1. Agenda 05 05 2020

    Documents:

        BZA AGENDA 05 05 2020.PDF

2. Application - Case No. 20-02 Mid-Atlantic Lubes LLC

    Documents:

        APPLICATION - CASE NO. 20-02 MID-ATLANTIC LUBES LLC.PDF

3. City Of Westminster-Cover Letter

    Documents:

        CITY OF WESTMINSTER-COVER LETTER.PDF

3.I. Introduction To Henley

    Documents:

        INTRODUCTION TO HENLEY.PDF

3.II. Market Report Valbridge

    Documents:

        MARKET REPORT VALBRIDGE.PDF

3.III. Record Plat

    Documents:

        RECORD PLAT.PDF

3.IV. Traffic Concepts Report

    Documents:

        TRAFFIC CONCEPTS REPORT.PDF

BOARD OF ZONING APPEALS
AGENDA

Tuesday, May 5, 2020, at 6 PM
Virtual Meeting:
www.facebook.com/WestminsterMD
www.WestminsterMD.gov

I. Call to Order

II. Approval of Minutes

January 7, 2020

III. Public Hearings

CASE NO: 20-02

An application by Mid-Atlantic Lubes, the contract purchaser and property owner ABBEC Property LLC, requesting approval of a special exception to operate a **service station use, subject to the provisions of Zoning Ordinance Section 164-149** to be located at 334 Gorsuch Road Westminster Maryland pursuant to Zoning Ordinance Article VIII: B Business, Section 164-42 S., Special Exceptions; Article XX: Special Provisions, Section 164-149.

IV. Other Business

V. Adjournment

Posted April 23, 2020

LAW OFFICES
HOLLMAN, MAGUIRE, KORZENEWSKI & LUZURIAGA
CHARTERED
189 EAST MAIN STREET
WESTMINSTER, MARYLAND 21157
WESTMINSTER LINE - 410-848-3133
BALTIMORE LINE - 410-876-3183
FACSIMILE LINE - 410-876-2790
WWW.CARROLL-LAWYERS.COM

JOHN T. MAGUIRE, II
PETER J. KORZENEWSKI
MATTHEW G. LUZURIAGA
MANDI M. PORTER

SENDERS E-MAIL:
JMAGUIRE@CARROLL-LAWYERS.COM

OF COUNSEL
ROBERT L. SLINGLUFF
(1977-1996)

CHARLES D. HOLLMAN

March 2, 2020

HAND-DELIVERED

City of Westminster
Board of Zoning Appeals
56 West Main Street
Westminster, Maryland 21158

Attention: Andrew Gray, Comprehensive Planner

Re: Request for Special Exception Case No. 20-02
Mid-Atlantic Lubes, LLC
334 Gorsuch Road

Dear Board Members:

Please accept the enclosed Application for approval of a special exception for a service station at the above-referenced address which proposes a rebuild and redevelopment of the former veterinary building located at the site. Also enclosed herewith please find a check in the amount of One Thousand Five Hundred Dollars ($1,500.00) for the Application fee.

It is our understanding that this Application can be processed for a hearing on April 7, 2020 at 6:00 p.m. Please let me know if you need anything further to process and place this matter on the agenda.

Very truly yours,

John T. Maguire

John T. Maguire

JTM/pae
Enclosure
cc: Randolph L. Kazazian III, Vice President of Real Estate (with enclosure)

Application Fees
See fees below, plus City legal fees and court reporter fees, payable to *City of Westminster*

RECEIVED
MAR 02 2020
DEPT. OF FINANCE

CITY OF WESTMINSTER

56 WEST MAIN STREET
WESTMINSTER, MD 21157

For Office Use Only
Case No.: _____
Form Received: _____
Fee Paid: _____
DCPD Reviewed: _____
Appeal Received: _____
Court Review: _____

APPLICATION FOR PUBLIC HEARING BEFORE THE BOARD OF ZONING APPEALS

In accordance with the Charter and Code of the City of Westminster, an application is made to the Board as follows:

1. **Purpose of Hearing:**

		Applicable Fees:
☑	Request for special exception	$1,500, unless owner-occupied or day care $300
☐	Request for variance	$1,000, unless owner occupied $200
☐	Appeal of admin decision	$600
☐	Nonconforming uses	No fee

2. **Applicant Information:**
Name: Mid-Atlantic Lubes, LLC Address: 54 Jaconnet Street, Newton Highlands, MA 02461
c/o Telephone: 410-876-3183 Fax: 410-876-2790 E-Mail: jmaguire@carroll-lawyers.com

3. **Property Owner Information:** (if Different)
Name: ABBEC Property LLC Address: 723 Baltimore Blvd., Westminster, MD 21157
Telephone: 410-848-3100 Fax: N/A E-Mail: bob@carrollcovet.com

4. **Attorney Information:** (if Applicable)
Name: John T. Maguire Address: Hollman, Maguire, Korzenewski & Luzuriaga, Chartered 189 E. Main St., Westminster, MD 21157
Telephone: 410-876-3183 Fax: 410-876-2790 E-Mail: jmaguire@carroll-lawyers.com

5. **Address of Subject Property:** 334 Gorsuch Road (Tax Acct. 07-111657; Map 108, Parcel 2910)

6. **Request Description:** Applicant is the contract purchaser of the subject property and seeks approval of a special exception to operate a service station offering to the public light automotive maintenance services, including quick oil changes (oil, filter and lubrication), other automotive fluid exchanges, air conditioning check and recharge, serpentine belt check and replacement, battery check, charge and replacement, tire rotation, air filter, cabin filter, wiper blade and light bulb check and replacement, windshield washer fluid top off, antifreeze/coolant top off, tire pressure check and inflation, and the like in the B-Business Zone pursuant to Westminster City Code Section 164-42(S).
See attached Concept Plan; Representative Exterior Rendering, Elevation and Floor Plans.

Please note that applications for public hearings must comply with the provisions and requirements in Chapter 164, Zoning & Subdivision of Land, City of Westminster Code. All applicants are advised to review the Rules of Order and Procedure before applying.

Application for Public Hearing before the Board of Zoning Appeals (Continued - Page 2)

Subject Property - Owner's Address: 334 Gorsuch Road, Westminster, MD 21157

Using SDAT, provide names and addresses of owners of all adjacent properties – including names and addresses of owners of properties on opposite sides of streets or alleys.

Property 1: see chart attached

Property 2: _____

Property 3: _____

Property 4: _____

Property 5: _____

Property 6: _____

Property 7: _____

Property 8: _____

Property 9: _____

Property 10: _____

Property 11: _____

Property 12: _____

CERTIFICATION

I CERTIFY THAT THE FOREGOING INFORMATION AND THE LIST OF ADJOINING PROPERTY OWNERS IS TRUE AND ACCURATE. I AGREE TO ABIDE BY THE RULES OF ORDER AND PROCEDURE FOR THE BOARD OF ZONING APPEALS AND ALL APPLICABLE LAWS.

MID-ATLANTIC LUBES, LLC

By: _____ 2/19/20
APPLICANT'S SIGNATURE / DATE
Randy Kazazian, Authorized Signatory
VICE PRESIDENT

Randy Kazazian 2/19/20
APPLICANT'S PRINTED NAME / DATE

ABBEC PROPERTY LLC

By: _____ 2/24/20
PROPERTY OWNER'S SIGNATURE / DATE
Robert F. Wimmer, Authorized Member

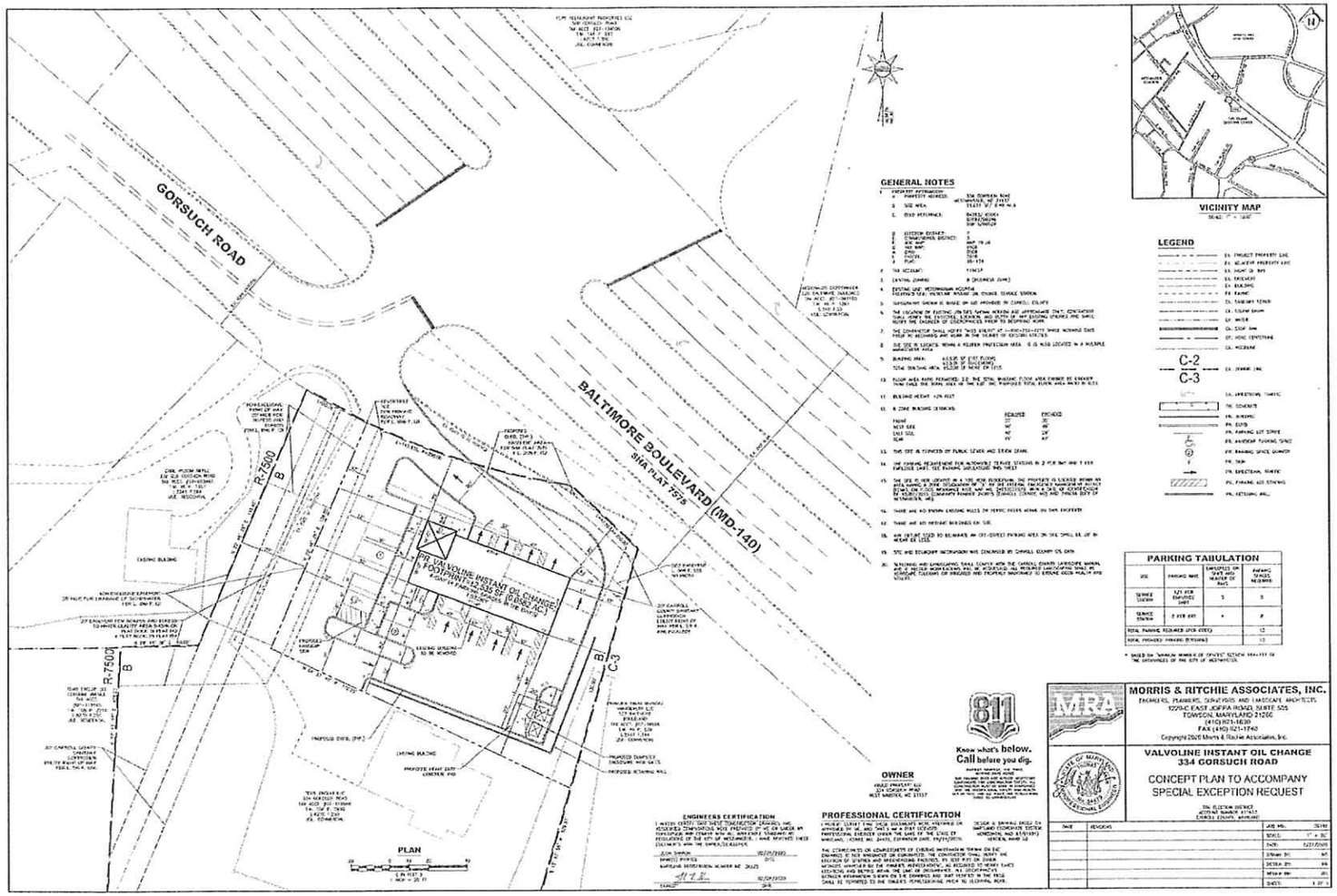
_____ 2/24/20
APPLICANT'S ATTORNEY SIGNATURE / DATE
John T. Maguire

Application for Public Hearing before the Board of Zoning Appeals

Subject Property-Owner's Address: 334 Gorsuch Road, Westminster, MD 21157
Tax Map 0108, Parcel 2910, Lot 1 (07-111657)

Using SDAT, provide names and addresses of owners of all adjacent properties - including names and addresses of owners of properties on opposite sides of streets or alleys.

