



Kirkland Appraisals, LLC

Richard C. Kirkland, Jr., MAI
9408 Northfield Court
Raleigh, North Carolina 27603
Phone (919) 414-8142
rkirkland2@gmail.com
www.kirklandappraisals.com

March 25, 2020

Mr. Jonathan Gindes
919 Storage, LLC
PO Box 14466
Durham, NC 27709

Mr. Gindes:

I have considered the likely impact of the proposed 15/501 Mini-Storage on 15/501 Highway, Chapel Hill, Chatham County, North Carolina.

The scope of this assignment is to address the likely impact this may have on adjoining properties. To this end I have reviewed the site plan, landscaping plan, and application as a starting point for considering the potential impacts on adjoining properties. I have not been asked to assign any value to any specific property.

This letter is a real property appraisal consulting assignment and subject to the limiting conditions attached to this letter. My client is 919 Storage, LLC represented to me by Jonathan Gindes. The intended use is to assist in the rezoning application for Conditional Use - Regional Business to allow for a ministorage use, similar to the zoning directly across US 15/501. The effective date of this consultation is March 24, 2020.

The analysis supporting the below conclusion is attached in the following pages.

Conclusion

The proposed project is modern with a good appearance that is in keeping with the adjoining uses. The type of use is consistent with the area and harmonious with adjacent residential uses.

Matched pair analysis shows no negative impact on adjoining homes to self-storage facilities at distances where homes are closer to the facility than is proposed for the subject property. I therefore see no basis for an impact on value for the adjoining residential dwellings at the subject property.

It is my professional opinion that the proposed project adequately protects other property from potential adverse effects of proposed development. Similarly, it is my professional opinion that the proposed use or development of the land will not substantially injure the value of adjoining or abutting property.

It is my professional opinion that the plan provides harmony and unity with the development of nearby properties. It is my professional opinion that the proposed use or development will be in harmony with the scale, bulk, coverage, density, and character of the area or neighborhood in which it is located.

Mr. Gindes
March 25, 2020

If you have any further questions please call me any time.

Sincerely,



Richard C. Kirkland, Jr., MAI
State Certified General Appraiser



Mr. Gindes
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Impact Analysis

Proposed Use Description

The property will be developed on 7.92 acres out of a parent tract of 17.46 acres that is proposed to be developed with a two-story self-storage building with a gross floor area of 78,750 square feet as well as two one-story self-storage buildings with 11,600 s.f. and 8,700 s.f. The buildings are of modern design and blends well with the topography and the building itself is shifted to the road frontage portion of the tract essentially across from the Wal-Mart and the Extra Space Storage facility.

The property is currently vacant wooded land located on the west side of US 15/501 south of Smith Level Road. The land to the north is an older residential neighborhood off of Booth Road. The land to the south is an older residential neighborhood on Woodbridge Drive. Other nearby commercial uses beyond the existing Wal-Mart and Extra Space Storage facility includes a veterinarian office at the corner of Woodbridge Road and US 15/501 just to the south.

The adjoining parcels are identified on the following page with the parcel number related to the map following the chart. I measured the distance from adjoining residential structures to the closest point on the proposed self-storage building as shown.

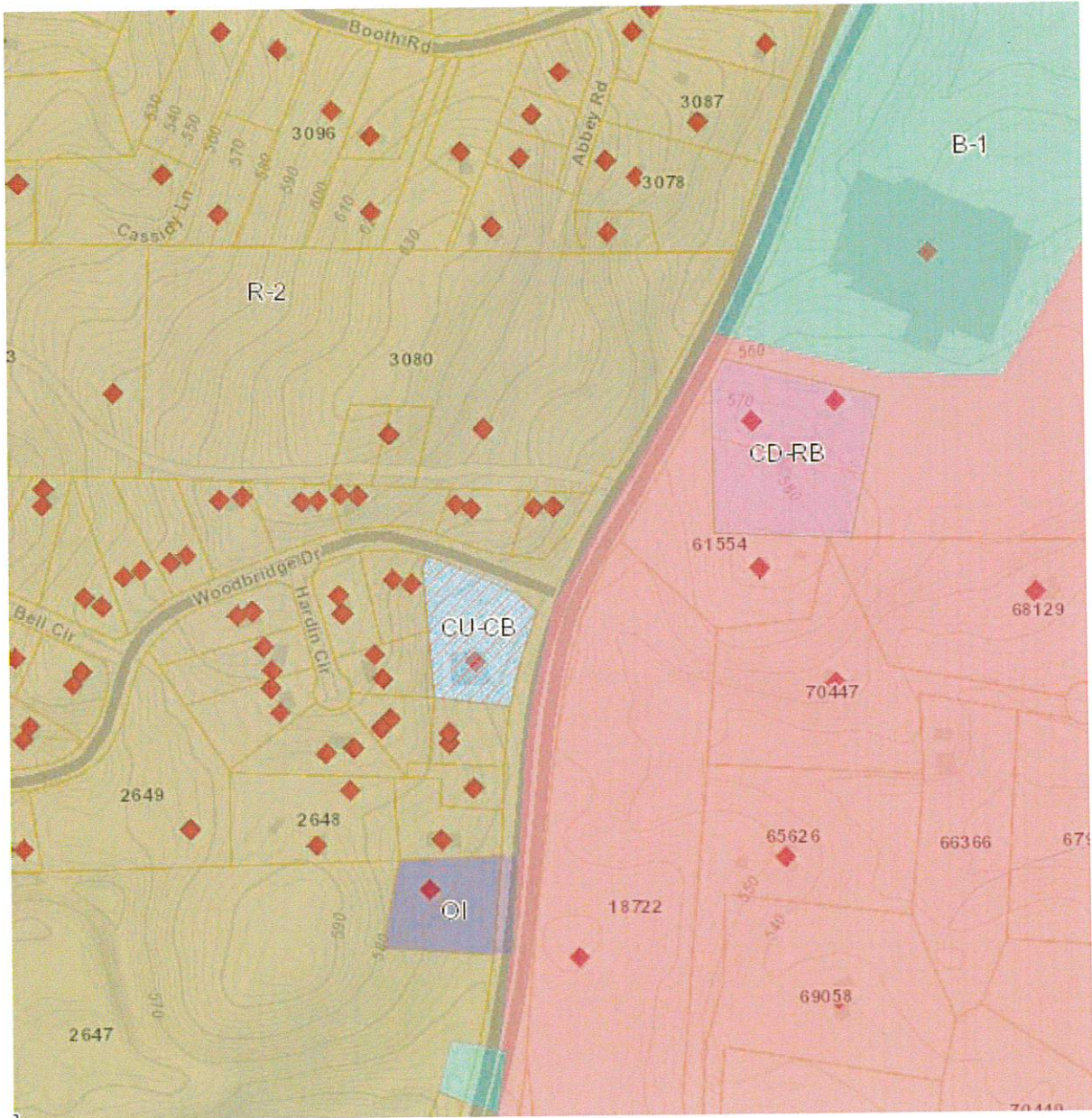
Mr. Gindes
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Surrounding Uses

#	MAP ID	Owner	GIS Data		Adjoin	Adjoin	Distance (ft)
			Acres	Present Use	Acres	Parcels	Home/Bldg
1	3065	Pulliam	1.93	Residential	1.88%	4.76%	1035
2	73484	Terrell	1.24	Residential	1.21%	4.76%	835
3	3096	Black	2.22	Residential	2.16%	4.76%	730
4	66188	Prestwood	1.16	Residential	1.13%	4.76%	540
5	65716	Roberts	0.99	Residential	0.96%	4.76%	N/A
6	3093	Roberts	1.23	Residential	1.20%	4.76%	395
7	3088	Middour	1.24	Residential	1.21%	4.76%	235
8	3079	Cannefax	0.50	Residential	0.49%	4.76%	150
9	3078	Earle	2.49	Residential	2.42%	4.76%	320
10	18726	Walmart	62.86	Commercial	61.20%	4.76%	N/A
11	18727	Carolina Stor	1.94	Commercial	1.89%	4.76%	N/A
12	61554	NCDOT	3.44	Residential	3.35%	4.76%	N/A
13	2654	Bajwa	0.57	Residential	0.55%	4.76%	160
14	2657	Kinte	0.69	Residential	0.67%	4.76%	245
15	2673	Mahoney	0.69	Residential	0.67%	4.76%	365
16	69881	Jackson	0.50	Residential	0.49%	4.76%	190
17	3081	Jackson	0.50	Residential	0.49%	4.76%	N/A
18	61637	Mahaffey	0.67	Residential	0.65%	4.76%	455
19	2675	Lin	0.92	Residential	0.90%	4.76%	610
20	2676	McMillian	0.94	Residential	0.92%	4.76%	810
21	3083	Edwards	16.00	Residential	15.58%	4.76%	880
Total			102.720		100.00%	100.00%	497

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The subject property and adjoining land to the north and south is currently zoned Residential-2. Across US 15/501 there is Business-1 at the Wal-Mart, Conditional Use - Regional Business at the Extra Space Storage and Residential-1 around that. To the south there is nearby Conditional Use Community Business at the veterinarian office and Office and Institutional zoning a few lots down from there towards the Business-1 zoning at Old Lystra Road just south of the map shown below.



Mr. Gindes
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Data Sets

The subject property is proposed to adjoin residential uses, retail and a self-storage facility. I address each of these categories below.

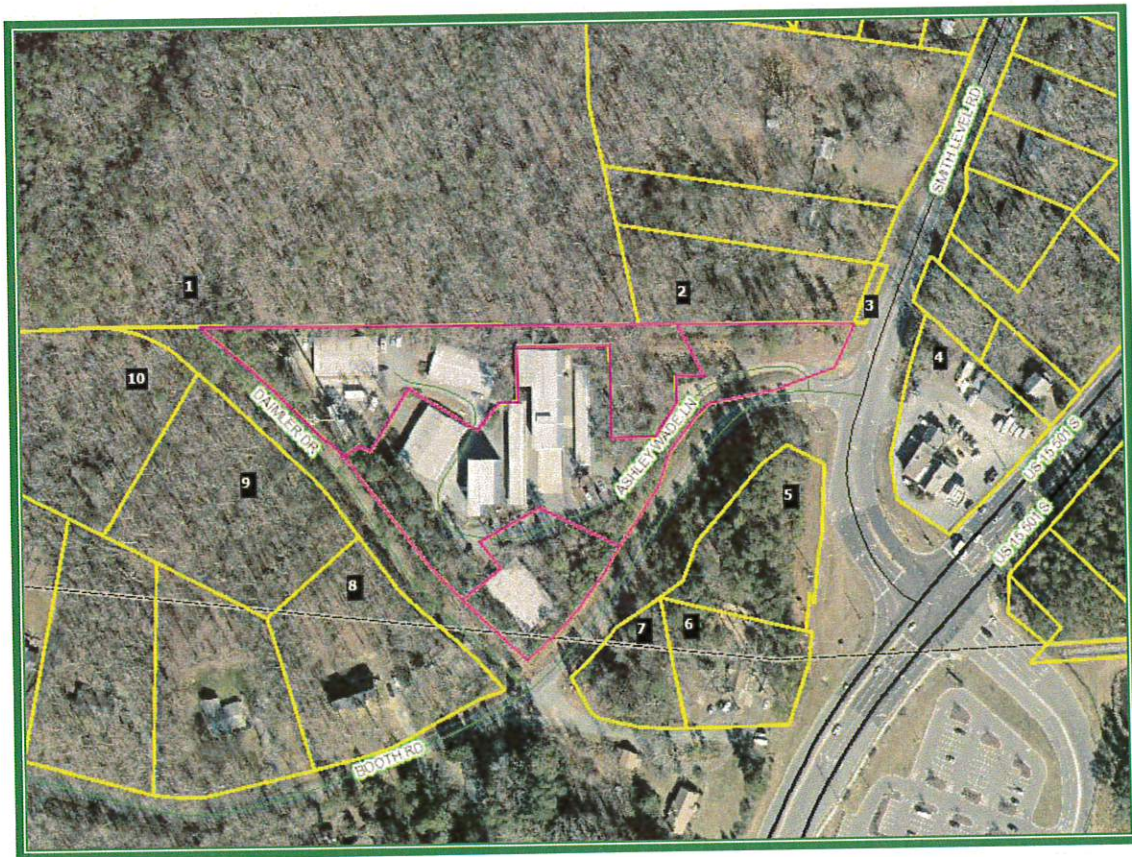
Residential Adjoining Uses

There are nearby homes that are on 0.50 and larger lots to the north and south of the proposed facility. The two closest homes are 150 and 160 feet away from the closest point on the building. This is not an unusual situation as shown on the example self-storage facilities on the following pages.

The proposed self-storage facility is a quiet use and consistent with adjoining residential uses.

I have considered the following similar patterns of development.

Extra Space North, Ashley Wade Lane, Chapel Hill, NC



The adjoining home shown as Parcel 8 on Booth Road is 235 feet from the closest storage building.

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Extra Space North, Ashley Wade Lane, Chapel Hill, NC



The adjoining home on Parcel 5 is 80 feet from the closest building. The average distance to adjoining homes is 381 feet.

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Public Storage, Jones Ferry Road, Carrboro, NC



Parcels 6, 12, and 15 are only 90 feet from the closest building while Parcels 5, 6, 7, 8, 9, 10, 11, 14, and 15 are less than 150 feet from the closest building. The average distance to adjoining homes is 195 feet.

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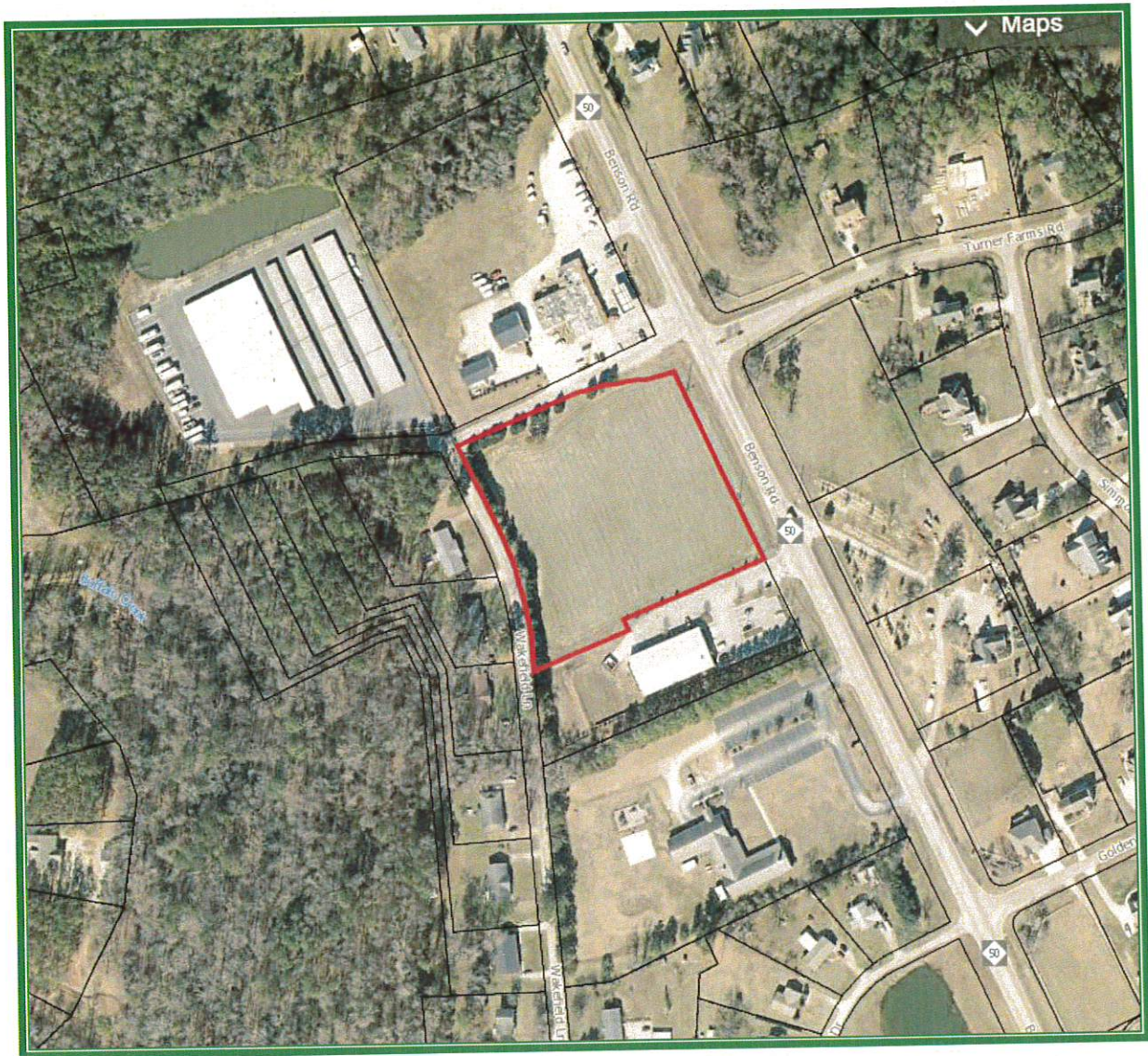
Space Station, 3301 NC 55 Highway, Cary, NC



Adjoining homes in Highcroft are as close as 160 feet from the existing self-storage facility. The West Cary Apartments to the south are at 100 feet. This is a one-story facility.

