricultural	 PDR- Planned Development Residential
 R-40- Single Family Residential Estate	 HDMFR- High Density Multi-Family Residential
 R-20- Single Family Residential	 GC- General Commercial
 RD-20- Single Family and Duplex	 NC- Neighborhood Commercial
 RD-3- Single Family Residential	 OI- Office Institutional
 PUD- Planned Unit Development	 GV- Governmental
 TND- Traditional Neighborhood Development	 LI- Light Industrial
	 MXD- Mixed Use Overlay
	 Parcels
	 Roads





MAP AMENDMENT (REZONING) AND CONDITIONAL USE PERMIT APPLICATION

Adopted by Mayor and Council on February 23, 2006

For Application Procedures, See p. 8



APPLICATION MA-_____

APPLICATION CUP- 04-2021

HEARING DATE _____

DATE OF APPLICATION 10-1-2021

APPLICANT Compass Prep, Inc.
Laura George

OWNER % Laura George
(If other than applicant) _____

ADDRESS 2632 Holly Springs
Pkwy, Holly Springs

ADDRESS 98 Parks Circle
Woodstock

ZIP CODE 30142 PHONE _____

ZIP CODE Ga. 30188 PHONE 678-602-1241

EMAIL laura.george@compassprep.org

SIGNATURE 404-643-9424

SIGNATURE Laura L. George

APPLICANT OR REPRESENTATIVE MUST ATTEND MEETING OR APPLICATION WILL NOT BE CONSIDERED

PRESENT ZONING DISTRICT(S) GC

REQUESTED ZONING DISTRICT GC

REQUESTED CONDITIONAL USE(S) School

PROPERTY LOCATION/ADDRESS 2632 Holly Springs Parkway

MAP NUMBER 93N00

PARCEL NUMBER(S) 061

LAND LOT(S) 305

DISTRICT(S) 15 SECTION(S) 2

ACREAGE 3.69+/- SEWAGE DISPOSAL TYPE _____ UTILITIES AVAILABLE _____

DESCRIPTION OF PROPOSED DEVELOPMENT AND/OR CONDITIONAL USE REQUEST: _____

Operation of a school for nontraditional students-50% at school and 50% at home.

(COMPLETE ON ATTACHED PAPER IF NECESSARY)

The following information must be provided with completed application:

- ☒ _____ WARRANTY DEED
- _____ TAX DOCUMENTATION
- _____ SURVEY PLAT BY REGISTERED SURVEYOR
- _____ 10 COPIES OF SITE DEVELOPMENT PLAN BY REGISTERED SURVEYOR
- _____ INDIVIDUAL FOLDED TO 8.5"x11" (SEE p.7 FOR REQUIREMENTS)
- _____ CAMPAIGN CONTRIBUTION DISCLOSURE STATEMENT (ATTACHMENT A)
- _____ FOR CONDITIONAL USE REQUESTS, COMPLIANCE WITH SECTION 5.4
- _____ FOR CONDITIONAL USE REQUESTS, COMPLETE ATTACHMENT B
- _____ FILING FEE\$ _____ RECEIPT# _____ CHECK# _____

(APPLICANT DO NOT WRITE BELOW THIS LINE)

PLANNING COMMISSION RECOMMENDATION:

APPROVED _____ STIPULATIONS _____

DISAPPROVED _____ TABLED _____

CITY COUNCIL DECISION:

APPROVED _____ STIPULATIONS _____

DISAPPROVED _____ TABLED _____

Application Information

Please print or type answers, using additional paper or a separate sheet of paper, if necessary.

(1) Whether the zoning proposal will permit a use that is suitable in view of the use and development of adjacent and nearby property? Yes, we will not interfere with the adjacent property usage or development

(2) Whether the zoning proposal will adversely affect the existing use or usability of adjacent or nearby property? No adverse effects will be foreseen

(3) Whether the property to be affected by the zoning proposal has a reasonable economic use as currently zoned? It is currently zoned for a church which is very compatible with our midweek usage and their weekend usage.

(4) Whether the zoning proposal will result in a use which will or could cause an excessive or burdensome use of existing streets, transportation facilities, utilities, public safety, or schools? We are a very small school intentionally and therefore our impact will be very low. Our hours of operation 8:45 - 3:00 are compatible with local traffic.

(5) Whether the zoning proposal is in conformity with the policy and intent of the adopted Future Development Map (FDM) and Future Land Use Map (FLUM)? I don't believe that the church has any plans to leave that location so there is probably no stated development for that property.

(6) Whether the zoning proposal is in conformity with the policies, objectives, and vision set forth by the Community Agenda (Comprehensive Plan) and other adopted policy documents? Our operations should not be in any way contrary to the Comprehensive Plan of the City as church/school usage is a common partnership in many communities and seems to work very well with their common goals.

(7) Whether an impact is expected on the environment, including, but not limited to, drainage, soil erosion, and sedimentation, flooding, air quality, and water quality and quantity?

We would have no impact on the environment whatsoever
Compass Prep will not make any changes to the building or landscape
while operating @ Holly Springs Baptist Church.

(8) Whether there are other existing or changing conditions affecting the use and development of the property which give supporting grounds for either approval or disapproval of the zoning proposal?

There are no known conditions for which a
disapproval of the zoning proposal would be disapproved.

Per 14.5-7 of the City of Holly Springs Zoning Ordinance, **Applicant Report for Rezoning and Conditional Use Permit Requests**, as relevant and determined by the Zoning Administrator, all applicants must submit the following in addition to any standing requirements for requests for zoning changes*:

1. A plan of the general location of the proposed buildings by reference to a plan or drawing and an indication of the use to be made of each and every building;
2. Architectural, façade and materials to be utilized as compared to the zoning requirements for the current and proposed zoning district;
3. The percentage of development maintained as open space and/or recreation areas and impervious surfaces;
4. If application exceeds 150 residential units and/or exceeds 100,000 square feet of commercial area, the applicant is required to submit a transportation impact study to be designed by an appropriate transportation professional;
5. Preliminary tree protection plan and buffer standards;
6. Preliminary storm water retention plan.

*Per 14.5-8 of the City of Holly Springs Zoning Ordinance, **Application Submittal Requirements Waived**, When determined by the Community Development Director to be unnecessary or irrelevant to the application submitted, the requirements listed in this section may be waived; however, if determined to be of significant importance to the decision process at any time after the application has been accepted, the Community Development Director, Planning Commission, or City Council may request the submission of these items or other information as deemed relevant during the decision making process.

DISCLOSURE

Please answer the following questions.

A.) Are you, or anyone else with a property interest in the property, a member of the City of Holly Springs Planning and Zoning Commission or City of Holly Springs Council?

_____ YES ☒ _____ NO

B.) Does an official of such public bodies have any financial interest in any business entity, which has a property interest in the subject property?

_____ YES ☒ _____ NO

C.) Does a member of the family of such official have an interest in the subject property as described in (A) and (B)?

_____ YES ☒ _____ NO

D.) Within two (2) years immediately preceding this application, have you made campaign contributions aggregating \$250.00 or more?

_____ YES ☒ _____ NO

If yes, in accordance with O.C.G.A. , you are required to provide the following information at least five calendar days prior to the Public Hearing:

Public Official's Name: _____

Official Position: _____

Dollar Amount of Contribution: _____

Description of Contribution: _____

Date of Contribution: _____

If you have made more than one campaign contribution, please add an additional sheet which lists the above details of **each** campaign contribution.

10/15/21
DATE

Laura L. George
NAME PRINTED

Laura L. George
SIGNATURE

ATTACHMENT B

For Conditional Use Permit Requests, please answer the following questions on a separate sheet of paper.

1. Please verify that the proposed use complies with all of the additional stipulations by use, if any, as set forth by Section 5.4, Article 5.
2. State the proposed business name, brand, flag, and/or franchise.
Compass Prep, Inc.
3. Explain in detail what services the proposed conditional use business will provide.
We are a 3 day/wk educational program for non-traditional students in
4. Has a business plan or model been completed for this proposed conditional use business? *K-12*
5. Why was this specific location chosen for this proposed establishment? *Yes*
Churches and hybrid schools (1/2 school @ home) need the same basic infrastructure with
6. What is the projected date that the proposed conditional use business will open? *different times of use.*
Sept 2021 (already in operation)
7. How many employees are expected to work at the proposed conditional use business?
8. What are the expected hours of operation for the proposed conditional use business?
13, all part time 8:30-3:00, Tuesday, Wednesday + Thursdays
9. What licensing requirements, if any, are mandated by the state for this business to operate? Do the proprietors of this business already possess these credentials?
We are Fully Accredited through Georgia Accrediting Commission
10. Does the proposed conditional use business conform with the nearby uses already in existence? *Yes*
11. Was a feasibility study conducted that provides evidence that the local market demands such a business use? Or is such a study available? *We have been in operation since 2005 in Cherokee Co, always housed in churches. We were @ Life Bible*
12. Will the proposed conditional use business create a nuisance or disturbance to nearby or adjacent properties? *No*
Church for the last 5 years
13. Is the proposed conditional use business a service that is similar or will overlap a nearby establishment already in existence? *Yes*
14. Will the services provided by the proposed conditional use business complement and correspondent well with the intended character of the respective zoning district area?
Absolutely, we hope to be a contributing member of this community
15. Will the business have adequate facilities and parking to accommodate the proposed use?
Yes, more than enough
16. If in the Neighborhood Commercial District (NC), could nearby neighborhood residents and local pedestrians be expected to frequent this proposed business establishment without the use of an automobile?
No

School	Grade	Status
GEORGIA ACCREDITING COMMISSION, INC. 2021/2022		

Non-Traditional Educational Centers
Formerly Accredited by: Accrediting Commission for Independent Study (ACIS)

The following school programs have been approved by the Commission for the statuses indicated.

PREP - Preparation
ACCF - Accredited Fully
ACCA - Accredited Annually

Re-visit is the date for the next consultant visit.

Please call 912-632-3783 or email: filmurf@accessatc.net to ask about a school not listed.

School	Grade	Status
Alice Blount Academy of Science & Agriculture 582 Mel Blount Road Vidalia, Ga. 30474 Ericka Blount, Center Manager 912-537-7787	6-12	ACCF
The Alleluia Community School 2819 Peach Orchard Road P.O. Box 6805 Augusta, Georgia 30906- 6805 Daniel E. Funsch, Center Manager 706-793-9663	K-12	ACCF
Alpha Omega Preparatory Academy 3824 Salem Road Covington, Ga. 30016 Jon Davenport, Center Manager 770-788-7100	K-12	ACCF
The Anvil Academy 7681 Campground Road Cumming, GA 30040 Andrew Culp, Director 201-783-2334	5-8	ACCA

Marietta, GA 30066
Melanie Smith-O'Callaghan
404-388-7220

Choice Educational Academy
271 Culver Street South, Ste.A
Lawrenceville, GA 300246
Nancy H. Gordeuk, Center Manager
470-515-5525
Formerly TNT Academy 8/27/18

6-12 ACCF

City Academy of Atlanta
1266 W Paces Ferry Rd.
Unit 460
Atlanta, GA 30327
Ann Scott Hanks
404-713-6884
was Legacy Community Academy - Atlanta

K-8 ACCF

Compass Prep Academy
PO Box 691*
Holly Springs, GA 30142
Denise Rudolph, Center Manager
404-643-9424

6-12 ACCF

Coram Deo Classical School
206 Willowbend Rd.
Peachtree City, Ga. 30269
Dr. Sarah Tinsley, Center Manager
770-780-1466
was Veritas Classical Training

K-12 ACCF

Counterpane School
7/1/2018 now Traditional, DeCotis 3/18

Covenant Heart Academy
P.O. Box 32
Millner, GA 30257
Shawn Mickle, Center Manager
470-765-6308

5-12 ACCF

Crossroads Christian School
305 Arrowood Road

K-8 ACCF



COUNCIL AGENDA REPORT

FROM: Nancy Moon

SUBJECT: CUP-05-2021, applicant requests a conditional use permit for a Self-Storage Establishment for property located off of Holly Springs Parkway, Holly Springs, GA, tax parcel 117 of tax plat 15N16

DATE: December 22, 2021

COUNCIL MEETING DATE: January 3, 2022

STAFF ANALYSIS

Applicant, White Oak Development Partners, LLC, has requested a Conditional Use Permit for a Self-Storage Establishment, for property located on Holly Springs Parkway, parcel 117 of tax plat 15N16. The property is zoned GC, General Commercial. The applicant proposes to construct a multi-story climate-controlled self-storage establishment with 500-600 units. See the attached location map and site plan. The proposed façade will be composed of brick complying with the guidelines of the Holly Springs Parkway Model Zoning District Guidelines requires 75% brick and/or stone when visible from a city-maintained right-of-way and 50% brick and/or stone when not visible from a city-maintained right-of-way. The projected opening date for this business would be May of 2023. The projected move-in rate would be at approximately 20-25 per month with an absorption period of 36 months. The applicant has completed a market study for the proposed development (attached).

A. Existing Land Use and Zoning Classification of Nearby Property

ADJACENT ZONING		ADJACENT DEVELOPMENT	
NORTH:	PDR	NORTH:	Stoney Creek Townhomes
SOUTH:	GC R-40 (County)	SOUTH:	Undeveloped/Kindercare Johnston Elementary
EAST:	R-40 (County)	EAST:	Johnston Elementary/Undeveloped
WEST:	R-40 (County)	WEST:	Matthew's Crossing

B. Zoning Proposal Review Standards; Study Required for Amendment

1. Whether the zoning proposal will permit a use that is suitable in view of the use and development of adjacent and nearby property?

The use is an allowed use by the issuance of a Conditional Use Permit in the GC zoning district. South of the development on the opposite side of Holly Springs Parkway, a shopping center with retail, office, and restaurant uses is located. Granting this permit would allow a use compatible with the surrounding area developments.

2. Whether the zoning proposal will adversely affect the existing use or usability of adjacent or nearby property?

The development of the property should not adversely affect the existing use or usability of adjacent or nearby property. A buffer will be required adjacent to the residential uses. The existing adjacent residential property has an existing 30' undisturbed buffer. The current requirement for a GC development adjacent to a PDR development would be 40'. A reduced buffer in conjunction with the required 10' side building setback could be considered.

3. Whether the property to be affected by the zoning proposal has a reasonable economic use as currently zoned?

The property is zoned GC and this use is an allowed use subject to conditional use permit approval. As currently zoned, all permitted uses within the GC zoning district would be allowed.

4. Whether the zoning proposal will result in a use which will or could cause an excessive or burdensome use of existing streets, transportation facilities, utilities, public safety, or schools?

This request will not result in a use that would cause an excessive or burdensome use of utilities, streets, or other public services. It will have no impact on the local school system. Traffic impact should be minimal as this use does not produce the amount of vehicle trips that would be generated by a retail establishment.

5. Whether the zoning proposal is in conformity with the policy and intent of the adopted Future Development Map (FDM) and Future Land Use Map (FLUM)?

This property is planned for development within the Parkway Corridor character area. This character area follows Holly Springs Parkway and also encompasses land round interchanges of I-575. The Parkway Corridor is intended to provide primarily a commercial service function, i.e., retail sales, services, and offices, while maintaining quality development standards and sensitive transition to the Holly Springs Town Center. It also includes a high-density multi-family residential component.

Application: Existing and new commercial and high density multifamily

Residential

Primary Future Land Uses: office, retail, service, high density multi-family residential

Zoning Districts: HDMFR, PD-C, NC, GC, OI, GV

6. Whether the zoning proposal is in conformity with the policies, objectives, and vision set forth by the Community Agenda (Comprehensive Plan) and other adopted policy documents?

This zoning proposal and conditional use permit request is in conformity with the policies and intent of the Comprehensive Plan. The request is consistent with the City's "Future Land Use Map" which projects commercial uses for the immediate area. Furthermore, the proposal is in compliance with the vision and objectives of the Community Agenda, primarily as follows:

- a) **Commercial Uses.** Use the character areas and the Future Land Use Map (FLUM) to guide commercial growth and expansion for office/institutional, general commercial, and industrial opportunities (8.1, #1).
 - b) **Architectural Requirements.** Utilize the adopted architectural requirements for the various character areas of the city, seeking to refine and enhance these requirements, as needed. Consistently enforce architectural regulations to promote a uniform and harmonious quality of development within respective character areas (8.1, #11).
 - c) **Conditional Uses.** Continue to regulate the designated conditional uses, to protect the health, safety, welfare, natural environment, and character of the City of Holly Springs. Revise and expand conditional uses in the future as determined by Mayor and Council (8.1, #13).
 - d) **Land Use Decisions.** Use the Future Land Use Map (FLUM) as a guide when making land use decisions (map amendment requests) and reviewing other development proposals (8.1, #22).
7. Whether an impact is expected on the environment, including, but not limited to, drainage, soil erosion, and sedimentation, flooding, air quality, and water quality and quantity?

The development of the property will be held to the environmental development standards for all local, state, and federal requirements. The plan as shown will need to be adjusted to account for the 50' undisturbed stream buffer and the 25' nonimpervious surface buffer.

8. Whether there are other existing or changing conditions affecting the use and development of the property which give supporting grounds for either approval or disapproval of the zoning proposal?

Area growth has consisted of both commercial and residential uses. The development of the self-storage facility in conjunction with the regulations of the Holly Springs Parkway Guidelines would create a product that aesthetically blends with other developments in the surrounding area. In addition, the property is below the grade of the highway and as such, the impact of a three-story building is lessened.

C. Conditional Use Proposal Review Standards

Under Attachment B in the application, the City asks each CUP applicant to complete 16 questions related to the proposed use. The applicant has completed these questions and they are attached in the Conditional Use Permit application.

The Conditional Use Permit for a Self-Storage Establishment requires the following regulations to be met:

5.4-40 Self-Storage Establishments: Self-Storage Establishments, also known as “Self Service Storage” and “Storage Facilities” are any real property designed and used for renting or leasing individual storage spaces, other than storage spaces which are leased or rented as an incident to the lease or rental of residential property or dwelling units, to which the occupants thereof have access for storing or removing their personal property. No occupant shall use a self-service storage facility for residential purposes. The purpose of this section is to mitigate the negative effects of impervious surfaces, stormwater runoff, bright lights and noise, to promote the aesthetic quality and operational safety of adjacent land uses, to promote diverse economic uses, and to ensure compatibility with adjacent uses and surrounding neighborhoods and businesses. In addition to an application for a conditional use permit, the applicant shall submit evidence sufficient to demonstrate compliance, and at all times thereafter remain compliant with the following standards:

- a.) Self-Storage Establishments shall only be permissible on a tract of at least five (5) acres.

The property consists of approximately 3.8+/- acres.

- b.) Individual storage units shall be located within Self-Storage Establishment structures, primarily accessed from interior corridors. However, any individual storage space that is not accessed from an interior corridor, and whose individual unit door is accessed from the outside of the structure so that the unit door is visible from public rights-of-way or adjacent properties of dissimilar zoning or use, are to be adequately and sufficiently screened from view through the use of landscaping, plantings, walls, fencing or by use of other approved methods to emphasize architectural aesthetics and to blend in with adjacent uses.

- c.) All facades constructed in connection with Self-Storage Establishments and structures therewith, that are visible from public rights-of-way or adjacent properties, or dissimilar uses, shall be constructed of either brick, stone, or other City pre-approved masonry materials, or a combination thereof. Additionally, said structures shall also be constructed of materials and colors that are compatible with and that embody the forms and features of buildings in the area.
- d.) Self-Storage Establishments proposed and designed to be entirely self-contained, with no individual customer unit door(s) typically accessed from the outside of the structure, and with one or more levels (storage facility), shall be climate controlled, with no individual customer storage unit doors placed on the exterior of the structure. The architecture of these buildings shall be constructed consistent with the requirements of this section and other zoning codes, as well as the architecture of the immediate vicinity.
- e.) The owner/operator of Self-Storage Establishments shall provide an on-site Manager, who shall maintain and operate an office on the premises. Said office is required to be operated with personnel, open and occupied a minimum of forty (40) hours each seven-day week. Said operational hours are to be posted conspicuously on the premises, for public view.
- f.) A decorative fence or wall shall be placed on all street frontages, which shall be compatible with the architecture of the building(s). A six (6) foot chain link fence, or approved alternate, is permitted thirty (30) feet behind the building line of the building(s) closest to the nearest public street, but shall not be visible from any public street. Said chain link fence shall be black or an earth tone color compatible with the immediate area.
- g.) The outdoor storage of vehicles and/or equipment as an ancillary use of the self-storage establishment business may be considered at the time of review by Mayor and City Council. Each vehicle and/or piece of equipment stored on the premises must be kept in an approved parking space, with drive aisles. All outdoor vehicle/equipment storage shall be completely shielded from views of public rights-of-way and buffered from adjacent properties and dissimilar uses. All other forms of outdoor storage are expressly prohibited.
- h.) The proposed height of self-storage establishment structures shall be reviewed through the zoning process. The Mayor and City Council shall have the discretion to restrict the height of said structures.
- i.) For “Warehousing,” “Storage Yard,” and other storage uses not intended for individual access by the public, please review the Light Industrial Zoning District. For businesses proposed to engage primarily in the outdoor storage of vehicles and/or equipment, please review the Light Industrial Zoning District.

D. Summary

The proposed conditional use permit request for a Self-Storage Establishment is an allowed use within the GC, General Commercial zoning district, subject to compliance with the applicable regulations. Surrounding zoning and land uses are compatible with the proposed land use. The development is in compliance with the Future Development Map and with the objectives of the Comprehensive Plan.

E. Planning Commission Recommendation

Planning Commission conducted a public hearing on December 9, 2021. Area residents speaking at the public hearing were concerned with increased traffic, lighting issues, and property values. Planning Commission voted to recommend **APPROVAL** of the Conditional Use Permit request (3-0).

F. Staff Recommendation

Based on the preceding analysis, Staff recommends **APPROVAL** of the Conditional Use Permit for a Self-Storage Establishment with the following stipulations.