Property 1:	Tevis Englar LLC 82 John Street Westminster, MD 21157	Tax Map 0108 Parcel 2910, Parcel A
Property 2:	Pramukh Swami Maharaj Management LLC 8005 Pulaski Highway Baltimore, MD 21237	Tax Map 0046 Parcel 0639
Property 3:	McDonalds Corporation c/o Scott Rardin SDR Mgmt, Inc. 8017 Dorsey Run Road, UN A1 Jessup, MD 20794	Tax Map 0046 Parcel 1361
Property 4:	FCPT Restaurant Properties LLC 1000 Darden Center Drive Orlando, FL 32837	Tax Map 0046 Parcels 0817, Lot 2
Property 5:	Carl Wilson Riffle 3415 Island Creek Ct. Silver Spring, MD 20906-1313	Tax Map 0046 Parcel 1457
Property 6:	Maryland State Highway Administration 707 North Calvert Street, Room 603 Baltimore, MD 21202	Tax Map 0046 Road Parcel



VICINITY MAP

GENERAL NOTES

1. PROPERTY INFORMATION:
   a. PROPERTY ADDRESS: 334 GORSUCH ROAD, WESTMINSTER, MD 21157
   b. SITE AREA: 31,637 SF / 0.73 AC ±
   c. DEED REFERENCE: 6435/ 00001 (PARCEL ONE) 6435/ 00006 (PARCEL TWO)
   d. ELECTION DISTRICT: 7
   e. TAX MAP: MAP 78 LB
   f. GRID: 0008
   g. PARCEL: 0128
   h. PLAT: 38-1158
2. TAX ACCOUNT: 1104231
3. EXISTING ZONING: B (BUSINESS ZONE)
4. EXISTING AND PROPOSED WATER AND SEWER SERVICE: EXISTING PUBLIC WATER AND SEWER SERVICE TO REMAIN
5. SURVEY INFORMATION SHOWN IS BASED ON AS-BUILT PLAT PROVIDED BY CARROLL COUNTY GOVERNMENT.
6. THE LOCATION OF EXISTING UTILITIES SHOWN ARE APPROXIMATE ONLY. CONTRACTOR SHALL VERIFY THE EXISTENCE, LOCATION, AND DEPTH OF ANY EXISTING UTILITIES AND SHALL NOTIFY THE ENGINEER OF DISCREPANCIES PRIOR TO BEGINNING WORK.
7. THE CONTRACTOR SHALL NOTIFY "MISS UTILITY" AT 1-800-257-7777 THREE WORKING DAYS PRIOR TO BEGINNING ANY WORK IN THE VICINITY OF EXISTING UTILITIES.
8. THE SITE IS LOCATED WITHIN A WELLHEAD PROTECTION AREA. IT IS ALSO LOCATED IN A MUNICIPAL AQUIFER AREA.
9. BUILDING AREA: 4,532 SF (1ST FLOOR); 4,532 SF (BASEMENT); TOTAL BUILDING AREA: 9,064 SF (NOT INCLUDING 1ST FLOOR CANOPY)
10. FLOOR AREA RATIO PERMITTED: 2.0. THE TOTAL BUILDING FLOOR AREA EXCEPT BY EXEMPT FUNCTIONS SHALL NOT EXCEED THE TOTAL LOT AREA MULTIPLIED BY THE FLOOR AREA RATIO PERMITTED IN THE ZONE. THE PROPOSED TOTAL FLOOR AREA MUST BE 0.29.
11. BUILDING HEIGHT: 1 STORY
12. B ZONE BUILDING SETBACKS:

	REQUIRED	PROVIDED
FRONT	25'	25'
REAR SIDE	10'	46'
EAST SIDE	10'	24'
WEST	10'	41'

13. THIS SITE IS SERVICED BY PUBLIC SEWER AND STORM DRAIN.
14. THE PARKING REQUIREMENT FOR AUTOMOBILE SERVICE STATIONS IS 2 PER BAY AND 1 PER EMPLOYEE SHIFT. SEE PARKING CALCULATIONS THIS SHEET.
15. THE SITE IS NOT LOCATED IN A FEMA 100 YEAR FLOODPLAIN. THE PROPERTY IS LOCATED WITHIN AN AREA OF MINIMAL FLOOD HAZARD PER FLOOD INSURANCE RATE MAP NO. 24013C0120D, EFFECTIVE DATE OCTOBER 16, 2012 ON CASE NO. 08-03-0008P. ALSO SEE ENVIRONMENTAL IMPACT STATEMENT OF ACCEPTANCE BY HYDROLOGIC COMPANY NUMBER 2008-073, CARROLL COUNTY, MD AND FINDING DATED OF SEPTEMBER 15, 2008.
16. THERE ARE NO KNOWN EXISTING WELLS OR SEPTIC FIELDS WITHIN OR OVER PROPERTY.
17. THERE ARE NO HISTORIC BUILDINGS ON SITE.
18. ONE DELIVERY SPACE TO BE MARKED AS OFF-STREET PARKING AREA ON SITE SHALL BE LOCATED NEAR OR USED.
19. SITE AND ECOLOGICAL INFORMATION WAS OBTAINED BY CARROLL COUNTY GIS DATA.
20. GRADING AND LANDSCAPING SHALL COMPLY WITH THE CARROLL COUNTY LANDSCAPE MANUAL AND ALL NEEDED REINFORCING AND/OR REPLACEMENT PLANTINGS SHALL BE INSTALLED BY THE DEVELOPER OR PROPERTY OWNER(S) TO ENSURE GOOD HEALTH AND VITALITY.

LEGEND

EX. PROJECT PROPERTY LINE
EX. ADJACENT PROPERTY LINE
EX. RIGHT OF WAY
EX. EASEMENT
EX. BUILDING
EX. FENCE
EX. TREE LINE
EX. STORM DRAIN
EX. WATER
EX. SOIL BOUNDARY
EX. SOIL TYPE
EX. HYDRANT
EX. UTILITY POLE
EX. OVERHEAD UTILITIES
EX. CONCRETE
EX. ASPHALT
PR. CURB
PR. PARKING LOT STRIPE
PR. HANDICAP PARKING SYMBOL
PR. PARKING SPACE NUMBER
PR. SIGN
PR. SPOT GRADE
PR. PARKING AREA SHADING
PR. RETAINING WALL

PARKING TABULATION

USE	PARKING RATE	EMPLOYEES OR BAYS AND NUMBER OF BAYS	PARKING SPACES REQUIRED
SERVICE STATION	1/1 PER EMPLOYEE SHIFT	5	5
SERVICE STATION	2 PER BAY	4	8
TOTAL PARKING REQUIRED (PER CODE)			13
TOTAL PROVIDED PARKING (REVISED)			13

* BASED ON "MINIMUM NUMBER OF EMPLOYEES" SECTION 164-111 OF THE ORDINANCES OF THE CITY OF WESTMINSTER.

OWNER
VALVOLINE INSTANT OIL CHANGE
334 GORSUCH ROAD
WEST MINSTER, MD 21157

Know what's below. Call before you dig.

ENGINEERS CERTIFICATION
I HEREBY CERTIFY THAT THESE DOCUMENTS WERE PREPARED OR APPROVED BY ME, AND THAT I AM A DULY LICENSED PROFESSIONAL ENGINEER UNDER THE LAWS OF THE STATE OF MARYLAND, LICENSE NO. 24423, EXPIRATION DATE: 09/27/2015.

PROFESSIONAL CERTIFICATION
I HEREBY CERTIFY THAT THE SITE PLAN SHOWN HEREON IS TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION AND BELIEF AND WAS PREPARED IN ACCORDANCE WITH THE REGULATIONS OF THE DEPARTMENT OF ENVIRONMENTAL RESOURCES AND THE ZONING REGULATIONS OF CARROLL COUNTY, MARYLAND. I ALSO CERTIFY THAT I AM A DULY LICENSED PROFESSIONAL ENGINEER UNDER THE LAWS OF THE STATE OF MARYLAND, LICENSE NO. 24423, EXPIRATION DATE: 09/27/2015.

MORRIS & RITCHIE ASSOCIATES, INC.
ENGINEERS, PLANNERS, SURVEYORS AND LANDSCAPE ARCHITECTS
1220-C EAST JOPPA ROAD, SUITE 325
TOWSON, MARYLAND 21286
(410) 821-1630
FAX (410) 821-1740

Copyright 2005 Morris & Ritchie Associates, Inc.