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Turner Farms Self Storage, 3620 Benson Road, Garner, NC



I recently appraised the above self-storage facility for the construction loan. There was an existing one-story facility as seen to the northwest of the red highlighted parcel. That facility was expanded with a modern three-story facility on Benson Road in the highlighted parcel.

This facility is in front of existing residential dwellings as well as across the street.

This is a more rural/transition area similar to the subject property in many ways, it shows larger lot homes adjoining self-storage and in close proximity with no visual buffers from Turner Farms subdivision to the east.

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As detailed above, I found several examples of single family development and self-storage compatibility around Chapel Hill and this trend holds true across the Triangle as also shown in the Cary and Turner Farms example.

There is a 50foot setback tree preservation area along the northern property line to buffer existing dwellings.

In my experience and supported by the above explanation and examples, it is my professional opinion that the proposed project will have no impact on adjoining residential uses.

Retail Adjoining Uses

The retail use is located across 15/501 and is specifically referencing the Wal-Mart site.

The compatibility of self-storage and Wal-Mart is well established by the existing storage facility currently adjoining the Wal-Mart.

I have also looked at the a similar three-story modern self-storage building located at 5730 Dillard Drive. That self-storage facility is near a number of retail shops associated with the Centrum at Crossroads Shopping Center.

I've also looked at an older self-storage facility at 900 Morrisville Parkway located one parcel west of Park West Village Shopping Center at the intersection of NC 54 Highway and NW Cary Parkway.

Similarly, Parkway Point Shopping Center is located across the intersection from an older self-storage facility at the intersection of SW Cary Parkway and Old Apex Road.

These are just examples around the Triangle where self-storage facilities exist in harmony with commercial and retail development. The number of examples are many and this is just a sample based on facilities I've worked on in the past. Self-storage facilities by their nature benefit from the high traffic counts that also drive commercial retail uses and so they are often found along similar corridors with the retail commanding the primary locations and the self-storage facilities taking secondary and tertiary positions.

In my experience and supported by these examples, it is my professional opinion that the proposed project will have no impact on adjoining retail uses.

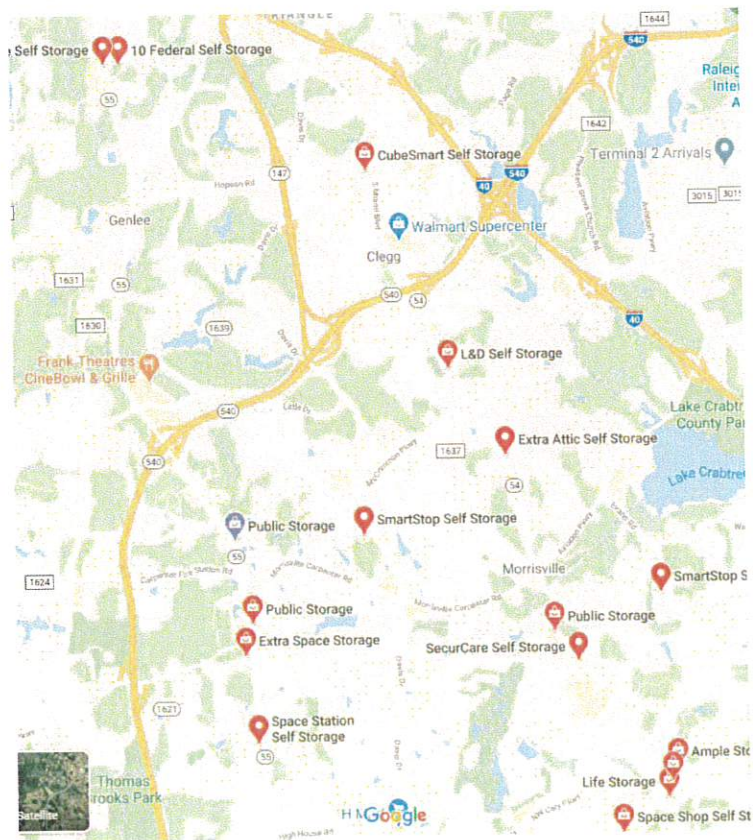
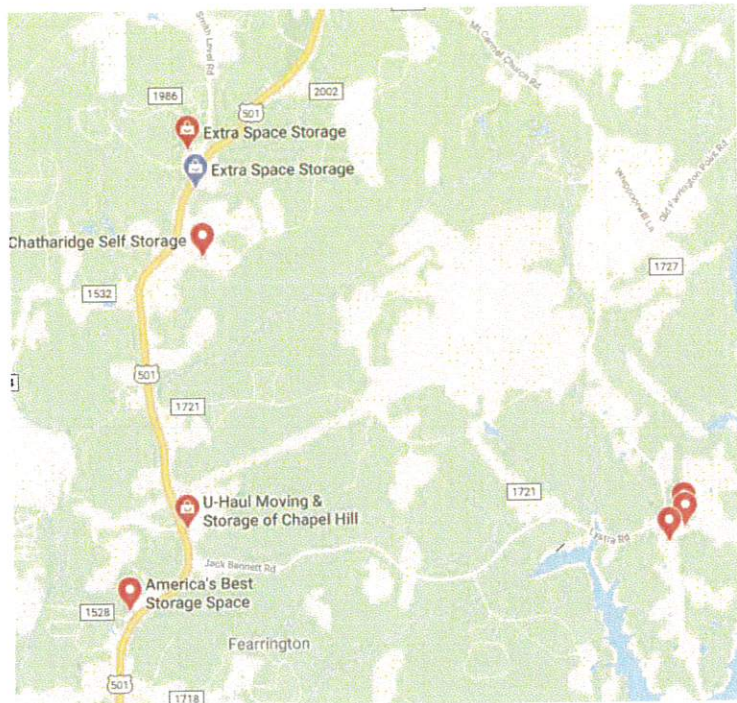
Self-Storage Adjoining Uses

Self-storage facilities are often clustered along main thoroughfares and growing demand along the 15-501 corridor is driving the need for additional facilities in this area.

Just using GoogleMaps illustrates this trend. First I have shown the 15-501 corridor with storage space up and down that corridor. Following that, I shown NC 55 which is a similar north/south corridor. You can see that along the NC 55 corridor not only are there chains of nearby self-storage facilities along that north/south corridor, but also along the other parallel corridors such as Davis Drive and NC 54.

There is strong absorption among these various self-storage facilities and there are more trying to be built along this corridor in Cary of which I am aware. The growing population continues to drive a need for more self-storage facilities for residential users, small businesses and contractors.

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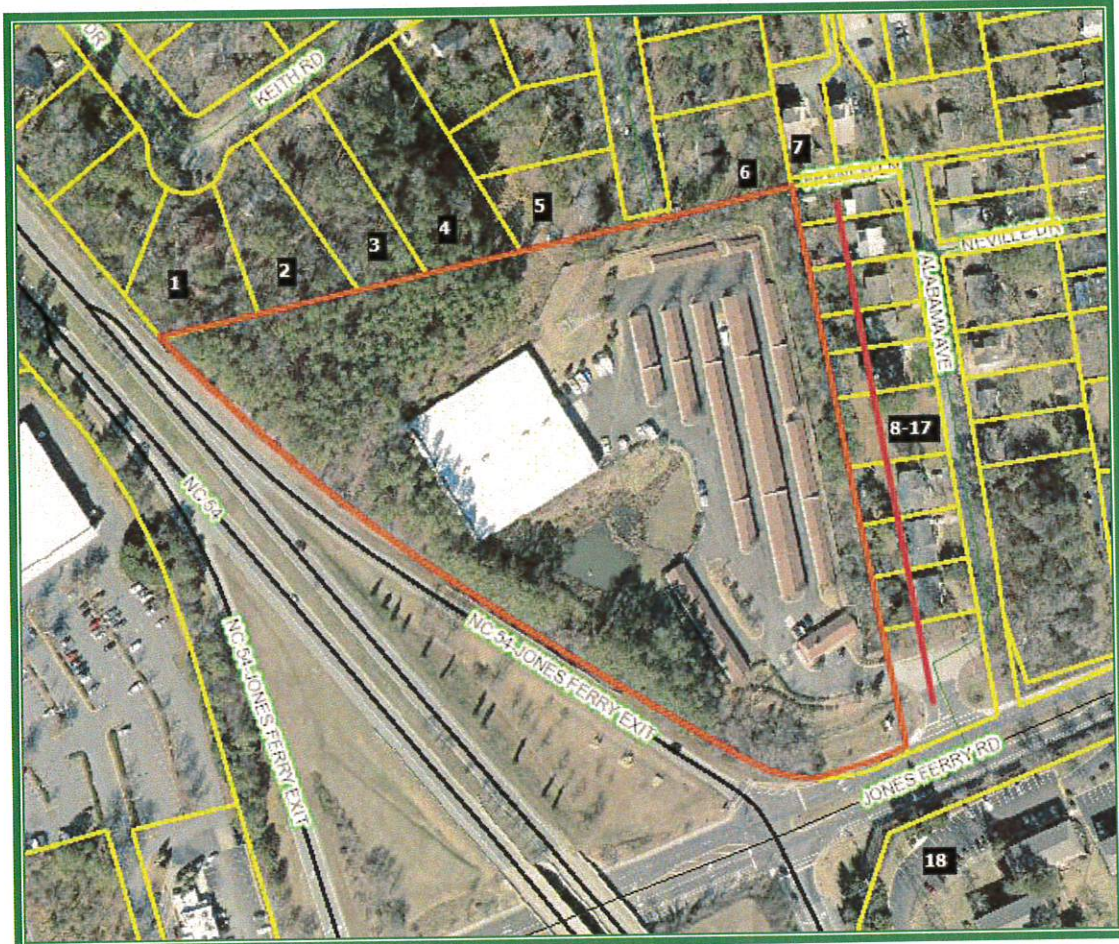


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Matched Pairs

I considered the following self-storage facility for recent sales activity for matched pair analysis.

Public Storage, Jones Ferry Rd, Carrboro, NC



Parcel 2 above has an address of 109 Keith Road. This split-level home sold on September 10, 2018 for a 4 BR/2BA dwelling with 1,601 square feet built in 1970 for \$290,000, or \$181.14 per square foot.

I compared this to 105 Cathy Road that is one block to the north. This split-level home sold on December 28, 2017 for \$273,000 for a 3 BR/2BA with 1,575 square feet built in 1966. The sales price works out to \$173.33 per square foot. Adjusting this price upward by 2% for growth in the market over time and 3% for difference in year built provides an adjusted indication of value of \$182.00 per square foot. This strongly supports a conclusion of no impact on the Keith Road property that is 340 feet to the closest point on the adjoining self-storage facility.

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Country Stor-House, 6728 Charlie Way



Adjoining homes in Deveraux are as close as 110 feet from the existing self storage facility. This is a one-story facility located on a hill.

I considered 1102 Wakehurst Drive that is a two-story dwelling with 4BR/2.5BA with 1,957 square feet and a two-car garage built in 2000 that sold on June 19, 2019 for \$330,000 or \$168.63 per square foot. This home is 120 feet to the closest self-storage building.

I compared this to 104 Calebra Way that is a two-story dwelling with 4 BR/2.5BA with 2,059 square feet and a two-car garage built in 1999. This home sold on July 18, 2018 for \$337,900, or \$164.11 per square foot. Adjusting this upward by 3% for growth in the market over time the adjusted price per square foot is \$169.03 per square foot which is very similar and therefore supports a finding of no impact on property value.

I also considered 215 Calebra Way that is a two-story brick dwelling built in 2000 with 4BR/2.5BA and 2,297 square feet with a garage. This home sold on June 14, 2018 for \$350,000, or \$152.37 per square foot. This home is 115 feet from the nearest self-storage building.

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I compared this to 103 Holmhurst Court in the same neighborhood but not near the self-storage facility. This home is a two-story brick dwelling with 4BR/2.5BA with 2,306 square feet with a 2-car garage built in 2001. This property sold on May 10, 2018 for \$348,000, or \$150.91 per square foot. No adjustments are needed between these two homes and they sold at very similar prices. This strongly supports no impact from the adjoining self-storage facility.

Finally, I considered 211 Calebra Way that is a two-story dwelling built in 2000 with 5BR/2.5 BA with 2,927 square feet with a two-car garage. This home sold on June 14, 2017 for \$395,000, or \$134.95 per square foot. This home is 130 feet from the nearest self-storage building.

I compared this to 2107 Templeton Gap Drive which is a two-story dwelling built in 2003 with 5BR/2.5BA with 2,796 square feet and a two-car garage. This home sold on April 17, 2018 for \$400,000, or \$143.06 per square foot. Adjusting this downward by 1% for year built and 3% for time, the adjusted indicated price is \$137.34 per square foot. This is within 2% of the price for the home on Calebra Way, which is within the standard deviation expected in typical market transactions. I therefore conclude this supports a finding of no impact due to the adjacency of the self-storage facility.

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Life Storage, 160 Havensite Court



Adjoining townhomes in Weatherfield are as close as 100 feet from the existing self storage facility and moreover most of these homeowners have to drive past the entrance to the self storage and have a clear view of it on the way into the townhomes. The self-storage building was built before the townhomes.

740 Davenbury Way sold on January 10, 2019 for \$270,000 for an interior unit with 1,657 s.f., or \$162.95 per s.f. This unit backs up to the self storage at just over 100 feet away. A similar unit located at 1014 Contessa Drive with no view of the self storage facility sold on March 27, 2018 for \$275,000 for 1,712 s.f., or \$160.63 per s.f. This shows no significant impact on the price per square foot of these units.

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Limiting Conditions and Assumptions

Acceptance of and/or use of this report constitutes acceptance of the following limiting conditions and assumptions; these can only be modified by written documents executed by both parties.

- ❖ The basic limitation of this and any appraisal is that the appraisal is an opinion of value, and is, therefore, not a guarantee that the property would sell at exactly the appraised value. The market price may differ from the market value, depending upon the motivation and knowledge of the buyer and/or seller, and may, therefore, be higher or lower than the market value. The market value, as defined herein, is an opinion of the probable price that is obtainable in a market free of abnormal influences.
- ❖ I do not assume any responsibility for the legal description provided or for matters pertaining to legal or title considerations. I assume that the title to the property is good and marketable unless otherwise stated.
- ❖ I am appraising the property as though free and clear of any and all liens or encumbrances unless otherwise stated.
- ❖ I assume that the property is under responsible ownership and competent property management.
- ❖ I believe the information furnished by others is reliable, but I give no warranty for its accuracy.
- ❖ I have made no survey or engineering study of the property and assume no responsibility for such matters. All engineering studies prepared by others are assumed to be correct. The plot plans, surveys, sketches and any other illustrative material in this report are included only to help the reader visualize the property. The illustrative material should not be considered to be scaled accurately for size.
- ❖ I assume that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. I take no responsibility for such conditions or for obtaining the engineering studies that may be required to discover them.
- ❖ I assume that the property is in full compliance with all applicable federal, state, and local laws, including environmental regulations, unless the lack of compliance is stated, described, and considered in this appraisal report.
- ❖ I assume that the property conforms to all applicable zoning and use regulations and restrictions unless nonconformity has been identified, described and considered in this appraisal report.
- ❖ I assume that all required licenses, certificates of occupancy, consents, and other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
- ❖ I assume that the use of the land and improvements is confined within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in this report.
- ❖ I am not qualified to detect the presence of floodplain or wetlands. Any information presented in this report related to these characteristics is for this analysis only. The presence of floodplain or wetlands may affect the value of the property. If the presence of floodplain or wetlands is suspected the property owner would be advised to seek professional engineering assistance.
- ❖ For this appraisal, I assume that no hazardous substances or conditions are present in or on the property. Such substances or conditions could include but are not limited to asbestos,

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urea-formaldehyde foam insulation, polychlorinated biphenyls (PCBs), petroleum leakage or underground storage tanks, electromagnetic fields, or agricultural chemicals. I have no knowledge of any such materials or conditions unless otherwise stated. I make no claim of technical knowledge with regard to testing for or identifying such hazardous materials or conditions. The presence of such materials, substances or conditions could affect the value of the property. However, the values estimated in this report are predicated on the assumption that there are no such materials or conditions in, on or in close enough proximity to the property to cause a loss in value. The client is urged to retain an expert in this field, if desired.