1. Lighting shall be environmentally sensitive, with developer making every effort to ensure that lighting is as unobtrusive as possible, utilizing fully-shielded LED lamps in compliance with the International Dark Sky Association, or equivalent organization.
2. Owner/Developer shall coordinate with the Community Development Director and the City Arborist regarding landscaping.
3. Required undisturbed buffer shall be reduced from 40 feet to 30 feet with a 10-foot side building setback from the inside edge of the buffer.
4. All improvements to Holly Springs Parkway shall be provided as per determination and recommendation of the City Engineer.
5. Owner/Developer shall be responsible for the installation of sidewalks, decorative street lamps, and curb and gutter along the road frontage of Holly Springs Parkway, as applicable, and shall conform to the design of the Holly Springs LCI Project 0008961, Pedestrian Improvements, as well as, the requirements of the Holly Springs Parkway District, as stated in Article 19, Design Guidelines for Model Zoning District.
6. In addition to the zoning requirements of the GC zoning district, all development shall follow the design guidelines as outlined in the Holly Springs Zoning Ordinance, Article 19, Design Guidelines for Model Zoning Districts.

*** The recommendations made herein are the opinions of the City of Holly Springs Staff and do not constitute a final decision. The Holly Springs City Council makes the final decision on all rezoning applications at their regularly scheduled meeting. Any site plan submitted as a part of this application is not considered approved and must go through the normal civil site plan review by the City of Holly Springs Community Development Department to ensure compliance with City regulations.*

CUP-05-2021
Location Map
Conditional Use Permit Request



0 250 500 750 1,000
Feet

Eric Ct

Melinda Ln

Seth Ridge Dr

Holly Springs Pkwy

New Park Dr

Stone Park Dr

Parcel Requesting Conditional Use Permit

Holly Springs Zoning 2021

- | | |
|---|--|
| AG- Agricultural | PDR- Planned Development Residential |
| R-40- Single Family Residential Estate | HDMFR- High Density Multi-Family Residential |
| R-20- Single Family Residential | GC- General Commercial |
| RD-20- Single Family and Duplex | NC- Neighborhood Commercial |
| RD-3- Single Family Residential | OI- Office Institutional |
| PUD- Planned Unit Development | GV- Governmental |
| TND- Traditional Neighborhood Development | LI- Light Industrial |
| | MXD- Mixed Use Overlay |
| | Parcels |
| | Roads |



MAP AMENDMENT (REZONING) AND CONDITIONAL USE PERMIT APPLICATION

Adopted by Mayor and Council on February 23, 2006

For Application Procedures, See p. 8



APPLICATION MA-_____

APPLICATION CUP- 05-2021

HEARING DATE _____

DATE OF APPLICATION November 5, 2021

APPLICANT White Oak Development Partners, LLC

OWNER Andersonville Land Partners, LLC
(If other than applicant)

ADDRESS 4300 Paces Ferry Road, Suite 500
Atlanta, Georgia

ADDRESS 245 W. Wieuca Road, NE, Suite 230
Atlanta, Georgia

ZIP CODE 30339 PHONE 404-256-0401

ZIP CODE 30342 PHONE 770-351-9300

EMAIL jhampton@whiteoakre.com

SIGNATURE [Signature]

SIGNATURE [Signature]

APPLICANT OR REPRESENTATIVE MUST ATTEND MEETING OR APPLICATION WILL NOT BE CONSIDERED

PRESENT ZONING DISTRICT(S) GC

REQUESTED ZONING DISTRICT GC

REQUESTED CONDITIONAL USE(S) Self-Storage Facility

PROPERTY LOCATION/ADDRESS Vacant Land next to 6229 Holly Springs Pkwy, Woodstock, GA 30188

MAP NUMBER 15N16

PARCEL NUMBER(S) 15N16 117

LAND LOT(S) 738 and 739

DISTRICT(S) 15 SECTION(S) 2nd

ACREAGE 3.80 SEWAGE DISPOSAL TYPE Sewer UTILITIES AVAILABLE Water, Sewer, Electric

DESCRIPTION OF PROPOSED DEVELOPMENT AND/OR CONDITIONAL USE REQUEST: _____

Applicant requests a Conditional Use Permit to develop a multi-story, climate-controlled self-storage facility

(COMPLETE ON ATTACHED PAPER IF NECESSARY)

The following information must be provided with completed application:

- ☒ WARRANTY DEED
- ☒ TAX DOCUMENTATION
- ☒ SURVEY PLAT BY REGISTERED SURVEYOR
- ☒ 10 COPIES OF SITE DEVELOPMENT PLAN BY REGISTERED SURVEYOR
INDIVIDUAL FOLDED TO 8.5"x11" (SEE p.7 FOR REQUIREMENTS)
- ☒ CAMPAIGN CONTRIBUTION DISCLOSURE STATEMENT (ATTACHMENT A)
- ☒ FOR CONDITIONAL USE REQUESTS, COMPLIANCE WITH SECTION 5.4
- ☒ FOR CONDITIONAL USE REQUESTS, COMPLETE ATTACHMENT B
- ☒ FILING FEE \$500 RECEIPT# _____ CHECK# 1003

(APPLICANT DO NOT WRITE BELOW THIS LINE)

PLANNING COMMISSION RECOMMENDATION:

APPROVED _____ STIPULATIONS _____

DISAPPROVED _____ TABLED _____

CITY COUNCIL DECISION:

APPROVED _____ STIPULATIONS _____

DISAPPROVED _____ TABLED _____

Application Information

Please print or type answers, using additional paper or a separate sheet of paper, if necessary.

- (1) Whether the zoning proposal will permit a use that is suitable in view of the use and development of adjacent and nearby property?

The property is currently zoned General Commercial, which allows for a self-storage facility with the approval of a Conditional Use Permit. The proposed use is suitable as the surrounding uses are mainly commercial in nature (Publix, Dollar Tree, Workout Anytime, restaurants, nail salons, etc.) and there are currently vegetative buffers in place between all adjacent properties. The immediately adjacent properties consists of a parcel of vacant land and Kindercare to the south, a community association green space buffer to the north and Johnson Elementary School to the east on the other side of Barnes Creek and the wetlands to the rear of the subject property. Across Holly Springs Parkway, there are a couple residential homes next to the Publix shopping center.

- (2) Whether the zoning proposal will adversely affect the existing use or usability of adjacent or nearby property?

The approval of a conditional use for self-storage will not adversely affect the neighboring properties for several reasons: (1) the Property is considerably below street grade which will limit the view of any parking areas or drive lanes from adjacent properties, (2) only the upper portion of the proposed three-story building will be visible from Holly Springs Parkway, (3) a large portion of the Property (~70%) will remain undisturbed due to wetlands which will enhance the buffer areas to the surrounding properties, (4) self-storage requires minimal parking and should have a negligible impact on traffic flow on Holly Springs Parkway as the majority of tenants place items in storage for months/years without returning to access their units in the interim and (5) there is a reciprocal access easement and an existing access / curb cut as well as turn lanes that were installed when the neighboring Kindercare facility was constructed to allow for the future development of the subject parcel.

- (3) Whether the property to be affected by the zoning proposal has a reasonable economic use as currently zoned?

There are a number of challenges to the economic viability of the subject property as currently zoned General Commercial (without a CUP), as the site sits substantially below-grade and has limited or no visibility from Holly Springs Pkwy for most traditional retail or restaurant uses. Additionally, a typical retail and/or commercial use would require considerably more parking area to service the commercial space and the buildable area of the site is severely limited due to Barnes Creek and the associated wetlands. As such, there is roughly a one-acre buildable area that can be disturbed which would severely limit parking for most retail uses. The proposed use as self-storage requires very minimal parking and visibility issues can be mitigated by building a multi-story facility, which is not standard or economically feasible for the majority of retail or commercial uses allowed in GC without a CUP.

- (4) Whether the zoning proposal will result in a use which will or could cause an excessive or burdensome use of existing streets, transportation facilities, utilities, public safety, or schools?

Given the unobtrusive nature of the proposed use and its limited requirements for utilities and minimal traffic generation, no adverse impacts are anticipated that would alter existing traffic patterns or put undue burdens on utilities, fire/police/public safety or schools.

- (5) Whether the zoning proposal is in conformity with the policy and intent of the adopted Future Development Map (FDM) and Future Land Use Map (FLUM)?

The site is listed as Parkway Corridor on the Future Development Map which is consistent with the proposed use of self-storage as the intent of the Parkway Corridor is to provide a commercial service function (i.e. retail sales, services, and offices) with primary future land uses listed as office, retail, service, and high-density residential. GC is listed as an applicable zoning for the Parkway Corridor, which is consistent with the FDM and FLUM.

- (6) Whether the zoning proposal is in conformity with the policies, objectives, and vision set forth by the Community Agenda (Comprehensive Plan) and other adopted policy documents?

Per the City of Holly Springs Comprehensive Plan (2018-2038), the proposed conditional use request for self-storage is in conformity to the Plan in that it provides a "commercial service function" in compliance with the character of the Parkway Corridor as an emerging commercial corridor. Additionally, the quality of the materials and Class A multi-story design of the proposed building will provide an aesthetically-pleasing transition along this corridor which, per the Plan, is designated to act as a transition to the Holly Springs town center.

- (7) Whether an impact is expected on the environment, including, but not limited to, drainage, soil erosion, and sedimentation, flooding, air quality, and water quality and quantity?

The total area of the site is 3.8 acres with an approximate 1-acre buildable pad available for development. The proposed site plan does not indicate any adverse impacts to the environment, wetlands, flood areas or air quality. Per conversations with the city engineer, a third-party water control device (i.e. clear stream box) will be appropriate to manage drainage and stormwater runoff from the development.

- (8) Whether there are other existing or changing conditions affecting the use and development of the property which give supporting grounds for either approval or disapproval of the zoning proposal?

Given that the Site sits below-grade with limited visibility from Holly Springs Parkway, its future development for traditional, single-story commercial and/or retail uses are quite limited as most retailers will lack the critical visibility from the roadway necessary to operate. As such, alternative development options (other than self-storage or other multi-story uses) are very limited given the grade and site constraints. Given the current GC zoning and the intent of the Parkway Corridor to allow for commercial service businesses, a multi-story self-storage facility is a use that can overcome these site constraints where many of the typical commercial and retail uses allowed in GC cannot feasibly operate on this Site.

Per 14.5-7 of the City of Holly Springs Zoning Ordinance, **Applicant Report for Rezoning and Conditional Use Permit Requests**, as relevant and determined by the Zoning Administrator, all applicants must submit the following in addition to any standing requirements for requests for zoning changes*:

1. A plan of the general location of the proposed buildings by reference to a plan or drawing and an indication of the use to be made of each and every building;

Please see attached site plan for building location and parking areas.

2. Architectural, façade and materials to be utilized as compared to the zoning requirements for the current and proposed zoning district;

The exterior of the building will be a minimum of 75% brick (or stone) and shall adhere to the Holly Springs Parkway District design guidelines as outlined in Article 19 of the Holly Springs Zoning Ordinance.

3. The percentage of development maintained as open space and/or recreation areas and impervious surfaces;

The proposed site plan contemplates only 38.4% (1.46 acres) as impervious area (building, parking, drive lanes, etc.) with approximately 61.6% (2.34 acres) as pervious area (open areas, undisturbed areas, vegetative areas, wetlands, etc.).

4. If application exceeds 150 residential units and/or exceeds 100,000 square feet of commercial area, the applicant is required to submit a transportation impact study to be designed by an appropriate transportation professional;

Per initial discussions with the planning department, this requirement will be waived given the minimal impact to traffic from the proposed use (i.e. self-storage).

5. Preliminary tree protection plan and buffer standards;

A tree protection plan will be provided as part of the civil construction plans that meets the city ordinance/requirements.

6. Preliminary storm water retention plan.

Per the 2007 hydrology report performed by Woodward Consulting, which has been provided to the city engineer, on-site detention for this project location would increase the discharge rate for the overall drainage basin when compared with free discharge. As such, free discharge with a "clear stream" box to maintain water quality is the preferable method to managing storm water rather than detaining runoff on-site. Full storm water retention plans will be submitted with civil construction plans.

***Per 14.5-8 of the City of Holly Springs Zoning Ordinance, Application Submittal Requirements Waived**, When determined by the Community Development Director to be unnecessary or irrelevant to the application submitted, the requirements listed in this section may be waived; however, if determined to be of significant importance to the decision process at any time after the application has been accepted, the Community Development Director, Planning Commission, or City Council may request the submission of these items or other information as deemed relevant during the decision making process.

Complete the following section, if applicable.

Residential

Minimum house size: _____ sq. ft.

Exterior façade: _____

Maximum number of units: _____

Anticipated start date: _____

Anticipated completion date: _____

Commercial

Number of buildings: 1 _____

Maximum square footage: 103,500 _____ sq. ft.

Number of stories: 3 _____

Total number of employees: 2-4 _____

Exterior façade: Brick _____

Anticipated start date: June 1, 2022

Anticipated completion date: May 31, 2023

ATTACHMENT A

DISCLOSURE

Please answer the following questions. If the answer to any of the following questions is "yes", you may be required under O.C.G.A. 36-67A, to provide further information.

A.) Are you, or anyone else with a property interest in the property, a member of the City of Holly Springs Planning and Zoning Commission or City of Holly Springs Council?

_____ YES X NO

B.) Does an official of such public bodies have any financial interest in any business entity, which has a property interest in the subject property?

_____ YES X NO

C.) Does a member of the family of such official have an interest in the subject property as described in (A) and (B)?

_____ YES X NO

D.) Within two (2) years immediately preceding this application, have you made campaign contribution (s) or given gifts to public officials aggregating \$250.00 or more?

_____ YES X NO

11/03/2021

White Oak Development Partners, LLC

DATE

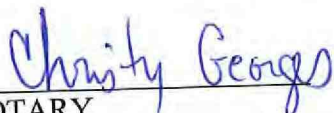
APPLICANT NAME PRINTED



APPLICANT SIGNATURE

NOTARY

Seal:





ATTACHMENT B

For Conditional Use Permit Requests, please answer the following questions on a separate sheet of paper.

1. Please verify that the proposed use complies with all of the additional stipulations by use, if any, as set forth by Section 5.4, Article 5.

The site conforms with all additional stipulations except the minimum five (5) acre requirement for storage sites (this site is 3.8 acres). Per several recent CUP/zoning applications and from discussions with the Planning Department, there is precedent for this requirement to be waived for the newer, multi-level style of self-storage (brick façade, elevators, etc.) as the required footprint for this type of facility is much smaller than the older-style of drive-up metal buildings.

2. State the proposed business name, brand, flag, and/or franchise.

Silo Self Storage – Note: Silo Self Storage is owned by the principals/owners of White Oak Development Partners. It is anticipated that the facility will be third-party managed by a national, publicly-traded self-storage REIT, such as Extra Space, Cube Smart, Public Storage, etc.



3. Explain in detail what services the proposed conditional use business will provide.

Silo Self Storage - Holly Springs will be a 100% climate-controlled, self-storage facility offering storage rental units on a monthly basis to the general public with general sizes ranging from 5x5 to 10x30. In addition to storage rental units, Silo will offer ancillary retail products for purchase that are related to moving and storage, such as boxes, locks, packing supplies, etc. Silo, through its third-party management company, will also offer tenant insurance to its customers.

4. Has a business plan or model been completed for this proposed conditional use business?

Yes – the owners of White Oak Development Partners and Silo Self Storage have considerable experience in real estate development, and specifically, in the operation and ownership of self-storage facilities. Before undertaking any proposed self-storage

acquisition or new development, White Oak spends a substantial amount of time and resources to evaluate target sites, market demographics, location-specific demand generators and future growth prospects, as well as conducting a thorough review of self-storage supply/demand fundamentals in the area that take into account both existing and proposed developments. Based on White Oak's review of this Site and the Holly Springs market, there is considerable excess demand for self-storage in the trade area and current residents are being underserved. Additionally, with the continued growth in residential units in the greater Woodstock and Holly Springs area, this trend is likely to continue and should support even further demand for additional self-storage units in the future.

5. Why was this specific location chosen for this proposed establishment?

This site was chosen for a variety of reasons, including its close proximity to Publix and the surrounding retail, convenience to the surrounding residential neighborhoods as well as its location on Holly Springs Parkway which is a principal traffic artery in the area. Given that the building will be three levels, the challenges associated with the site being below-grade are largely mitigated as the building will be visible.

6. What is the projected date that the proposed conditional use business will open?

The target date for start of construction is spring/summer 2022 with the business opening in the spring/summer of 2023.

7. How many employees are expected to work at the proposed conditional use business?

Staffing for a facility of this size is typically 2-4 employees (full and part time). As with most third-party managed facility, the management company will also employ area and regional managers that will oversee the full and part-time employees at the facility.

8. What are the expected hours of operation for the proposed conditional use business?

Tentative hours of operation are listed below – these may vary slightly depending on the level of demand/move-ins/move-outs and the management company's recommendations.

- *Gate Hours: Mon - Sun: 06:00am-10:00pm*
- *Storage Office: Mon - Sat: 09:00am-06:00pm, Sunday: Closed*

9. What licensing requirements, if any, are mandated by the state for this business to operate? Do the proprietors of this business already possess these credentials?

There are no specific licenses (other than a standard business license) that are required to operate a self-storage business.

10. Does the proposed conditional use business conform with the nearby uses already in existence?

Yes – the majority of surrounding uses are commercial / retail services.

11. Was a feasibility study conducted that provides evidence that the local market demands

such a business use? Or is such a study available?

Yes – White Oak engaged Self Storage 101, a nationally-renowned self-storage consulting firm headed by Bob Copper, to perform a market feasibility analysis on this site. A copy of the feasibility report is attached to the application.

12. Will the proposed conditional use business create a nuisance or disturbance to nearby or adjacent properties?

No. Self-storage is an extremely docile use and will have limited impact on the nearby or adjacent properties as it does not generate much traffic or daily outside activity. Additionally, as this is largely an interior-only, climate-controlled facility, there is limited activity that will take place outside the building and/or loading areas.

13. Is the proposed conditional use business a service that is similar or will overlap a nearby establishment already in existence?

No. The closest comparable self-storage facilities, all of which are essentially fully-occupied with limited unit availabilities, are listed below:

- o Extra Space (185 Woodstock Pkwy) – 3.4 Miles*
- o Prime Storage (300 Rabbit Hill Rd) – 1.8 Miles*
- o East Cherokee Storage (125 Highland Village Dr) – 1.1 Miles*

14. Will the services provided by the proposed conditional use business complement and correspondent well with the intended character of the respective zoning district area?

Yes. Per the Comprehensive Plan, "the Parkway Corridor is intended to provide primarily a commercial service function, i.e. retail sales, services, and offices, while maintaining quality development standards and sensitive transition to the Holly Springs Town Center. It also includes a high-density multi-family residential component." Per this directive, a high-quality, multi-level self-storage facility is in character with the stated commercial service function of the zoning district and also provides a valuable and necessary service to existing and future residents in the area (especially given the high-density residential directive of the Parkway Corridor).

15. Will the business have adequate facilities and parking to accommodate the proposed use?

Yes. Per code, the facility is required to have five (5) parking spaces; the proposed plan contemplates eight (8) parking spaces.

16. If in the Neighborhood Commercial District (NC), could nearby neighborhood residents and local pedestrians be expected to frequent this proposed business establishment without the use of an automobile?

N/A – Property is located in the Parkway Corridor.

Adjoining Property Owners to Parcel 15N16 117

Name: RAINBOW RASCALS GA-WOODSTOCK LLC
% CRE LLC
Mailing Address: 1732 CROOKS RD, TROY, MI 48084
Parcel Number: 15N16 117A

Name: CHEROKEE COUNTY SCHOOL SYSTEM
Mailing Address: P.O. 769, Canton, GA 30169
Parcel Number: 15N16 120

Name: CITY OF HOLLY SPRINGS
Mailing Address: P.O. Box 990, Holly Springs, GA 30142
Parcel Number: 15N16 123

Name: STONEY CREEK COMMUNITY ASSOCIATION INC
C/O ACCESS MANAGEMENT GROUP
Mailing Address: 1007 Towne Lake Hills East, Woodstock, GA 30189
Parcel Number: 15N16L 050A

Name: SNB VENTURES
Mailing Address: 2593 Grist Mill Rd, Marietta, GA 30068
Parcel Number: 15N16B 051

Name: MYERS, STEVEN J
Mailing Address: 102 Seth Ridge Dr, Woodstock, GA 30188
Parcel Number: 15N16B 050

[ABOVE SPACE RESERVED FOR RECORDING DATA]

After recording return to:
Kenneth A. Mallernee, Esq.
Taylor English Duma, LLP
1600 Parkwood Circle, Suite 400
Atlanta, Georgia 30339

LIMITED WARRANTY DEED

STATE OF TEXAS
COUNTY OF DALLAS

THIS INDENTURE is made the 31st day of March, 2010 between the **FEDERAL DEPOSIT INSURANCE CORPORATION, AS RECEIVER FOR COMMUNITY BANK OF WEST GEORGIA**, pursuant to that certain Receivership Determination and Appointment of Receiver dated June 26, 2009, issued by the United States of America, Office of the Comptroller of the Currency, a copy of which is attached to this Limited Warranty as Exhibit C (hereinafter called "Grantor"), and **ANDERSONVILLE LAND PARTNERS, LLC**, a Georgia limited liability company (hereinafter called "Grantee").

WITNESSETH that: for and in consideration of the sum of Ten Dollars (\$10.00) in hand paid at and before the sealing and delivery of these presents, and for other good and valuable consideration the receipt and sufficiency of which are hereby acknowledged, Grantor has granted, bargained, sold, aliened, conveyed and confirmed, and by these presents does grant, bargain, sell, alien, convey and confirm unto the said Grantee, the following described property, to-wit:

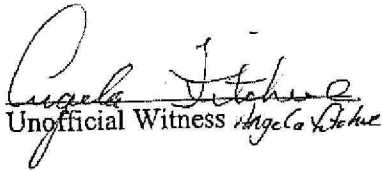
All that tract or parcel of land lying and being in Land Lots 738 and 739 of the 15th District, Cherokee County, Georgia, and being more particularly described in Exhibit A attached hereto and incorporated herein by this reference.

TO HAVE AND TO HOLD the said tract or parcel of land, with all and singular the rights, members and appurtenances thereof, to the same being, belonging, or in anywise appertaining, to the only proper use, benefit and behoof of the said Grantee forever in FEE SIMPLE.

AND THE SAID Grantor will warrant and forever defend the right and title to the above described property unto the said Grantee against the lawful claims of all persons owning, holding or claiming by, through or under Grantor, but not otherwise, subject, however, to those matters set forth on Exhibit B attached hereto and incorporated herein by this reference.

IN WITNESS WHEREOF, Grantor has signed and sealed this deed, the day and year first above written.