VALVOLINE INSTANT OIL CHANGE
334 GORSUCH ROAD

CONCEPT PLAN TO ACCOMPANY SPECIAL EXCEPTION REQUEST

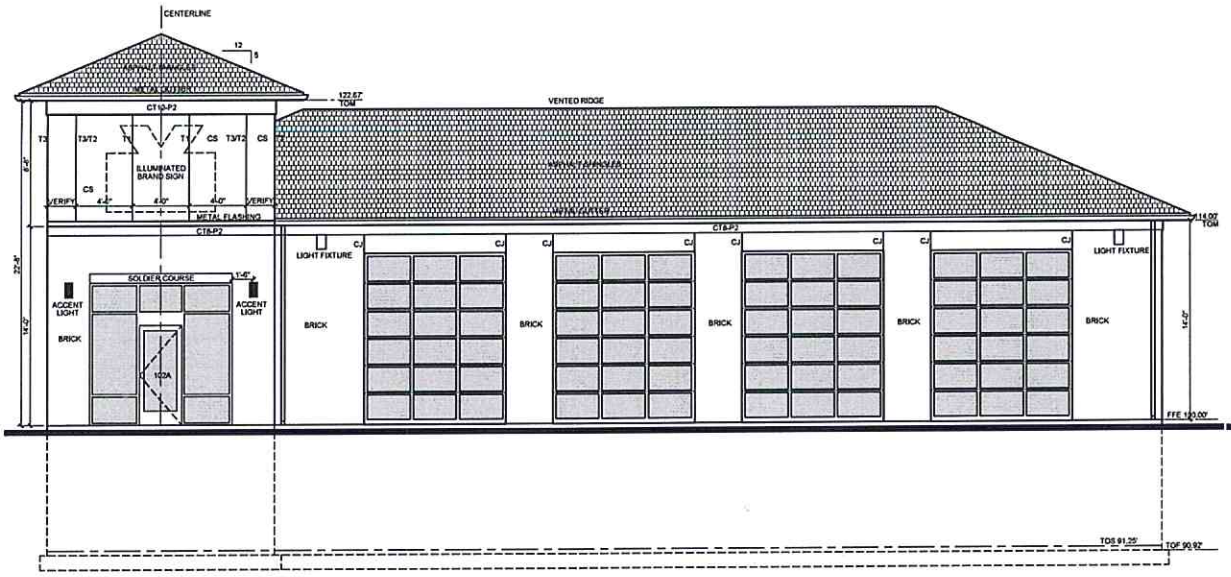
7th ELECTION DISTRICT
ACCOKEEK MANOR 37-1437
CARROLL COUNTY, MARYLAND

DATE	REVISIONS	JOB NO.	25150
		SCALE	1" = 30'
		DATE	12/27/2013
		DESIGN BY	MT
		DRAWN BY	MT
		CHECK BY	RR
		APPROVED	JR
		SHEET	1 OF 1

VALVOLINE INSTANT OIL CHANGE

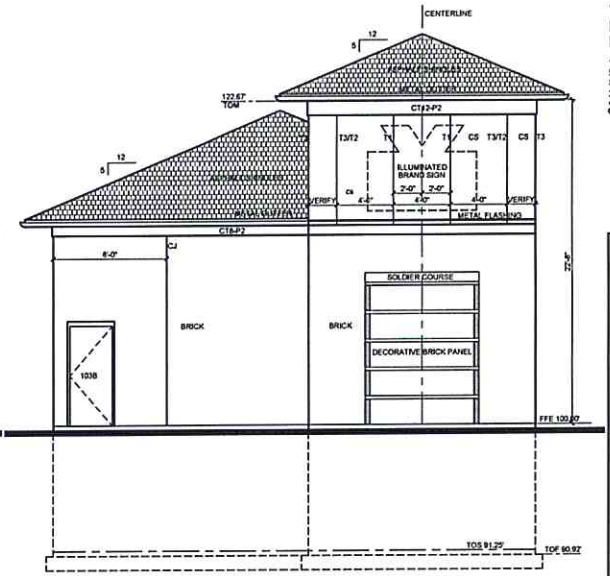
Mid-Atlantic Lubes
50 Jaconnet Street, Suite 100
Newton Highlands, MA 02461
January 2018

Wyatt Howard Nelson
Architecture, PLLC
522 Elm Street
Syracuse, NY 13203



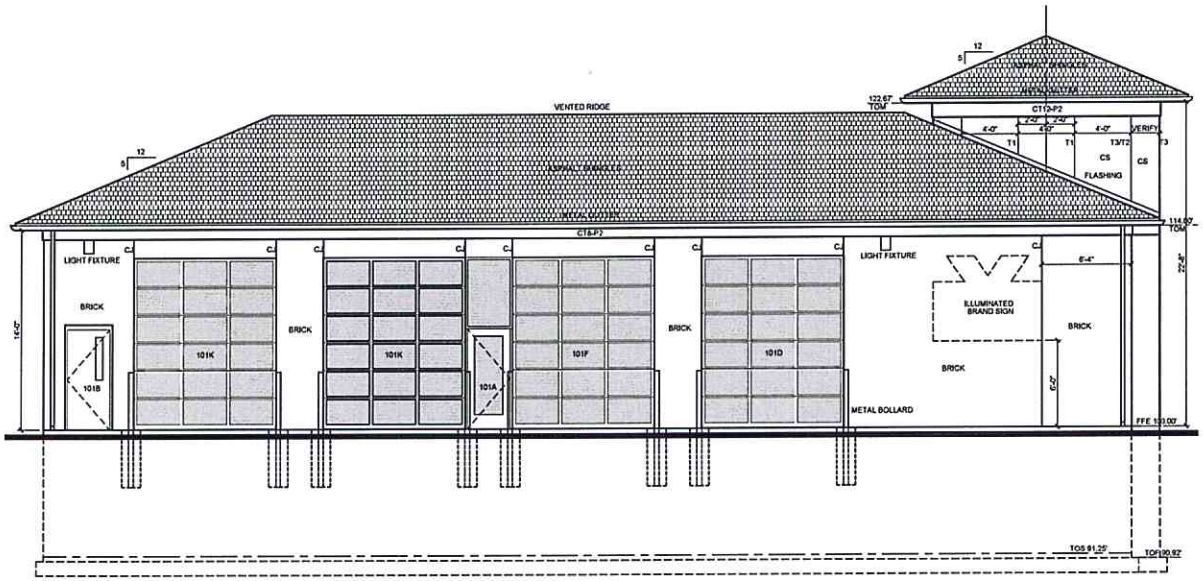
1 A2.1 FRONT ELEVATION

SCALE 1/4" = 1'-0"



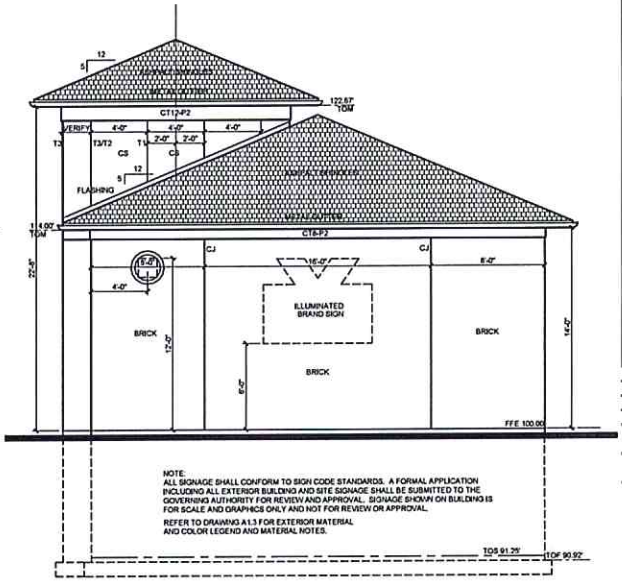
2 A2.1 LEFTSIDE ELEVATION

SCALE 1/4" = 1'-0"



3 A2.1 REAR ELEVATION

SCALE 1/4" = 1'-0"



NOTE:
ALL SIGNAGE SHALL CONFORM TO SIGN CODE STANDARDS. A FORMAL APPLICATION INCLUDING ALL EXTERIOR BUILDING AND SITE SIGNAGE SHALL BE SUBMITTED TO THE GOVERNING AUTHORITY FOR REVIEW AND APPROVAL. SIGNAGE SHOWN ON BUILDING IS FOR SCALE AND GRAPHICS ONLY AND NOT FOR REVIEW OR APPROVAL.

REFER TO DRAWING A1.3 FOR EXTERIOR MATERIAL AND COLOR LEGEND AND MATERIAL NOTES.

4 A2.1 RIGHTSIDE ELEVATION

SCALE 1/4" = 1'-0"

Wyatt
Howard
Nelson
Architecture
522 Elm Street
Syracuse, NY 13203
315.952.2072

© copyright 2016 wyatthnelson architect

Valvoline Instant Oil Change

Owner: Mid-Atlantic Lubes, LLC
54 Jaconnet Street, Suite 100
Newton Highlands, MA 02461

Project: Valvoline Instant Oil Change

REVISIONS

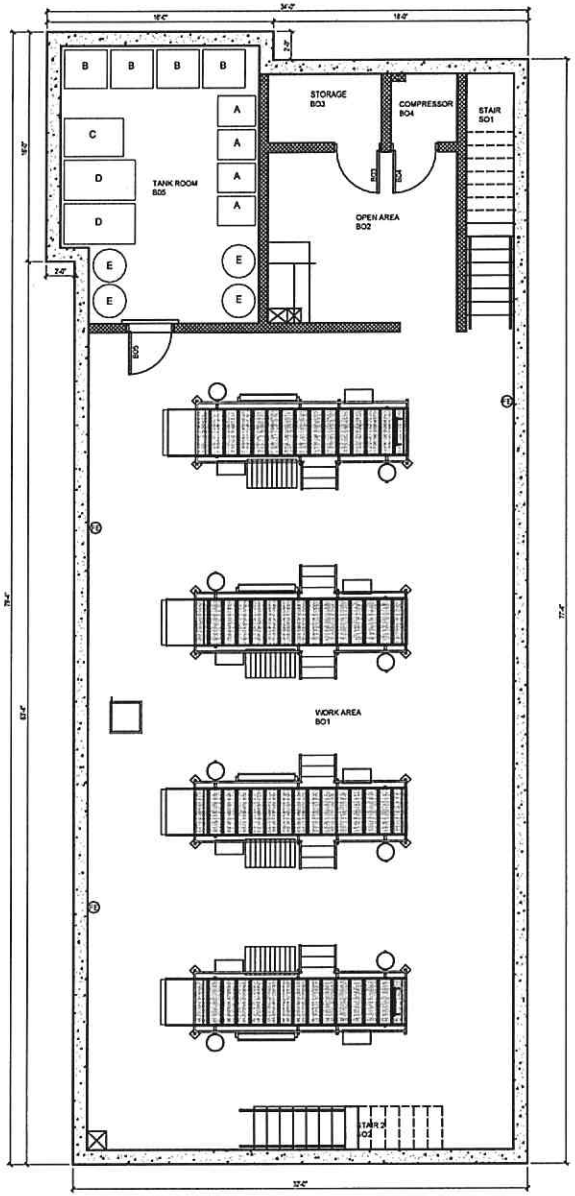
PROJECT NO.