- ❖ Unless otherwise stated in this report the subject property is appraised without a specific compliance survey having been conducted to determine if the property is or is not in conformance with the requirements of the Americans with Disabilities Act (effective 1/26/92). The presence of architectural and/or communications barriers that are structural in nature that would restrict access by disabled individuals may adversely affect the property's value, marketability, or utility.
- ❖ Any allocation of the total value estimated in this report between the land and the improvements applies only under the stated program of utilization. The separate values allocated to the land and buildings must not be used in conjunction with any other appraisal and are invalid if so used.
- ❖ Possession of this report, or a copy thereof, does not carry with it the right of publication.
- ❖ I have no obligation, by reason of this appraisal, to give further consultation or testimony or to be in attendance in court with reference to the property in question unless further arrangements have been made regarding compensation to Kirkland Appraisals, LLC.
- ❖ Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraiser, or the firm with which the appraiser is connected) shall be disseminated to the public through advertising, public relations, news, sales, or other media without the prior written consent and approval of Kirkland Appraisals, LLC, and then only with proper qualifications.
- ❖ Any value estimates provided in this report apply to the entire property, and any proration or division of the total into fractional interests will invalidate the value estimate, unless such proration or division of interests has been set forth in the report.
- ❖ Any income and expenses estimated in this report are for the purposes of this analysis only and should not be considered predictions of future operating results.
- ❖ This report is not intended to include an estimate of any personal property contained in or on the property, unless otherwise stated.
- ❖ This report is subject to the Code of Professional Ethics of the Appraisal Institute and complies with the requirements of the State of North Carolina for State Certified General Appraisers. This report is subject to the certification, definitions, and assumptions and limiting conditions set forth herein.
- ❖ The analyses, opinions and conclusions were developed based on, and this report has been prepared in conformance with, our interpretation of the guidelines and recommendations set forth in the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA).
- ❖ This is a Real Property Appraisal Consulting Assignment as formerly identified in Standard 4 of USPAP and reported following Standard 5 of USPAP.

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Certification – Richard C. Kirkland, Jr., MAI

I certify that, to the best of my knowledge and belief:

1. The statements of fact contained in this report are true and correct;
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions;
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved;
4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment;
5. My engagement in this assignment was not contingent upon developing or reporting predetermined results;
6. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal;
7. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute;
8. The reported analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives;
10. I have not made a personal inspection of the property that is the subject of this report, and;
11. No one provided significant real property appraisal assistance to the person signing this certification.
12. As of the date of this report I have completed the requirements of the continuing education program of the Appraisal Institute;
13. I have appraised this property within the last three years for the same client as noted earlier. I provided an earlier draft of this report on March 24, 2020.

Disclosure of the contents of this appraisal report is governed by the bylaws and regulations of the Appraisal Institute and the National Association of Realtors.

Neither all nor any part of the contents of this appraisal report shall be disseminated to the public through advertising media, public relations media, news media, or any other public means of communications without the prior written consent and approval of the undersigned.



Richard C. Kirkland, Jr., MAI
State Certified General Appraiser



To: Chatham County, N. C. Board of Commissioners

From: Mary Mahoney, owner, duplex @ 110A & 110B Woodbridge Drive, Chapel Hill

Re: OPPOSITION to Zoning Change requested by 919 Storage LLC on Parcel 3080, located at 72 Marvin Edwards Lane; zoning request is to change from R-2 Residential to "conditional use/regional business district (CD-RB) on approximately 7.93 acres out of the 17.64 acre tract for self-storage mini warehouse facility" AKA 15/501 mini storage site

Date: Thursday, August 27, 2020, 6. p.m. meeting

Due to the pandemic, as a quarantined Massachusetts resident, I am unable to attend this meeting. Thank you for this opportunity to present my *reasons for opposition to this zoning change* & my unequivocal opposition to the proposed mini storage project directly abutting my property.

The factual comments I am submitting rely on maps, documents and information I was able to research online via your very user friendly website.

The personal experiences I am relating are based on my experiences over the last 17 years, owning my duplex and having family and friends live at 110-A and 110-B Woodbridge Drive.

What's At Stake?

Eight acres, about half of this R-2 site that was previously zoned for residential use and a community center, would become a mini storage business. Each of the three buildings proposed would be about the length of a football field. One building is two stories; the others are single story. Roads, parking, lighting, septic system, noisy ventilation, traffic and other factors would replace the current green space that contains eight potential residential lots (estimating each lot @ an acre each). Most likely, the remaining 8 acres, even if still zoned R-2, would never be desirable for residential use or community center use, thus affecting the property values of many of our residential properties. Extending our lovely neighborhood into acreage behind a storage facility is improbable if not totally out of the question.

** This conditional zoning change request is a type of encroachment that is detrimental to our community and our quality of life.*

** Putting a storage business in the middle of a respected residential community smacks of a commercial developer putting profit before people.*

Community Needs

This proposal for rezoning claims a need for mini-storage to serve this area and to encourage competitive pricing. My family and I used one of the overabundant (3-4?) storage facilities nearby when we needed that type of service. My tenants, if need arises, also have reported no hardship, no lack of choices nearby and no price gouging. We do NOT need another mini-storage business.

WE DO NEED: Safe affordable housing for many in Chatham who are productive, but often underserved citizens, some beginning careers or working to afford educational opportunities afforded at nearby UNC. The low density, low crime, quiet almost rural like atmosphere is what has made this particular housing area extremely desirable. In many ways, this neighborhood is a planning board's futuristic dream. It offers an alternative to small families, especially those headed by a single parent. Both retirees and disabled on fixed incomes, often needing one story floor plans, find the neighborhood both desirable and affordable. Students can focus on their studies without stress or interruption. Green space and parking are ample, as is access to public transportation.

The aforementioned reasons are exactly why my family bought our duplex: my daughter was undertaking an accelerated nursing degree program at UNC which would award her a joint RN degree and a Bachelor of Science degree in 18 months. As a young woman living alone and sometimes working night nursing shifts, our emphasis was on a quiet, SAFE, low traffic but not totally secluded neighborhood with easy access to school and services, exactly what this neighborhood offers.

As her recently retired parents, we now plan to relocate to the duplex as part of our downsizing. We have never had issues with criminal activity and always found the community friendly and stable.

North Carolina has been extremely forward thinking in its land use as the population has exploded.

Parks & nature trails have been prioritized during development in the Raleigh/ Durham /Chapel Hill area.

As Commissioners who determine the future direction of Chatham County , especially in its development and how citizen needs are met, I sincerely hope you will protect the rights of us who have invested our time, energy, money and lives into maintaining affordable housing and open spaces for future citizens.

Please protect our quality of life in our neighborhood.

Vote no on this "for profit, not for people", project.

Sincerely,

Mary C. Mahoney

Owner of adjacent property 110-A and 110-B Woodbridge Drive

Addendum

I would need time to research two other issues which make this project a worrisome prospect.

Possible Septic Issue?

My property, PIN 9776-00-46-3746, on the South side of the proposed parcel, has a leeching field extremely close to the planned septic system. Already the proposal admits this mini-storage site can only support a septic system geared to "one person". I suspect there could be interference with the other two properties that also have their fields on the Marvin Edwards Lane side (south side)of the proposed project.

Fire Department Access?

I have not seen the issue of emergency responders addressed in this proposal. I was living in the duplex in January, 2008, when a house fire erupted, very far down Marvin Edwards Lane. Engines had to use pumper trucks, transferring the water from a hydrant that was near the corner with 15/501. Luckily, the fire was in an abandoned house not too close to the many duplexes. But it was extremely dangerous and took many hours to extinguish. The paved/gravel roads on this plan could indeed be problematical to public safety.



Warren Mitchell <warrendmitchellpe@gmail.com>

The bullying letter

2 messages

Mary Mahoney <mahoneymar@gmail.com>

Thu, Aug 27, 2020 at 11:37 AM

To: Warren Mitchell <warrendmitchellpe@gmail.com>

I, Mary Mahoney, have forwarded this letter to be used at the Chatham County Commissioners hearing(s).

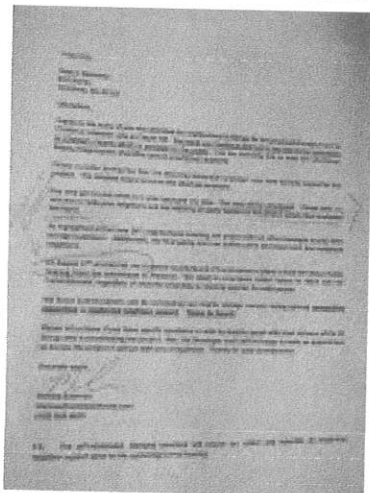
It is an example of pressure I have received in an attempt to force me to support the zoning change of the the 15/501 mini storage site.

I AM 100% OPPOSED TO THIS CHANGE IN ZONING.

My property directly abuts this proposed football field length commercial venture. This venture is NOT a Community Center, as the zoning map dictates. Quite the contrary, we have an overabundance of storage facilities along 15-501, in commercial zones. I have used them with no difficulty.

Sincerely,

Mary C. Mahoney
Owner, 110-A & 110- B Woodbridge Drive,
Chapel Hill, NC



IMG_20200827_112337503.jpg
2631K

7/24/2020

Mary C Mahoney
891 Shirley
Winthrop, MA 02152

Salutations,

Thanks to the many of you who attended the neighborhood meetings for the proposed storage project at 72 Marvin Edwards Lane in Chapel Hill. We heard your feedback and built it into the formal submission to Chatham County which is available to the public. Use the following link to read the submission: <https://cegroupinc.sharefile.com/d-scaef22b62d049479>.

Please consider joining the first five adjoining residential neighbors who have formally supported this project. The simplest way is to return the attached templates.

You only get to pick what is in your backyard one time. This land will be developed. Please take 1-2 minutes to help your neighbors and the adjoining property owners to the project secure their preferred backyard.

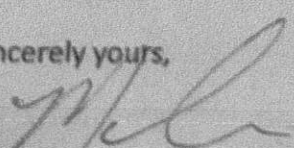
As highlighted at the June 24th neighborhood meeting, our project will not allow overnight access, even storage customers. Additionally, the final gating and tree buffers were developed with the residential neighbors.

On August 17th at 6:00 PM, the Chatham County Board of Commissioners plans to hold the related Public Hearing from the courthouse in Pittsboro. We need to proactively collect letters to share with the Commissioners, regardless of what the virus does to meeting logistics for each person.

We know Commissioners will be contrasting two nearby storage owners raising spirited competitive opposition vs residential neighbors support. Please be heard!

Please let us know if you have specific questions or wish to directly speak with Mark Ashness of the CE Group who is coordinating the project. Also, the Developer and i will be happy to make an appointment to discuss the project in person with you or by phone. Thanks for your consideration.

Sincerely yours,


Melissa Solomon
Melissa@rentstackhouse.com
(919) 908-6629

P.S. The self-addressed, stamped envelope will ensure we collect and assemble all residential neighbor support prior to the upcoming formal hearing.

August 27, 2020

Chatham County Commissioners
12 East Street
Pittsboro, NC 27312

RE: Public Hearing Comments for the Proposed Rezoning of Parcel 3080 "919 Storage, LLC; 72 Marvin Edwards Lane"

Dear Commissioners:

On behalf of Carolina Storage Partners, LLC, we are writing to oppose the rezoning of parcel 3080 for a self-storage facility. We are opposed to the rezoning because of 1) the current oversupply of self-storage in this particular area, and 2) the potential for this unique land to better serve Chatham County in a higher capacity in the future.

1. Oversupply of Self Storage:

The Extra Space Storage facility was approved for 120,000SF of storage in July 21, 2014. At the time we built, there was no "Class A" conditioned self-storage in the immediate area. Our first phase leased up very quickly, and it captured an unmet demand for top-quality indoor storage space. We leased 40,000 SF (approximately 300 units) in less than 6 months. Our second phase has been slower, however, and we absorbed less than 6500 SF, or 36 units, of new space last year. This is a sign that the demand for storage in Northern Chatham County has greatly tempered.

Furthermore, in 2018 the former Starpoint Storage was purchased and renovated/ redeveloped, and much of the facility was converted from wholesale and document storage to consumer-oriented conditioned self-storage. At the current rate of demand, the area has enough storage to supply the submarket for 5+ years. And this does not take into account other projects that are pre-approved for storage, like Briar Chapel.

According to the market study completed by Self-Storage 101, the addition of a third storage facility is too much self-storage for one specific location. In fact, the study concluded that the area is already oversupplied by 177,000 square feet in the 1-mile demographic profile and 122,000 in the 3-mile profile. This additional storage would be better located in areas of Chatham County that does not have so much storage in place or planned already.

Carolina Storage Partners, LLC

2. Higher and best use: From a long-range planning perspective, there are many other uses that can be developed on this "gateway" property in the long term. A UNC medical office building, a retail center (such as Target or Amazon) or other technologically advanced use would serve the County's quality of life and tax base better on a long-term basis here. This land will likely only be developed once in our lifetime, so the decision of highest use should not be taken lightly.

In closing, we are not opposed to the development of this property. The owner and applicant have the right to do that, and Chatham County is fortunate to experience growth in both population and amenities. However, I hope you will consider a higher and better use for this land – a use that is in clear demand, and a use that complements the long range planning and quality of life of the citizens of Chatham County.

Sincerely,
Carolina Storage Partners
12330 Highway 15-501 North
Chapel Hill, NC



Warren Mitchell



Jim Anderson

SELF-STORAGE DESKTOP DEMAND STUDY



Site Location:
US 15 501
Chapel Hill NC

Client: Extra Space
Chapel Hill NC

Desktop Market Analysis performed by: Self Storage 101

**SELF
STORAGE 101**
We know storage.

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DESKTOP DEMAND STUDY SCOPE

- Executive Summary and Conclusions
- Market review
 - Demographic information
 - Market
 - Growth projections
 - Income levels
 - Commercial base
 - Demand Analysis

FORWARD

The client has engaged Self Storage 101 to conduct a Desktop Demand Analysis Study for a specific subject market. The purpose of this report is to determine whether or not there is sufficient unmet demand for a additional self storage development within the subject market.

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.

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 August 11, 2020, the Team at Self Storage 101 conducted a Self Storage Desktop Demand Study for a specific self storage sub-market in Chapel Hill, NC. The study included a calculated demand analysis, rental rate review and the demographic profile of the subject market.

It is our opinion that the market is at current over-supplied and will become even more so if any new self storage facilities are developed in the near future. We believe this over-supply is documented both in the empirical evidence of the noted demand analysis as well in the more anecdotal analysis of the rental rates current in place at the market competitors.

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 would appear to indicate that the subject market up to the three-mile demographic profile is over-developed by a substantial amount of storage space and there is not a sufficient amount of unmet self storage space demand for any additional contemplated development.**
 - At present with the existing self storage supply in the market, assuming an equilibrium of 7.5 square feet per person, the market is substantially over-supplied by over 177,000 square feet within the one-mile demographic profile, 120,000, or 25.47 sf per person in the two-mile profile, and 122,000, or 14.42 sf per person within the three-mile profile.
 - Assuming both of the listed new developments (listed in the 'new developments section') do come to fruition, the over-supply becomes over 275,000 square feet within the one-mile profile, 340,000 square feet, or 56.99 sf per person, in the two-mile profile, and over 342,000 square feet, or 25.52 sf per person, in the three-mile profile.
- The current pricing data would also suggest a market that is already over-supplied.
 - The noted pricing charts indicate that for the most part rental rates have steadily declined over the last 24 months although some have at least slightly rebounded in the last couple of months.
 - The sophisticated dynamic pricing systems and algorithms employed on websites by some of the listed competitors indicate aggressive web discounting which would also indicate a market that is over-supplied.
- The modest projected population growth will not cause the current over-supply calculations to become under-supplied or even near equilibrium at any time in the current projections.