Signed, sealed and
delivered in the presence of:


Unofficial Witness *Angela Fitch*

FEDERAL DEPOSIT INSURANCE
CORPORATION, AS RECEIVER FOR
COMMUNITY BANK OF WEST GEORGIA

By:  **DIANE HUBERT**
Name: **ATTORNEY-IN-FACT**

Title: Attorney-in-fact by virtue of that certain
Limited Power of Attorney dated
APRIL 15, 2009 and recorded in Deed Book
 , Page , DALLAS County real
property records

[SEAL]


Notary Public
My Commission Expires:

[NOTARY SEAL]

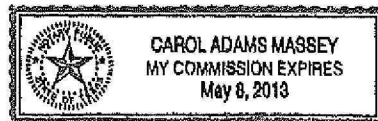


EXHIBIT A

All that tract or parcel of land lying and being in Land Lot 738 and 739 of the 15th District, 2nd Section Cherokee County, Georgia, being more particularly described as follows:

Beginning at an iron pin found at the Land Lot Corner common to Land Lots 738, 739, 702 and 703 of the 15th District, 2nd Section, Cherokee County, Georgia: Thence along the Land Lot Line separating Land Lots 739 and 702, North 89 degrees 56 minutes 09 seconds East for a distance of 666.60 feet to a point in the centerline of Barnes Creek; Thence leaving said land lot line and following the centerline of Barnes Creek, South 45 degrees 52 minutes 17 seconds West for a distance of 6.84 feet to a point in the centerline of Barnes Creek; Thence continuing along the centerline of Barnes Creek, South 41 degrees 15 minutes 05 seconds West for a distance of 23.96 feet to a point; Thence continuing along the centerline of Barnes Creek South 06 degrees 43 minutes 34 seconds West for a distance of 16.70 feet to a point; Thence continuing along the centerline of Barnes Creek, South 00 degrees 26 minutes 25 seconds East for a distance of 42.73 feet to a point; Thence continuing along the centerline of Barnes Creek, South 70 degrees 43 minutes 14 seconds West for a distance of 24.73 feet to a point; Thence continuing along the centerline of Barnes Creek, North 52 degrees 23 minutes 12 seconds West for a distance of 12.89 feet to a point; Thence continuing along the centerline of Barnes Creek, North 07 degrees 21 minutes 14 seconds West for a distance of 22.89 feet to a point. Thence continuing along the centerline of Barnes Creek, North 47 degrees 23 minutes 32 seconds West for a distance of 17.01 feet to a point; Thence continuing along the centerline of Barnes Creek, South 73 degrees 03 minutes 14 seconds West for a distance of 18.73 feet to a point; Thence continuing along the centerline of Barnes Creek, South 40 degrees 14 minutes 20 seconds West for a distance of 38.60 feet to a point; Thence continuing along the centerline of Barnes Creek, South 50 degrees 34 minutes 38 seconds West for a distance of 17.99 feet to a point; Thence continuing along the centerline of Barnes Creek, North 71 degrees 41 minutes 26 seconds West for a distance of 20.63 feet to a point; Thence continuing along the centerline of Barnes Creek, South 81 degrees 29 minutes 06 seconds West for a distance of 24.20 feet to a point; Thence continuing along the centerline of Barnes Creek, South 65 degrees 27 minutes 57 seconds West for a distance of 28.04 feet to a point; Thence continuing along the centerline of Barnes Creek, South 40 degrees 53 minutes 00 seconds West for a distance of 73.71 feet to a point; Thence continuing along the centerline of Barnes Creek, South 27 degrees 41 minutes 00 seconds West for a distance of 57.58 feet to a point; Thence continuing along the centerline of Barnes Creek South 51 degrees 51 minutes 49 seconds West for a distance of 40.00 feet to a point; Thence continuing along the centerline of Barnes Creek, South 32 degrees 07 minutes 06 seconds West for a distance of 39.95 feet to a point; Thence continuing along the center line of Barnes Creek, South 02 degrees 26 minutes 40 seconds East for a distance of 48.47 feet to a point; Thence continuing along the centerline of Barnes Creek, South 10 degrees 46 minutes 03 seconds West for a distance of 48.23 feet to a point; Thence continuing along the centerline of Barnes Creek, South 29 degrees 55 minutes 10 seconds West for a distance of 51.51 feet to a point; Thence continuing along the centerline of Barnes Creek, South 20 degrees 53 minutes 08 seconds West for a distance of 53.45 feet to a point; Thence continuing along the centerline of Barnes Creek, South 24 degrees 38 minutes 11 seconds West for a distance of 67.55 feet to a point; Thence continuing along the centerline of Barnes Creek, South 20 degrees 36 minutes 18 seconds East for a distance of 152.82 feet to a point. Thence continuing along the centerline of Barnes Creek, South 01 degrees 01 minutes 25 seconds West for a distance of 36.72 feet to a point; Thence continuing along the centerline of Barnes Creek, South 34 degrees 20 minutes 15 seconds West for a distance of 22.43 feet to a point; Thence continuing along the centerline of Barnes Creek, South 74 degrees 53 minutes 19 seconds West for a distance of 25.52 feet to a point; Thence continuing along the centerline of Barnes Creek, South 20 degrees 05 minutes 49 seconds West for a distance of 70.91 feet to a point; Thence continuing along the centerline of Barnes Creek, South 55 degrees 49 minutes 14 seconds West for a distance of 50.91 feet to point; Thence continuing along the centerline of Barnes Creek, South 41 degrees 55 minutes 16 seconds West for a distance of 34.90 feet to a point; Thence continuing along the centerline of Barnes Creek, South 07 degrees 31 minutes 28 seconds

West for a distance of 64.80 feet to a point; Thence continuing along the centerline of Barnes Creek, South 22 degrees 14 minutes 21 seconds West for a distance of 29.27 feet to a point; Thence continuing along the centerline of Barnes Creek, South 58 degrees 02 minutes 02 seconds West for a distance of 43.38 feet to a point; Thence continuing along the centerline of Barnes Creek, South 47 degrees 46 minutes 48 seconds West for a distance of 29.23 feet to a point; Thence continuing along the centerline of Barnes Creek, South 01 degrees 42 minutes 48 seconds West for a distance of 26.72 feet to a point; Thence continuing along the centerline of Barnes Creek, South 03 degrees 12 minutes 42 seconds West for a distance of 36.14 feet to a point; Thence leaving centerline of Barnes Creek, South 83 degrees 40 minutes 48 seconds West for a distance of 135.05 feet to a point on the easterly right-of-way of Canton Road, a/k/a Holly Springs Road (variable right-of-way); Thence following said right-of-way along a curve to the left having a radius of 2,294.98 feet and arc length of 444.81 feet, being subtended by a chord of North 01 degrees 46 minutes 02 seconds East for a distance of 444.11 feet along said right-of-way to a point; Thence continuing along said right-of-way, North 03 degrees 47 minutes 31 seconds West for a distance of 518.77 feet to a point; Thence continuing along said right-of-way, North 03 degrees 21 minutes 06 seconds West for a distance of 95.84 feet to an iron pin found at the point where the easterly right-of-way of Canton Road intersects the Land Lot Line separating Land Lots 703 and 738 of the 15th District, Second Section of Cherokee County, Georgia; Thence along said Land Lot Line, North 89 degrees 55 minutes 31 seconds East for a distance of 53.29 feet to the POINT OF BEGINNING.

Subject to covenants, easements and restrictions of record. Said property is depicted as 8.142 acres more or less, on ALTA Survey for Harvest Acquisitions, LLC, dated October 26th, 2007, by TSD Engineers, Monte C. Bruner, GRLS No. 2421.

EXHIBIT B

PERMITTED TITLE EXCEPTIONS

All real estate ad valorem taxes, all governmental assessments and related liens, all matters of record and all matters as would be shown on a current and accurate survey of the property.

EXHIBIT C

COPY OF RECEIVERSHIP DETERMINATION AND APPOINTMENT OF RECEIVER

IN THE SUPERIOR COURT OF CARROLL COUNTY
STATE OF GEORGIA

IN THE MATTER OF:

COMMUNITY BANK OF WEST
GEORGIA

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CIVIL ACTION FILE
NO. 09CV02170

RECEIVERSHIP

FILED
GA. CARROLL COUNTY
COURT
CLERK

09 JUN 26 AM 10: 19

Alan J. Lee
CLERK SUPERIOR COURT
CARROLL COUNTY GEORGIA

CONSENT ORDER

The Georgia Department of Banking and Finance has filed a Petition for the Appointment of the Federal Deposit Insurance Corporation to be appointed Receiver of the business and property of Community Bank of West Georgia ("Community Bank"), including, but not limited to, Cobb Commercial Bank, a division operated by Community Bank. Community Bank has consented to the relief sought in the Petition of the Georgia Department of Banking and Finance.

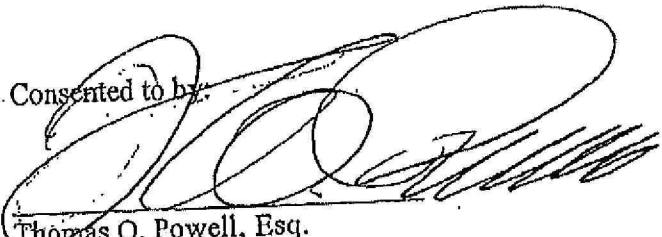
IT IS HEREBY ORDERED that the Federal Deposit Insurance Corporation is hereby appointed Receiver of Community Bank and shall have all the rights and powers as Receiver under the F.D.I. Act, including 12 U.S.C. Section 1821, and all other applicable state and federal law.

This Order is to be effective upon the Georgia Department of Banking and Finance taking possession of Community Bank on June 26, 2009.

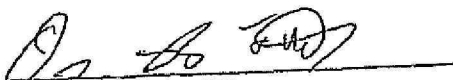

JUDGE, SUPERIOR COURT
COWETA JUDICIAL CIRCUIT

(signatures continued on next page)

Consented to by:



Thomas O. Powell, Esq.
Troutman Sanders LLP
600 Peachtree Street, N.E., Suite 5200
Atlanta, Georgia 30308
Telephone: (404) 885-3294
E-mail: thomas.powell@troutmansanders.com
Ga. Bar No. 586550
Attorney for Community Bank of West Georgia



Oscar B. Fears, III
Senior Assistant Attorney General
40 Capitol Square, SW
Atlanta, Georgia 30334
Telephone: (404) 656-3303
E-mail: bfears@law.ga.gov
Ga. Bar No. 257020
Attorney for the Georgia Department of Banking and Finance

[The space above this line is reserved for the use of the Clerk of the Superior Court]

After recording, return to:
Kenneth A. Mallernee, Esq.
Taylor English Duma LLP
1600 Parkwood Circle, Suite 400
Atlanta, GA 30339

QUITCLAIM DEED

STATE OF Texas
COUNTY OF DALLAS

THIS INDENTURE is made the 31st day of March, 2010, between the **FEDERAL DEPOSIT INSURANCE CORPORATION, AS RECEIVER FOR COMMUNITY BANK OF WEST GEORGIA**, pursuant to the certain Receivership Determination and Appointment of Receiver dated June 26, 2009, issued by the United States of America, Office of the Comptroller of the Currency, a copy of which is attached to this Quitclaim Deed as **Exhibit B** (hereinafter called "Grantor"), and **ANDERSONVILLE LAND PARTNERS, LLC**, a Georgia limited liability company (hereinafter called "Grantee").

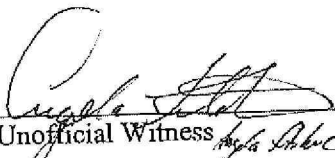
WITNESSETH that: Grantor, for and in consideration of the sum of One Dollar (\$1.00) and other valuable considerations in hand paid at and before the sealing and delivery of these presents, the receipt whereof is hereby acknowledged, by these presents does hereby QUITCLAIM unto the said Grantee, the following described property, to wit:

All that tract or parcel of land lying and being in Cherokee County, Georgia and being more particularly described in **Exhibit A** attached hereto and incorporated herein by this reference.

TO HAVE AND TO HOLD said property to Grantee, so that neither Grantor nor any person or persons claiming under grantor shall at any time, by any means or ways, have, claim or demand any right to title to said property or appurtenances, or any rights thereof.

IN WITNESS WHEREOF, the Grantor has signed and sealed this deed, the day and year first above written.

Signed, sealed and
delivered in the presence of:


Unofficial Witness *Diane Hubert*

FEDERAL DEPOSIT INSURANCE
CORPORATION, AS RECEIVER FOR
COMMUNITY BANK OF WEST GEORGIA

By:  **DIANE HUBERT**
Name: **ATTORNEY-IN-FACT**

Title: Attorney-in-fact by virtue of that certain
Limited Power of Attorney dated

APRIL 15, 2009 and recorded in Deed Book
44873, Page 119, DALLAS County real
property records Guarant


Notary Public
My Commission Expires:

[SEAL]

[NOTARY SEAL]

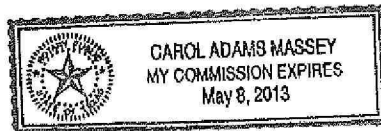


EXHIBIT A

All of that tract and parcel of land lying and being in Land Lots 738 and 739, 15th District, 2nd Section, Cherokee County, Georgia, containing 8.15 acres, more or less, being depicted on a plat of survey dated February 12, 2010, revised, March 24, 2010, prepared for: Andersonville Land Partners, LLC, by LMX Inc., Job No. 10-4116-03D, which plat is incorporated herein by reference, and being more particularly described as follows:

BEGINNING at the common corner of Land Lots 702, 703, 738 & 739; thence along the North line of Land Lot 739 South 88 Degrees 21 Minutes 45 Seconds East for a distance of 668.27 feet to a point in the centerline of Barnes Creek; thence following the centerline of said creek the following courses and distances:

South 52 Degrees 55 Minutes 25 Seconds West for a distance of 21.97 feet;
South 29 Degrees 12 minutes 00 Seconds West for a distance of 15.97 feet;
South 03 Degrees 17 Minutes 20 Seconds East for a distance of 48.40 feet;
South 59 Degrees 34 Minutes 35 Seconds West for a distance of 26.24 feet;
North 59 Degrees 01 Minutes 05 Seconds West for a distance of 17.25 feet;
North 08 Degrees 37 Minutes 25 Seconds West for a distance of 25.12 feet;
North 67 Degrees 03 Minutes 20 Seconds West for a distance of 23.08 feet;
South 45 Degrees 02 Minutes 35 Seconds West for a distance of 60.38 feet;
North 79 Degrees 27 Minutes 40 Seconds West for a distance of 25.45 feet;
South 78 Degrees 43 Minutes 40 Seconds West for a distance of 46.94 feet;
South 41 Degrees 22 Minutes 15 Seconds West for a distance of 94.74 feet;
South 22 Degrees 11 Minutes 30 Seconds West for a distance of 49.35 feet;
South 63 Degrees 06 Minutes 20 Seconds West for a distance of 36.60 feet;
South 38 Degrees 29 Minutes 30 Seconds West for a distance of 37.23 feet;
South 02 Degrees 48 Minutes 45 Seconds East for a distance of 52.79 feet;
South 15 Degrees 16 Minutes 35 Seconds West for a distance of 44.68 feet;
South 27 Degrees 21 Minutes 20 Seconds West for a distance of 94.87 feet;
South 14 Degrees 34 Minutes 15 Seconds West for a distance of 31.14 feet;
South 36 Degrees 27 Minutes 25 Seconds West for a distance of 47.48 feet;
South 18 Degrees 47 Minutes 00 Seconds East for a distance of 166.34 feet;
South 14 Degrees 49 Minutes 45 Seconds West for a distance of 44.86 feet;
South 67 Degrees 22 Minutes 00 Seconds West for a distance of 27.21 feet;
South 26 Degrees 46 Minutes 30 Seconds West for a distance of 70.64 feet;
South 54 Degrees 07 Minutes 05 Seconds West for a distance of 78.47 feet;
South 12 Degrees 32 Minutes 55 Seconds West for a distance of 90.98 feet;
South 52 Degrees 05 Minutes 25 Seconds West for a distance of 81.48 feet;
South 03 Degrees 03 Minutes 00 Seconds West for a distance of 62.62 feet;

Thence leaving the centerline of Barnes Creek South 85 Degrees 23 Minutes 00 Seconds West for a distance of 137.86 feet, more or less, to an iron pin on the Eastern side of a 60 foot right-of-way of Holly Springs Parkway, thence following said right-of-way the following courses and distances:

North 07 Degrees 36 Minutes 55 Seconds East for a distance of 105.79 feet;
North 06 Degrees 21 Minutes 30 Seconds East for a distance of 75.84 feet;
North 03 Degrees 34 Minutes 05 Seconds East for a distance of 63.77 feet;
North 01 Degrees 25 Minutes 30 Seconds East for a distance of 110.49 feet;
North 00 Degrees 51 Minutes 55 Seconds West for a distance of 87.96 feet;
North 01 Degrees 56 Minutes 15 Seconds West for a distance of 104.56 feet;
North 01 Degrees 59 Minutes 10 Seconds West for a distance of 511.16 feet to an iron pin at the intersection of said right-of-way and the Northern line of Land Lot 738; Thence leaving said right-of-way

and following the North line of Land Lot 738 South 88 Degrees 23 Minutes 40 Seconds East for a distance of 53.36 feet to an iron pin and the True Point of Beginning.

Subject to covenants, easements and restrictions of record. Said property is depicted as 8.15 acres more or less, on that certain Boundary Survey prepared for Andersonville Land Partners, LLC, dated February 12, 2010, revised, March 24, 2010.

EXHIBIT B

COPY OF RECEIVERSHIP DETERMINATION AND APPOINTMENT OF RECEIVER

IN THE SUPERIOR COURT OF CARROLL COUNTY
STATE OF GEORGIA

IN THE MATTER OF:

COMMUNITY BANK OF WEST
GEORGIA

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CIVIL ACTION FILE
NO. 09CV02170
RECEIVERSHIP

FILED
GA. CARROLL COUNTY

CLERK COURT

09 JUN 26 AM 10:49

Wm. J. Lee
CLERK SUPERIOR COURT
CARROLL COUNTY GEORGIA

CONSENT ORDER

The Georgia Department of Banking and Finance has filed a Petition for the Appointment of the Federal Deposit Insurance Corporation to be appointed Receiver of the business and property of Community Bank of West Georgia ("Community Bank"), including, but not limited to, Cobb Commercial Bank, a division operated by Community Bank. Community Bank has consented to the relief sought in the Petition of the Georgia Department of Banking and Finance.

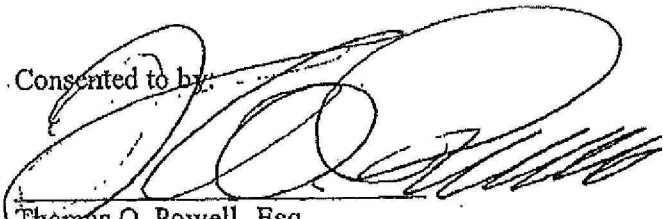
IT IS HEREBY ORDERED that the Federal Deposit Insurance Corporation is hereby appointed Receiver of Community Bank and shall have all the rights and powers as Receiver under the F.D.I. Act, including 12 U.S.C. Section 1821, and all other applicable state and federal law.

This Order is to be effective upon the Georgia Department of Banking and Finance taking possession of Community Bank on June 26, 2009.

apoc B. [Signature]
JUDGE, SUPERIOR COURT
COWETA JUDICIAL CIRCUIT

(signatures continued on next page)

Consented to by:



Thomas O. Powell, Esq.

Troutman Sanders LLP

600 Peachtree Street, N.E., Suite 5200

Atlanta, Georgia 30308

Telephone: (404) 885-3294

E-mail: thomas.powell@troutmansanders.com

Ga. Bar No. 586550

Attorney for Community Bank of West Georgia



Oscar B. Fears, III

Senior Assistant Attorney General

40 Capitol Square, SW

Atlanta, Georgia 30334

Telephone: (404) 656-3303

E-mail: bfears@law.ga.gov

Ga. Bar No. 257020

Attorney for the Georgia Department of Banking and Finance

2021 Property Tax Statement

Sonya Little
Cherokee County Tax Commissioner
2780 Marietta Hwy
Canton, GA 30114

Make Check or Money Order Payable to:
Cherokee County Tax Commissioner

ANDERSONVILLE LAND PARTNERS LLC
566 ARDEN OAK CT NW
ATLANTA, GA 30305

RETURN THIS PORTION WITH PAYMENT
(Interest will be added per month if not paid by due date)

Bill No.	Due Date	Current Due	Prior Payment	Back Taxes	*Total Due*
2021-18724	11/15/2021	\$0.00	\$3486.33	\$0.00	Paid 09/17/2021

Map: 15N16 117

Printed: 11/02/2021

Location: E CHEROKEE DR

If you have sold this property, fax a copy of the settlement statement to 678-493-6423. If you have an escrow forward tax bill to your mortgage company as soon as possible. Interest will accrue at the rate prescribed by law starting November 16th and the 16th of each month until paid. The penalty will accrue at the rate prescribed by law. ** Pay online at www.cherokeega.com** Please note: There is a 3% Merchant Fee charged. (This fee is not collected by Cherokee County.)