DATE
01.18.18

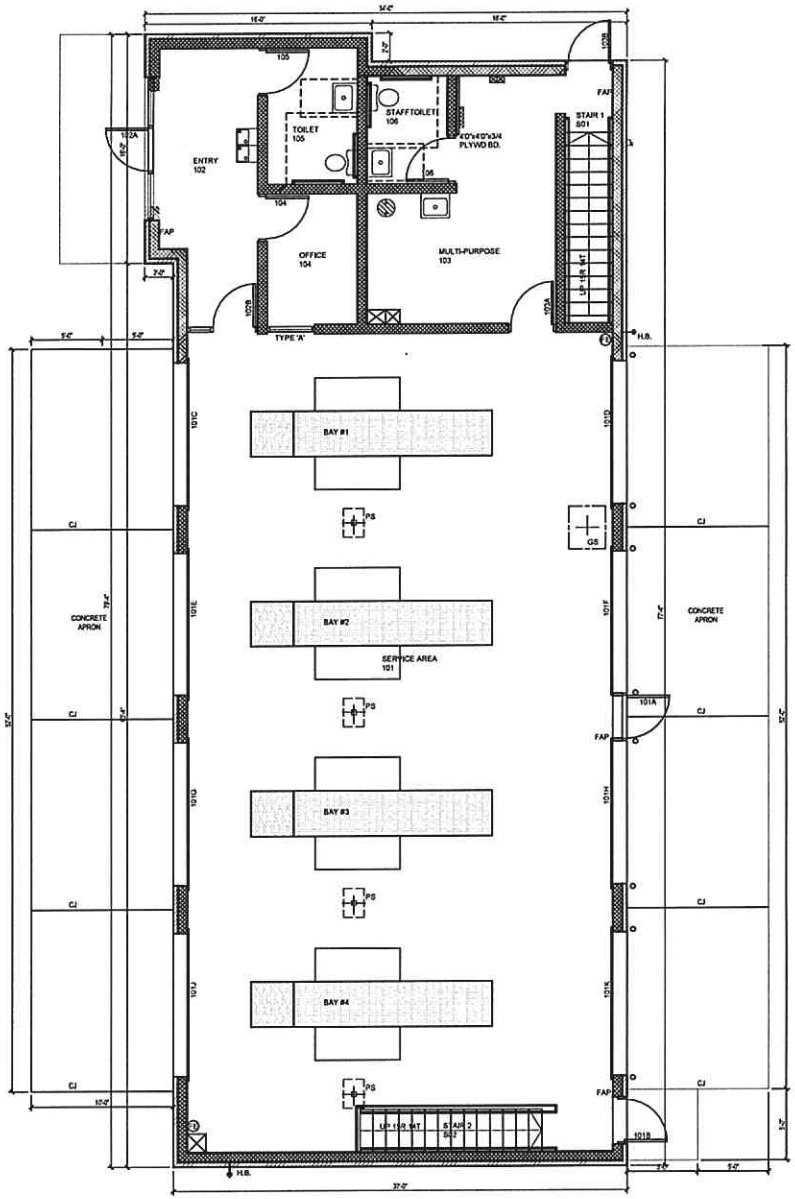
Exterior Elevations

SP2

Wyatt
Howard
Nelson
Architecture
522 Elm Street
Syracuse, NY 13203
315.952.2072
© copyright 2015 wyatthowardnelson architect



1 SP1.1 LOWER LEVEL PLAN
SCALE 1/4" = 1'-0"



2 SP1.1 MAIN LEVEL PLAN
SCALE 1/4" = 1'-0"

Valvoline Instant Oil Change

Owner:
Mid-Atlantic Lubes, LLC
54 Jaconnet Street, Suite 100
Newton Highlands, MA 02461

Project:
Valvoline Instant Oil Change

REVISIONS

PROJECT NO.

DATE
01.18.18

Floor Plan
Lower Level
Main Level

SP1

LAW OFFICES
HOLLMAN, MAGUIRE, KORZENEWSKI & LUZURIAGA
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189 EAST MAIN STREET
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OF COUNSEL
ROBERT L. SLINGLUFF
(1977-1996)

CHARLES D. HOLLMAN

April 20, 2020

VIA E-MAIL and HAND-DELIVERY

City of Westminster
Board of Zoning Appeals
56 West Main Street
Westminster, Maryland 21158

Re: Case No. 20-20
Mid-Atlantic Lubes, LLC
Special Exception - Service Station
334 Gorsuch Road

Dear Board Members:

In accordance with the prehearing requirements of Section 8 of the Rules of Order and Procedure for the Board of Zoning Appeals, the following information is provided in connection with the above-referenced case.

1. The specific grounds upon which the application is based are set forth more fully in the application itself, including Westminster City Code Section 164-42(S).

2. The Applicant intends to show that there will be no adverse effects from the proposed service station at this location sufficient to overcome the presumption in favor of this use as a special exception as set forth in the City Code. The Applicant will further show that the proposal meets the technical criteria for an automobile service station under City Code Section 164-149, including market need for the public convenience and service. In support thereof, Applicant intends to introduce at hearing all or part of the materials filed with its Application.

3. Randy Kazazian, Applicant's Vice President of Real Estate, will testify about the existing use and proposed use of the subject property, including the scope and nature of the facility and operations. He will produce the publication entitled "Introduction to Henley Enterprises, Inc." which further explains the operations, a copy of which is attached hereto.

4. Joshua Sharon, PE, LSIT, LEED AP, a licensed professional engineer under whose supervision the filed plans were prepared, and/or other qualified representatives from his firm, Morris & Ritchie Associates, Inc., will further testify as to the appropriateness, compatibility, consistency and feasibility of the proposed design and the lack of any appreciable adverse effects at this location.

5. Edward M. Steere, AICP, MSRE, a marketing and valuation expert with the Valbridge Property Advisors, will testify on behalf of the Applicant that there is market need for the proposed quick oil change and other light automotive maintenance services. He will distinguish the subject use from service stations which dispense fuel. He will produce a written report detailing his findings, a copy of which is attached hereto. He will also testify that the use will not cause adverse effects on surrounding property values. Mr. Steere has been qualified as an expert in real estate market analysis and evaluation, and specifically in market need for service stations, before numerous zoning bodies, including the Westminster City Board of Zoning Appeals.

6. Ken Schmid, a traffic expert with Traffic Concepts, Inc., will testify to the minimal amount of new traffic generated and the lack of any appreciable adverse effects at this location. A copy of Traffic Concept Inc.'s written report containing these findings is attached hereto.

7. We anticipate the Applicant's presentation will take about seventy-five (75) minutes.

8. An original and four (4) copies of this prehearing statement, the Introduction to Henley publication, Mr. Steere's market report, Traffic Concept, Inc.'s report and the record plat for the property (Lot 1) are included herewith. There are no other parties of record.

Applicant also intends to call others as witnesses, and introduce at hearing such other drawings and materials as may become appropriate, to the extent that these matters may become relevant as a result of the course of the proceedings.

Very truly yours,

John T. Maguire
Attorney for Applicant

JTM/pae
Enclosure
cc: Randolph L. Kazazian III, Vice President of Real Estate (via e-mail transmission, no enclosure)
Joshua Sharon, PE, LSIT, LEED AP (via e-mail transmission, no enclosure)
Edward M. Steere, AICP, Managing Director (via e-mail transmission, no enclosure)
Mark Keeley, PTP (via e-mail transmission, no enclosure)

Introduction to Henley Enterprises, Inc.

March 2020

HENLEY

Est. 1989

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Business Overview

- Henley Enterprises, Inc., and its affiliates (collectively "Henley") currently operate 214 Valvoline Instant Oil Change ("VIOC") facilities in 10 states – CA, DE, FL, MA, MD, NH, NJ, PA, RI and VA.
- Henley's service centers primarily provide lubrication and preventative fluid maintenance services to cars and light trucks.
- Henley is the largest VIOC franchisee and the third largest independent quick lube operator in the United States.
- Henley has consistently been among the top performing franchises, within the VIOC franchise community, with revenues per service center being approximately 60% higher than the average franchised VIOC center.
- Henley had $290,000,000 in total sales in 2019, with 3.3 million oil changes being performed.
- Henley is privately held and currently employs more than 2,500 individuals.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

History

Henley Enterprises, Inc. was incorporated in June 1987 specifically to develop and operate VIOC facilities under franchise agreements with Valvoline Instant Oil Change Franchising, Inc. ("VIOCF"), a subsidiary of Valvoline Inc. (NYSE: VVV). Henley is now comprised of several geographic operating companies which operate VIOC service centers.

- *Henley Enterprises, Inc.* Opened its first facility in February 1989 in Somerville, MA. The Somerville location was the first franchised facility in the U.S. for VIOCF. Presently, Henley Enterprises currently operates 52 VIOC's in Eastern New England - Massachusetts, New Hampshire and Rhode Island.

- *Mid-Atlantic Lubes, LLC* Formed in March 2000 and acquired its first service center in April 2000, from an existing VIOC franchisee, in Manassas, VA, a suburb of Washington, D.C. Mid-Atlantic Lubes currently operates 31 facilities in Virginia, Maryland, Delaware, Pennsylvania and New Jersey.