Chapel Hill NC

We consider this a 'B' market due to what appears to be mostly moderate occupancy levels (based on the dynamic pricing models), the calculation of no amount of potential unmet demand for additional self storage space in the market, the moderate to moderately high rental rates for storage space, the moderately high to high per capita and household income levels, the very low to 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 and occupancy levels were higher and if the population density and projected growth were higher).

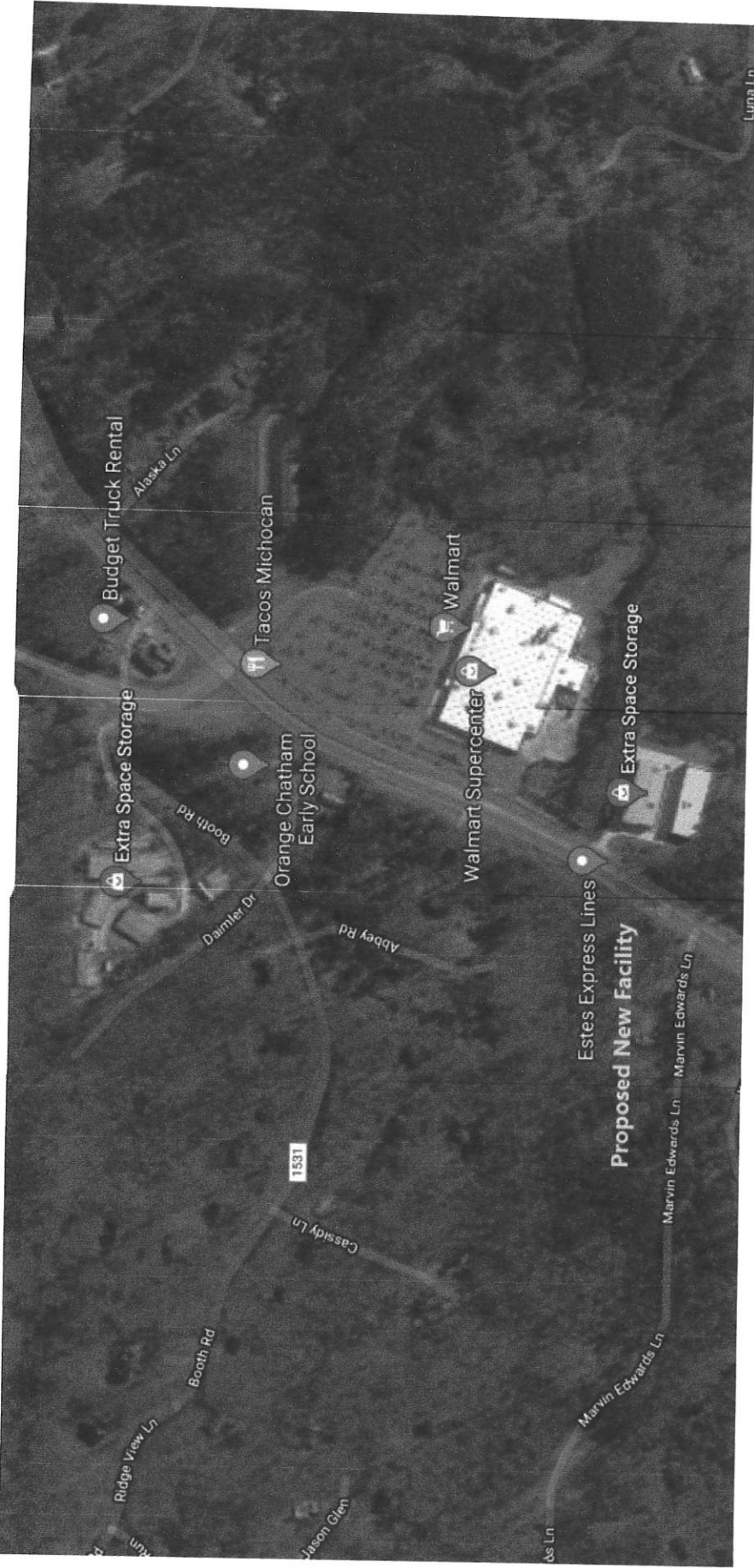
Our Opinions and Recommendations are based on the information contained herein the following report.

We believe that the market is currently over-supplied and that any new self storage development would only further erode occupancy levels and rental rates and thus incomes and asset values.

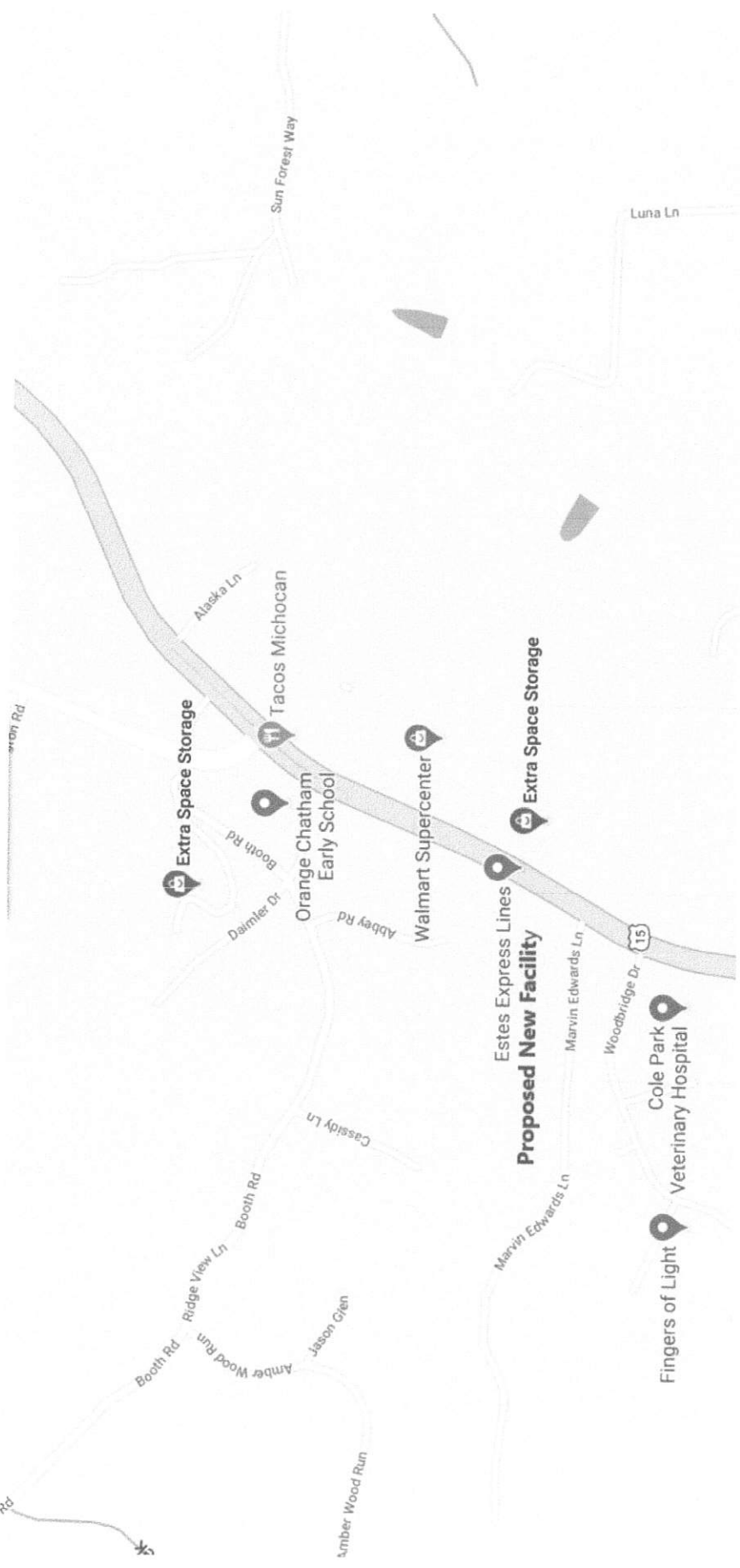
Chapel Hill NC

SITE REVIEW

AERIAL VIEW

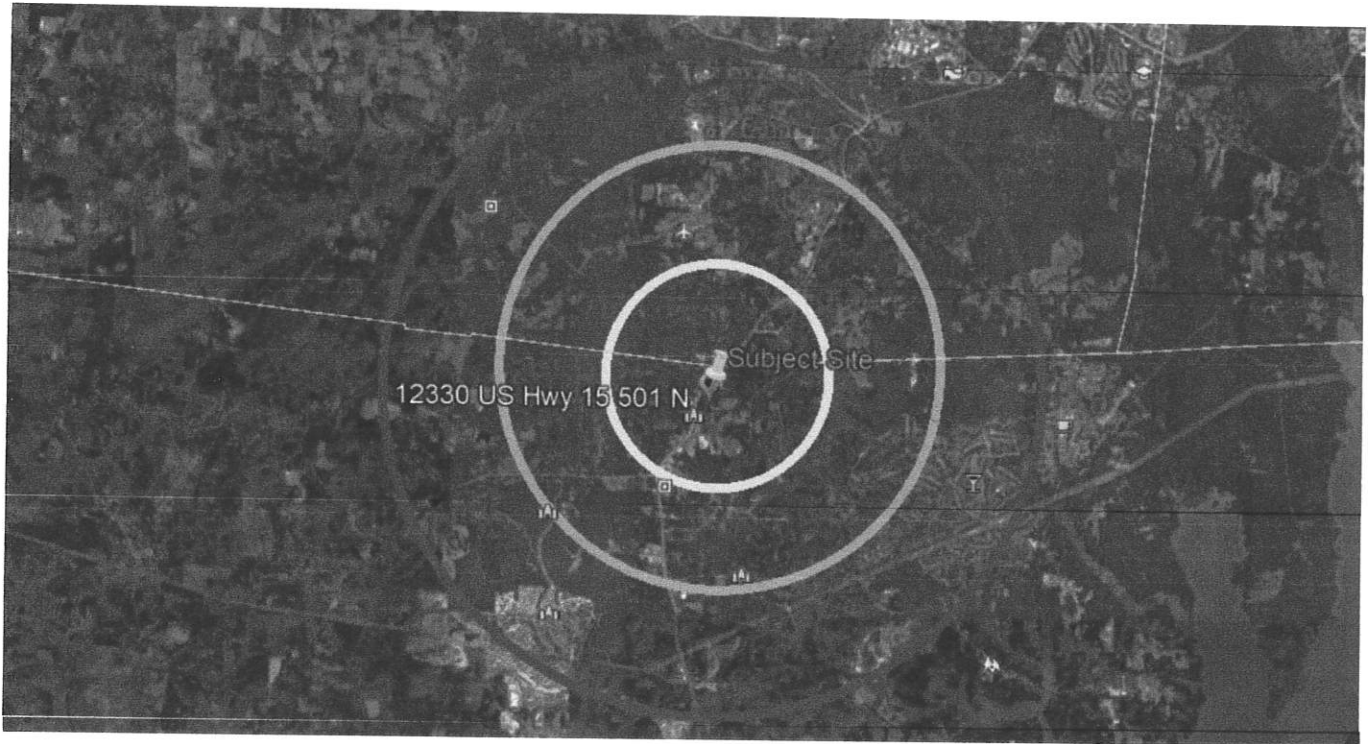


Chapel Hill NC
MAP VIEW



MARKET REVIEW

The following demographic profile is based on the concentric map: 1-, 2- and 3 mile radii from the subject site. It is our belief that the primary customer base for the subject site resides within three miles of the subject site.



Understanding the customer demographics of the surrounding market area is essential for storage developers, owners, and operators. Accurately identifying the types of customers, as well as their wants and needs, is critical in order to form the necessary operational and marketing decisions for a facility.

In a market area comprised of a high percentage of commercial or business tenants, add-ons such as on-site conference rooms, free Wi-Fi, central workspaces, climate control, or other amenities that carry special appeal for business customers can be profitable. In areas with older renters or senior citizens, convenience-oriented services such as professional packing and moving assistance could prove valuable.

The largest proportion of tenants is typically residential customers. While approximately 70 percent of all storage tenants tend to fall in this category, it is important to understand that these numbers can change from market area to market area. In those areas with a predominantly residential customer base, operators need to keep in mind that life changes often drive the decision to need storage. This can range from a divorce or death in the family to remodeling or selling a home.

Depending on the housing specifics in the market area, residential customers may also consist of apartment or condo dwellers who do not have enough storage space where they live. On a national basis while 68 percent of residential customers tend to live in a single-family home, nearly 30 percent reside in multi-family housing.

Another important demographic for self-storage is to know what percentage of your customers are male and female. It is noted that 85 percent of all purchases are made by women and 80 percent of all purchasing decisions are made by women. This means that although men may do the heavy lifting in terms of moving in or out of a unit, the actual rental or decision to rent was likely made by a woman. It should be noted that 57.7 percent of storage renters in 2014 were men and 42.3 percent were women. However, if 85 percent of the decisions on where to rent are actually made by women, the scales are tipped even farther in favor of women as likely storage customers.

Customer age is another demographic that should be considered, especially in terms of the amenities and services offered at a facility. The largest percentage of renters are between the ages of 46 and 55. Falling right behind that are the 36 to 45 and 56 to 65 age groups at 22 percent and 21 percent, respectively. On average, 13 percent tend to be customers over age 65. Understandably, the smallest percentage of storage customers—3 percent—is represented by millennials under age 25.

DEMOGRAPHICS¹

Description	1 Miles	2 Miles	3 Miles
POPULATION BY YEAR			
Population (4/1/1990)	0	2,523	7,861
Population (4/1/2000)	0	5,699	12,620
Population (4/1/2010)	0	6,229	17,399
Population (1/1/2020)	0	6,979	19,825
Population (1/1/2025)	0	7,305	20,695
Percent Growth (2020/2010)	0.00	12.04	13.94
Percent Forecast (2025/2020)	0.00	4.67	4.39
HOUSEHOLDS BY YEAR			
Households (4/1/1990)	0	1,030	3,486
Households (4/1/2000)	0	2,290	5,393
Households (4/1/2010)	0	2,527	7,171
Households (1/1/2020)	0	2,855	8,256
Households (1/1/2025)	0	2,991	8,643
Percent Growth (2020/2010)	0.00	12.98	15.13
Percent Forecast (2025/2020)	0.00	4.76	4.69
GENERAL POPULATION CHARACTERISTICS			
Median Age	0.0	39.0	37.7
Male	0	3,324	9,570
Female	0	3,655	10,255
Density	0.0	578.5	630.0
Urban	0	4,882	13,421
Rural	0	2,097	6,404
GENERAL HOUSEHOLD CHARACTERISTICS			
Households (1/1/2020)	0	2,855	8,256
Families	0	1,887	5,168
Non-Family Households	0	968	3,088
Average Size of Household	0.00	2.44	2.40
Median Age of Householder	0.0	49.7	49.1
Median Value Owner Occupied (\$)	0	367,082	399,643
Median Rent (\$)	0	945	800
Median Vehicles Per Household	0.0	2.3	2.4
GENERAL HOUSING CHARACTERISTICS			
Housing, Units	0	3,117	8,912
Housing, Owner Occupied	0	1,954	5,267
Housing, Renter Occupied	0	901	2,989
Housing, Vacant	0	262	656
POPULATION BY RACE			
White Alone	0	5,492	14,718
Black Alone	0	410	1,486
Asian Alone	0	557	1,731
American Indian and Alaska Native Alone	0	29	74
Other Race Alone	0	229	1,083
Two or More Races	0	262	733

¹ The demographic profile is compiled through a subscription service.
 Prepared by Self Storage 101 for B Phong ©2020

POPULATION BY ETHNICITY

Hispanic	0	495	2,258
White Non-Hispanic	0	5,292	13,702

GENERAL INCOME CHARACTERISTICS

Total Household Income (\$)	0	383,854,869	1,095,687,929
Median Household Income (\$)	0	113,197	97,314
Average Household Income (\$)	0	134,450	132,714
Per Capita Income (\$)	0	55,001	55,268

RETAIL SALES

Total Retail Sales (including Food Services) (\$)	0	76,170	216,454
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CONSUMER EXPENDITURES

Total Annual Expenditures (\$000)	0.0	225,919.5	623,544.4
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EMPLOYMENT BY PLACE OF BUSINESS

Employees, Total (by Place of Work)	0	1,248	5,201
Establishments, Total (by Place of Work)	0	114	411

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 very low to low range.