Sonya Little
Cherokee County Tax Commissioner
2780 Marietta Hwy
Canton, GA 30114

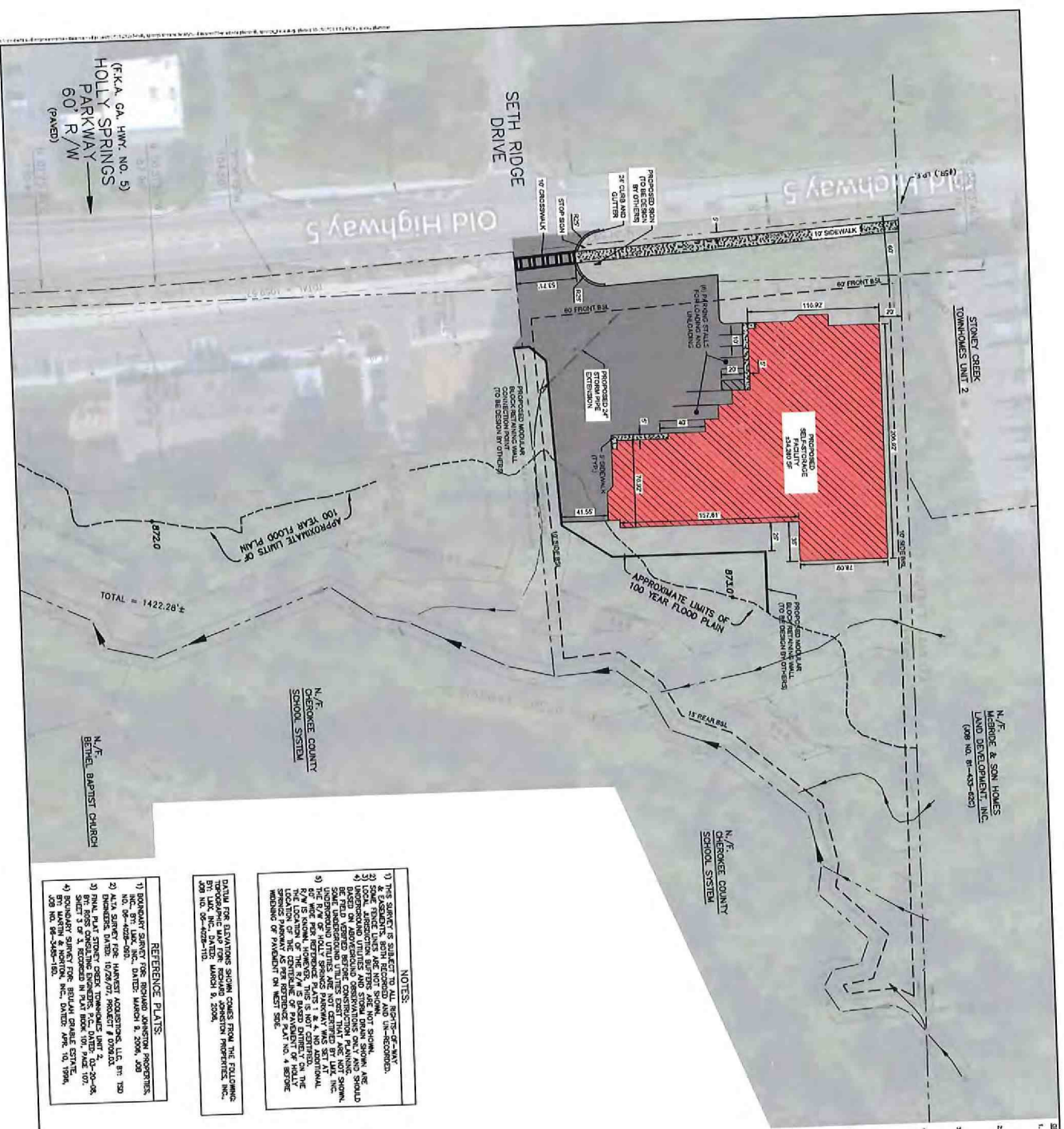


Tax Payer: ANDERSONVILLE LAND PARTNERS LLC
Map Code: 15N16 117 Real
Description: FL 739 DIST. 15
Location: E CHEROKEE DR
Bill No: 2021-18724
District: 004

Building Value	Land Value	Acres	Fair Market Value	Due Date	Billing Date	Payment Good through	Exemptions	
0.00	347,300.00	3.8000	\$347,300.00	11/15/2021				
Entity	Adjusted FMV	Net Assessment	Exemptions	Taxable Value	Millage Rate	Gross Tax	Credit	Net Tax
COUNTY M&O	\$347,300	\$138,920	\$0	\$138,920	5.212000	\$724.05	\$0.00	\$724.05
PARKS BOND	\$347,300	\$138,920	\$0	\$138,920	0.434000	\$60.29	\$0.00	\$60.29
SCHOOL BOND	\$347,300	\$138,920	\$0	\$138,920	1.250000	\$173.65	\$0.00	\$173.65
SCHOOL M&O	\$347,300	\$138,920	\$0	\$138,920	18.200000	\$2,528.34	\$0.00	\$2,528.34
TOTALS					25.096000	\$3,486.33	\$0.00	\$3,486.33

If you need to - change your mailing address / are a new resident / person 62 or older and/or disabled you should call the Tax Assessors office at 678-493-6120 to find out about qualifications for exemptions. April 1 of each year is the deadline to apply with The Tax Assessors Office for any exemptions. If you feel your property value is too high, you should file a return with the Tax Assessor's Office no later than April 1st.

Current Due	\$3,486.33
Penalty	\$0.00
Interest	\$0.00
Other Fees	\$0.00
Previous Payments	\$3,486.33
Back Taxes	\$0.00
Total Due	\$0.00
Paid Date	09/17/2021



(F.K.A. GA. HWY. NO. 5)
HOLLY SPRINGS
PARKWAY
 60' R/W
 (PAVED)

SETH RIDGE
DRIVE

STONE CREEK
TOWNHOUSES UNIT 2

N.F.
McBRIDE & SON HOMES
LAND DEVELOPMENT, INC.
 (JOB NO. B-45-450)

N.F.
CHEROKEE COUNTY
SCHOOL SYSTEM

N.F.
CHEROKEE COUNTY
SCHOOL SYSTEM

N.F.
BETHEL BAPTIST CHURCH

NOTES

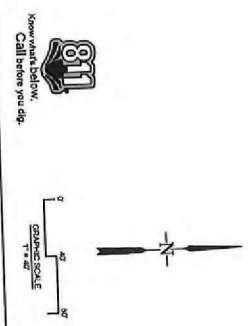
- 1) THIS SUBJECT IS SUBJECT TO ALL RIGHTS-OF-WAY
- 2) EXISTING, BOTH RECORD AND UN-RECORDED.
- 3) LOCAL JURISDICTION BOUNDARIES ARE NOT SHOWN.
- 4) UNDERGROUND UTILITIES ARE NOT SHOWN, AND SHOULD BE FIELD VERIFIED BEFORE CONSTRUCTION AND NOT SHOWN.
- 5) EXISTING UTILITIES ARE NOT SHOWN, AND SHOULD BE FIELD VERIFIED BEFORE CONSTRUCTION AND NOT SHOWN.
- 6) THE BAY OF HOLLY SPRINGS PLATS 1 & 2, NO ADDITIONAL BAY IS KNOWN, HOWEVER, THIS IS NOT CONTROLLED BY THE LACK OF THE CONTINUED OF PAVEMENT OF HOLLY SPRINGS PARKWAY, AS PER RECORD PLAT NO. 4, BETHEL BAPTIST CHURCH, DATED APRIL 10, 1994.
- 7) TOTAL = 1422.28 ±

REFERENCE PLATS

- 1) BOUNDARY SURVEY FOR BETHEL BAPTIST CHURCH, N.C. 96-4028-001, DATED MARCH 8, 2004, JOB NO. 96-4028-001.
- 2) A.L.A. SURVEY FOR LAMBERT ACQUISITION, L.L.C., 87-130, DATED MARCH 10, 2007, JOB NO. 87-130-001.
- 3) BOUNDARY SURVEY FOR BETHEL BAPTIST CHURCH, N.C. 96-4028-001, DATED MARCH 8, 2004, JOB NO. 96-4028-001.
- 4) BOUNDARY SURVEY FOR BETHEL BAPTIST CHURCH, N.C. 96-4028-001, DATED MARCH 8, 2004, JOB NO. 96-4028-001.

DATA FOR ELEVATIONS SHOWN COMES FROM THE FOLLOWING TOPOGRAPHIC MAP FOR THE AREA OF THE PROJECT, N.C. 96-4028-001, DATED MARCH 8, 2004, JOB NO. 96-4028-001.

1. TOTAL PROJECT AREA: 1.23 AC.
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100. TOTAL PROJECT AREA: 1.23 AC.



- LEGEND**
- PROPOSED ASPHALT PAVEMENT
 - PROPOSED CONCRETE
 - EXISTING CONCRETE
 - EXISTING ASPHALT PAVEMENT

SITE LAYOUT PLAN

HOLLY SPRINGS STORAGE FACILITY
HOLLY SPRINGS, GA

PREPARED FOR:
KYLE WARD & JOHN HAMPTON



REVISIONS	
NO.	DESCRIPTION
1	10/29/21

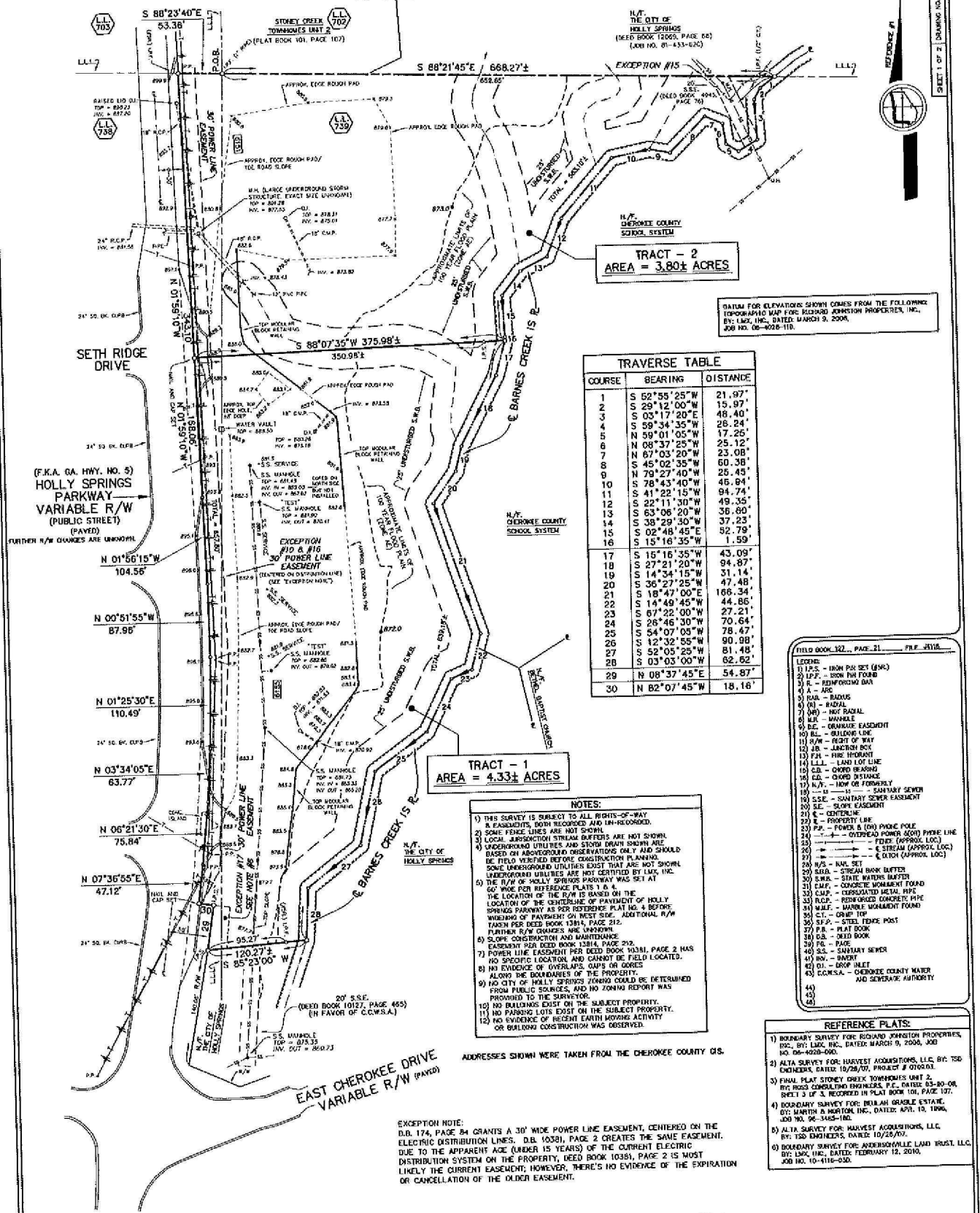
DATE: 10/29/21
 PROJECT NUMBER: 21247
 DRAWN BY: QAP
 CHECKED BY: JCM
 SCALE: 1"=40' (104'12.33"=100')

1
 SHEET:

Keep this drawing
 Call before you dig.



NOV. DRAFT EDITION



NOV. DRAFT EDITION

"FEMA OFFICIAL FLOOD HAZARD MAP" COMMUNITY NO. 130424 - PAGE 2030 SHOWS THIS PROPERTY TO BE IN AN AREA HAVING SPECIAL FLOOD HAZARDS.

GRAPHIC SCALE - FEET



BRETT SIMON
REGISTERED LAND
SURVEYOR NO. 3154



770 HOWELL DRIVE, SUITE 110
HOLLY SPRINGS, NC 28060
(770) 735-1100

THE FIELD DATA UPON WHICH THIS PLAT IS BASED HAS A CLOSURE PRECISION OF ONE FOOT IN 250,000 FEET AND AN ANGULAR ERROR OF 5" PER ANGLE POINT, AND WAS ADJUSTED USING COMPASS RULE.

THIS PLAT WAS MEAN CALCULATED FOR CLOSURE AND FOUND TO BE ADEQUATE WITHIN ONE FOOT IN 250,000 FEET.

EQUIPMENT USED FOR MEASUREMENTS:
TOPCON GTS-3005

* ALL MATTERS OF TITLE ARE EXCEPTED

ALTA/ARPS LAND TITLE SURVEY
-FOR-
RAINBOW BASCALS GA - HOLLY SPRINGS, LLC
& FIRST AMERICAN TITLE
INSURANCE COMPANY

LAND LOTS - 733 & 739
DISTRICT - 15 - SECTION - 3
COUNTY - CHEROKEE COUNTY, GEORGIA
DATE: SEPTEMBER 13, 2016 | SCALE: 1" = 80 FT.
PREPARED: SEPTEMBER 13, 2016 | DRAWING NO. 16-4116-150
DWG FILE: J116 ALTA/ARPS | DRAWING NO. 16-4116-150
SHEET 1 OF 2

NOV. DRAFT EDITION

TRACT - 1
AREA = 4.33± ACRES

LEGAL DESCRIPTION TRACT 1

All of that tract or parcel of land lying and being in Land Lots 736 and 739, 15th District, 2nd Section, Cherokee County, containing 4.33 acres, being depicted on a plat of ALTA/NSPS Land Title Survey dated September 13, 2016, prepared for: Rainbow Rascals GA - Holly Springs, LLC and First American Title Insurance Company, by: LMC, Inc., Drawing No. 16-4116-150, which plat is incorporated herein by reference, and being more particularly described as follows:

To find the TRUE POINT OF BEGINNING, commence at an iron pin at the common corner of Land Lots 702, 701, 738 and 739, thence along the Northern line of Land Lot 738 North 88 Degrees 23 Minutes 40 Seconds West for a distance of 53.16 feet to an iron pin on the Eastern Right of Way of Holly Springs Parkway; thence along said Right of Way South 01 Degrees 59 Minutes 10 Seconds East for a distance of 343.10 feet to a nail and cap and to the TRUE POINT OF BEGINNING thence bearing 265° Right of Way North 88 Degrees 07 Minutes 35 Seconds East for a distance of 375.58 feet, more or less, to a point in the center line of Barnes Creek; thence Southwesterly along said center line the following bearings and distances:

South 15 Degrees 18 Minutes 35 Seconds West for a distance of 43.09 feet;
 South 17 Degrees 21 Minutes 20 Seconds West for a distance of 94.81 feet;
 South 14 Degrees 24 Minutes 25 Seconds West for a distance of 31.34 feet;
 South 36 Degrees 27 Minutes 25 Seconds West for a distance of 47.46 feet;
 South 18 Degrees 47 Minutes 04 Minutes East for a distance of 156.44 feet;
 South 14 Degrees 49 Minutes 45 Seconds West for a distance of 44.85 feet;
 South 67 Degrees 22 Minutes 00 Seconds West for a distance of 27.21 feet;
 South 26 Degrees 45 Minutes 40 Seconds West for a distance of 70.64 feet;
 South 54 Degrees 07 Minutes 05 Seconds West for a distance of 40.47 feet;
 South 12 Degrees 32 Minutes 53 Seconds West for a distance of 90.54 feet;
 South 52 Degrees 05 Minutes 25 Seconds West for a distance of 81.48 feet;
 South 03 Degrees 03 Minutes 20 Seconds West for a distance of 83.62 feet;
 Thence leaving said center line South 85 Degrees 23 Minutes 00 Seconds West for a distance of 120.22 feet, more or less, to an iron pin; thence North 08 Degrees 37 Minutes 45 Seconds East for a distance of 51.87 feet to an iron pin; thence North 81 Degrees 07 Minutes 48 Seconds West for a distance of 18.15 feet to an iron pin on the Eastern Right of Way of Holly Springs Parkway; thence Northwesterly along said Right of Way the following bearings and distances:

North 07 Degrees 36 Minutes 55 Seconds East for a distance of 47.11 feet;
 North 06 Degrees 21 Minutes 30 Seconds East for a distance of 73.84 feet;
 North 01 Degree 34 Minutes 06 Seconds East for a distance of 65.77 feet;
 North 81 Degrees 35 Minutes 30 Seconds East for a distance of 310.49 feet;
 North 00 Degree 51 Minutes 55 Seconds West for a distance of 87.58 feet;
 North 01 Degree 59 Minutes 10 Seconds West for a distance of 343.10 feet to a nail and cap and the TRUE POINT OF BEGINNING.

TRACT - 2
AREA = 3.80± ACRES

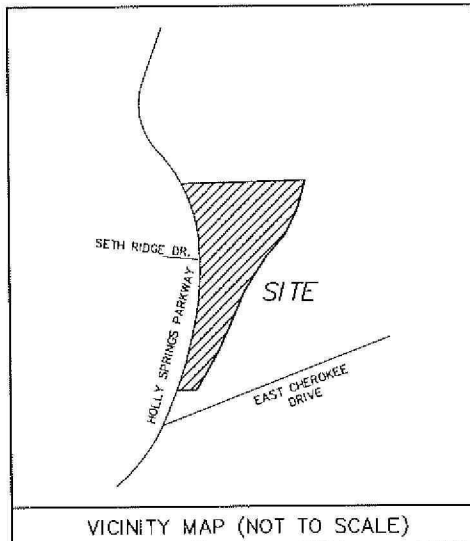
LEGAL DESCRIPTION TRACT 2

All of that tract or parcel of land lying and being in Land Lots 736 and 739, 15th District, 2nd Section, Cherokee County, containing 3.80 acres, being depicted on a plat of ALTA/NSPS Land Title Survey dated September 13, 2016, prepared for: Rainbow Rascals GA - Holly Springs, LLC and First American Title Insurance Company, by: LMC, Inc., Drawing No. 16-4116-150, which plat is incorporated herein by reference, and being more particularly described as follows:

BEGINNING at an iron pin at the common corner of Land Lots 702, 701, 738 and 739, thence along the Northern line of Land Lot 739 South 88 Degrees 23 Minutes 45 Seconds East for a distance of 608.27 feet, more or less, to a point in the center line of Barnes Creek; thence Southwesterly along said center line the following bearings and distances:

South 52 Degrees 15 Minutes 25 Seconds West for a distance of 21.97 feet;
 South 29 Degrees 12 Minutes 00 Seconds West for a distance of 15.57 feet;
 South 09 Degrees 17 Minutes 20 Seconds East for a distance of 48.42 feet;
 South 59 Degrees 34 Minutes 35 Seconds West for a distance of 75.24 feet;
 North 50 Degrees 01 Minutes 05 Seconds West for a distance of 12.25 feet;
 North 08 Degrees 37 Minutes 25 Seconds West for a distance of 25.32 feet;
 North 67 Degrees 03 Minutes 20 Seconds West for a distance of 23.06 feet;
 South 45 Degrees 02 Minutes 35 Seconds West for a distance of 60.36 feet;
 North 79 Degrees 27 Minutes 40 Seconds West for a distance of 25.45 feet;
 South 78 Degrees 43 Minutes 40 Seconds West for a distance of 46.54 feet;
 South 41 Degrees 22 Minutes 15 Seconds West for a distance of 94.76 feet;
 South 22 Degrees 18 Minutes 30 Seconds West for a distance of 43.15 feet;
 South 53 Degrees 06 Minutes 20 Seconds West for a distance of 39.60 feet;
 South 38 Degrees 29 Minutes 30 Seconds West for a distance of 37.23 feet;
 South 01 Degree 48 Minutes 45 Seconds East for a distance of 52.75 feet;
 South 15 Degrees 16 Minutes 15 Seconds West for a distance of 1.56 feet;
 Thence leaving said center line South 88 Degrees 07 Minutes 35 Seconds West for a distance of 375.58 feet, more or less, to a nail and cap on the Eastern Right of Way of Holly Springs Parkway; thence along said Right of Way North 81 Degrees 07 Minutes 48 Seconds West for a distance of 343.10 feet to an iron pin on the Northern line of Land Lot 738; thence leaving said Right of Way along said Land Lot line South 88 Degrees 23 Minutes 40 Seconds East for a distance of 53.30 feet to an iron pin and the TRUE POINT OF BEGINNING.

NOTE: THE SUBJECT PROPERTY IS CURRENTLY SHOWN ON THE CHEROKEE COUNTY GIS AS ONE TAX PARCEL (15N16 117; PIN 15-0739-0003) AND CONSISTING OF 8.13 ACRES.



FIRST AMERICAN TITLE INSURANCE COMPANY COMMITMENT NO.: 0302-031 EFFECTIVE DATE: JUNE 9, 2016 SCHEDULE B-2, EXCEPTIONS THAT RELATE TO SURVEYING:			
NO.	IN FAVOR OF	RECORDED IN	SURVEYOR'S COMMENT
10	COBB COUNTY RURAL, E.M.C.	D.B. 174, PAGE 84	SEE SURVEY FOR LOCATION
11	COBB COUNTY RURAL, E.M.C.	D.B. 160, PAGE 200	DOES NOT AFFECT SITE
12	CHEROKEE COUNTY	D.B. 4145, PAGE 332	DOES NOT AFFECT SITE
13	C.C.N.S.A.	D.B. 4176, PAGE 239	DOES NOT AFFECT SITE
14	C.C.N.S.A.	D.B. 4739, PAGE 02	DOES NOT AFFECT SITE
15	TOONIGH VILLAGE, LLC	D.B. 4945, PAGE 76	SEE SURVEY FOR LOCATION
16	COBB COUNTY RURAL, E.M.C.	D.B. 10381, PAGE 2	SEE EXCEPTION NOTE BELOW
17	CHEROKEE COUNTY	D.B. 13814, PAGE 212	SEE SURVEY FOR LOCATION

EXCEPTION NOTE:
 D.B. 174, PAGE 84 GRANTS A 30' WIDE POWER LINE EASEMENT, CENTERED ON THE ELECTRIC DISTRIBUTION LINES. D.B. 10381, PAGE 2 CREATES THE SAME EASEMENT. DUE TO THE APPARENT AGE (UNDER 15 YEARS) OF THE CURRENT ELECTRIC DISTRIBUTION SYSTEM ON THE PROPERTY, DEED BOOK 10381, PAGE 2 IS MOST LIKELY THE CURRENT EASEMENT; HOWEVER, THERE'S NO EVIDENCE OF THE EXPIRATION OR CANCELLATION OF THE OLDER EASEMENT.