- *Sunshine Lubes, LLC* Formed in 2006 and opened its first six service centers in Southwest Florida (Naples and Ft. Myers) in October 2006, by acquiring the operations of two existing VIOC franchisees. Presently, Sunshine Lubes operates 10 facilities.

- *Henley Pacific LA LLC* Formed in 2011 to acquire and operate 71 service centers primarily located in greater Los Angeles and northern San Diego from EZ Lube, LLC, an independent operator that featured Castrol oil. Henley Pacific LA currently operates 109 service centers as a result of acquisition and consolidation activity.

- *Henley Pacific SF LLC* Formed in 2017 and opened its first two service centers in the San Francisco Bay Area (Antioch and Oakley) in January 2018, by acquiring two existing VIOC service centers. Presently, Henley Pacific SF operates 12 facilities.

In October 2017, Henley Enterprises sold 56 service centers in Michigan and Northern Ohio to Valvoline, Inc. to concentrate on the expansion of its East and West Coast operations, including establishing operations in the San Francisco Bay Area.

Henley expects to add approximately 75 service centers during the next 5 years through acquisition and ground-up development.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Core Values

- Be fair and honest with employees and customers
- Make self-improvement and learning a way of life
- Recognize and celebrate achievement
- Make our jobs fun and safe
- Be great at what we do

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Strategy

- Position and solidify Henley as the quick lube leader in every market in which we compete through acquisition and ground up development.
- Continual attention to operational efficiency, our people, and the changing profile of the automotive aftermarket.
- Commitment to "speed of service" to differentiate Valvoline Instant Oil Change from its competitors.
- Commitment to service procedures that communicate with the customer while providing a fast and thorough oil change.
- Construct and maintain first-class service centers that exceed customer's expectations and the industry standard.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Marketing

- Henley has the unique opportunity to leverage the internationally recognized Valvoline brand on a targeted basis for greater effectiveness.
- Valvoline's in-house marketing department, along with their national advertising agency, delivers professionally designed advertising campaigns for implementation in all media types.
- Henley's in-house marketing professionals lead digital, social media and traditional marketing campaigns that augment VIOCF's campaigns.
- Henley leverages Valvoline's purchasing power across all advertising mediums within each market.
- Customer information obtained at the time of service is used to drive future transactions through tailored messages, as well as increase customer retention.
- Henley's fleet sales representatives market to commercial and government fleets and differentiate Henley from the competition by offering individualized billing, which results in Valvoline Instant Oil Change being a preferred vendor among both fleet managers and drivers.
- VIOCF's electronic point of sale system allows Henley to measure the effectiveness of advertising campaigns.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Service Center Operations

- VIOC offers the following services:
  - Oil change, filter and lubrication
  - Transmission fluid exchange
  - Power steering fluid exchange
  - Antifreeze/coolant exchange
  - Differential fluid exchange
  - Transfer case fluid exchange
  - Air conditioning check and recharge
  - Windshield washer fluid filling
  - Tire pressure check/inflation
  - Air filter check and replacement
  - Serpentine belt check and replacement
  - Wiper blade check and replacement
  - Light bulb check and replacement
  - Tire rotation
  - Battery test and replacement
  - Cabin filter check and replacement
  - Fuel filter check and replacement
- Hours are typically 7AM - 7PM Monday - Saturday and 9AM to 5PM on Sunday.
- Staffing consists of 13-15 full and part-time team members.
- On-site parking is utilized only by staff as customers stay in their vehicles.
- A Spill Prevention, Control and Countermeasures Plan is developed for the service center.
- Bulk oils, lubricants, antifreeze and washer solution are delivered to the service center by licensed and insured distributors in the same manner as heating oil.
- Used motor oil and lubricants are collected in a waste oil collection tank, located in the basement tank room, where they are stored for recycling.
- Bulk product deliveries and recycling pick-ups are typically scheduled to occur on a weekly basis.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Instant Oil Change Customer Experience

- Oil changes and other fluid exchanges are completed in approximately 15 minutes.
- Customers are greeted upon entering the lot and asked (i) if they have visited one of our service centers before and (ii) what service(s) brought them here today.
- Customers are guided into an open service bay. In the event all the service bays are occupied, customers are told the approximate waiting time and asked to park in front of the next available service bay. If a customer chooses not to wait, they are directed to the property exit.
- Customers stay in their vehicles throughout the entire service experience.
- Customers are guided through the oil change experience, from oil selection to being shown the dipstick level upon completion, by trained customer service representatives. In addition, customers are made aware of manufacturer's recommended service intervals for other lubrications and fluids.
- Certified technicians on the "top" and "bottom" sides of the vehicle utilize SuperPro, VIOCF proprietary service procedures, to communicate and provide a fast and thorough oil change.
- Service centers are equipped with free Wi-Fi for the customer's use while awaiting completion of their chosen services.
- Upon the completion of the requested service(s) the customer is guided out of the service bay and directed to the property exit.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Environmental

- Henley's policy is to meet or exceed federal, state, local and industry standards, for environmental requirements.
- Each service center is equipped with an Employee Health and Safety manual that contains guidance for trainers and employees for waste management; each employee is trained upon hire and recertified annually.
- A Spill Prevention, Control and Countermeasures Plan is developed for each service center.
- Each service center is equipped with a Spill Kit, which can be used to contain and stop the flow of material in the unlikely event of a spill.
- Bulk oils, lubricants, antifreeze and washer solution are delivered to the service center by licensed and insured distributors in the same manner heating oil is delivered to a home.
- All bulk products and used motor oil are delivered and removed through a permanently installed system of black iron pipes. These pipes terminate outside the building in a locked steel box that provides spill protection and security from vandals. All tanks are vented to the outside of the building and are equipped with whistles to let delivery personnel know the tank is full.
- Used motor oil and lubricants are collected in a rolling drain pan beneath the car that is piped directly to a waste oil collection tank, located in the basement tank room, where it is stored for recycling.
- Used motor oil, lubricants and antifreeze are stored in designated containers for such items and collected by a licensed and insured recycler in accordance with federal, state and local requirements and accounted for by manifest.
- Used oil filters and absorbent materials are stored in designated containers for such items, collected by a licensed and insured waste oil hauler and recycled/disposed of appropriately off-site.
- Wastewater pickups and oil/water separator cleanouts are recorded and accounted for by manifest.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

- Service centers are constructed with a tank room, located in the basement of the building, which is constructed of noncombustible materials, has a sealed floor and walls, has secondary containment and is equipped with a fire suppression system.

- There are no floor drains in the basement of the building; this provides another level of containment, in addition to the tank room, and allows us to identify a spill more easily in the unlikely event a spill occurs.

- Floor drains located in the first floor of the building are piped into a regularly maintained oil/water separator before entering the sanitary sewer.

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

HENLEY
Est. 1989

Valvoline
Instant Oil Change

Awards and Acknowledgements

- 2001 – "Operator of the Year" *VIOC Franchising*
- 2001 – "Outstanding Achievement" Award *VIOC Franchising*
- 2004 – "National Operator of the Year" *National Oil & Lube News*
- 2005 – "Outstanding Achievement" Award *VIOC Franchising*
- 2006 – "Star Contributor - Don Smith" *VIOC Franchising*
- 2009 – "First $2 Million Store" Award *VIOC Franchising*
- 2010 – "Operator of the Year" *VIOC Franchising*
- 2012 – "Certified Female Friendly® Retailer" *AskPatty.com*
- 2013 – "William S. Collier Spirit of Franchising Award" *VIOC Franchising*
- 2013 – "Franchisee of the Year" *International Franchise Association*
- 2014 – "William S. Collier Spirit of Franchising Award" *VIOC Franchising*
- 2015 – "King of Cars" *VIOC Franchising*
- 2015 – "Operator of the Year" *VIOC Franchising*
- 2016 – "King of Cars for Large Systems" *VIOC Franchising*
- 2017 – "Developer of the Year" *VIOC Franchising*
- 2017 – "King of Cars for Large Systems" *VIOC Franchising*
- 2017 – "Good Samaritan Award for Large Systems" *VIOC Franchising*
- 2018 – "Operator of the Year" *VIOC Franchising*
- 2018 – "King of Cars for Large Systems" *VIOC Franchising*

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
Based on a survey of over 250,000 Valvoline Instant Oil Change customers annually.

- 2019 – "Developer of the Year" *VIOC Franchising*
- 2019 – "King of Cars for Large Systems" *VIOC Franchising*
- 2019 – "Good Samaritan Award for Large Systems" *VIOC Franchising*
- 2019 – "Sandy McLeod Legacy Award" *VIOC Franchising*
- 2019 – "Celebrating 30 Years as a Franchisee" *VIOC Franchising*

CUSTOMER-RATED
4.6 OUT OF 5 STARS*
*Based on a survey of over 250,000 Valvoline Instant Oil Change® customers annually.