POTENTIAL NEW SELF STORAGE DEVELOPMENT

Our review of a subscription based new construction database indicated the following:

There are at least two new self-storage facility either in planning stages or under construction within the subject market:

- Cubesmart
 - 72 Marvin Edwards Lane
 - Scheduled square footage: 100,000

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 'over-supplied'.

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 no amount of additional self-storage space as contemplated with the development project.**

Those demand calculations follow.

Using the national average demand calculation number for comparison, as well as the State and National demand calculations the analysis would indicate that there is likely a substantial amount of excess supply, both with the existing supply and the anticipated new supply in the development pipeline, within the one-mile, two-mile and 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.

EXISTING SUPPLY

RADIUS	SUBJECT PROPERTY	MSA SQ/CAP	STATE SQ/CAP	SF EQUIL	HIGHEST MSA US	LOWEST MSA US	US AVERAGE
		6.21	6.21	7.5	12.64	2.82	5.71
	Variances						
1 MILE							
2 MILE	25.47	19.26	19.26	17.97	12.83	22.65	
3 MILE	14.42	8.21	8.21	6.92	1.78	11.60	

CALCULATION

Demand Calculations Including the noted competitors in the subject market

RADIUS	2020 POPULATION	# OF FACILITIES	SQUARE FOOTAGE	SQUARE FEET PER CAPITA	Potential Unmet Demand Comp: MSA SF/Person Plus 10% Commercial	Potential Unmet Demand Comp: MSA SF/Person No Commercial
1 MILE	0	0	177764		-177764	-177764
2 MILE	6,979	0	177764	25.47	-120187	-125422
3 MILE	19,825	0	285950	14.42	-122394	-137263

NEW SUPPLY ADDED

RADIUS	SUBJECT PROPERTY	MSA SQ/CAP	STATE SQ/CAP	SF EQUIL	HIGHEST MSA US	LOWEST MSA US	US AVERAGE
		6.21	6.21	7.5	12.64	2.82	5.71
	Variances						
1 MILE							
2 MILE	56.99	50.78	50.78	49.49	44.35	54.17	
3 MILE	25.52	19.31	19.31	18.02	12.88	22.70	

CALCULATION

Demand Calculations Including the noted competitors in the subject market

RADIUS	2020 POPULATION	# OF FACILITIES	SQUARE FOOTAGE	SQUARE FEET PER CAPITA	Potential Unmet Demand Comp: MSA SF/Person Plus 10% Commercial	Potential Unmet Demand Comp: MSA SF/Person No Commercial
1 MILE	0	0	277764		-277764	-277764
2 MILE	6,979	0	397764	56.99	-340187	-345422
3 MILE	19,825	0	505950	25.52	-342394	-357263

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 would suggest that there is likely a substantial amount of excess supply within the three-mile demographic profile of the subject site and that it is more than likely that this subject market is over-supplied.



Bob Copper

Self Storage 101

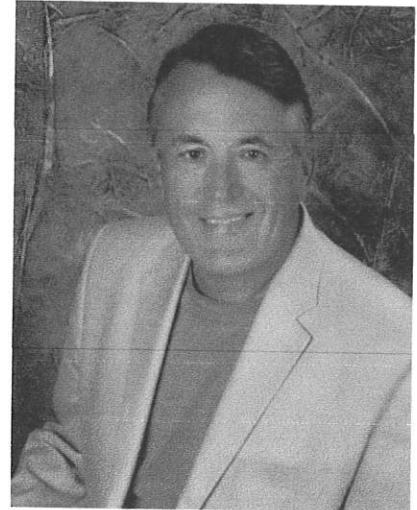
671 Oak Haven Trail

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.

**SELF
STORAGE 101**

We know storage. www.selfstorage101.com

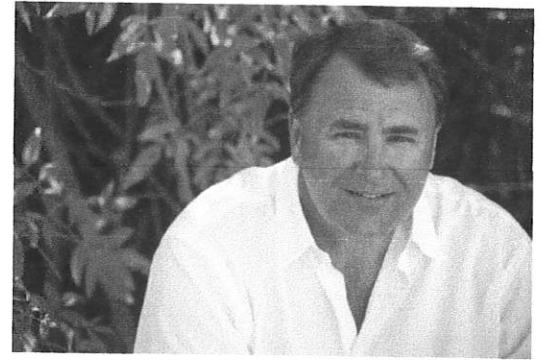
Bill Copper

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.

~~HEXBT~~
RESIDENTS

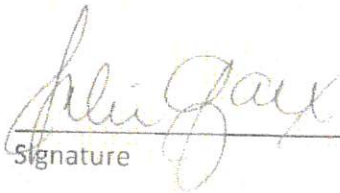
March 1, 2020

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

My property directly adjoins the land for this proposed self storage project at 72 Marvin Edwards Lane.

My family supports the proposed rezoning to a self-storage project.

Thanks for considering my support of this project.



Signature

Julie Canney

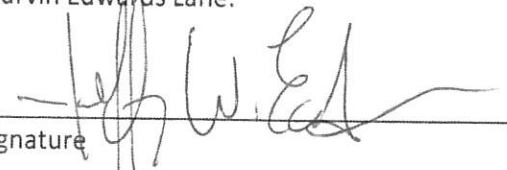
Printed Name

77 Abbey Road, Chapel Hill NC 27516

Address

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We We support OR _____ have no objection to the proposed self storage project at 72 Marvin Edwards Lane.


Signature

8-6-2020
Date

JEFFREY W. EARLE
Printed Name

12405 US Hwy 15-50,
address: N

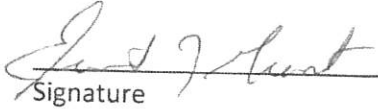


12405 US Hwy 5-501

Lisa B Earle

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We _____ support OR have no objection to the proposed self storage project at 72
Marvin Edwards Lane.


Signature

08/15/20
Date

ERNEST J. GRANT
Printed Name

215 Booth Rd, Chatham, NC 27516
address:

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We _____ support OR have no objection to the proposed self storage project at 72
Marvin Edwards Lane.

James B. Meade
Signature

8/5/20
Date

James B. Meade
Printed Name

78 Abbey Road, Chapel Hill 27516
address:

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We _____ support OR have no objection to the proposed self storage project at 72
Marvin Edwards Lane.

Carl Mahastey
Signature

7/30/2020
Date

Carl Mahastey
Printed Name

~~130 Woodbridge Dr.~~
address: 130 Woodbridge Dr.
Chapel Hill, NC

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

We support OR I have no objection to the proposed self storage project at 72
Marvin Edwards Lane.

Amonia E. Stone
Signature

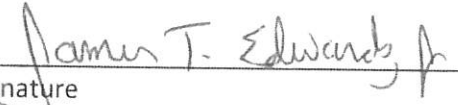
07/29/2020
Date

Amonia E. Stone
Printed Name

110 Woodtrellis Court
Durham, N.C. 27703
address:

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We support OR have no objection to the proposed self storage project at 72 Marvin Edwards Lane.


Signature

7/29/20
Date

James T. Edwards, Jr
Printed Name

77 Bell Circle Chapel Hill, N.C.
address: 27516

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We support OR have no objection to the proposed self storage project at 72
Marvin Edwards Lane.

Tenny L. Edwards
Signature

7/29/20
Date

Tenny L. Edwards
Printed Name

79 Bell Circle
address: Chapel Hill N.C. 27516

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

I/ We support OR have no objection to the proposed self storage project at 72 Marvin Edwards Lane.

Donald A. Black
Signature

29 JUL 20
Date

DONALD A. BLACK
Printed Name

235 Booth Rd
address:
Chapel Hill, NC
27516

March 1, 2020

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

My property ^{one lot away from} directly adjoins the land for this proposed self storage project at 72 Marvin Edwards Lane.

The development team has been responsive to feedback to improve the final project in terms of size, aesthetics, and security details.

My family supports the proposed rezoning to a self-storage project.

I further support this project because it increases our tax base without increasing demands on schools and services.

Self-storage is a demonstrated need for local people. And for those who need to use self storage, it is both essential and convenient. More of a service like this is good for customers in creating choices and potentially more competitive pricing.

Thanks for considering my support of this project.

Margery Gates
Signature

Margery Gates
Printed Name

12455 US Hwy 15 501 N, Chapel Hill NC 27517-6013
Address

March 1, 2020

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

My property directly adjoins the land for this proposed self storage project at 72 Marvin Edwards Lane.

The development team has been responsive to feedback to improve the final project in terms of size, aesthetics, and security details. *I request they add a "thick" buffer of trees south side of Marvin Edwards Lane. (entire)*
My family supports the proposed rezoning to a self-storage project.

I further support this project because it increases our tax base without increasing demands on schools and services.

Thanks for considering my support of this project.

Negest M. Kinte
Signature

NEGEST M. KINTE
Printed Name

mailing
P.O. Box 725 *Carroll, N.C. 27510*
Address *60A + 60B WOODBRIDGE DRIVE CHAPEL HILL, N.C. 27514*

adjacent property

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

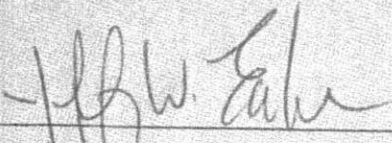
My property directly adjoins the land for this proposed self storage project at 72 Marvin Edwards Lane.

The development team has been responsive to feedback to improve the final project in terms of size, aesthetics, and security details.

My family supports the proposed rezoning to a self-storage project.

I further support this project because it increases our tax base without increasing demands on schools and services.

Thanks for considering my support of this project.



Signature

JEFFREY W. EARLE

Printed Name

12405 AS HW 15-501 N. CHAPEL HILL NC 27517

Address

March 1, 2020

Chatham County Planning Department
Attn: Angela Birchett, Zoning Administrator
PO Box 54
Pittsboro, NC 27312

- ✓ My property directly adjoins the land for this proposed self storage project at 72 Marvin Edwards Lane.
- ✓ The development team has been responsive to feedback to improve the final project in terms of size, aesthetics, and security details.
- ✓ My family supports the proposed rezoning to a self-storage project.
- ✓ I further support this project because it increases our tax base without increasing demands on schools and services.
- ✓ Self-storage is a demonstrated need for local people. And for those who need to use self storage, it is both essential and convenient. More of a service like this is good for customers in creating choices and potentially more competitive pricing.

Thanks for considering my support of this project.

Robert C. Midgetts Jr
Signature

Robert C. Midgetts, Jr March 1, 2020
Printed Name

90 Abbey Rd, Chapel Hill, 27516
Address

APPLICANTS CONSULTANT FEASIBILITY REPORT

FACTUAL DISPARITIES

“This analysis may be too limited by scope or data for investors or lenders. This report is not valid in markets with many strong competitors, or for developers considering sizable projects (more than 30k SF).” - **BKB Properties/Storage Study***

The screenshot shows the StorageStudy.com website. The main heading is 'SELF STORAGE EXPERTS Feasibility Studies'. Below this, there are two columns of information. The left column is for a 'Feasibility Study' with an average cost of \$10,500 plus travel. The right column is for a 'Limited Feasibility Study' with an average cost of \$4,500. A red arrow points from the 'Feasibility Study' column towards the 'Limited Feasibility Study' column, indicating a comparison or a shift in focus.

Feasibility Study	Limited Feasibility Study
Average Cost: \$10,500 plus travel	Average Cost: \$4,500
This comprehensive analysis is the absolute first step for developers, providing reliable underwriting worthy of submittal to serious investors and lenders. This narrative report includes: 1) In-depth Competitor Analysis; Supply & Demand model 2) Site Assessment with unit mix and phasing recommendations 3) Complete investment model including development cost, operations budget, cash flow proforma & sensitivity analysis 4) Site-specific and Market-based Recommendations	This is not a "first step during feasibility." This "Executive Summary" report includes a remote survey of local competitors, Supply & Demand Estimate, and Summary Investment Proforma. This analysis may be too limited by scope or data for investors or lenders. This report is not valid in markets with many strong competitors, or for developers considering sizable projects (more than 30K SF). This offers a lower price-point; but it is a limited analysis. We recommend this type of report only about 20% of the time.
CONTACT US ORDER NOW	CONTACT US ORDER NOW

STRONG COMPETITORS

- ! 11 competitors within 5 miles, 5 publicly traded management firms and 3 regional management firms
- ! 3 competitors within .5 miles, two of which are publicly managed facilities

SIZABLE PROJECTS (No more than 30k SF)

- ! Applicants proposed development is 99k SF+ (330% increase from threshold via market analyst*)

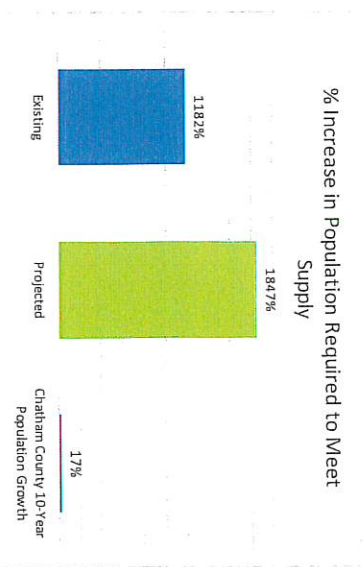
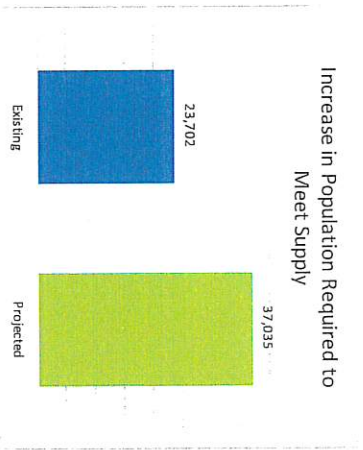
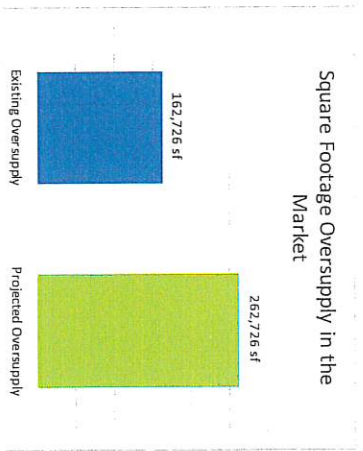
References:

*<https://storagestudy.com/feasibility-study/>

BREAKDOWN OF EXISTING FACILITIES WITHIN THE FIVE MILE RADIUS (NOT INCLUDING ANY THAT ARE IN THE PLANNING PHASE)

#	Name	Address	City	State	Zip	Distance from Subject	Estimated CC SF	Estimated Non-CC SF	Final Facility Size
	Subject Site								
1	EXTRA SPACE STORAGE	2000 ASHLEY WADE LN	CHAPEL HILL	NC	27514	0.01	52,924	23,963	76,887
2	EXTRA SPACE STORAGE	12330 US HWY 15 501 N	CHAPEL HILL	NC	27517	0.31	76,945	0	76,945
3	CHATHARIDGE SELF STORAGE	222 OLD LYSTRA RD	CHAPEL HILL	NC	27517	0.81	0	23,932	23,932
4	U-HAUL MOVING & STORAGE OF CHAPEL HILL	102 VICKERS RD	CHAPEL HILL	NC	27517	2.93	33,538	74,648	108,186
5	PUBLIC STORAGE	515 S GREENSBORO ST	CARRBORO	NC	27510	2.93	27,090	50,311	77,401
6	PUBLIC STORAGE	510 JONES FERRY RD	CARRBORO	NC	27510	3.11	22,783	38,792	61,575
7	AMERICA'S BEST STORAGE SPACE	60 ANDREWS STORE RD	PITTSBORO	NC	27312	3.59	0	18,875	18,875
8	LAWTON SELF STORAGE	2616 OLD GREENSBORO RD	CHAPEL HILL	NC	27516	4.63	0	7,441	7,441
9	FARRELL STORAGE	163 MCGHEE RD	CHAPEL HILL	NC	27517	4.82	16,008	7,192	23,200
10	FARRELL'S SELF STORAGE	1719 FARRINGTON POINT RD	CHAPEL HILL	NC	27517	4.85	16,401	0	16,401
11	10 FEDERAL SELF STORAGE	128 MCGHEE RD	CHAPEL HILL	NC	27517	4.88	0	25,582	25,582

Market Conditions if Proposed Storage Facility is Approved



Michael Mansson

Mount Pleasant, SC, United States

Not you?

|

Forgot password?