NOV. DRAFT EDITION

THIS IS TO CERTIFY TO RAINBOW RASCALS GA - HOLLY SPRINGS, LLC, AND FIRST AMERICAN TITLE INSURANCE COMPANY THAT THIS MAP OR PLAT AND THE SURVEY ON WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH THE MINIMUM STANDARD DETAIL REQUIREMENTS FOR ALTA/NSPS LAND TITLE SURVEYS, JOINTLY ESTABLISHED AND ADOPTED BY ALTA AND NSPS, AND INCLUDES THE ITEMS 1, 2, 3, 4, 6, 7, 8, 9, 13, 14, 16, 17, 19 & 21 OF TABLE A THEREOF. THE FIELD WORK WAS COMPLETED ON SEPTEMBER 13, 2016.

DATE: _____ SIGNED: _____
 REGISTRATION NO. 3158
 NAME: BRETT SISSON
 P.O. BOX 129, BALL GROUND, GA. 30107
 (770) 735-1100

THIS SURVEY WAS PREPARED IN CONFORMITY WITH THE TECHNICAL STANDARDS FOR PROPERTY SURVEYS IN GEORGIA AS SET FORTH IN CHAPTER 180-7 OF THE RULES OF THE GEORGIA BOARD OF REGISTRATION FOR PROFESSIONAL ENGINEERS AND LAND SURVEYORS AND AS SET FORTH IN THE GEORGIA PLAT ACT O.C.G.A. 19-6-67, 19-6-67, 43-15-4, 43-15-5, 43-15-19, 43-15-22.



ALTA/NSPS LAND TITLE SURVEY	
-FOR-	
RAINBOW RASCALS GA - HOLLY SPRINGS, LLC & FIRST AMERICAN TITLE INSURANCE COMPANY	
LAND LOTS - 736 & 739	DISTRICT - 15, SECTION - 2
CITY: HOLLY SPRINGS	COUNTY: CHEROKEE COUNTY, GEORGIA
PREPARED: SEPTEMBER 13, 2016	SCALE: 1" = 50 FT.
LAST REVISED BY: _____	GA LSP 000000
DWG FILE: J1115 ALTA.dwg	DRAWING NO. 16-4116-150
SHEET 2 OF 2	



WEST ELEVATION
SCALE: 1/8"=1'-0"



SOUTH ELEVATION
SCALE: 1/8"=1'-0"



EAST ELEVATION
SCALE: 1/8"=1'-0"



NORTH ELEVATION
SCALE: 1/8"=1'-0"

North Hurstbourne Parkway
Storage Facility
North Hurstbourne Pkwy
Louisville, Kentucky

STINARD ARCHITECTURE
INC.
100 EAST MAIN STREET
CARTERSVILLE, GA 30130
404.381.1111
STINARDARCHITECT.COM

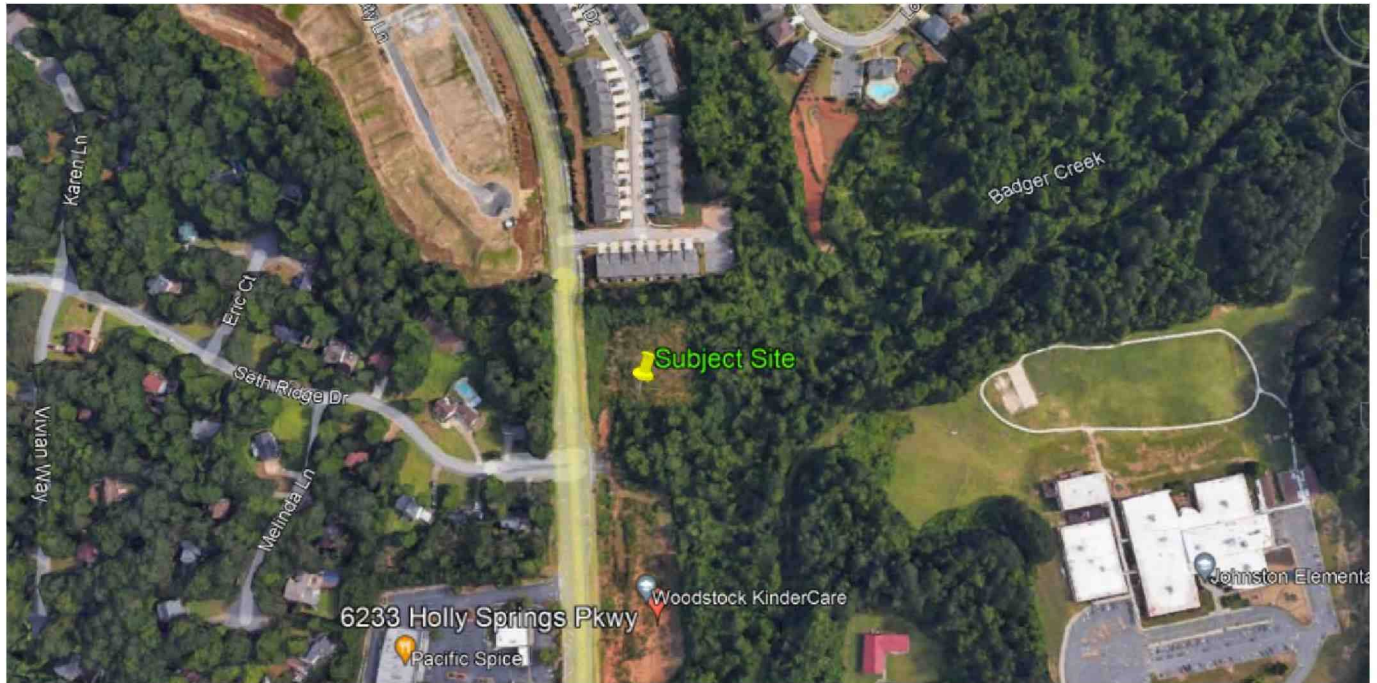
ISSUED FOR CONSTRUCTION
REVISIONS

PROJECT NUMBER
201635
DATE
8-23-16

SHEET NUMBER
A4.1



SELF-STORAGE DESKTOP MARKET STUDY



Site Location:
+/- 6233 Holly Springs Pkwy
Woodstock, GA 30188

Client: White Oak Development Partners

Desktop Market Analysis performed by: Self Storage 101



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DESK MARKET STUDY SCOPE

- Executive Summary and Conclusions
- Site Review
 - Satellite View
 - Map View
 - Location & Access Commentary
- Market review
 - Demographic information
 - Market
 - Growth projections
 - Income levels
 - Commercial base
 - Competitor Information
 - Map market competitors
 - Rate Matrix
 - Determine subject property's potential market
 - Review traffic patterns, likelihood that potential customers will travel to subject site
- Basic Financial Analysis
 - Recommended unit mix
 - Basic Stabilized Income statement
- Operations and Marketing Recommendations

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 two or three miles, and a more rural property may have a trade area radius of four or five miles. Very dense areas such as Manhattan may only require a trade area of one mile or less.

Next, a survey of all the facilities within the trade area must be taken. The most important information to be gathered includes an approximation of the net rentable area and the occupancy rate. While this information can be difficult to obtain due to its proprietary nature, estimates can 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 three demographic variables have been shown to induce demand for self-storage: *population growth, population density 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 undersupplied. If the supply is greater than the demand, the market is deemed to be oversupplied. As a test of reasonableness, a comparison of the conclusion to the average occupancy in the trade area can be made. Generally speaking, oversupplied markets have occupancy rates less than 80 percent and undersupplied 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.

FOREWARD

The client has engaged Self Storage 101 to conduct a Desktop Pre-Development Site and Market Study for a potential self-storage development or conversion location. The purpose of this report is to provide a cursory offsite review of the subject site and subject market as related to the potential for self-storage development. This study researches sub-markets as related to demographic and competitive data, potential site and location viability within the existing self-storage market and a snapshot of the existing self-storage markets and the potential site's position within those markets.

When reviewing the 'marketability' of a potential self-storage location, Self Storage 101 reviews four distinct areas that are critical in determining the site and market viability:

- 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 located in industrial parks or behind the local airport.

From a location standpoint, customers typically want their stored goods within a convenient distance. Although few do, nearly all new customers perceive that they will be accessing their unit frequently. Therefore, they will seek a location that is in close proximity to where they live, work, shop, or otherwise frequent. This would include residential areas, grocery stores, banks, restaurants, or recreational areas. The industry is evolving where the trend is to locate self storage away from industrial areas and into retail and residential areas.

When looking at the specific location, we are evaluating the site for its visibility, accessibility, proximity to potential residential and commercial tenants and its geographical relationship to the other self-storage competitors within the subject market. 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.

Access: Some self storage facilities are quite visible but have poor access. That is, the customer who wants to visit cannot locate the facility entrance, has difficulty crossing traffic or slowing down, or has a moving truck that cannot make a certain turn required to enter the facility. Prospective customers will visit facilities with easy access more often.

Visibility: The typical storage customer, upon deciding that a storage unit is needed, will remember seeing a storage facility in or around an area that they frequent. They usually will inquire at this facility to determine the price and availability of storage. A visible development, which is clearly a storage facility, will maximize the number of new customer inquiries.

Traffic Count: It is important to know the traffic count of the roadways in which the facility is visible. This represents the number of cars that will pass by the facility during the average day. Annual average daily traffic information can be obtained from the local department of transportation.

Ideally, the majority of the cars passing the site represent local traffic as opposed to commuter traffic; that is, they carry people who are living, working, or shopping in the immediate area. How much local traffic is necessary depends upon the size of the facility. Facilities that are quite large should have traffic counts in excess of 15,000 cars per day, whereas, small facilities may require less than 5,000.

It is also important to note the following as they relate to market position:

1. **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.
 2. **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.
 3. **Specials and Discounts.** The more competitive a market, the more likely it is that a facility will be forced to integrate some type of aggressive move-in discounting in its marketing scheme.
 4. **Statistics.** Most self-storage customers 'shopping' for storage end up renting storage. A critical question to ask when reviewing a self-storage facility is 'why or why not would a potential customer rent here?'
-
2. **The Market.** Self-storage demand in any market is determined by the needs of potential customers and thus, simply having self-storage inventory does nothing to increasing that potential demand. A crucial piece of the 'marketability' puzzle is attempting to determine if there is sufficient demand for 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 self-storage facility is 'why would potential self-storage customers rent here?' What about the market indicates that the subject site should garner a share of the move-in activity?
 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 particular self-storage facility.

The days of 'build it and they will come' are long over within the self-storage industry. More than ever before it does matter what the competitors are offering in order to entice potential customers. There simply may not be enough potential customers looking for storage in a particular sub-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- facility.** It is absolutely 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 outdated and becoming increasingly less viable. A self-storage manager must have excellent sales abilities, know how to use effective collections techniques and effectively utilize time management skills. In an ever increasingly competitive business cycle, self-storage facilities must have a higher level manager than their competitors. Our evidence shows that in any 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 heavily on written and verbal information provided by others. In some cases, 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.

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.

EXECUTIVE SUMMARY & OPINIONS

On or about November 3, 2021, the Team at Self Storage 101 conducted a Self Storage Desk Market Study for a specific potential development site in the Woodstock, GA 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 that the project is **favorable** for the development of the amount of self-storage space as contemplated by the developer and in particular climate controlled space. Various factors clearly indicate that there is sufficient unmet demand for climate controlled storage space, as contemplated by the subject development, despite the existing supply of non-climate controlled storage in the market. These factors are explored further in the 'Demand' section of the report. Additionally, we believe it is likely that acceptable financial assumptions and returns can be met, assuming the land and development costs are not unreasonable, and that these return calculations may be impacted by what we would calculate to be a reasonable lease-up period and moderately high rental rates.

We should note that as the Desktop Study level of reporting we recommend NOT moving forward on a particular project approximately 70% of the time and for those reports we do recommend moving forward, we generally rank those recommendations from between 'marginally favorable' to 'highly favorable' and those recommendations are, generally, about one third 'marginally favorable', one third 'favorable', and one third 'highly favorable'.

Our opinion is based on the following:

- The square foot demand calculations and anecdotal occupancy levels would appear to indicate that the subject market up to the three-mile demographic profile is under-developed by at least a modest amount of storage space and there is sufficient amount of unmet self storage space demand for the contemplated development and in particular for climate controlled storage space.
- The developer should plan to utilize the services of a professional, 'branded' 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 at least, if not more than, their 'fair share' of the self storage market results in quicker lease up period that would otherwise be expected.
 - The sophisticated revenue management systems and algorithms employed by the companies results in increased incomes and asset value than would otherwise be realized.
- The subject site's financial viability is impacted by the moderately high rental rates for climate controlled storage space in place at the market competitors.
 - The average rental rate for a 10x10 non climate unit is \$125 per month while the average rental rate for a 10x10 climate unit is \$171 per month.

- The 'blended' rental rate for the recommended unit mix is \$19.95 per square foot (per year), a rental rate generally found to be high enough to warrant new development and a rate that is likely to produce sufficiently high enough financial returns to warrant the investment risk associated with the asset class.
- The financial viability of the subject project will be dependent on the developer's securing reasonable development costs.
- The stabilized income statement would indicate an asset value of +/- \$19,995,000 (assuming a 5.5% cap rate).
- We would estimate the new facility would cost, not including the land value, between \$80-85 per gross square foot to develop, or \$8,227,000 to \$8,741,000.

We believe this particular potential development is represented as a 'B+' market and the site is a 'B+' site.

We consider this a 'B+' market due to what appears to be mostly moderately high to high occupancy levels, the calculation of at least a modest amount of potential unmet demand for additional self storage space in the market, the moderately high rental rates for storage space, the moderately high to high per capita and household income levels, the moderately low population density and modest projected population growth. (We would consider this an 'A' market if there was a higher calculated demand for storage in the market, if the rental rates were higher and if the population density and growth projections were higher).

We would consider this a 'B+' site due to the location with good visibility and access from a moderate traffic count roadway, the close proximity to residential customers, the small 'owned' market of the site (due to the lack of competition in closer proximity to the west) and the potential for population drive by opportunities in close proximity. (We would consider this an 'A' site if the traffic count was higher and if the population density in closer proximity was higher).

The amount of storage space owned and operated by sophisticated, institutional operators in the market does indicate that rental rate increases should likely be expected as occupancy levels increase. Any proforma increases in the rental rates would be influenced by the presence of properties owned and 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 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. This first paradigm does exist in the Woodstock market, and so therefore we would expect the rental rates to increase as the occupancy levels increase.

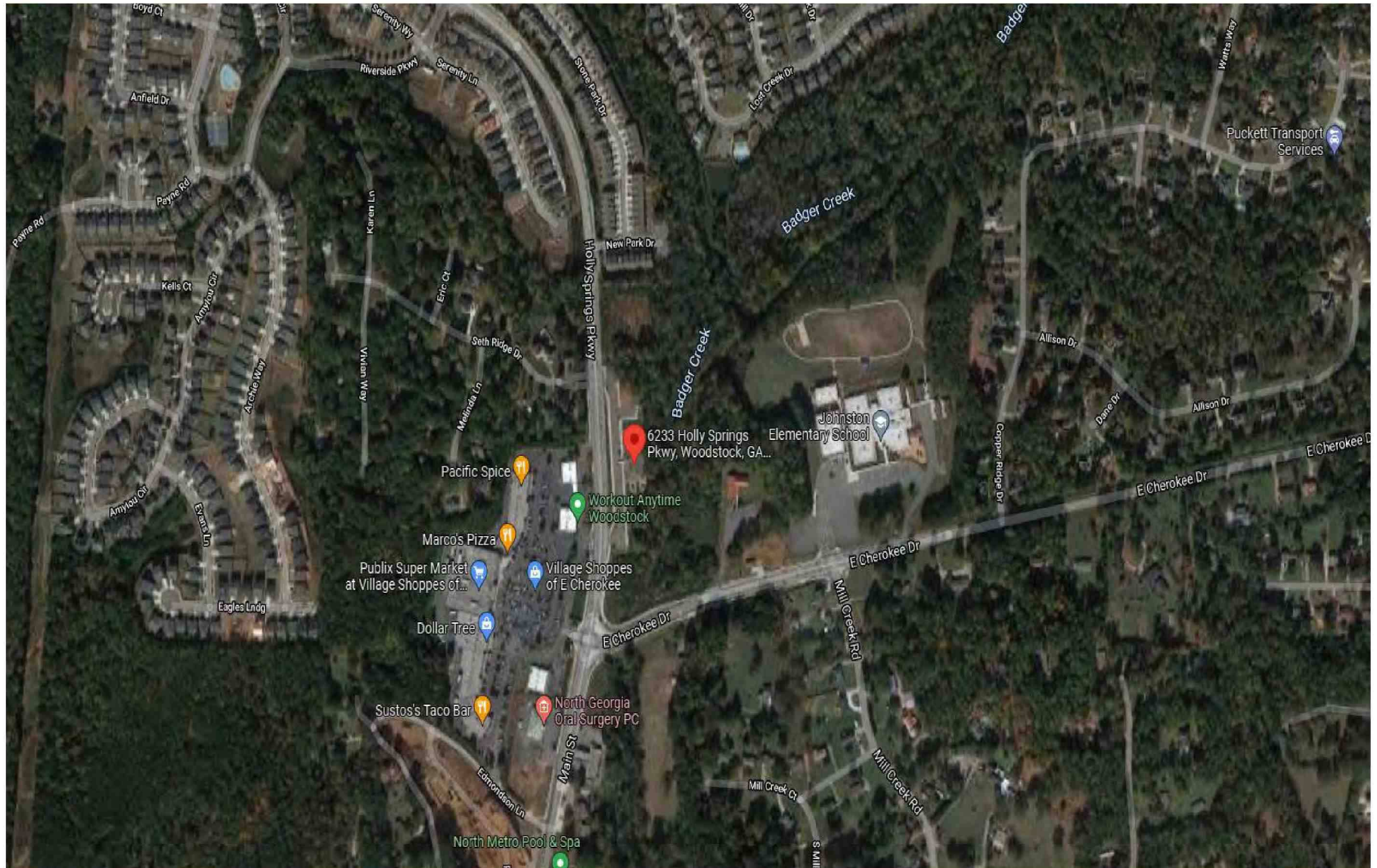
The developer should plan to engage the services of a professional third party management company at several critical stages including site selection, building design, pricing, marketing, call center, SEO, website and website design, POS and daily management. Our experience indicates that there is a substantial experiential difference between a professionally managed and marketed self storage facility and one that is not.

We believe that the full-fledged professional third party management company engagement regarding this facility helps to mitigate any existing or inherent risk with this particular self storage asset.

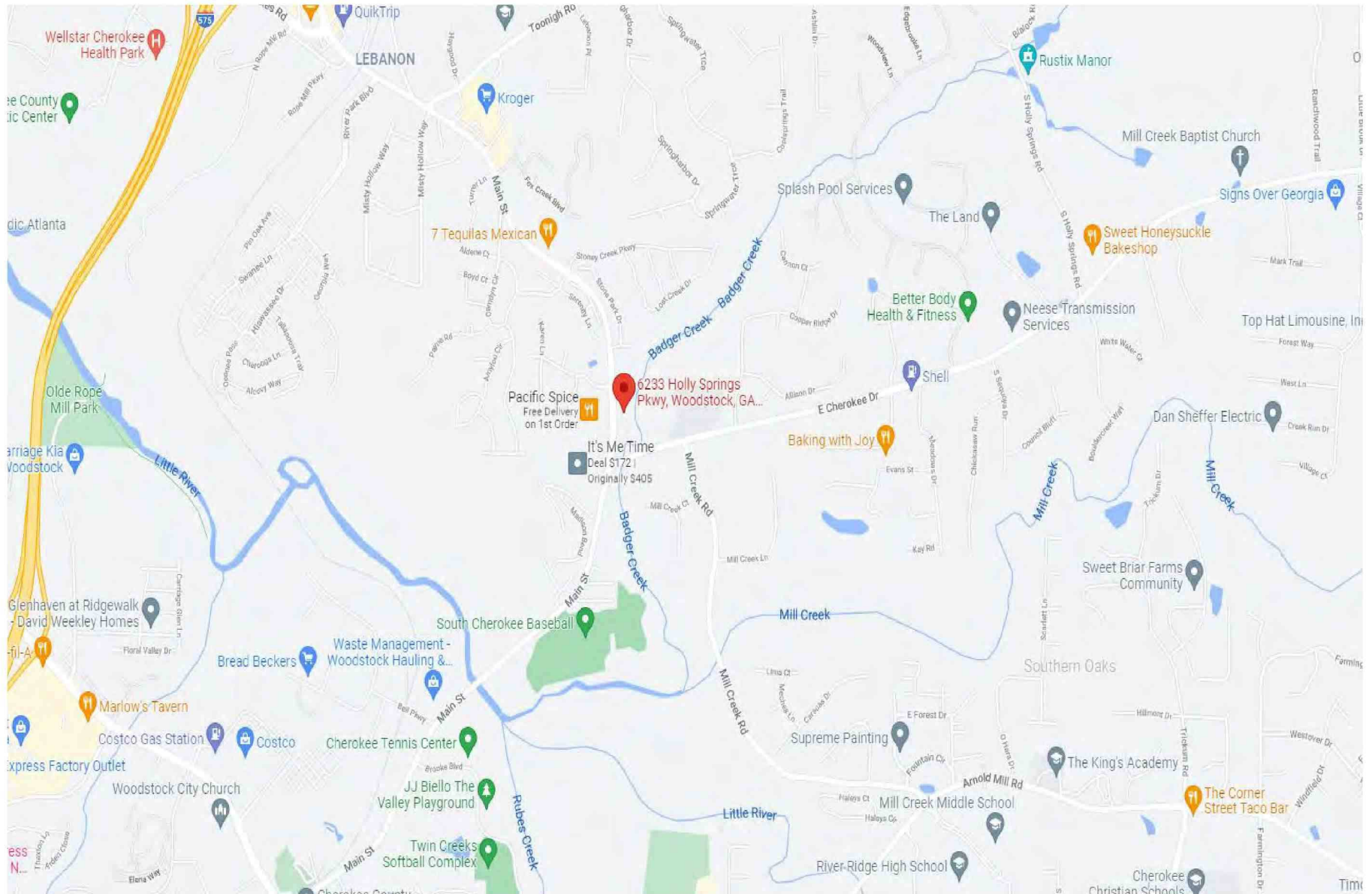
Our Opinions and Recommendations are based on the information contained herein the following report.

