

597 HELMAN LANE, COTATI, CA
PROJECT DESCRIPTION AMENDMENT

March 2021

This is an amendment to the Project Description that was submitted for this property on February 18, 2021. The project applicant intends to construct an approximately 50,000 square foot Commercial/Industrial building that will be leased to tenants that comply with the uses described in the City of Cotati Municipal Code Chapter 17.22 ALLOWABLE LAND USES; Tables 2-2 and 2-3. Table 2-3 shows that many types of storage are permitted, including both "wholesaling and distribution" and "warehouse retail."

The project applicant is in negotiations with PODS Enterprises, LLC to lease the building upon completion. PODS has been assigned NAICS Code 493190 by the US Government with the classification of Moving and Storage / Warehouse and related incidental uses. A NAICS Code is a classification within the North American Industry Classification System that was developed for use by Federal Statistical Agencies for the collection, analysis and publication of statistical data related to the US Economy. PODS is a very different operation from mini storage or public storage (Public Storage: US Government assigned NAICS Code: 531130).

PODS warehouses are used to store customer household goods in containers, typically as part of a residential relocation. Additionally, empty containers ready for delivery to customers are stored / staged outside in secure yard areas. When a customer orders a container for storage, PODS delivers it to the customer's home. When the container is filled, PODS picks it up and stores it in its warehouse. If a customer later requires access to his / her container, they make an appointment with 72 hours advance notice, PODS brings the container outside of the warehouse at the appointed time, and then returns it to storage when the customer leaves. There is not an additional fee for the container access. This happens 2 to 3 times per day Monday through Friday, and 4 to 5 times on Saturdays. No customers are ever allowed into the warehouse. When a customer no longer requires storage, PODS delivers the container for unpacking to the customer's home, whether that is at the original location, across town, or across the country.

Based on interviews with the local manager and the corporate office, approximately 85% of the PODS business in the Santa Rosa office is for customers that are moving between houses. The majority of those are moving out-of-state. There is a standard monthly fee for a customer to hold a container at their residence, and an additional monthly fee for a customer to store a container in the warehouse. There are also pick-up and delivery fees. Business users make up less than 5% of the total operation.

PODS will be relocating from their current leased facility at 3000 Dutton Avenue, Santa Rosa, CA. They anticipate having 10 employees at the Cotati site during normal business hours, Monday through Saturday. They will use 4 local delivery trucks to deliver and retrieve the containers to local residents and businesses (approximately 32' long each), making between 10 and 14 trips each per day. In addition, there will be deliveries and/or pick-ups by 2 to 3 OTR (tractor/trailer rigs) per day to move the containers between PODS' warehouses, both within California and to other states.