By joining, or logging in via Facebook, you accept Change.org's [Terms of Service](#) and [Privacy Policy](#).

[Go to my petition's dashboard](#)

Tip: Petitions with a photo get 6 times more signatures

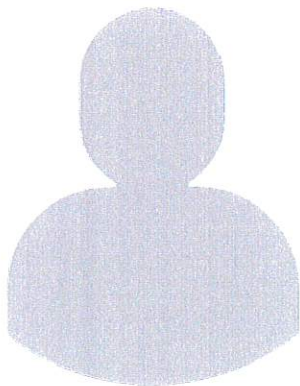
[Add photo](#)

“No” to approving more self storage along the 15-501 corridor into Chatham County!

Tip: Petitions with a photo get 6 times more signatures

[Add photo](#)

29 have signed. Let's get to 100!



Michael Mansson started this petition to [Community members of Chatham County](#)

The 15-501 corridor is the the gateway into Chatham County with portions of it having increasingly become a focal point for new residential and commercial development in Chatham County. The County adopted a Comprehensive Plan in 2017, with a goal to preserve the rural character and lifestyle of Chatham County while promoting compact growth through well planned, walkable and mixed-use centers within specific areas. The 15-501 corridor leading into Chatham County from Orange County was identified as an area to consist of these well planned mixed-use, walkable, green space oriented commercial nodes that would provide essential services for the local community members and neighbors.

An application for a new self storage facility to be located at 72 Marvin Edwards Lane (directly across from the ExtraSpace Self Storage that was built in 2016-2019 along 15-501 (next to Walmart)) will be heard at a Public Hearing on Thursday, August 27 by the Chatham County Board of Commissioners and then again in the coming weeks (or months) by the Planning Board. If approved, this self storage facility will be the 4th self storage facility within ½ mile of one another and within approximately ½ mile of the entrance area into Chatham County along 15-501; hardly the preserved character and lifestyle, or well planned mixed-use, pedestrian friendly, walkable and desired commercial service (restaurants, retail, bank, etc.) commercial oriented plan that the County had presented when adopting their Comprehensive Plan.

The 15-501 corridor does not need more self storage, especially with the existing self storage facilities having a surplus of vacancy even throughout the busiest months of the year! The Comprehensive Plan /Land Use Plan adopted by the County and presented to us all never intended for more self storage. Have your voice and stance be heard. Preserve the character and lifestyle of our community. By signing this petition you will be letting the County leaders know that you are NOT in support of more self storage within this gateway and focal point of Chatham County!

Updates

Keep your supporters engaged with a news update. Every update you post will be sent as a separate email to signers of your petition.

[Post an update](#)

1. 13 hours ago
25 supporters
2. 1 week ago
Michael Mansson started this petition

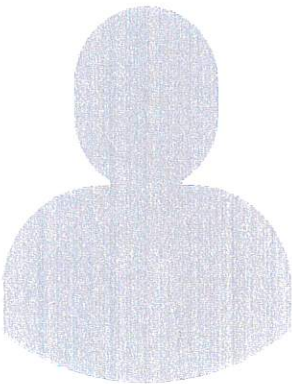
Reasons for signing

[Tweet](#)

Delete this comment

This comment will be deleted permanently. Are you sure you want to delete it?

[DeleteCancel](#)



Dan Babb · 3 days ago

We have enough storage facilities in our area. Put the land to better use for all of the residents in the area.

-
- 0

Share

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This comment will be deleted permanently. Are you sure you want to delete it?

[DeleteCancel](#)

View all reasons for signing

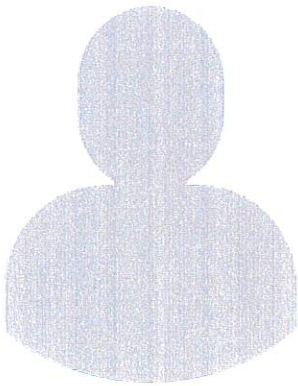
[Report a policy violation](#)

[Tweet](#)

Delete this comment

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Dan Babb · 3 days ago

We have enough storage facilities in our area. Put the land to better use for all of the residents in the area.

-
- 0

Share

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Delete this comment

This comment will be deleted permanently. Are you sure you want to delete it?

[Delete](#)[Cancel](#)

[View all reasons for signing](#)

[Report a policy violation](#)

Signature List:

**Petition ““No” to approving more self storage along the 15-501 corridor into Chatham
County!”**

29 signatures in opposition as of 10:45am 8/27/20

Erin Denniston

LYNDA BAKER

James McKay

Klaus Larres

Ilene ROyce

Mindy Brewer

Leah Babb

Stacy Babb

Roger Kulp

Irene LaFortune

Garret Prestwood

Cody Shive

Dan Vaughan

Dan Babb

Hester Lipscomb

Scott Sikes

Julie Malloy

Leslie Fulcher

Gustavo Daza

Warren Mitchell

August 25, 2020

Dear Chatham County Planning Board and Board of Commissioners,

We are writing you today to voice our concern and opposition to the proposed self storage facility along 15-501 (72 Marvin Edwards Lane). Unfortunately we have only just learned of this proposed facility from another property owner as we were never notified by either the applicant or any County members, even though we own a storage facility about 0.5 miles from the applicants location and will be directly impacted if it were to be developed. As an adjacent small business that will be compromised dearly from yet another storage facility being developed in such proximity to us, we should have been informed about this long ago.

Our community is not in need of another self storage facility. There are far more storage facilities in the area than are needed already. Our storage facility has seen a continued decrease in business since the new ExtraSpace next to the Walmart and the renovations were done to the Starpoint Storage facility. For the first time we had a surplus of vacancy throughout the summer time which used to be our busiest time from the students and now we are below 80% occupied.

In addition to there not being a need for the new storage facility, another storage property along 15-501 would be an eye sore and not what the County envisioned after conducting its study and approving the comprehensive plan.

We respectfully ask that you not approve the application for the approved self storage. If approved it will be detrimental to our small business and the rural character of the area.

Sincerely,

Bill Akridge
Judy Akridge

Bill and Judy Akridge
Chatharidge Self Storage
222 Old Lystra Rd.
Chapel Hill, NC 27517

SELF-STORAGE DESKTOP DEMAND STUDY



Site Location:

US 15 501

Chapel Hill NC

Client: Extra Space

Chapel Hill NC

Desktop Market Analysis performed by: Self Storage 101



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DESKTOP DEMAND STUDY SCOPE

- Executive Summary and Conclusions
- Market review
 - Demographic information
 - Market
 - Growth projections
 - Income levels
 - Commercial base
 - Demand Analysis

FORWARD

The client has engaged Self Storage 101 to conduct a Desktop Demand Analysis Study for a specific subject market. The purpose of this report is to determine whether or not there is sufficient unmet demand for a additional self storage development within the subject market.

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.

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 August 11, 2020, the Team at Self Storage 101 conducted a Self Storage Desktop Demand Study for a specific self storage sub-market in Chapel Hill, NC. The study included a calculated demand analysis, rental rate review and the demographic profile of the subject market.

It is our opinion that the market is at current over-supplied and will become even more so if any new self storage facilities are developed in the near future. We believe this over-supply is documented both in the empirical evidence of the noted demand analysis as well in the more anecdotal analysis of the rental rates current in place at the market competitors.

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 would appear to indicate that the subject market up to the three-mile demographic profile is over-developed by a substantial amount of storage space and there is not a sufficient amount of unmet self storage space demand for any additional contemplated development.**
 - At present with the existing self storage supply in the market, assuming an equilibrium of 7.5 square feet per person, the market is substantially over-supplied by over 177,000 square feet within the one-mile demographic profile, 120,000, or 25.47 sf per person in the two-mile profile, and 122,000, or 14.42 sf per person within the three-mile profile.
 - Assuming both of the listed new developments (listed in the 'new developments section') do come to fruition, the over-supply becomes over 275,000 square feet within the one-mile profile, 340,000 square feet, or 56.99 sf per person, in the two-mile profile, and over 342,000 square feet, or 25.52 sf per person, in the three-mile profile.
- The current pricing data would also suggest a market that is already over-supplied.
 - The noted pricing charts indicate that for the most part rental rates have steadily declined over the last 24 months although some have at least slightly rebounded in the last couple of months.
 - The sophisticated dynamic pricing systems and algorithms employed on websites by some of the listed competitors indicate aggressive web discounting which would also indicate a market that is over-supplied.
- The modest projected population growth will not cause the current over-supply calculations to become under-supplied or even near equilibrium at any time in the current projections.

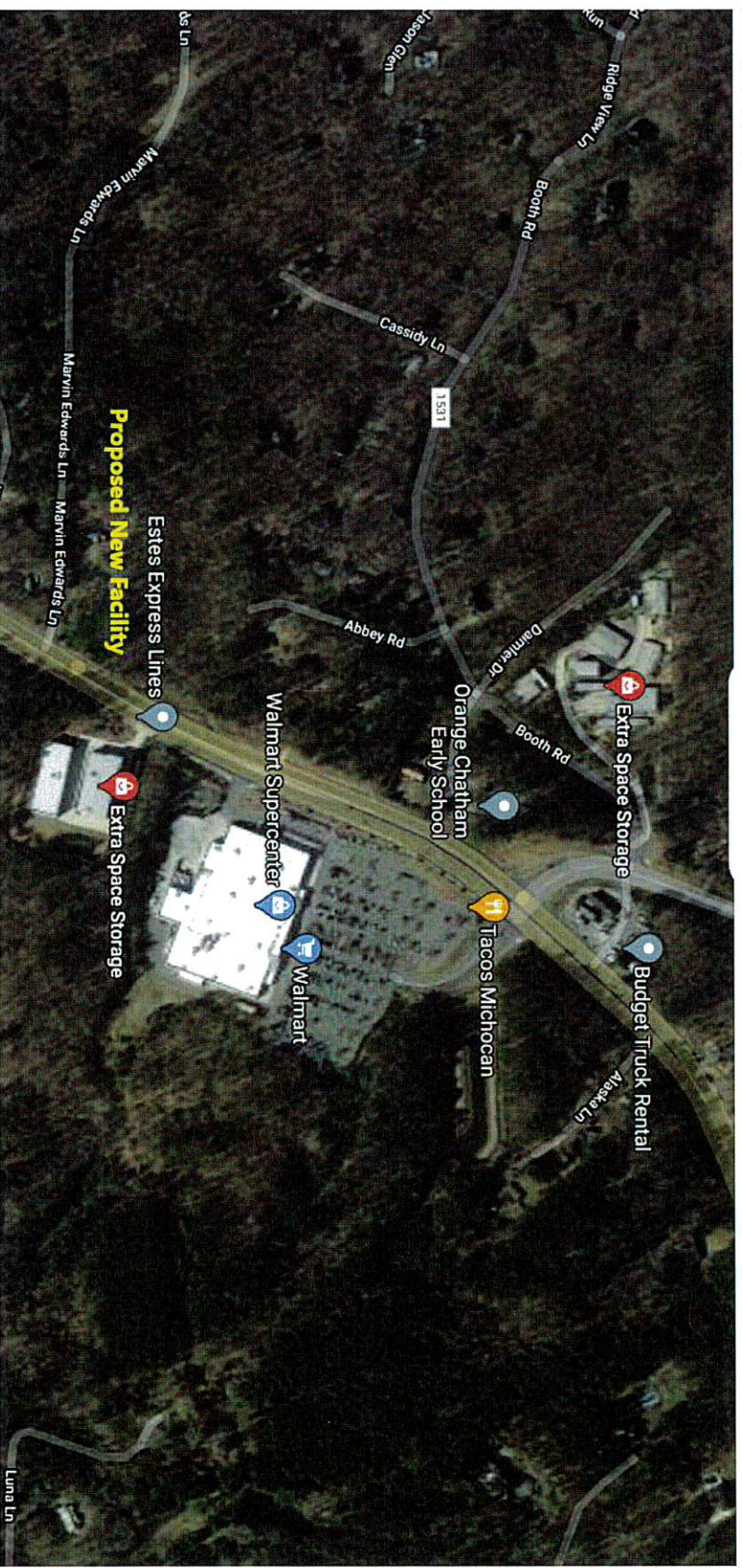
Chapel Hill NC

We consider this a 'B' market due to what appears to be mostly moderate occupancy levels (based on the dynamic pricing models), the calculation of no amount of potential unmet demand for additional self storage space in the market, the moderate to moderately high rental rates for storage space, the moderately high to high per capita and household income levels, the very low to 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 and occupancy levels were higher and if the population density and projected growth were higher).

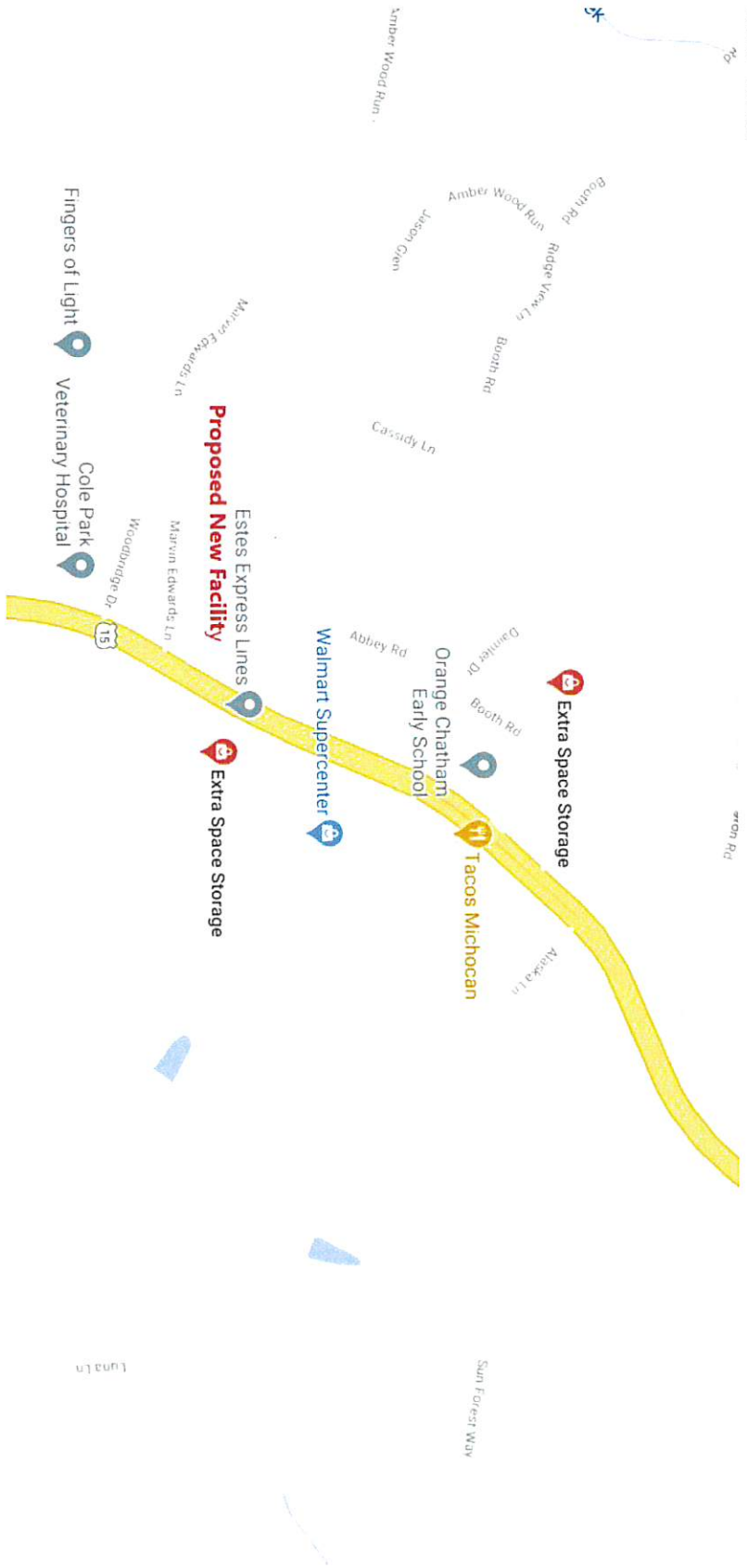
Our Opinions and Recommendations are based on the information contained herein the following report.