We would recommend that the developer consider further examination of this potential site for self storage development.

Woodstock GA
SITE REVIEW
AERIAL VIEW



Woodstock GA MAP VIEW



SITE EVALUATION

VISIBILITY: The subject site should be developed in such a manner as to have a high level of visibility from Old Hwy 5, what appears to be a moderate traffic count primary roadway in the subject market. This high level of visibility will be achieved from the design of the three-story climate controlled facility as currently proposed by the developer. 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 Old Hwy 5.



ACCESS: The subject site should have very good access for both directions of travelers on Old Hwy 5 as there are no road dividers in this section of the roadway.



TRAFFIC COUNT: The subject site is located with very good visibility and good access from what appears to be a moderate 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.

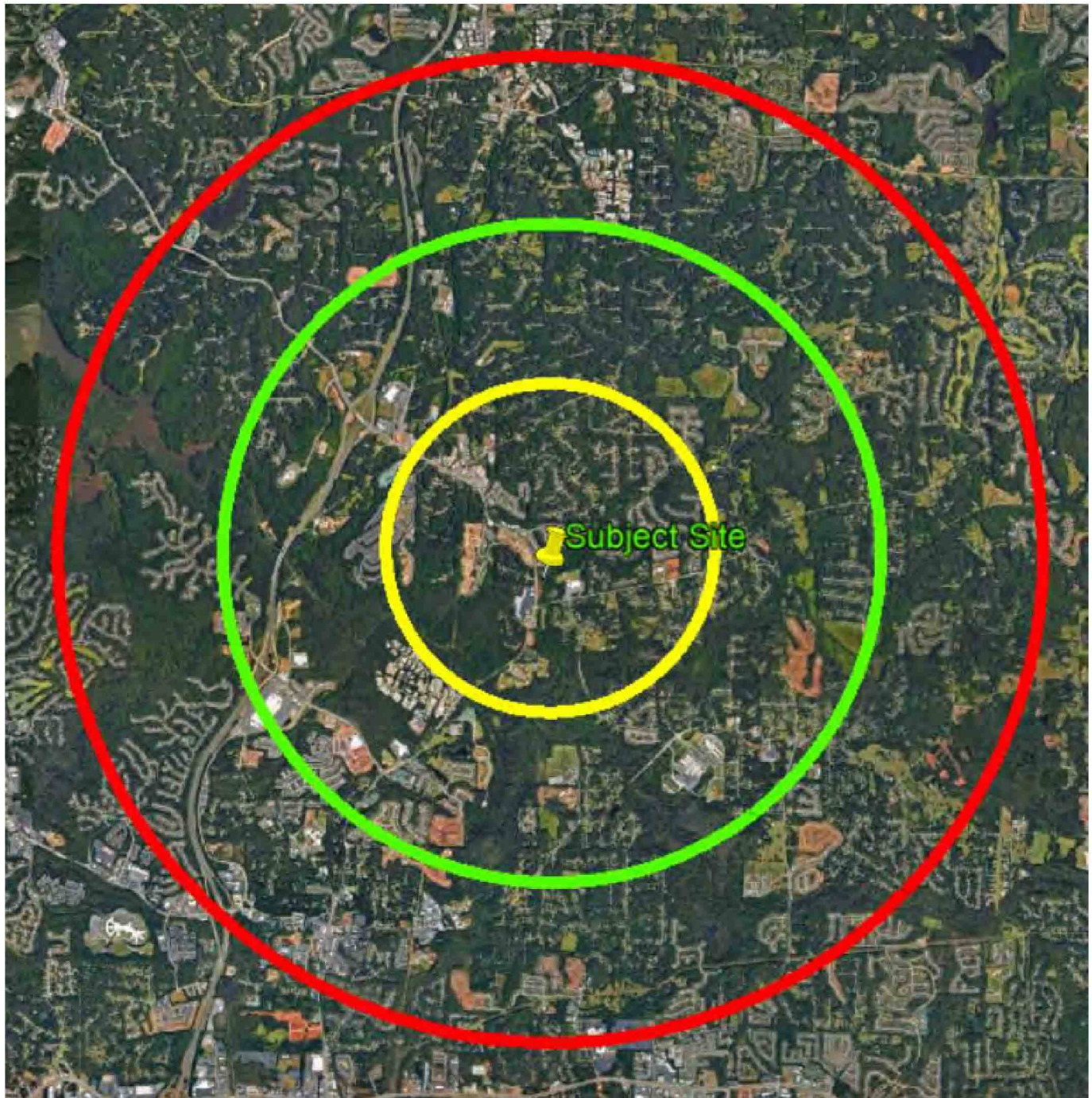
LOCATION RELATIVE TO COMPETITORS: The subject site does appear to enjoy some level of location advantage as it is located with very good visibility and access from a higher traffic count roadway than some of the competitors. It also appears to 'own' a sub-section of the market as there are no self storage competitors located in close proximity to the west.

It is important to note that the subject property should have a distinct management advantage over most of the competitors. Self-storage is a highly 'manager-centric' business model and the level of management expertise in the Woodstock sub-market is, at best, mediocre to poor. Our opinion is based on making phone calls 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 Woodstock.

MARKET REVIEW

The following demographic profile is based on the concentric map: 1-, 3- and 5-mile radii from the subject site. It is our belief that the primary customer base for the subject site resides within five 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.

DEMOGRAPHICS¹

Description	1 Miles	2 Miles	3 Miles
POPULATION BY YEAR			
Population (4/1/1990)	546	8,157	17,233
Population (4/1/2000)	2,121	11,629	27,613
Population (4/1/2010)	4,283	18,770	39,235
Population (1/1/2020)	5,303	22,697	47,447
Population (1/1/2025)	5,538	23,693	49,533
Percent Growth (2020/2010)	23.82	20.92	20.93
Percent Forecast (2025/2020)	4.43	4.39	4.40
HOUSEHOLDS BY YEAR			
Households (4/1/1990)	209	2,715	5,916
Households (4/1/2000)	693	3,879	9,551
Households (4/1/2010)	1,473	6,669	14,062
Households (1/1/2020)	1,845	8,156	17,204
Households (1/1/2025)	1,935	8,557	18,050
Percent Growth (2020/2010)	25.25	22.30	22.34
Percent Forecast (2025/2020)	4.88	4.92	4.92
GENERAL POPULATION CHARACTERISTICS			
Median Age	36.1	36.6	36.1
Male	2,633	11,136	23,320
Female	2,670	11,561	24,127
Density	1,864.6	1,319.0	1,548.0
Urban	5,303	22,697	47,447
Rural	0	0	0
GENERAL HOUSEHOLD CHARACTERISTICS			
Households (1/1/2020)	1,845	8,156	17,204
Families	1,446	6,085	12,532
Non-Family Households	399	2,071	4,672
Average Size of Household	2.87	2.76	2.75
Median Age of Householder	49.0	49.6	49.2
Median Value Owner Occupied (\$)	164,474	176,344	180,335
Median Rent (\$)	1,067	862	880
Median Vehicles Per Household	2.6	2.5	2.5
GENERAL HOUSING CHARACTERISTICS			
Housing, Units	1,959	8,856	18,662
Housing, Owner Occupied	1,680	6,668	13,328
Housing, Renter Occupied	165	1,488	3,876
Housing, Vacant	114	700	1,458
POPULATION BY RACE			
White Alone	4,579	19,281	39,158
Black Alone	373	1,774	4,077
Asian Alone	118	407	1,224
American Indian and Alaska Native Alone	10	71	169
Other Race Alone	87	499	1,229
Two or More Races	136	665	1,590

¹ The demographic profile is compiled through a subscription service.

POPULATION BY ETHNICITY			
Hispanic	314	1,818	4,304
White Non-Hispanic	4,478	18,575	37,384
GENERAL INCOME CHARACTERISTICS			
Total Household Income (\$)	228,967,447	937,243,213	1,921,124,098
Median Household Income (\$)	106,982	97,635	96,316
Average Household Income (\$)	124,102	114,915	111,667
Per Capita Income (\$)	43,177	41,638	40,658
RETAIL SALES			
Total Retail Sales (including Food Services) (\$000)	29,936	566,211	778,230
CONSUMER EXPENDITURES			
Total Annual Expenditures (\$000)	150,634.5	620,692.4	1,293,133.7
EMPLOYMENT BY PLACE OF BUSINESS			
Employees, Total (by Place of Work)	963	11,875	15,035
Establishments, Total (by Place of Work)	73	1,111	1,532

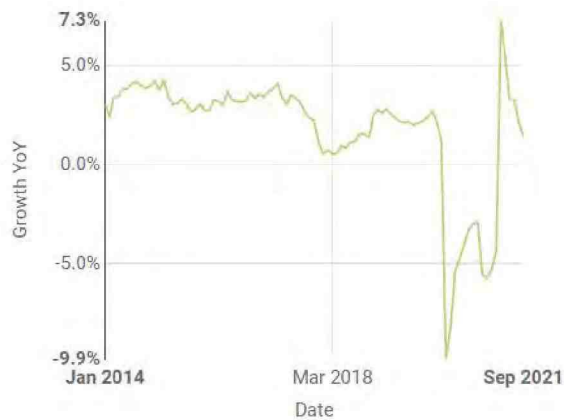
The demographic profile indicates that the population and household numbers are projected to modestly increase over the next five years. It also indicates that the household and per capita income levels are at moderately high to high numbers and the population density is in the moderately low range.

MARKET SUMMARY

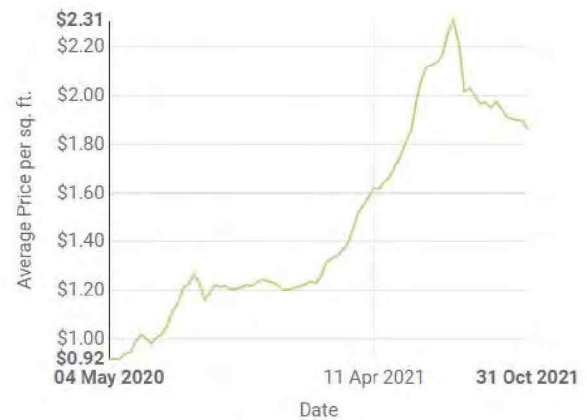
Atlanta-Sandy Springs-Roswell, GA



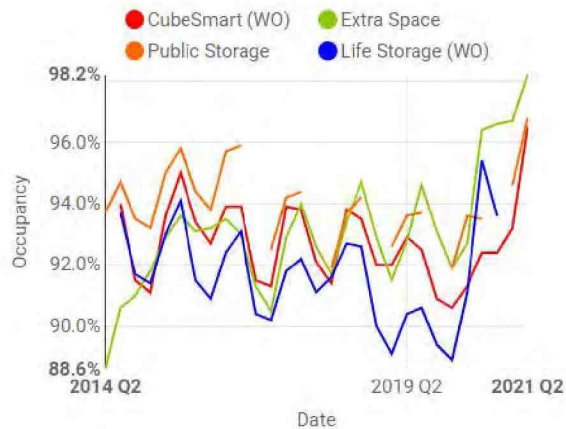
Employment



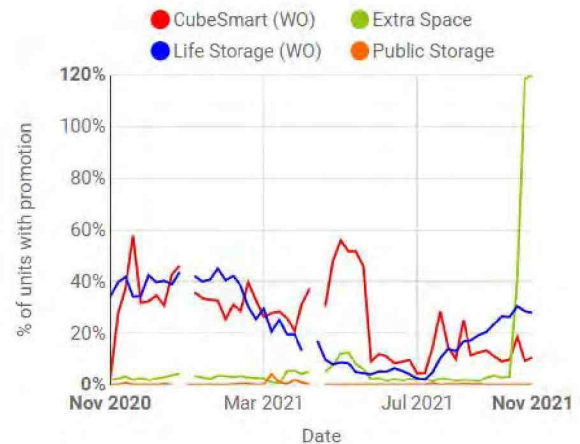
Pricing



Occupancy

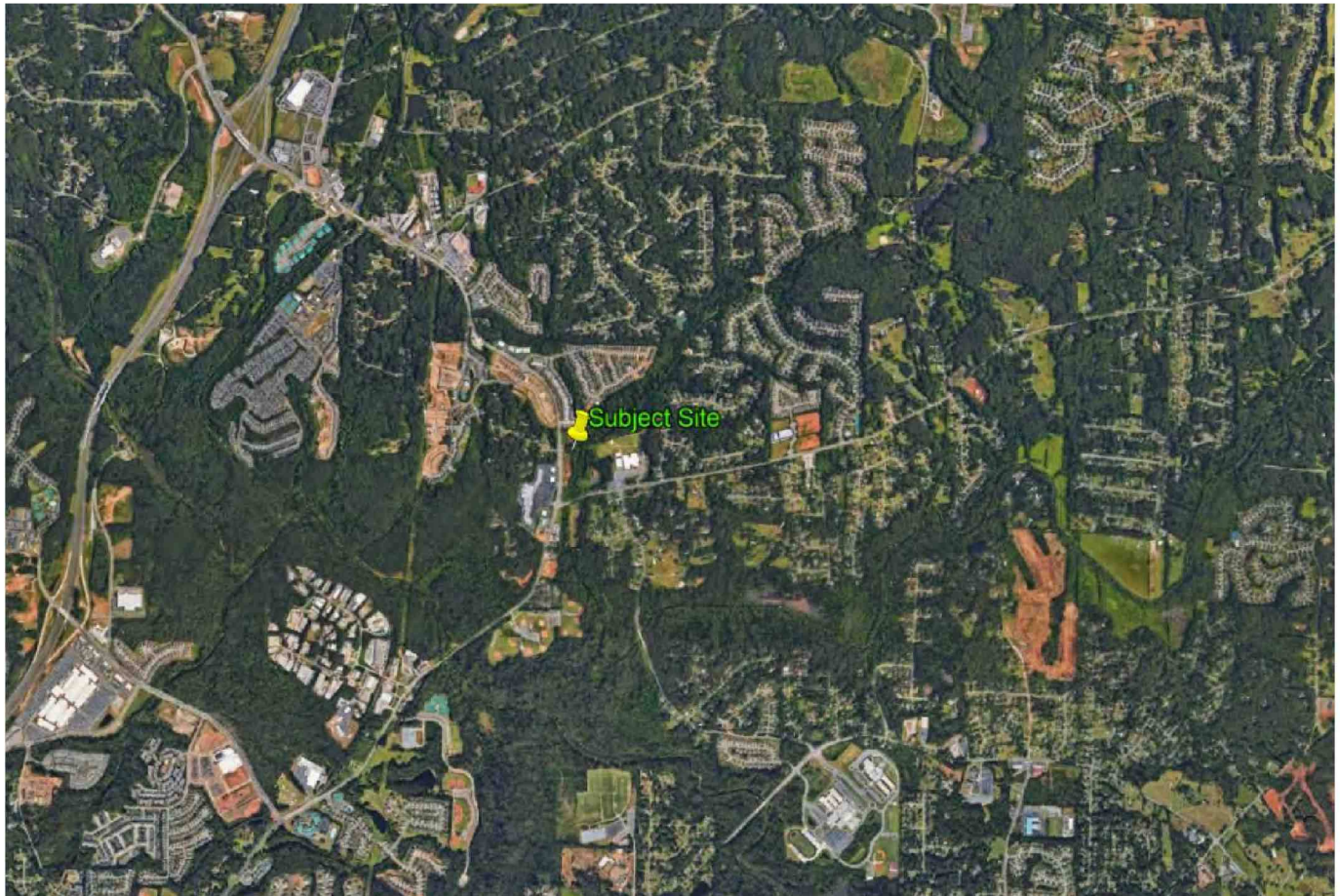


Promotions



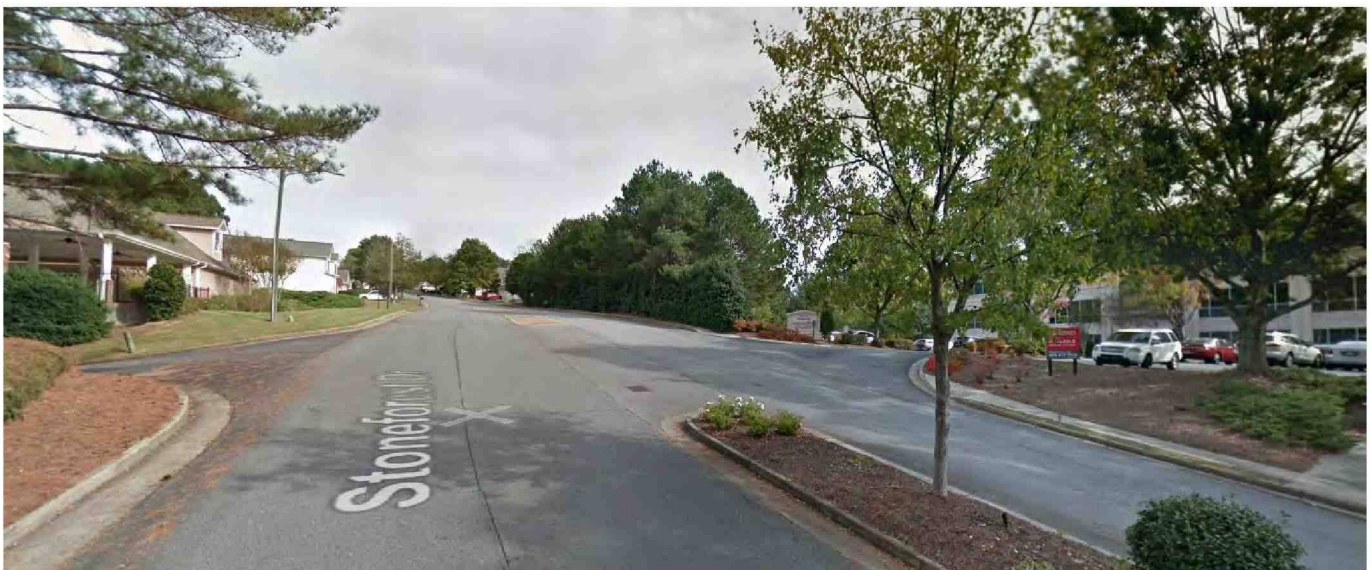
NEIGHBORHOOD

The neighborhood in close proximity to the subject site is primarily comprised of vacant land parcels, single family homes and residential neighborhoods and a number of commercial enterprises of various types and sizes.

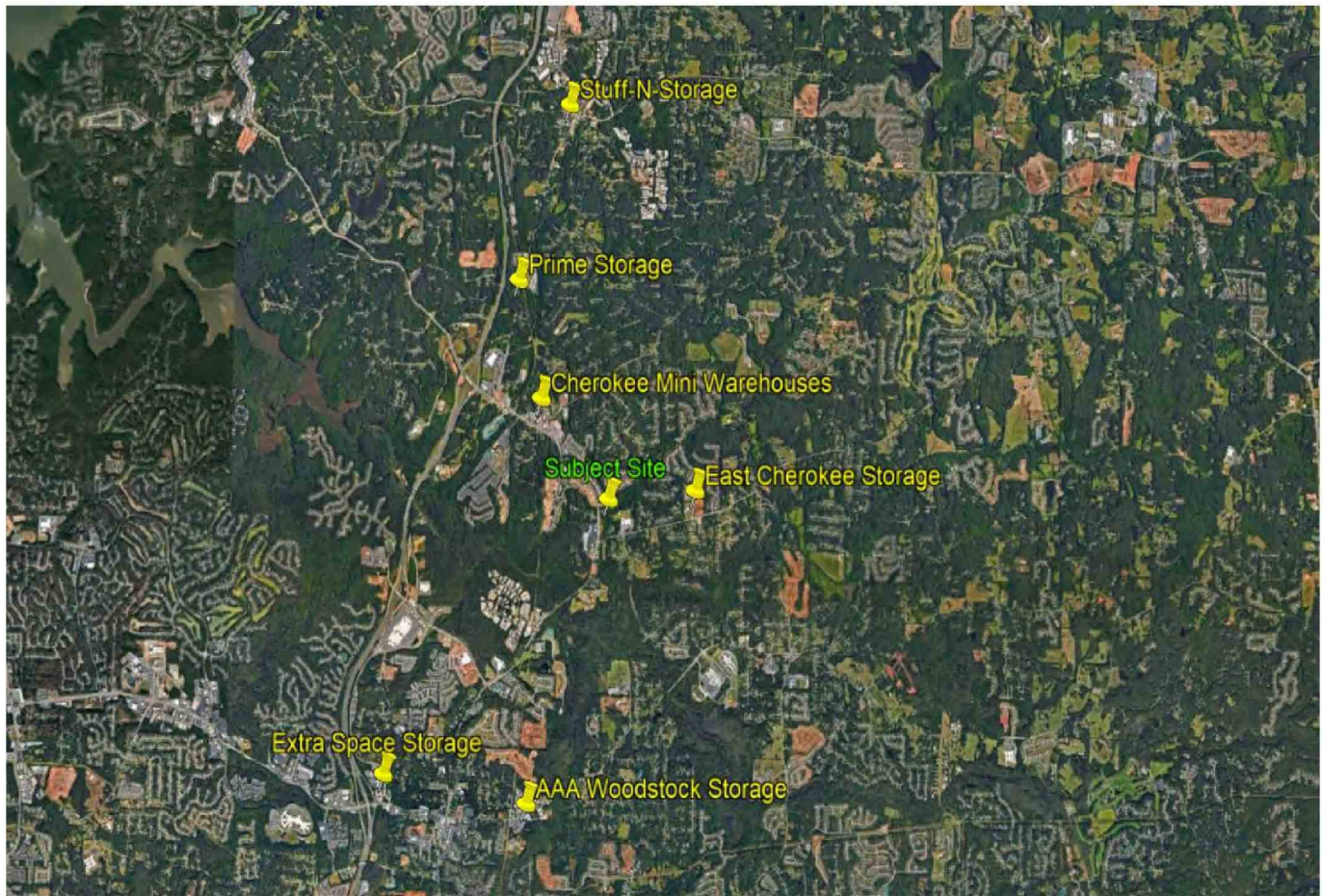








COMPETITORS BY LOCATION



In most subject markets there are additional self storage competitors we may not have included in the map and profiles. If we have not included any competitors within the subject market it is due to those facilities being very small or small (as related to rentable square footage or numbers of units) and/or their being so limited in quality and amenities as to not warrant consideration as a competitor of the subject site.