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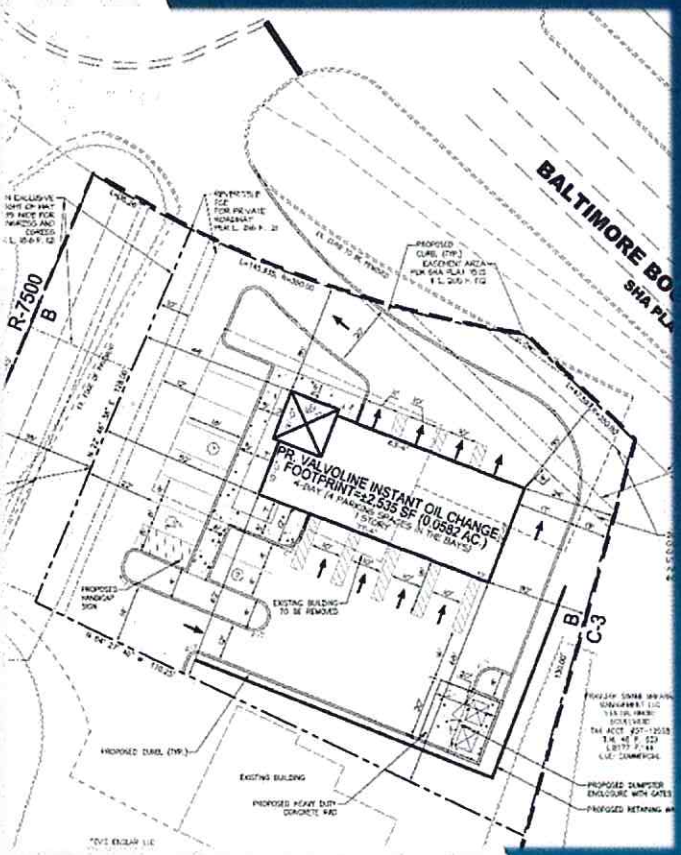
Need Analysis

Proposed Drive-Through Oil Change Facility
334 Gorsuch Road
Westminster, Maryland



FOR
Mid-Atlantic Lubes LLC
54 Jaconnet Street
Newton Highlands, Massachusetts 02461

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BW01-20-0069

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April 16, 2020

Mr. Randy Kazazian
Mid-Atlantic Lubes LLC
54 Jaconnet Street
Newton Highlands, Massachusetts 02461

Subject: **Proposed Drive-Through Oil Change Facility**
Westminster, Carroll County, MD - Need Analysis

Dear Mr. Kazazian

Enclosed please find Valbridge Property Advisor's (Valbridge) analysis of the need for the proposed development of a drive-through automotive quick lubrication vehicle shop to be located at 334 Gorsuch Road in the City of Westminster in Carroll County, Maryland. The analysis has been conducted in connection with your petition for a special exception to permit an automobile service station on that property.

We find that that the proposed drive-through oil change facility will serve an unmet public need for expedient oil change services. The enclosed report summarizes our reasoning process.

It has been a pleasure working with you on this project. Please call me at (443) 333-5521 should you have any questions or comments.

Respectfully submitted,
Valbridge Property Advisors |
Baltimore Washington Metro

Edward M. Steere, AICP
Managing Director

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PROPOSED OIL CHANGE FACILITY
NEED ANALYSIS
Executive Summary

Valbridge Property Advisors has been engaged by Mid-Atlantic Lubes LLC in connection with its petition to the Westminster City Board of Zoning Appeals for a special exception permitting the development of a drive-through quick lubrication vehicle shop at the property located at 334 Gorsuch Road. We have examined evidence of the public need for a drive-through oil change facility at this location. Presentation of sufficient evidence of public need for the use is required before a special exception for that use can be granted.

Valvoline Oil Change Facility

The subject will be a redevelopment of a vacant veterinary hospital on the southern side of Baltimore Boulevard (MD-140) in the City of Westminster. The proposed improvements to the site include a new, four-bay drive-through quick lubrication vehicle shop roughly 2,535 sq. ft. in size with appropriate parking spaces.

The Maryland Department of Transportation State Highway Administration published an estimated annual average daily traffic (AADT) count in 2018 on MD-140 passing the subject location as 53,360 AADT. Along Gorsuch Road to Manchester Avenue, AADT was 2,920 in 2018. This site is located in the center of the City of Westminster's primary retail corridor, offering an opportunity to link an expedient visit to the quick lubrication vehicle shop facility with trips to other commercial opportunities in the area.

Supply/Demand Issues

- Trade Area – We have defined the subject fueling station's trade area as the area centered on Westminster and the MD-140 commercial corridor, drawing commuters and consumers from residential communities throughout central Carroll County to the regional center of the County seat of Westminster.

- Trade Area Residents – The trade area is populous and is expected to grow by approximately 1.4% through 2024. Its households are relatively affluent for the Baltimore MSA. The Census Bureau's American Community Survey for 2013-2017 estimates that there are 2.2 vehicles per household on average and more than one-third of workers commute more than 45 minutes to work.

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- Trade Area Demand – The defined trade area extending outwards from the City reasonably contains the majority of commuters and consumers who are likely to travel through or do their shopping in the City of Westminster. Realistically, residents of other areas may also avail themselves of the broad variety of offerings in the City. In 2020, we estimate that trade area households are annually spending an aggregate of approximately $3.6 million on lubrication/oil change services ($143 per household). Our estimate is conservative as it only includes households residing in the trade area and also excludes expenditures attributable to commercial vehicles.

- Competitive Supply –Although there are a variety of businesses which meet the definition of an automobile service station use throughout the City and County, most are not directly comparable to the subject. Modern oil change facilities such as the subject generate their revenue primarily from oil change services and have been designed in a manner which minimizes the time spent working on each vehicle. Dual profit centers such as a full-service garage and tire shop are less likely to see their customers at regular intervals and typically require scheduled appointments and have parking designed to accommodate vehicle drop offs.

    - Westminster Trade Area Supply – Including only those establishments which follow the Institute of Traffic Engineers' (ITE) classification of a Quick Lubrication Vehicle Shop we find that there are three other facilities located throughout Carroll County. All the properties operate under the Jiffy Lube brand and only one of the facilities is located within the trade area boundaries. Given the geographic scale of the County each facility effectively services a different target market.

    - Current Performance – Without exact sales figures or information regarding what proportion of sales are directly attributable to oil change services at each location, we have estimated the overall capacity of the three existing facilities under the assumption that each is operating at maximum efficiency. We find that the one Jiffy Lube within the trade area has the capacity to perform approximately 29,536 per year.

    - Unmet Demand – There are an estimated 25,398 households currently residing in the Westminster trade area. Trade area residents had an average of 2.2 vehicles available per household (55,876 vehicles), more than one-third had commutes in excess of 45 minutes and more than half worked outside of Carroll County. Under any scenario, we believe that the single Jiffy Lube location at 385 N Center Street is unable to accommodate the entirety of public demand for expedient oil change services. Even under the most optimistic performance assumptions which would reduce service times to fifteen minutes per vehicle and double the capacity of this sole facility, there would still be a shortfall of two to four required oil changes by each household annually.

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Conclusions

Valbridge concludes, therefore, that the development of the subject will be convenient and serve the needs of households within the City of Westminster as well as those in surrounding areas. As it stands, trade area households are being forced to have their oil change service needs fulfilled at full-service garages and tire shops due to a lack of available capacity at quick lubrication shops. There have been zero quick lubrication shops built in the last decade and the existing locations throughout Carroll County effectively serve different target markets.

The existing capacity for quick oil change services within the trade area is estimated at 29,536 oil changes per year. Capacity doubles under the most optimistic assumptions, however this level of supply still restricts trade area households to one oil change per year if they wish to visit the same location. The subject would be an expedient alternative in comparison to the full-service garages and tire shops which are currently absorbing this unmet consumer demand as the only choice by default. Further, this site is a previously developed commercial corner and the use will not detract from the community or regulatory planning concepts in any way.

Impact on Value

The activity proposed for this land use offers no more inherent adverse impact on the adjacent land uses, than it would at any other location along this strip or anywhere else in this particular zoning district. This use is appropriate for the site based on the 2009 Westminster Comprehensive Plan and also the 2014 Carroll County Master Plan, as amended. This site was previously a commercial use and there are other high-traffic existing commercial uses in the neighborhood (ice cream, gasoline station, restaurants, tobacco store, motel, shopping centers, etc. – there is no means by which it could be discerned that this proposed use would have any more adverse effect than any other existing use in the community.

COVID-19

The global outbreak of a "novel coronavirus" known as COVID-19 was officially declared a pandemic by the World Health Organization (WHO). It is currently unknown what direct, or indirect, effect, if any, this event may have on the national economy, the local economy or the market in which the subject property is located. The reader is cautioned, and reminded, that the conclusions presented in this needs analysis apply only as of the effective date(s) indicated. The analyst makes no representation as to the effect on the subject property of this event, or any event, subsequent to the effective date of the study.

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I. INTRODUCTION

Valbridge Property Advisors has been engaged by Mid-Atlantic Lubes LLC in connection with its petition to the City of Westminster Board of Zoning Appeals for a special exception permitting the development of an oil change facility at the property located at 334 Gorsuch Road at the intersection with Baltimore Boulevard (MD-140) in the City of Westminster, Carroll County, Maryland.

Purpose of Assignment

This site consists of a single half acre parcel currently zoned for commercial use. The proposal is to demolish the existing building on the site and build a four-bay drive-through quick lubrication vehicle shop with appropriate parking spaces. It is assumed that Mid-Atlantic Lubes LLC may prefer a modified site plan, but development will generally be in context with the current concepts.

Valbridge Property Advisors has been engaged to examine evidence of the public need for an oil change facility at this location. Presentation of sufficient evidence of public need for the use is required before a special exception for that use can be granted. In regard to the oil change facility, the City of Westminster Zoning Ordinance – among other provisions – requires that:

> (4) The evidence of record establishes that for the public convenience and service a need exists for the proposed use due to an insufficient number of similar uses presently available to serve existing population concentrations in the City and the use at the location proposed will not result in a multiplicity of proposed uses. In the absence of convincing evidence to the contrary, the following shall constitute lack of probability of a reasonable public need:
>
> (a) An automobile service station within one mile on the same side of the road, except at intersections.
>
> (b) The presence of two service stations within the four quadrants of an intersection, including ½ mile from the center of the intersection in any direction.
>
> (Article XX, §164-149.A.)

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For purposes of this analysis, we have considered public need/necessity to mean "expedient of reasonably convenient and useful to the public" (as defined in Lucky Stores, Inc. v. Board of Appeals) and "convenient, useful, appropriate, suitable, proper or conducive to the public in the surrounding area" (as defined in Baltimore County Licensed Beverage Association, Inc. v. Kwon). In this case, we consider a drive-through oil change facility to be accommodating to the public need when it meets the demand of the public living and working within a reasonably defined trade area for oil change services, as analyzed according to standard market research methodologies.

Scope of Work

In conducting this analysis Valbridge has accomplished the following tasks:

- Inspected the subject site and neighborhood;
- Reviewed the subject's site plan;
- Defined the subject's surrounding geographic trade area;
- Consulted demographic and economic data for the trade area produced by ESRI (Environmental Systems Research Institute, Inc.) based on U.S. Census information, and others;
- Inspected similar drive-through oil change facility properties in the trade area;
- Estimated the scale of demand for oil change services within the defined trade area and arrived at certain conclusions.