We believe that the market is currently over-supplied and that any new self storage development would only further erode occupancy levels and rental rates and thus incomes and asset values.

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SITE REVIEW
AERIAL VIEW

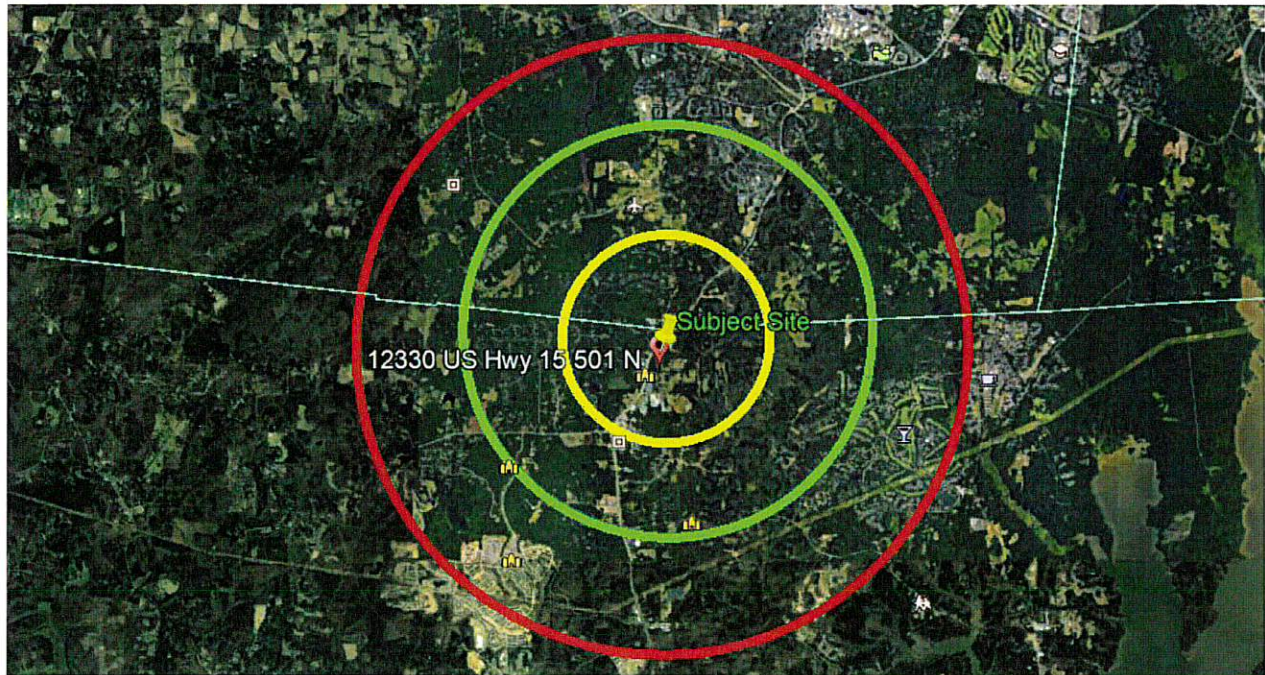


Chapel Hill NC
MAP VIEW



MARKET REVIEW

The following demographic profile is based on the concentric map: 1-, 2- and 3 mile radii from the subject site. It is our belief that the primary customer base for the subject site resides within three miles of the subject site.



Understanding the customer demographics of the surrounding market area is essential for storage developers, owners, and operators. Accurately identifying the types of customers, as well as their wants and needs, is critical in order to form the necessary operational and marketing decisions for a facility.

In a market area comprised of a high percentage of commercial or business tenants, add-ons such as on-site conference rooms, free Wi-Fi, central workspaces, climate control, or other amenities that carry special appeal for business customers can be profitable. In areas with older renters or senior citizens, convenience-oriented services such as professional packing and moving assistance could prove valuable.

Chapel Hill NC

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)	0	2,523	7,861
Population (4/1/2000)	0	5,699	12,620
Population (4/1/2010)	0	6,229	17,399
Population (1/1/2020)	0	6,979	19,825
Population (1/1/2025)	0	7,305	20,695
Percent Growth (2020/2010)	0.00	12.04	13.94
Percent Forecast (2025/2020)	0.00	4.67	4.39
HOUSEHOLDS BY YEAR			
Households (4/1/1990)	0	1,030	3,486
Households (4/1/2000)	0	2,290	5,393
Households (4/1/2010)	0	2,527	7,171
Households (1/1/2020)	0	2,855	8,256
Households (1/1/2025)	0	2,991	8,643
Percent Growth (2020/2010)	0.00	12.98	15.13
Percent Forecast (2025/2020)	0.00	4.76	4.69
GENERAL POPULATION CHARACTERISTICS			
Median Age	0.0	39.0	37.7
Male	0	3,324	9,570
Female	0	3,655	10,255
Density	0.0	578.5	630.0
Urban	0	4,882	13,421
Rural	0	2,097	6,404
GENERAL HOUSEHOLD CHARACTERISTICS			
Households (1/1/2020)	0	2,855	8,256
Families	0	1,887	5,168
Non-Family Households	0	968	3,088
Average Size of Household	0.00	2.44	2.40
Median Age of Householder	0.0	49.7	49.1
Median Value Owner Occupied (\$)	0	367,082	399,643
Median Rent (\$)	0	945	800
Median Vehicles Per Household	0.0	2.3	2.4
GENERAL HOUSING CHARACTERISTICS			
Housing, Units	0	3,117	8,912
Housing, Owner Occupied	0	1,954	5,267
Housing, Renter Occupied	0	901	2,989
Housing, Vacant	0	262	656
POPULATION BY RACE			
White Alone	0	5,492	14,718
Black Alone	0	410	1,486
Asian Alone	0	557	1,731
American Indian and Alaska Native Alone	0	29	74
Other Race Alone	0	229	1,083
Two or More Races	0	262	733

¹ The demographic profile is compiled through a subscription service.
 Prepared by Self Storage 101 for B Phong ©2020

Chapel Hill NC

POPULATION BY ETHNICITY

Hispanic	0	495	2,258
White Non-Hispanic	0	5,292	13,702

GENERAL INCOME CHARACTERISTICS

Total Household Income (\$)	0	383,854,869	1,095,687,929
Median Household Income (\$)	0	113,197	97,314
Average Household Income (\$)	0	134,450	132,714
Per Capita Income (\$)	0	55,001	55,268

RETAIL SALES

Total Retail Sales (including Food Services) (\$)	0	76,170	216,454
---	---	--------	---------

CONSUMER EXPENDITURES

Total Annual Expenditures (\$000)	0.0	225,919.5	623,544.4
-----------------------------------	-----	-----------	-----------

EMPLOYMENT BY PLACE OF BUSINESS

Employees, Total (by Place of Work)	0	1,248	5,201
Establishments, Total (by Place of Work)	0	114	411

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 very low to low range.

Chapel Hill NC

POTENTIAL NEW SELF STORAGE DEVELOPMENT

Our review of a subscription based new construction database indicated the following:

There are at least two new self-storage facility either in planning stages or under construction within the subject market:

- Cubesmart
 - 72 Marvin Edwards Lane
 - Scheduled square footage: 100,000

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 'over-supplied'.

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 no amount of additional self-storage space as contemplated with the development project.**

Those demand calculations follow.

Chapel Hill NC

Using the national average demand calculation number for comparison, as well as the State and National demand calculations the analysis would indicate that there is likely a substantial amount of excess supply, both with the existing supply and the anticipated new supply in the development pipeline, within the one-mile, two-mile and 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.

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EXISTING SUPPLY

RADIUS	SUBJECT PROPERTY	MSA SQ/CAP	STATE SQ/CAP	SF EQUIL	HIGHEST MSA US	LOWEST MSA US	US AVERAGE
		6.21	6.21	7.5	12.64	2.82	5.71
		Variances					
1 MILE	25.47	19.26	19.26	17.97	12.83	22.65	
2 MILE	14.42	8.21	8.21	6.92	1.78	11.60	
3 MILE							

CALCULATION

Demand Calculations Including the noted competitors in the subject market

RADIUS	2020 POPULATION	# OF FACILITIES	SQUARE FOOTAGE	SQUARE FEET PER CAPITA	Potential Unmet Demand Comp: MSA SF/Person Plus 10% Commercial	Potential Unmet Demand Comp: MSA SF/Person No Commercial
1 MILE	0	0	177764		-177764	-177764
2 MILE	6,979	0	177764	25.47	-120187	-125422
3 MILE	19,825	0	285950	14.42	-122394	-137263

NEW SUPPLY ADDED

RADIUS	SUBJECT PROPERTY	MSA SQ/CAP	STATE SQ/CAP	SF EQUIL	HIGHEST MSA US	LOWEST MSA US	US AVERAGE
		6.21	6.21	7.5	12.64	2.82	5.71
		Variances					
1 MILE	56.99	50.78	50.78	49.49	44.35	54.17	
2 MILE	25.52	19.31	19.31	18.02	12.88	22.70	
3 MILE							

CALCULATION

Demand Calculations Including the noted competitors in the subject market

RADIUS	2020 POPULATION	# OF FACILITIES	SQUARE FOOTAGE	SQUARE FEET PER CAPITA	Potential Unmet Demand Comp: MSA SF/Person Plus 10% Commercial	Potential Unmet Demand Comp: MSA SF/Person No Commercial
1 MILE	0	0	277764		-277764	-277764
2 MILE	6,979	0	397764	56.99	-340187	-345422
3 MILE	19,825	0	505950	25.52	-342394	-357263

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.

Chapel Hill NC

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 would suggest that there is likely a substantial amount of excess supply within the three-mile demographic profile of the subject site and that it is more than likely that this subject market is over-supplied.



Bob Copper

Self Storage 101

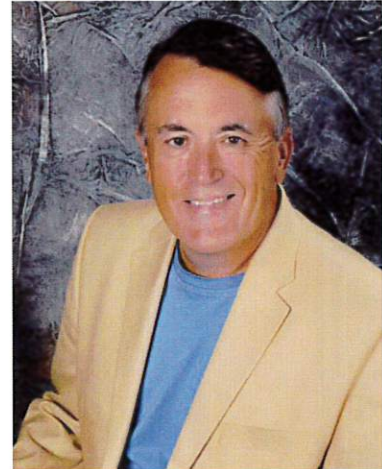
671 Oak Haven Trail

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.



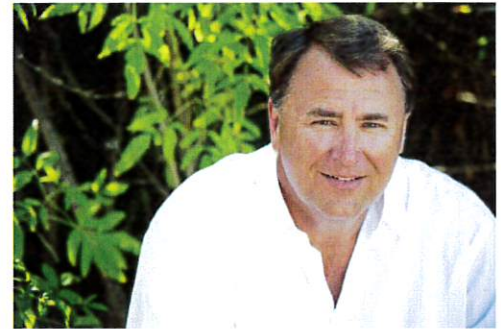
Bill Copper

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

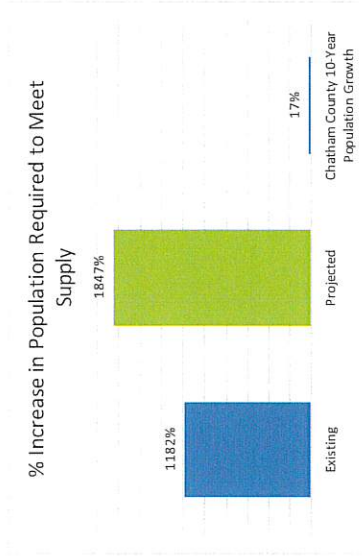
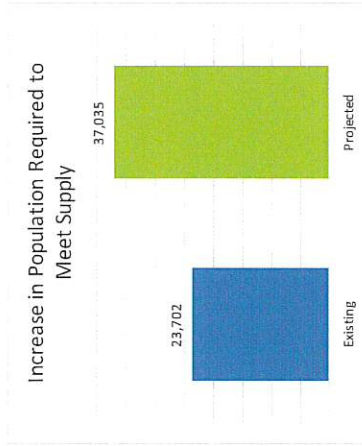
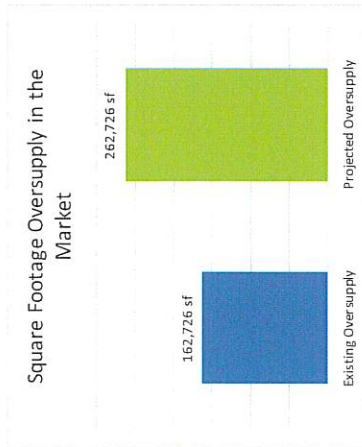
Bill has worked closely with clients and industry vendors to aid in market research and development viability for a large number of independent-owner and institutional self storage projects:

- 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.

Market Conditions if Proposed Storage Facility is Approved



Michael Mansson

Mount Pleasant, SC, United States

Not you?

|

Forgot password?

By joining, or logging in via Facebook, you accept Change.org's [Terms of Service](#) and [Privacy Policy](#).

[Go to my petition's dashboard](#)

Tip: Petitions with a photo get 6 times more signatures



[Add photo](#)

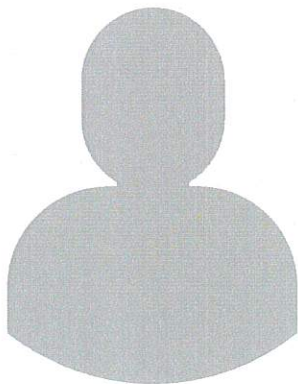
“No” to approving more self storage along the 15-501 corridor into Chatham County!

Tip: Petitions with a photo get 6 times more signatures



[Add photo](#)

29 have signed. Let's get to 100!



[Michael Mansson](#) started this petition to [Community members of Chatham County](#)

The 15-501 corridor is the the gateway into Chatham County with portions of it having increasingly become a focal point for new residential and commercial development in Chatham County. The County adopted a Comprehensive Plan in 2017, with a goal to preserve the rural character and lifestyle of Chatham County while promoting compact growth through well planned, walkable and mixed-use centers within specific areas. The 15-501 corridor leading into Chatham County from Orange County was identified as an area to consist of these well planned mixed-use, walkable, green space oriented commercial nodes that would provide essential services for the local community members and neighbors.

An application for a new self storage facility to be located at 72 Marvin Edwards Lane (directly across from the ExtraSpace Self Storage that was built in 2016-2019 along 15-501 (next to Walmart)) will be heard at a Public Hearing on Thursday, August 27 by the Chatham County Board of Commissioners and then again in the coming weeks (or months) by the Planning Board. If approved, this self storage facility will be the 4th self storage facility within ½ mile of one another and within approximately ½ mile of the entrance area into Chatham County along 15-501; hardly the preserved character and lifestyle, or well planned mixed-use, pedestrian friendly, walkable and desired commercial service (restaurants, retail, bank, etc.) commercial oriented plan that the County had presented when adopting their Comprehensive Plan.

The 15-501 corridor does not need more self storage, especially with the existing self storage facilities having a surplus of vacancy even throughout the busiest months of the year! The Comprehensive Plan /Land Use Plan adopted by the County and presented to us all never intended for more self storage. Have your voice and stance be heard. Preserve the character and lifestyle of our community. By signing this petition you will be letting the County leaders know that you are NOT in support of more self storage within this gateway and focal point of Chatham County!

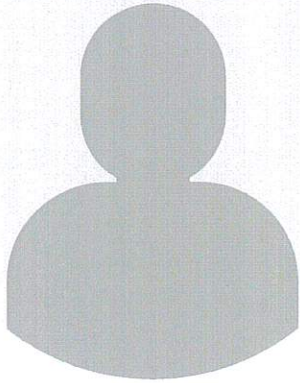
Updates

Keep your supporters engaged with a news update. Every update you post will be sent as a separate email to signers of your petition.