An important step in determining the feasibility of building a self storage facility at a particular 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.

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 PROFILES²**1. East Cherokee Storage** 125 Highland Village Dr Woodstock, GA 30188 (678) 453-5050

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
0.7 miles	2009	90%	+/- 74,845	No	Multi	State of Art
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	No	Yes	No	Yes	Yes
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	A
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
A			A	M-F 9-5:30	Sat 9-3 Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						
Climate Up			\$189/\$194	\$232/\$237	\$292/\$297	
Non Climate		\$134/\$139 (10x8)	\$159/\$164		\$284/\$289	

Comments: above units available, online discount, 50% off first month for upper climate 10x10

Property Photo

² The Competitor Profiles are completely filled in during onsite visits as part of the scope of work in a full Feasibility Study.
Prepared by Self Storage 101 for J Hampton ©2021

2. **Cherokee Mini Warehouses** 5155 Old Hwy 5 Woodstock, GA 30188 (770) 926-2224

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
0.99 miles	1996	95%	+/- 11,070	No	Single	1 st
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
No	Yes	Yes	Yes	No	No	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	B+	B+	B+	B	B
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B			B	M-F 9-5	Sat 9-3 Sun Closed	24 hours
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
No						

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						
Climate Up						
Non Climate				\$104		

Comments: only have 2 10x15 units available now, office located in Cherokee Flooring

Property Photo

3. **Prime Storage** 300 Rabbit Hill Road Holly Springs, GA 30114 (470) 785-9822

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
1.78 miles	2021	Lease up	+/- 46,845	No	Multi	State of Art
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	No	Yes	No	Yes	Yes
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	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
N/A			A	M-F 10-6	Sat 10-4 Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down	\$67	\$108	\$167	\$216	\$305	
Climate Up			\$156		\$255	
Non Climate						

Comments: 50% off first month for 5x5 and 10x20, first month free for 5x10 and 10x15

Property Photo

4. AAA Woodstock Storage 236 Arnold Mill Road Woodstock, GA 30188 (770) 924-6230

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
2.20 miles	1995	Unknown	+/- 29,015	No	Single	1 st
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
No	Yes	No	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+	B	B
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B			B+	M-F 9-5	Sat Closed Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
No						

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						
Climate Up						
Non Climate						

Comments: left message, multiple attempts to contacts

Property Photo



5. **Extra Space Storage** 185 Woodstock, GA 30188 (470) 744-0110

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
2.64 miles	2019	90%	+/- 73,245	Yes	Multi	State of Art
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	No	Yes	No	Yes	Yes
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
No	No	No	Yes	No	Yes	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
A			A	M-F 9:30-6	Sat 9-5:30 Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
Yes	Yes	Yes	Yes	Yes	Yes	A

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down	\$62/\$80	\$120/\$155			\$377/\$488	
Climate Up	\$58/\$75		\$197/\$255	\$271/\$351		
Non Climate						

Comments: limited units available, online discount

Property Photo

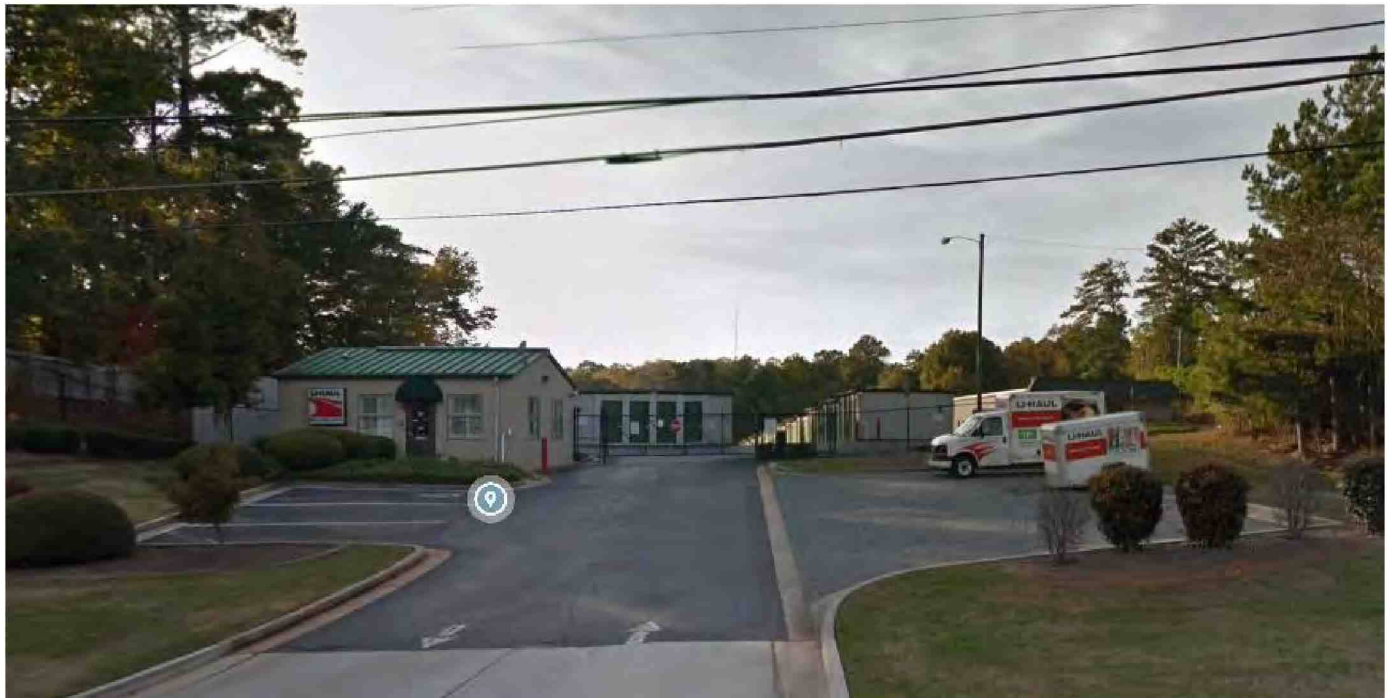
6. **Stuff-N-Storage** 2820 Holly Springs Parkway Canton, GA 30115 (770) 345-6464

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
2.87 miles	1996	85-90%	+/- 31,935	No	Single	2 nd
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
Yes	Yes	No	Yes	No	Yes	Yes
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
Yes	No	Yes	Yes	No	No	Asphalt
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	B	B
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B			B+	M-F 9-5:30	Sat 9-5 Sun Closed	6AM-10PM Daily
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
Yes	Yes	No	No	No	Yes	B+

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down	\$71	\$81	\$131	\$181	\$245	
Climate Up						
Non Climate		\$91	\$111	\$141	\$220	

Comments: limited units available

Property Photo



7. **Little River Storage** 3321 Trickum Road Woodstock, GA 30188 (770) 926-4011

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
2.92 miles	2000	100%	+/- 10,875	No	Single	2 nd
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
No	Yes	Yes	Yes	No	Yes	No
Boat/RV Parking	Covered Parking	Truck Rental	Retail Ready Office	Resident Manager	Elevator	Drive Surface
Yes	No	No	No	No	No	Asphalt/Gravel
Property Ratings	Visibility	Location	Traffic Count	Access	Condition	Curb Appeal
	A	A	A	B+	B	B
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B			B	By appt		24 hours
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
No						

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						
Climate Up						
Non Climate						

Comments: completely full, no other information

Property Photo



8. **EZ Wash & Storage** 3329 Trickum Road Woodstock, GA 30188 (770) 516-4500

Distance from Subject	Year Built	Occupancy	Net Square Feet	REIT?	Single or Multi Story	Generation
2.94 miles	2004	100%	+/- 13,635	No	Single	2 nd
Climate Control	Controlled Access Gate	24 Hour Access	Convenient Parking	Door Alarms	Cameras	Fire Sprinklers
No	Yes	Yes	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	B+	B+	A	A	B+
Drive Width	Manager	Office Quality	Overall Rating	Office Hours	Office Hours	Access Hours
B			B+	M-F 9-1:30	Sat Closed Sun Closed	24 hours
Website	Online Rates?	Dynamic?	Reservations?	Specials?	Features?	Overall Rating
Yes	Yes	No	No	No	Yes	B+

	5x5	5x10	10x10	10x15	10x20	Parking
Climate Down						10x20 \$85
Climate Up						10x31 \$200
Non Climate		\$65	\$105	\$145	\$175	

Comments: completely full right now

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.

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 analysis 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 at least a modest amount of excess supply within the one-mile demographic profile, at least a modest amount of unmet demand within the two-mile profile and a more 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.

[illegible]

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.

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 36-42 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.

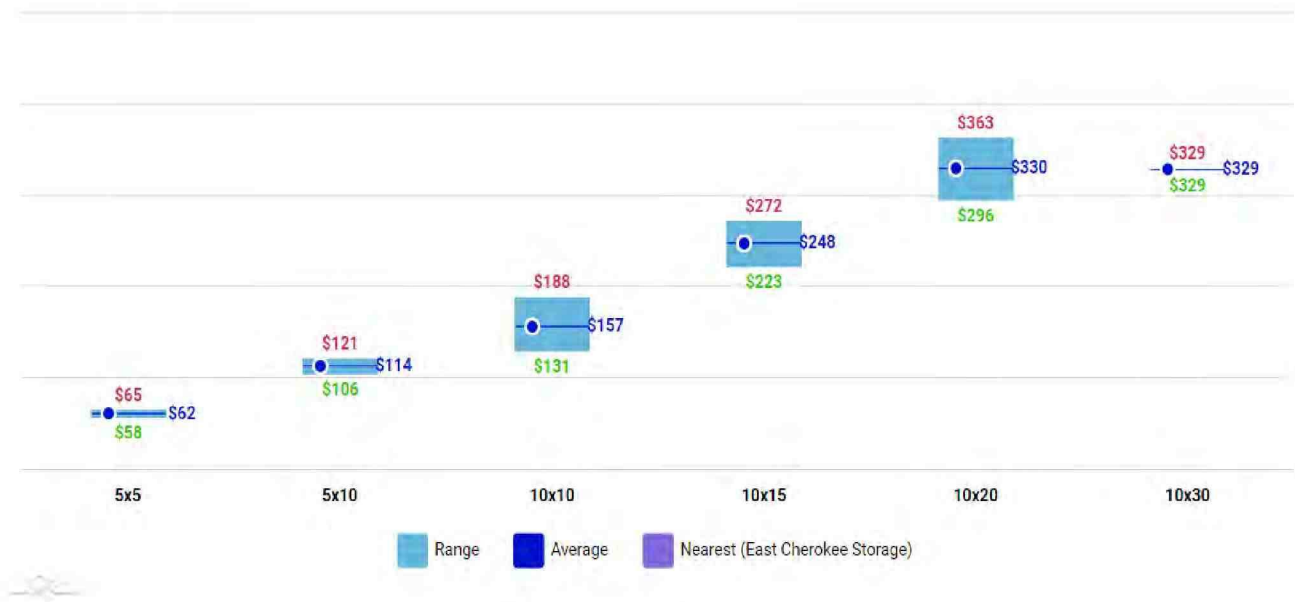
COMPETITOR RATE MATRIX

NON CLIMATE CONTROL										
PROPERTY	Map #									
			5 x 5	5 x 10	10 x 10	10x15	10 x 20			
East Cherokee Storage	1	\$	0.00	\$ 0.00	\$ 159.00	\$ 0.00	\$ 284.00			
Cherokee Mini Warehouses	2	\$	0.00	\$ 0.00	\$ 0.00	\$ 104.00	\$ 0.00			
Prime Storage	3	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
AAA Woodstock Storage	4	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
Extra Space Storage	5	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
Stuff-N-Storage	6	\$	0.00	\$ 91.00	\$ 111.00	\$ 141.00	\$ 220.00			
Little River Storage	7	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
EZ Wash & Storage	8	\$	0.00	\$ 65.00	\$ 105.00	\$ 145.00	\$ 175.00			
Average		\$	0.00	\$ 78.00	\$ 125.00	\$ 130.00	\$ 226.33			
CLIMATE CONTROL										
PROPERTY	Map #									
			5 x 5	5 x 10	10 x 10	10x15	10 x 20			
East Cherokee Storage	1	\$	0.00	\$ 0.00	\$ 189.00	\$ 232.00	\$ 292.00			
Cherokee Mini Warehouses	2	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
Prime Storage	3	\$	67.00	\$ 108.00	\$ 167.00	\$ 216.00	\$ 305.00			
AAA Woodstock Storage	4	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
Extra Space Storage	5	\$	62.00	\$ 120.00	\$ 197.00	\$ 271.00	\$ 377.00			
Stuff-N-Storage	6	\$	71.00	\$ 81.00	\$ 131.00	\$ 181.00	\$ 245.00			
Little River Storage	7	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
EZ Wash & Storage	8	\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00			
Average		\$	66.67	\$ 103.00	\$ 171.00	\$ 225.00	\$ 304.75			

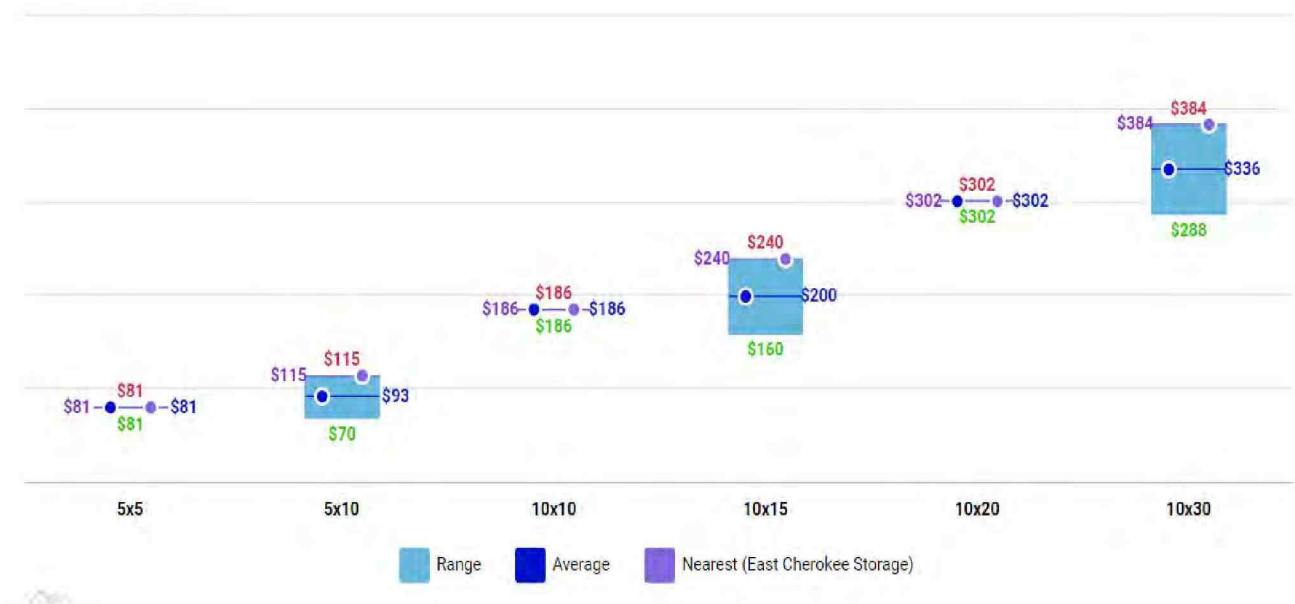


MARKET PRICING

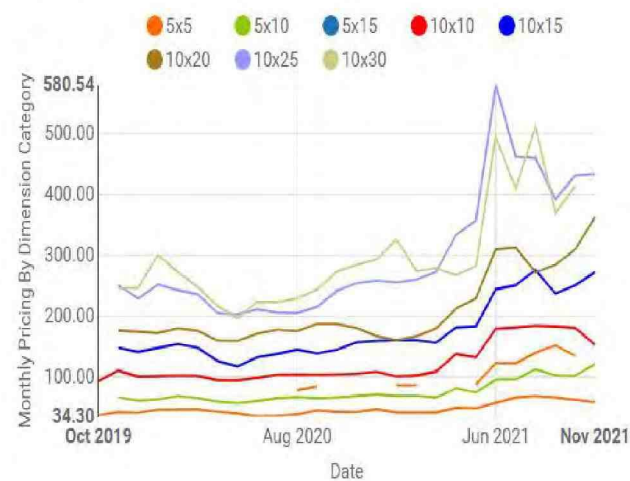
Latest Pricing - CC



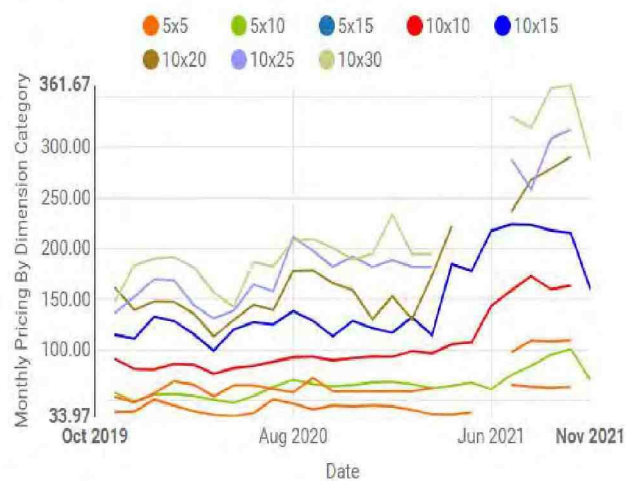
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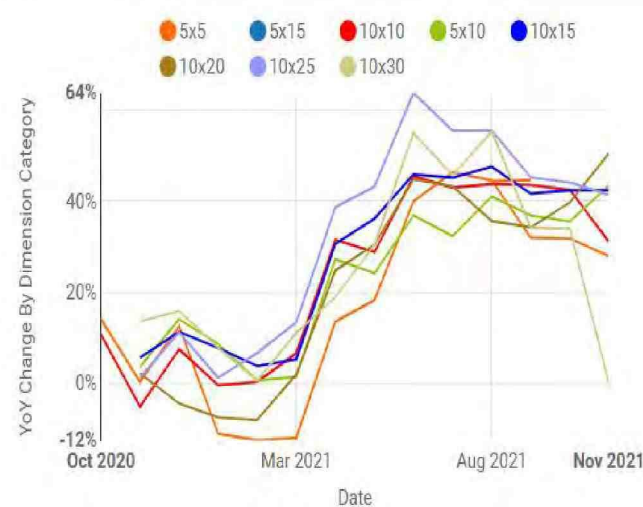
Monthly Pricing - CC



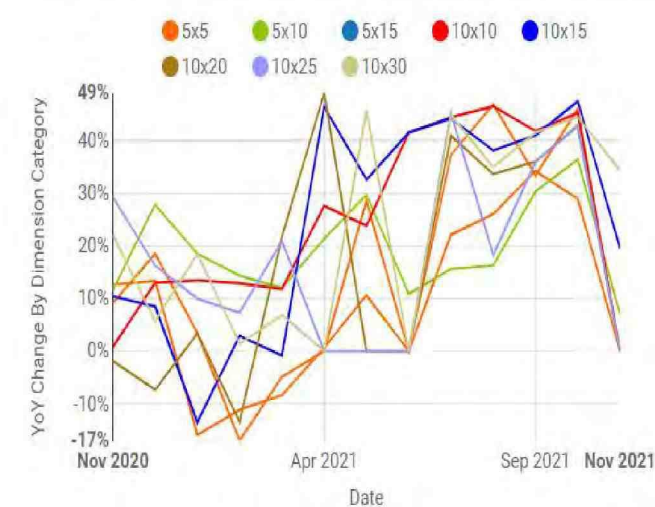
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YoY Change - CC



YoY Change - NCC

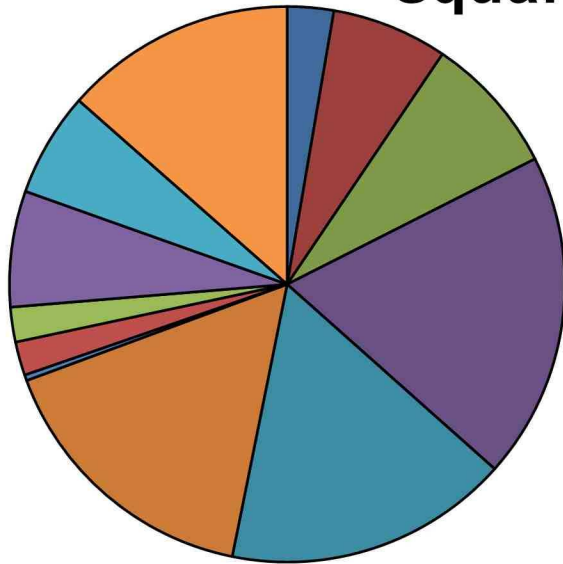


RECOMMENDED UNIT MIX

UNIT MIX									
SIZE		UNIT SQ FT	SPACE TYPE	% OF SF TOTAL	TYPE SQ FT	# OF SPACES	% OF UNITS TOTAL		
5 x	5	25	Climate Controlled Upper Floors	3%	2000	80	11%		
5 x	10	50	Climate Controlled Upper Floors	6%	5000	100	13%		
7.5 x	10	75	Climate Controlled Upper Floors	8%	6000	80	11%		
10 x	10	100	Climate Controlled Upper Floors	18%	14100	141	19%		
10 x	15	150	Climate Controlled Upper Floors	16%	12300	82	11%		
10 x	20	200	Climate Controlled Upper Floors	16%	12000	60	8%		
5 x	5	25	Climate Controlled First Floor	0%	250	10	1%		
5 x	10	50	Climate Controlled First Floor	2%	1,450	29	4%		
7.5 x	10	75	Climate Controlled First Floor	2%	1,500	20	3%		
10 x	10	100	Climate Controlled First Floor	6%	5,000	50	7%		
10 x	15	150	Climate Controlled First Floor	6%	4,500	30	4%		
10 x	20	200	Climate Controlled First Floor	13%	10,000	50	7%		
				TOTAL SQ FT	AVERAGE	TOTAL UNITS	% OF SPACE		
Climate Controlled First Floor				25,700	129	199	33%		
Climate Controlled Upper Floors				51,400	95	543	67%		
BUILDINGS TOTAL				77,100		742	100%		
PROJECT TOTALS				77,100		742			

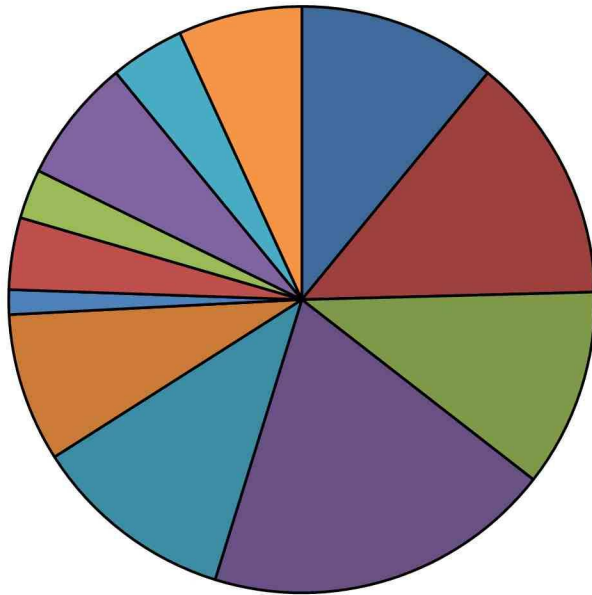
We have recreated, more or less, the unit mix as contemplated by the developer.