Organization of Report

Following this Section I, Valbridge's report is organized in three sections as follows: Section II, site and location analysis; Section III, need analysis; Section IV, survey of nearby competitive supply; Section V, conclusions.

Qualifications of Consultant

Valbridge is the largest independent real estate valuation firm in the continental United States, with 70 offices and more than 675 employees, of which more than 200 are MAI appraisers. We have experience and data on all types of real estate, including special purpose and portfolio assignments.

The principal-in-charge of this assignment has been Edward Steere, AICP, Managing Director. He has 30 years of real estate development, finance and consulting experience. Most relevant to this assignment, Steere has successfully completed feasibility assessments for commercial opportunities throughout Maryland. Additional information on the firm and Steere are found in Appendix A at the end of this study.

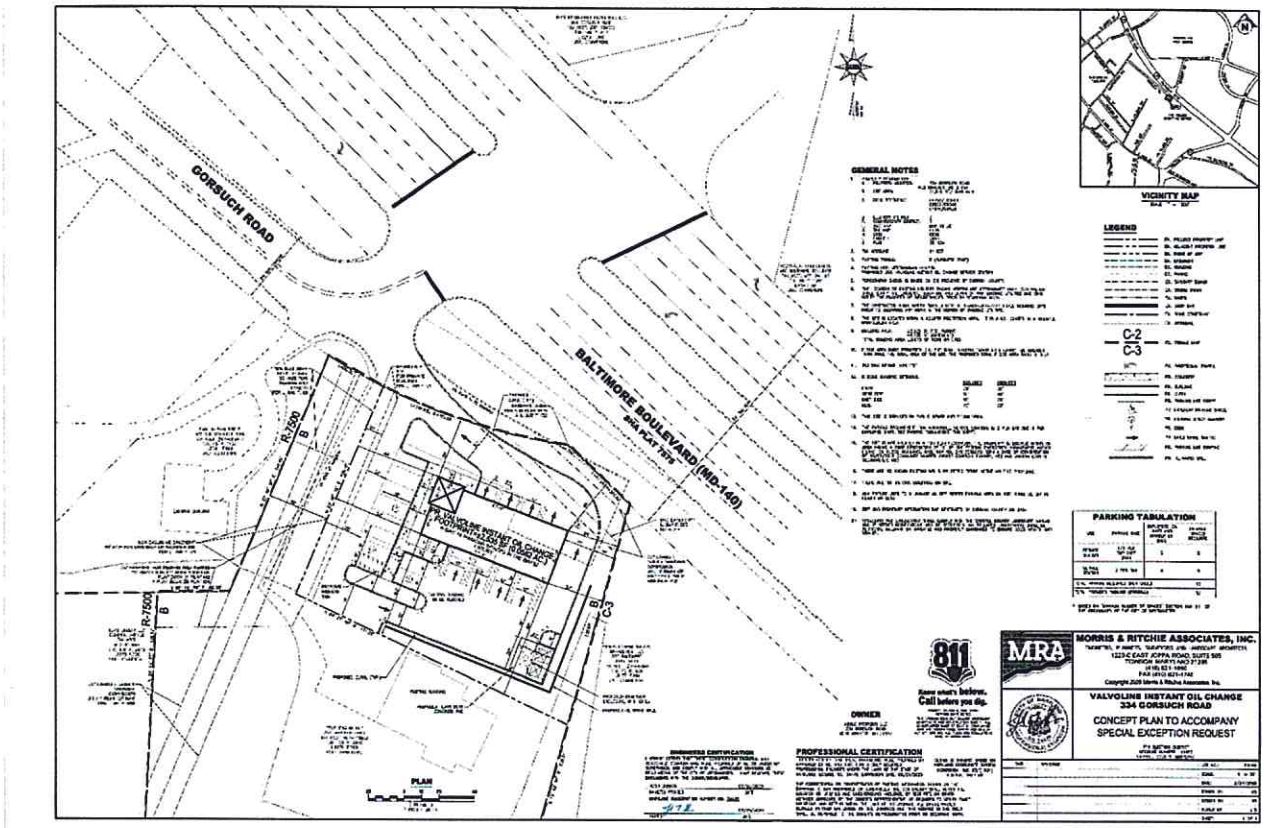
II. SITE LOCATION ANALYSIS

In this section, Valbridge describes the proposed drive-through quick lubrication vehicle shop location, its access and surroundings in order to establish its positioning within its trade area and competitive environment generally.

A. SITE DESCRIPTION

The proposed drive-through quick lubrication vehicle shop is located on a half-acre parcel in the business zone on the southern side of Baltimore Boulevard (MD-140). The property is presently improved with a vacant veterinarian hospital building of approximately 3,621 square feet which was built in 1965 along with sixteen parking spaces. There is a single access point on Gorsuch Road at the northwest corner of the site. The intersection of Gorsuch Road and Baltimore Boulevard is signalized

The proposed improvements to the site include the construction of a four-bay drive-through quick lubrication vehicle shop with appropriate parking spaces. The facility will be 2,535 square feet and will have a small area set aside for office purposes. It is assumed that Mid-Atlantic Lubes LLC may prefer a modified site plan, but development will generally be in context with the current concepts shown on the following page:



Source: Morris & Ritchie Associates, Inc

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The topography of the site is generally sloped where the existing veterinary office is located. The land will be regraded with development to acquire reasonable access and final elevation grades.

B. SITE ACCESS

The subject property has excellent frontage on the south side of Baltimore Boulevard (MD-140), which is a multi-lane highway through this area with a continuous central median. Traveling in both directions on MD-140 to the intersection with Gorsuch Road there are three through lanes, one right-turning lane and one left-turning lane. Gorsuch Road is a two-lane road at the site's existing access point. The existing curb cuts on Gorsuch Avenue will be retained. The Maryland Department of Transportation State Highway Administration published an estimated annual average daily traffic (AADT) count in 2018 on MD-140 passing the subject location as 53,360 AADT. Along Gorsuch Road to Manchester Avenue, AADT was 2,920 in 2018. This site is located in the center of the City of Westminster's primary retail corridor, offering an opportunity to link an expedient visit to the oil change facility with trips to other commercial opportunities in the area.

C. SURROUNDING LAND USES

There is a commercially zoned single-family home abutting the subject to the south which will share a non-exclusive right of way with the oil change facility. Directly adjacent to the subject on the south side of MD-140 is a 117-room hotel which is zoned C-3 (Commercial High Intensity District) as well as the nearly 200,000 sq. ft. 140 Village Shopping Center which is zoned B (Business). Across MD-140 to the north is an Olive Garden restaurant, a McDonald's and two office buildings which all lie within the C-2 zone. Further north of the subject is Winters Mill High School.

The land that is directly west of the subject along Gorsuch Road is zoned R-7 allowing for the highest density of residential development. There are currently three single-family homes immediately adjacent to the subject, however the remainder of the block is unimproved except for one more home across from the 140 Village Shopping Center and a church at the beginning of Manchester Avenue. Most of the area between MD-140 and Main Street is residential or mixed-use. A zoning map illustrating uses surrounding the subject is provided on the following page.

It is important to note that the subject property is surrounded on three sides by unincorporated lands of Carroll County. The zoning mentioned above for the hotel, shopping center, residential homes, and retail sites and high school are all located outside the incorporated City of Westminster.

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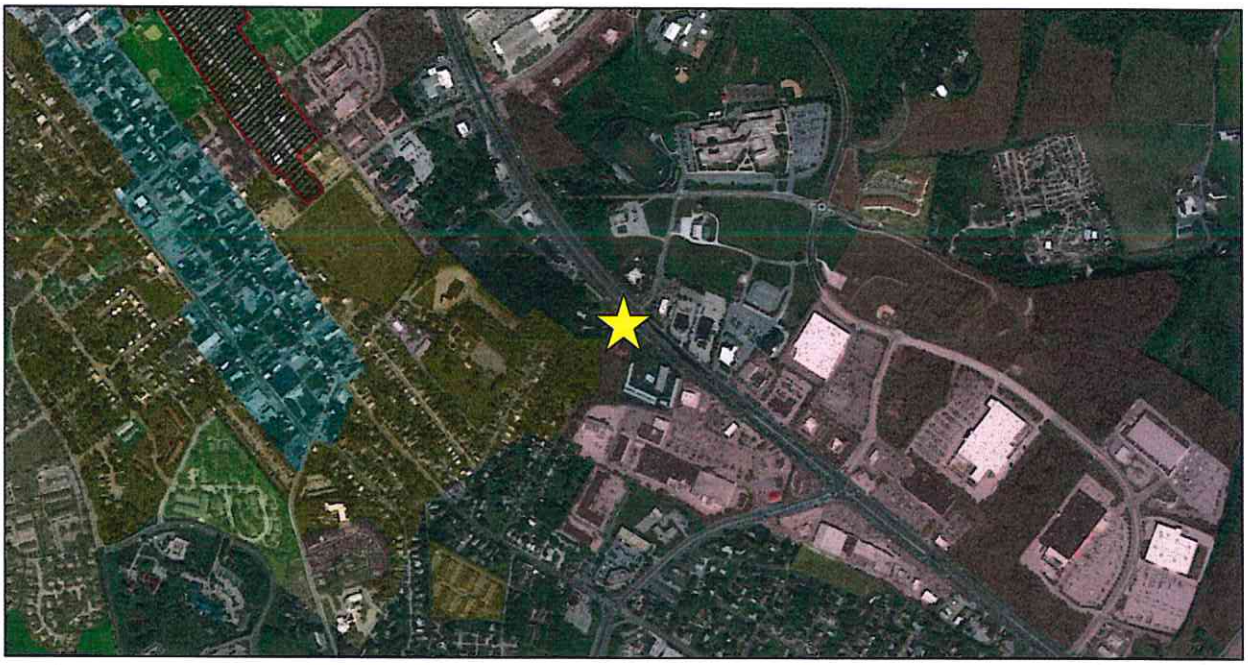
Zoning Map



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E. SUMMARY

In summary, the subject property is well situated at the intersection of MD-140 and Gorsuch Road. The proposed design will replace the vacant veterinary office that is currently on the site. Site improvements will include a 2,535 sq. ft. four-bay quick lubrication vehicle shop facility with appropriate parking spaces. The facility will be utilized primarily by residents of the City of Westminster as well as those from surrounding Carroll County communities as they combine trips to this regional shopping destination with other errands. MD-140 serves as a major route which connects communities to I-795 and the Baltimore beltway. Traffic volume passing this intersection is strong with 2018 State Highway Administration data showing 53,360 AADT. The site is located in the center of the City of Westminster's primary retail corridor and is generally surrounded by other commercial establishments as well as the residential communities of downtown Westminster and surrounding suburban neighborhoods. This site is on the edge of the incorporated City of Westminster and has no direct access within the City limits. Rather it is oriented to serve the commercial corridor that passes through and along the City on MD-140.