[Post an update](#)

1. 13 hours ago
25 supporters
2. 1 week ago
Michael Mansson started this petition

Reasons for signing



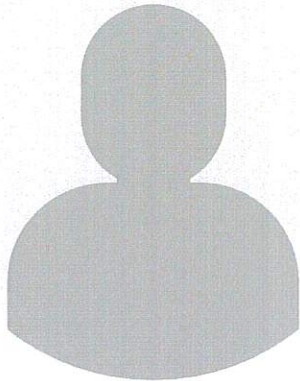
Please enter a comment.

We were unable to post your comment. Please try again.

I'm signing because...

Post

Cancel



Cody Shive · 2 days ago

A proper balance of retail and services should be our goal for this part of Chatham county. While I am in favor of growth, I recommend caution regarding growth with abandon. Let's agree that we have sufficient self-storage in our immediate proximity, and find other, more productive and beneficial zoning for this part of the Walmart-influenced 15-501 corridor.

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- 0

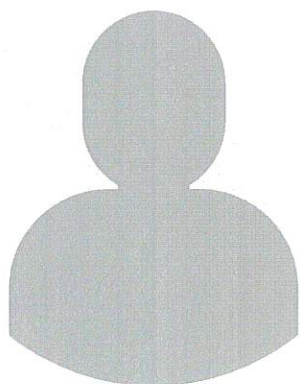
Share

[Tweet](#)

Delete this comment

This comment will be deleted permanently. Are you sure you want to delete it?

[Delete](#)[Cancel](#)



[Dan Babb](#) · 3 days ago

We have enough storage facilities in our area. Put the land to better use for all of the residents in the area.

-
- 0

Share

[Tweet](#)

Delete this comment

This comment will be deleted permanently. Are you sure you want to delete it?

[Delete](#)[Cancel](#)

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Signature List:

Petition ““No” to approving more self storage along the 15-501 corridor into Chatham County!”

29 signatures in opposition as of 10:45am 8/27/20

Erin Denniston

LYNDA BAKER

James McKay

Klaus Larres

Ilene ROyce

Mindy Brewer

Leah Babb

Stacy Babb

Roger Kulp

Irene LaFortune

Garret Prestwood

Cody Shive

Dan Vaughan

Dan Babb

Hester Lipscomb

Scott Sikes

Julie Malloy

Leslie Fulcher

Gustavo Daza

Warren Mitchell

August 25, 2020

Dear Chatham County Planning Board and Board of Commissioners,

We are writing you today to voice our concern and opposition to the proposed self storage facility along 15-501 (72 Marvin Edwards Lane). Unfortunately we have only just learned of this proposed facility from another property owner as we were never notified by either the applicant or any County members, even though we own a storage facility about 0.5 miles from the applicants location and will be directly impacted if it were to be developed. As an adjacent small business that will be compromised dearly from yet another storage facility being developed in such proximity to us, we should have been informed about this long ago.

Our community is not in need of another self storage facility. There are far more storage facilities in the area than are needed already. Our storage facility has seen a continued decrease in business since the new ExtraSpace next to the Walmart and the renovations were done to the Starpoint Storage facility. For the first time we had a surplus of vacancy throughout the summer time which used to be our busiest time from the students and now we are below 80% occupied.

In addition to there not being a need for the new storage facility, another storage property along 15-501 would be an eye sore and not what the County envisioned after conducting its study and approving the comprehensive plan.

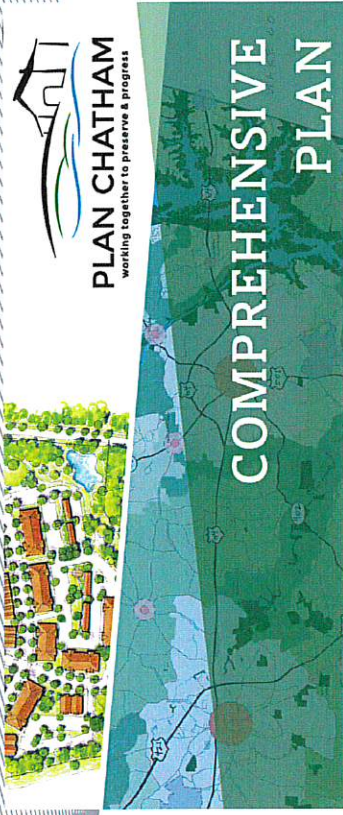
We respectfully ask that you not approve the application for the approved self storage. If approved it will be detrimental to our small business and the rural character of the area.

Sincerely,

Bill Akridge
Judy Akridge

Bill and Judy Akridge
Chatharidge Self Storage
222 Old Lystra Rd.
Chapel Hill, NC 27517

EXCERPTS FROM PLAN CHATHAM - "COMPREHENSIVE PLAN" AND "CORRIDOR MARKET PROFILE AND ANALYSIS"



Plan created on November 20, 2017 and amended March 16, 2020

Corridor Market Profile, Page 11: Excerpt, Other Property Types

"In addition to general retail uses and typical shopping center tenants providing services (such as insurance and financial services), there has been a steady demand for medical clinics and medical office."

Corridor Market Profile, Page 18: Excerpt, Industrial and Warehouse Space Projections

"There does appear to be some unmet demand for light industrial and small business 'flex' space along the corridor."

References:

- *<https://www.chathamnc.org/government/departments-programs/planning/comprehensive-plan>
- **"Plan Chatham, 15-501 Corridor Market Profile and Analysis"

Comprehensive Plan, Page 61: Goals of Chatham County Land Use

GOALS

PRIMARY GOAL

Preserve the rural character and lifestyle of Chatham County.

SECONDARY GOAL

Diversify the tax base and generate more quality, in-county jobs to reduce dependence on residential property taxes, create economic opportunity and reduce out-commuting.

SECONDARY GOAL

Promote a compact growth pattern by developing in and near existing towns, communities, and in designated, well planned, walkable, mixed use centers.

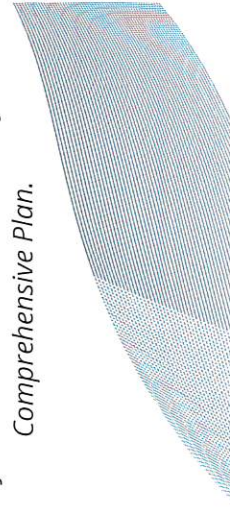
None of the goals are being met with the proposed development.

Comprehensive Plan, Page 47: "Chatham Future Land Use Descriptions"

NEIGHBORHOOD CENTER

- Grocery-anchored center with complementary retail and service uses, small restaurant.
- Mix of uses include grocery-anchored retail with some restaurants, services, and office uses (+/-30-125K SF commercial)
- Residential uses can include as much as 60% of land area and can include single family homes, patio/cottage homes and attached units.
- Buildings: Mostly 1- and 2-story, some 3 story
- Streets: Private drives functioning as local streets, internal connections to adjacent properties to lessen impact on local roads
- Public/open space: small useable green spaces and courtyards associated with buildings, enhanced storm-water management.
- Locations:
 - North Chatham Village / Chatham Crossing
 - Walmart on 15/501

Self Storage is not included in this list or anywhere in the Chatham County Comprehensive Plan.



Detailed Opposition
Rezoning Request by 919 Storage LLC on Parcel No. 3080, Located at 72 Marvin Edwards Lane
kaitlyn.warren@chathamnc.org

August 27, 2020

By Email:

Chair: Karen Howard
karen.howard@chathamnc.org

Vice Chair: Diana Hales
diana.hales@chathamnc.org

Mike Dasher
mike.dasher@chathamnc.org

Jim Crawford
james.crawford@chathamnc.org

Andy Wilkie
andy.wilkie@chathamnc.org

Re: (8/27/2020) Public Hearing #8 - A legislative rezoning public hearing for a request by 919 Storage LLC on Parcel No. 3080, located at 72 Marvin Edwards Lane, from R-2 Residential to Conditional Regional Business District (CD-RB) on approximately 7.93 acres out of the 17.64 acre tract for self-storage mini warehouse facility, William's Township.

I am writing as a representative and member of Starpoint, LLC, the owners of the former Starpoint Storage facility located at 6000 Ashley Wade Ln (a portion of which is located within Chatham County). Please accept this letter and its enclosures as details pertaining to our opposition associated with the rezoning request by 919 Storage LLC on Parcel No. 3080, located at 72 Marvin Edwards Lane, from R-2 Residential to Conditional Regional Business District (CD-RB) on approximately 7.93 acres out of the 17.64 acre tract for self-storage mini warehouse facility, William's Township. While in-person public comments will also be made during the August 27, 2020 public hearing, the enclosed are the details pertaining to all of the highlighted aspects associated with our opposition of the application and proposed development.

The following information is not a compilation of subjective opinions, it is based on factual information which is all supported via the enclosed documents for your reference. **In accordance with the Chatham County Zoning Ordinance, in granting a conditional use permit, the Board of Commissions shall make five affirmative findings as detailed in 17.1 of the Zoning Ordinance. An affirmative finding associated with the following three 17.1 criteria items cannot be met as an assortment of that do not support this application:**

#2. The requested conditional use permit is either essential or desirable for the public convenience or welfare.

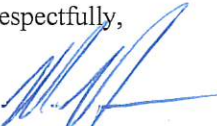
- The proposed development is **NOT** either essential or desirable. The following provides factual information affirming this statement.
 - o The applicants submitted feasibility study is inadequate at best and should not be deemed acceptable for such a substantial development. The professional firm that established the market study, BKB Properties/Storage Study, states on their website that the type of study that the applicant submitted as part of its application the following: "This analysis may be too limited by scope or data for investors or lenders. This report is not valid in markets with many strong competitors, or for developers considering sizable projects (more than 30k SF)."
 - It is imperative to consider the following as it pertains to the statement by the professional who created the submitted feasibility study:
 - This study is too limited by scope or data for investors or lenders.

- Question: If the study is too limited for an investor or lender, shouldn't it also be deemed too limited by a jurisdiction looking to approve a rezoning for the project and potentially knowingly jeopardizing the welfare of existing community small businesses of the similar type?
 - The report is not valid in markets with many strong competitors.
 - Fact: There are 11 existing self storage facilities located within a 5 mile radius of the subject property. It is impossible to say that the market does NOT consist of primarily strong competitors.
 - 5 of the facilities are managed by publicly traded REIT management firms and 3 of the facilities are managed by regional management firms.
 - Within the 1 mile radius of the subject site there are 3 existing facilities, two of which are managed by publicly traded REIT management firms.
 - There is a surplus of strong competition within the market area of the proposed development (the national guidelines associated with market studies conduct surveying of properties within a 1 mile, 3 mile and 5 mile radius of any given potential development)
 - The report is not valid for developers considering sizable projects (more than 30k SF).
 - Fact: The application for the proposed development is for 99K+ SF (330% greater than the size limit stated by the market analyst).
 - Enclosed is a demand analysis prepared by Self Storage 101 providing details to the current supply and demand for the subject site. As you will note, the study concludes that the area is already (not taking into account the proposed development) **OVER SUPPLIED** by 177,764 SF which is equivalent to the population increase would have to be 23,701 just to meet the existing supply in the market. The proposed facility would bring the local market area to be over supplied by 277,764 SF which would require an additional 37,035 new residents within the market area to fulfill the supply.
 - Please note that Chatham County as a whole only saw a population increase of 10,965 between 2010 and 2019. To fulfill the supply of EXISTING storage in the market this specific area would have to increase over 205% from what the entire county saw in the past 10 years in just this specific market area of the county.
 - Enclosed are a sample of comments from community members pertaining to the opposition and lack of desirability for the proposed development in addition to the list of 16 names of community members whom have signed a petition voicing their opposition for the proposed development and rezoning.
- #3. The Requested permit will not impair the integrity or character of the surrounding or adjoining areas, and will not be detrimental to the health, safety, welfare or environment of the community.
- Fact: The owners and operators of the 3 self storage facilities that are all located within approximately ½ mile from the subject site have all stated via independent letters that their welfare will be impaired by the development of another storage facility located within the over saturated market.
 - Fact: The existing facilities within the approximate ½ mile radius of the subject site have a surplus of vacancy and do not have occupancy levels that are deemed to be stabilized currently or over the past summer months.
- #4. The requested permit will be consistent with the objectives of the Land Use Plan.
- Fact: The Land Use Plan nor the 15-501 Corridor Market Profile and Analysis provide a vision of a mixed-use, well planned, pedestrian friendly/interconnected development. Nowhere in the Land Use Plan or the 15-501 Corridor Market Profile and Analysis does it reference self storage as a “service” and use. Services are referenced as traditional retail center services (ie; financial, insurance and medical services).
 - Fact: None of the goals and objectives of the Land Use Plan for the Neighborhood Commercial area are met via this application
 - Does not preserve the rural character of Chatham County

- Does not provide more quality in-county jobs
 - Managed by CubeSmart who will bring in an experienced outside Manager from one of its other store locations to operate the store. There will be the potential for one (1) local job to be created by the proposed 99K+ SF development and that will be an hourly paid assistant manager position (provided they do not fill that position with an inside employee which is very common).
- Does not promote a compact growth pattern promoting well planned, walkable mixed-use centers.

As noted earlier, in accordance with the Chatham County Zoning Ordinance, in granting a conditional use permit, the Board of Commissions is required to make five affirmative findings as detailed in 17.1 of the Zoning Ordinance. An affirmative finding is one made of supported factual evidence. I urge for you to not disregard the facts and to not go against the prescribed policies and procedures of the County and its adopted Ordnanances when casting your approval or disapproval of this application. The supporting facts are being presented to you that show that this application does not meet the prescribed requirements as adopted by the County to be granted the rezoning and conditional use for the development of the self storage facility.

Respectfully,



Michael Mansson
c/o Starpoint LLC

Enclosures:

Applicants Feasibility Report Factual Disparities
Breakdown of Existing Market Self Storage Facilities
Independent Third Party Demand Study
Market Conditions with Proposed Storage Facility
Petition with Signatures Opposing Application
Letter from Chatharidge Self Storage, Bill and Judy Akridge
Excerpts from Plan Chatham – Comprehensive Plan and 15-501 Market Corridor Profile and Analysis

To date, 37 local and residential small businesses have formally opposed this application.

Quotes from community members:

“Even if one adjacent landowner, who bought their property with the understanding that the zoning was meaningful and would remain in place, is not in favor of the zoning change - then that demonstrates “devaluation” and should be considered... We, like many of the homeowners in this vicinity, intentionally bought land surrounded by an adjacent RZ zoning because we wanted to have space and did not want to be in the vicinity of commercial development.” -**Jacob and Mary Terrell**

“Thank you for this opportunity to present my reasons for opposition to this zoning change and my unequivocal opposition to the proposed mini storage project directly abutting my property... This conditional zoning change request is a type of encroachment that is detrimental to our community and our quality of life... Putting a storage business in the middle of a respected residential community smacks of a commercial developer putting profit before people... My family and I used one of the overabundant (3-4?) storage facilities nearby when we needed that type of service. My tenants, if need arises, also have reported no hardship, no lack of choices nearby and no price gouging. We do NOT need another mini-storage business... Please protect our quality of life in our neighborhood. Vote no on this “for profit, not for people” project.” -**Mary Mahoney**

“We own a storage facility about 0.5 miles from the applicant location and will be directly impacted if it were to be developed... Our community is not in need of another self storage facility. There are far more storage facilities in the area than are needed already. Our storage facility has seen continued decrease in business since the new ExtraSpace next to the Walmart and the renovations were done to the Starpoint Storage facility... If approved, it will be detrimental to our small business and the rural character of the area.” -**Bill and Judy Akridge**

"A proper balance of retail and services should be our goal for this part of Chatham County. While I am in favor of growth, I recommend caution regarding growth with abandon. Let's agree that we have sufficient self storage in our immediate proximity, and find other, more productive and beneficial zoning for his part of the Walmart-influenced 15-501 corridor.” -**Cody Shive**

“I urge for you to not disregard the facts and to not go against the prescribed policies and procedures of the County and its adopted Ordinances when casting your approval or disapproval of this application. The supporting facts are being presented to you that show that this application does not meet the prescribed requirements as adopted by the County to be granted the rezoning and conditional use for the development of the self storage facility... The proposed development is not either essential or desirable...The proposed development will impair the character of the surrounding/adjointing areas and will be detrimental to the welfare of the community... None of the goals and objectives of the Land Use Plan for the Neighborhood Commercial area are met via this application...” -**Michael Mansson**