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 5 25 Climate Controlled First Floor
- 5 x 10 50 Climate Controlled First Floor
- 7.5 x 10 75 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

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 5 25 Climate Controlled First Floor
- 5 x 10 50 Climate Controlled First Floor
- 7.5 x 10 75 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

REVENUE GENERATOR									
SIZE		UNIT SQ FT	SPACE TYPE	ANNUAL REVENUE	RATE PER SQ FT	% OF REVENUE	UNIT PRICE		
5 x	5	25	Climate Controlled Upper Floors	\$ 57,552	\$ 28.78	4%	\$ 59.95		
5 x	10	50	Climate Controlled Upper Floors	\$ 119,940	\$ 23.99	8%	\$ 99.95		
7.5 x	10	75	Climate Controlled Upper Floors	\$ 143,952	\$ 23.99	9%	\$ 149.95		
10 x	10	100	Climate Controlled Upper Floors	\$ 287,555	\$ 20.39	19%	\$ 169.95		
10 x	15	150	Climate Controlled Upper Floors	\$ 216,431	\$ 17.60	14%	\$ 219.95		
10 x	20	200	Climate Controlled Upper Floors	\$ 208,764	\$ 17.40	14%	\$ 289.95		
5 x	5	25	Climate Controlled First Floor	\$ 8,394	\$ 33.58	1%	\$ 69.95		
5 x	10	50	Climate Controlled First Floor	\$ 38,263	\$ 26.39	2%	\$ 109.95		
7.5 x	10	75	Climate Controlled First Floor	\$ 38,388	\$ 25.59	2%	\$ 159.95		
10 x	10	100	Climate Controlled First Floor	\$ 107,970	\$ 21.59	7%	\$ 179.95		
10 x	15	150	Climate Controlled First Floor	\$ 82,782	\$ 18.40	5%	\$ 229.95		
10 x	20	200	Climate Controlled First Floor	\$ 179,970	\$ 18.00	12%	\$ 299.95		
				REVENUES	\$/Sq . Ft.				
Climate Controlled First Floor				\$ 503,761	\$ 19.60	33%	As a % of Revenue		
Climate Controlled Upper Floors				\$ 1,034,194	\$ 20.12	67%	As a % of Revenue		
				\$ 1,537,955	\$ 19.95	100%			
PROJECT TOTALS				\$ 1,537,955	\$ 19.95	100%			

We have recommended rental rates that we believe will allow the subject site to be competitive within the sub-market and have derived those rates from the local market competitors. We also recognize that the time lapse between the creation of this report and the opening of this site could result in an actual unit mix with the same rates, higher rates, or lower rates, depending on how the market performs over the ensuing months.

12 MONTH STABILIZED INCOME STATEMENT

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 also included a 6% (gross income) management fee, a 90% stabilized economic occupancy and a 5% ancillary income percentage. We should note that these numbers, both on the income and expense side of the statement, can and will likely be adjusted within the scope of a more detailed financial feasibility study.

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. *Please note that these increase assumptions will account for the differences in the gross potential rent from the recommended unit mix and the income statement.*

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 goods insurance or creates a limited retail sales offering.

It is important to note that the viability of any particular self storage development or conversion project is highly impacted by the acquisition costs of the land or building, site work, hard and soft costs, etc and that the scope of the Desktop Market Study does not contemplate the estimated construction costs, costs of lease-up reserves, cash flows, or financial return calculations.

OPERATIONS/MARKETING 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 Uhaul rental trucks at the subject site.
 - **Uhaul 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 of 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 have to be trained to effectively utilize the benefits of a call center.

Self Storage Call Centers 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
 - A large number of 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 PTI Security Systems, 800-523-9504 www.ptisecurity.com
- **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 of 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
- ***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.
- ***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 Chris Baird at **Automatit**, 520-293-4608 www.automatit.net.

- **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.
- **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.
- **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 Georgia Self Storage Association for recommendations.
- **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

Running an Automated Self-Storage Site: Customers Clamor for Self-Service

As the economy continues to take America for a wild ride, self-storage owners are left looking for creative ways to rent more units, reduce operating cost and improve customer retention. Many have found that using technology to automate existing facilities is producing some real benefit. Some have even discovered they can operate their facility with limited or no onsite staff.

“In this tough economic climate, automation has enabled me to undercut the market and still be open when my competitors are not,” says Robert Walker, owner of Self Storage of America, an 1,100-unit facility in downtown Indianapolis. “A minimal investment in automation has allowed me to eliminate staffing expenses on Sundays, Mondays and all holidays, saving me \$10,000 annually.”

Five years ago, running a self-storage facility without an onsite manager was something attempted by owners of only very small facilities. The idea of running a 25,000- to 40,000-square-foot facility without a manager was unheard of; but today, unmanned sites have become more commonplace. As it turns out, all facilities end up being unmanned to some degree.

Hours of Operation

It's no secret that consumers have become use to and even expect to do business on their schedule. Gone are the days when a business can keep banker's hours. In this respect, automated storage facilities are better equipped to serve today's consumers. Traditional facilities with onsite or resident managers usually hold office hours for 8 to 10 hours and are closed for business the rest of the day, where unmanned facilities are open up to 24 hours.

When it comes to renting more units, there's not much argument that when a potential renter is looking for a storage space after hours, he will bypass facilities with the light out in the office and go to the one down the street where business is still happening. But there's a catch: To be open for business when the office is closed takes an investment in infrastructure including electronically controlled access, security cameras, ample lighting, a self-service kiosk to rent units and process payments and, yes, people.

While technology has improved to a point where customers can serve themselves, there are still times when only a live person will do. Someone still needs to answer calls, clean out units, perform lock checks, hold auctions and be available to deal with customer issues. This part of the puzzle is being solved with the help of a call center and a part-time employee to stop by the facility on a regular basis.

Jim Adams, president of Secure Holdings Inc. in Indiana, has made developing and operating fully automated facilities a part of his company's long-term strategy. "Having built unmanned facilities from the ground up as well as more traditional storage facilities, I know firsthand each model can be done successfully," Adams says. "A few years ago, it became obvious that we could not all buy prime locations in urban markets like Public Storage. With many of the metropolitan markets already saturated, I started looking at how I could develop a quality facility in second- and third-tier markets."

Adams found the competition in these markets would be easy to beat, but the markets would not support large facilities that could carry the overhead associated with traditional manned storage. With an eye on development and operating costs, he determined he could build a high-quality, smaller facility by focusing on the property and not the office.

"When I surveyed the competition, I saw most did not have paved driveways, which I felt was a must," he says. "They did not have the 8-foot fencing, cameras or good lighting and, more important, they were closed more than often than they were open. Focusing more on the quality of the facility as a whole and less on the office, we are able to provide customers with the same level of amenities found at a class-A property."

Adams also points out that development and construction cost less too. A smaller site plan means lower legal fees, easier access to permits and better cash-on-cash return.

As far as marketing, Adams says the game is the same when it comes to attracting customers. "You still have to get the phone to ring, and the kiosk will only rent to people who are standing in front of it. You must be close to your customers, advertise on the Web and in the Yellow Pages as well as on site. Having a facility with class-A amenities is the secret."

Managing Unmanned Facilities

After fully automating his facilities, Adams has discovered the technological advantages he offers provide customers with benefits that often exceed those available from his competitors, and they allow him to operate his facilities at a lower cost. He can manage several facilities from a central location and provide even greater focus on cleanliness, security and convenience, at a price that keeps his customers happy and coming back.

Jon Mutchner, owner of The Storage Center in Terre Haute, Ind., converted his two traditional facilities into a single, centrally managed operation. Even though his sites are three miles apart, they operate seamlessly and efficiently with the use of inventive technology. He found that within 90 days of implementing an automated approach, his kiosk served 88 customers and brought in \$28,000 in new rentals.

“There are no excuses. We’re always open, and we can rent a unit or take a payment anytime of the day or night,” Mutchner says. He also finds that outstanding accounts-receivable have diminished since installation of this new technology. “Our automation is a unique convenience, and it increases our potential to keep customers.”

Owners operating unmanned or partially automated facilities agree that customers like the self-service experience and appreciate the benefits the technology provides. “I can sometimes look out of my window and watch customers as they use the kiosk—they love it,” Mutchner confirms. He finds the younger generation of self-storage customers is increasingly adapted to technology, find it comfortable, and often prefer automated solutions that allow them to conduct business quickly, at times that work best for them.

While there are those who say operating an unmanned facility is risky, Adams says, not really. In fact, he finds there is no appreciable difference in the number of break-ins or incidents of vandalism that occur at manned vs. unmanned locations. Proper site configuration reduces any unit-number confusion, and his kiosks even print maps for new customers so they know exactly where their unit is located. He also says customers don’t seem to have a preference as to whether the facility is manned. Mutchner agrees: “These days, some people put too much weight on the value of eye-to-eye contact and handshakes. This generation wants to do it themselves.”

Technology

When you examine the differences between a traditional storage location and a more automated or unmanned facility, the key differentiator becomes clear: technical sophistication. While the traditional model takes advantage of a personal touch (so long as there’s a good, personable manager available), more automated locations give customer access to valuable services even after the office has closed. Self-serve options on the Internet and on site give new and existing customers the ability to rent units, pay their bill, retrieve gate codes and update their account information. Connectivity allows management to take place remotely, often in real time.

Unmanned locations do require a greater investment in technical infrastructure, and connectivity is critical. Nevertheless, most owners find the return on investment is sound. “When we consider the faster lease-up, lower operating cost and increased cash-on-cash return automated facilities provide, unmanned operations are the secret to making money in many markets,” Adams concludes.

Robert A. Chiti is the president and CEO of Phoenix-based OpenTech Alliance Inc., developer of the INSOMNIAC line of self-storage kiosks. For more information or to see an online demo, visit www.opentechalliance.com.

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 tradeshow 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.

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.

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.

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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.

Woodstock GA

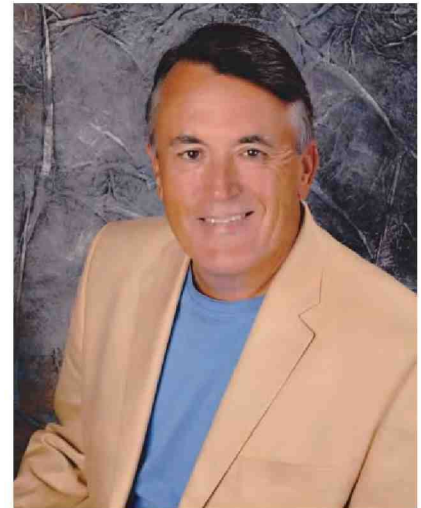
Automation may not work at every facility, but it's an option for facilities in rural and urban areas. "Automation can provide a far superior customer experience, which results in higher occupancy and higher rents. We are experiencing these effects first hand on the deals we are acquiring and automating," 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.



Bob Copper

Self Storage 101
671 Oak Haven Trail
Columbiana AL 35051
Office: 866-269-1311
Fax: 866-398-5859
www.selfstorage101.com



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

Bob has authored a number of 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.

Education: Stetson University, 1979-1983

Professional References gladly provided upon request.



We know storage. www.selfstorage101.com

Bill Copper

Self Storage 101

406 Oliver Approach

Johnson City, TN 37601

Cell 828-381-5631



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 a large number of independent-owner and institutional self storage projects:

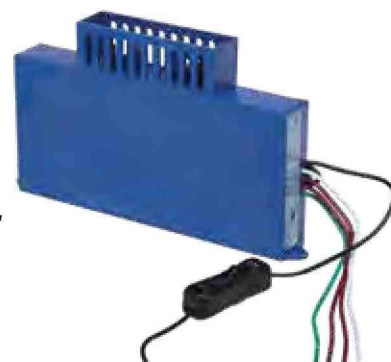
- Provide comprehensive market data and analysis to determine unmet demand or over-supply in specific markets
- Participated in a number of community neighborhood meetings, municipal presentations and investment group conferences to provide anecdotal and empirical evidence regarding market demand and viability of specific self storage projects
- Prepared a large number of 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.

GPS-FC24-AC™

2,400 CFM Auto-Cleaning Needlepoint Bipolar Ionization System



Product Description

The GPS-FC24-AC is an auto-cleaning, needlepoint bipolar ionization system designed to handle up to 2,400 CFM. The unit is designed for multiple mounting options including fan inlet, interior duct wall or interior duct floor. The composite and carbon fiber construction allows the product to be mounted in corrosive environments.

Standard Features

Universal voltage input, in-line On/Off switch, programmable auto-cleaning cycle, plasma on indication light, alarm contacts, magnets for ease of installation and replaceable carbon fiber brush emitters.*

*Life cycle testing shows no mechanical degradation of the carbon fiber brushes due to repeated cleaning cycles

Benefits

-  **Particle Reduction and Smoke Control**
-  **Odors Neutralized by destroying VOCs**
-  **Pathogens Killed (Bacteria, Viruses, Mold), Helps to Control Allergens/ Asthma*, Prevents Dirty Sock Syndrome**
-  **Energy Savings of 30% by Reducing Outdoor Air Intake by up to 75%, reduces pressure loss by keeping coils clean without expensive UV system, and requires No Maintenance!**

*These statements are based on numerous customer testimonials and have not been evaluated by the FDA

Specifications

Input Voltage	24VAC to 240VAC
Amps	0.17-0.017A operating/0.33-0.03A cleaning cycle
Power	4 Watts operating / 8 Watts cleaning cycle
Frequency	50/60HZ
Total Ion Output	> 300 Million ions/cc/sec
Airflow Capacity	0 to 2,400 CFM or up to 6 tons
Temperature/Humidity	-20°F to 200°F / 0 - 100% RH
Unit Dimensions/Weight	7.9"L x 1.1"W x 5.0"H / 1.25 lbs
Electrical Listings	UL, cUL, CE
Alarm Contact Rating	250VAC / 1A
Compliance & Certifications	UL 867, OSHPD Seismic (OSP), IAQP

Commercial Applications

- Schools and Universities
- Arenas and Stadiums
- Transportation Hubs
- Office Buildings
- Manufacturing
- Food Service
- Animal Care
- Institutional
- Senior Care
- Healthcare
- Hospitality
- Child Care
- Worship



Engineering Air for a Cleaner World™

Global Plasma Solutions, Inc.
www.GlobalPlasmaSolutions.com



From | **Rogers Mechanical
Contractors LLC**
220 Turner Boulevard
Ball Ground GA 30107
844-844-1336

Quote No.	2014095
Type	Replacement
Prepared By	Service Projects
Created On	12/29/2021
Valid Until	01/29/2022

Quote For	City of Holly Springs
	3235 Holly Springs Parkway, Public Safety Holly Springs GA 30115

Description of Work

Installing: (6) Needlepoint Bipolar Ionization

Services to be completed

HVAC

Air Handler: S# 2818F00897
Air Handler: S# 5017F09931
Air Handler: S# 1215A89278
Air Handler: S# 1513A89713
Air Handler: S# N/A
Air Handler: S# 3355LJT2V

Rogers Mechanical Services Will Provide Labor and Material As Required To Complete The Following,

Rogers will install 6) GPS Bipolar Ionization systems on the air handlers. We will mount the system in the units. We will wire the system for operation.

We will verify operation upon completion of the install.

NOTES:

- . GPS ionization unit has a rating of 2,400 CFMs.
- . This project is proposed from Monday to Friday 8:00 to 5:00 with no overtime rates.
- . The pricing as outlined above includes the cost to dispose of all the materials and debris created from this project.
- . We will guarantee our workmanship for one year from the date of startup.
- . The equipment has a one year warranty from the date of startup.
- . Exclusions: Sealed mechanical drawings. Structure load calculations. Code updating extras. Overtime labor. Roof rails. Visual barriers. Permitting.

Thank You,
Stephen H.

GRAND TOTAL \$6,657.00

Terms and Conditions

- The pricing as outlined above includes the cost to dispose of all the existing equipment and debris created from this project.
- The pricing as outlined is based on completing this project Monday - Friday, 7am - 5pm, no overtime or after hours work is included in this pricing.
- The project as outlined above will be covered by a 1-year labor warranty from the date of start-up and applicable manufacturer's warranty.
- Proposal pricing is valid for 30 days from the date on this document.
- The commercial services industry is experiencing shortages and delays in obtaining materials such that reliable assurance of material availability, timely delivery and firm pricing of materials may not be obtained. If a specified product becomes unavailable or shipment is delayed, the Contractor shall notify the Client and shall be afforded additional time and substitute products may be considered. If there is an increase in the price of materials, equipment, or products between the date a quote is approved by the Client and the time the affected material is delivered, the quote will be revised, and submitted to the client for review.
- Client is responsible for notifying Company in writing at least 30 days in advance regarding any policy that relates to the Company's ability to access the location by any Company staff member or subcontractor. Should the Client implement any policy that prevents any Company staff member or subcontractor from accessing the Clients facility, the Company and Client shall work together to come to a mutually beneficial solution, or the Company shall have the right to restructure the scope of work outlined in the approved quote. The Client shall be responsible for the costs associated with any equipment that cannot be returned and any fees associated with the change in scope that cannot be recouped by the Company.

By signing this Proposal, you are in agreement with the following:

The above prices, specifications and conditions are satisfactory and hereby accepted. Rogers Mechanical Services - Service Division is authorized to complete the work as specified. Payment will be made as specified in the "term" section. Late penalties will be applied after term limit it exceeded based on each individual account and circumstance.

Thank you for your consideration on this project and we look forward to serving you soon. Please do not hesitate to reach out with any questions or concerns.

By my signature below, I authorize work to begin and agree to pay the Grand Total according to the terms and conditions of this agreement.

Name: _____ Date: _____

Signature: _____



From	Rogers Mechanical Contractors LLC
	220 Turner Boulevard Ball Ground GA 30107 844-844-1336

Quote No.	2014093
Type	Replacement
Prepared By	Service Projects
Created On	12/29/2021
Valid Until	01/29/2022

Quote For	City of Holly Springs
	3237 Holly Springs Parkway, City Hall Holly Springs GA 30115

Description of Work

Installing: (2) Needlepoint Bipolar Ionization

Services to be completed

HVAC

Air Handler: S# 080961447

Air Handler: S# 080964445

Rogers Mechanical Services Will Provide Labor and Material As Required To Complete The Following,

Rogers will install 2) GPS Bipolar Ionization systems on the air handlers. We will mount the system in the units. We will wire the system for operation.

We will verify operation upon completion of the install.

NOTES:

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- . This project is proposed from Monday to Friday 8:00 to 5:00 with no overtime rates.
- . The pricing as outlined above includes the cost to dispose of all the materials and debris created from this project.
- . We will guarantee our workmanship for one year from the date of startup.
- . The equipment has a one year warranty from the date of startup.
- . Exclusions: Sealed mechanical drawings. Structure load calculations. Code updating extras. Overtime labor. Roof rails. Visual barriers. Permitting.

Thank You,
Stephen H.

GRAND TOTAL \$2,219.00

Terms and Conditions

- The pricing as outlined above includes the cost to dispose of all the existing equipment and debris created from this project.
- The pricing as outlined is based on completing this project Monday - Friday, 7am - 5pm, no overtime or after hours work is included in this pricing.

- The project as outlined above will be covered by a 1-year labor warranty from the date of start-up and applicable manufacturer's warranty.
- Proposal pricing is valid for 30 days from the date on this document.
- The commercial services industry is experiencing shortages and delays in obtaining materials such that reliable assurance of material availability, timely delivery and firm pricing of materials may not be obtained. If a specified product becomes unavailable or shipment is delayed, the Contractor shall notify the Client and shall be afforded additional time and substitute products may be considered. If there is an increase in the price of materials, equipment, or products between the date a quote is approved by the Client and the time the affected material is delivered, the quote will be revised, and submitted to the client for review.
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The above prices, specifications and conditions are satisfactory and hereby accepted. Rogers Mechanical Services - Service Division is authorized to complete the work as specified. Payment will be made as specified in the "term" section. Late penalties will be applied after term limit it exceeded based on each individual account and circumstance.

Thank you for your consideration on this project and we look forward to serving you soon. Please do not hesitate to reach out with any questions or concerns.

By my signature below, I authorize work to begin and agree to pay the Grand Total according to the terms and conditions of this agreement.

Name: _____ Date: _____

Signature: _____

City of Holly Springs Work Session Meeting

Speaker Sign In Sheet

January 3, 2022

Meeting Date: _____

Name	Address	City Resident Y/N	Topic of Comment
1. Denise Rudolph	302 Bennington Pl Canton GA 30115	N	Compass Prep.
2.			← applica. for cup 04. did not speak
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14.			
15.			

Note: City Council meetings are public meetings but are not public hearings. It is at the Chief Elected Official's discretion if public comment is taken.