Existing Veterinary Office Building

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Gorsuch Road looking Southeast to subject

MD-140 Southeast from Subject

Three adjacent residences

Retail on opposite side of MD-140

Subject frontage looking Northwest on MD-140

Gorsuch Road looking Southeast from 140 Village Shopping Center

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Gorsuch Road looking Northwest from 140 Village Shopping Center

III. NEED ANALYSIS

In this section, Valbridge reviews certain factors which are determinative of the subject's ability to accommodate public need. We estimate total demand for oil change services within the subject's trade area, estimate the subject oil change facility's usage, then draw conclusions regarding accommodation of public need.

A. WESTMINSTER TRADE AREA

We have defined the subject oil change facility's trade area as the area served by Westminster commercial and civic uses, drawing commuters and consumers from the City of Westminster and from throughout the central portion of Carroll County. Westminster has a premier location as a crossroads in Carroll County's highway network. The trade area has the following boundaries: Pennsylvania line on the North: a line approximately equidistant between MD Routes 140 and 26 on the South; a line approximately equidistant between MD Routes 97 and 30 on the East; and a line east of Taneytown following Big Pipe Creek and other geographic features. The trade area contains the following 14 Carroll County census tracts:

5020	5030	5041	5042.01	5042.02	5075	5076.01
5076.02	5077.02	5077.03	5077.04	5078.01	5078.02	5110

The trade area is depicted on the map on the following page. We have defined the trade area based on two principal factors:

- Commercial Services - The City of Westminster has the highest concentration of commercial services (including vehicle service stations) in Carroll County, serving not only City residents but also residents in surrounding areas. The City is well located within the trade area.

- Highway Network - The City of Westminster is located at a critical crossroads of the northern Carroll County highway network for commuters and consumers. It is served by MD Route 140 (Baltimore Boulevard) running northwest from the Baltimore County line to Frederick County. That route is intersected by MD Routes 27, 31 and 97 in the City. MD-32 links the City to the Eldersburg and Sykesville area to the South.

The Greater Carroll County market area is very attractive for retailers. Focused on the City of Westminster which is the County seat and economic center of the County, the trade area is relatively upscale and has a stable population base. The defined trade area extending outwards from the City reasonably contains the majority of commuters and consumers who are likely to travel through or do their shopping in the City of Westminster. Realistically, residents of other areas also avail themselves of the broad variety of offerings in the City.

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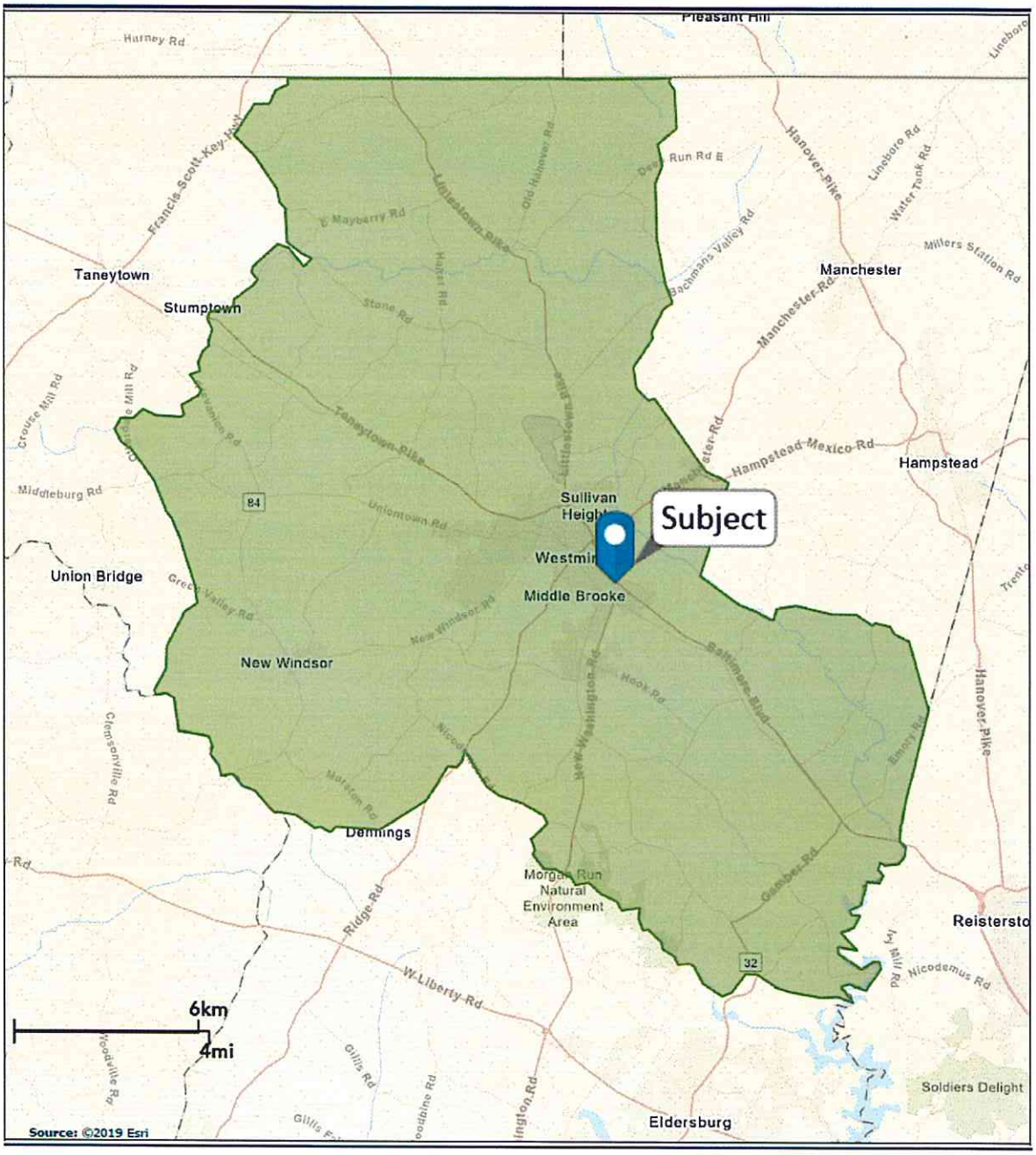
Comprehensive Valuation & Advisory Services

Trade Area Map



B. DEMAND FOR OIL CHANGE SERVICES

Demographic Data

We have compiled data obtained from the U.S. Census and Environmental Systems Research Institute, Inc. (ESRI), a respected national demographic and economic research firm, describing demographic trends and socio-economic characteristics of the trade area. Population trends have been as follows:

Demographic Trends				
	2000	2010	2019	2024
Trade Area:				
Population	62,808	67,511	68,940	69,855
Households	22,599	24,823	25,398	25,764
Carroll County:				
Population	150,897	167,134	172,218	174,865
Households	52,503	59,786	61,760	62,775

Source: 2000 and 2010 Census; ESRI estimate, 2019 and 2024.

Using the demographic statistics, we estimate the number of households in the defined trade area at 25,398 in 2019 — with growth of 2,799 households since 2000. Those households have the following socio-economic characteristics:

	Trade Area	Carroll County
Average Household Income (2019)	$109,828	$119,216
Average Household Size--Persons (2019)	2.64	2.73
Median Owner-Occupied Home Value (2019)	$335,409	$347,730
Estimated Homeownership Rate (2019)	69.2%	74.6%
Average Vehicles per Household (2013-2017)	2.2	2.2
Workers Driving Alone to Work (2013-2017)	84.1%	85.5%
Workers Working outside of Carroll (2013-2017)	42.8%	50.0%
Travel Time to Work 45+ minutes (2013-2017)	36.0%	35.9%

The trade area is populous and is expected to grow by approximately 1.4% through 2024. Its households are relatively affluent for the Baltimore MSA. The Census Bureau's American Community Survey for 2013-2017 estimates that there are 2.2 vehicles per household on average and more than one-third of workers commute more than 45 minutes to work.

Aggregate Household Income

Retail market analysis estimates demand for various goods and services based on the proportion of household income which consumers typically spend on those items. For purposes of our analysis, we have used ESRI's U.S. Consumer Spending data to estimate the average current expenditures by trade area households on lube/oil change services. This data incorporates the latest data from the Consumer Expenditure Surveys (CEX) from the Bureau of Labor Statistics and includes average spending per households for 17 spending categories. The first step is to calculate the aggregate income for the trade area. The trade area's aggregate income is calculated as $2,789,411,544 in 2019 as follows:

25,398 households x $109,828 average income = $2.78 Billion Aggregate Income

Estimated Oil Change Services Expenditures

Using 2019 ESRI data, we find that trade area households typically spent $1,419 annually on vehicle maintenance services while Carroll County households spent an average of $1,506 per year on vehicle maintenance services. This expenditure category is further separated into purchases of lubrication/oil change services which averaged $143 annually for the trade area and $151 for Carroll County. Both these figures align with the overall State average of $144. Valbridge estimates the total expenditures for lubrication/oil change services as follows:

Total Trade Area Households	25,398
Times: Oil Change Expenditure	x $143
Total Expenditures	$3,631,914

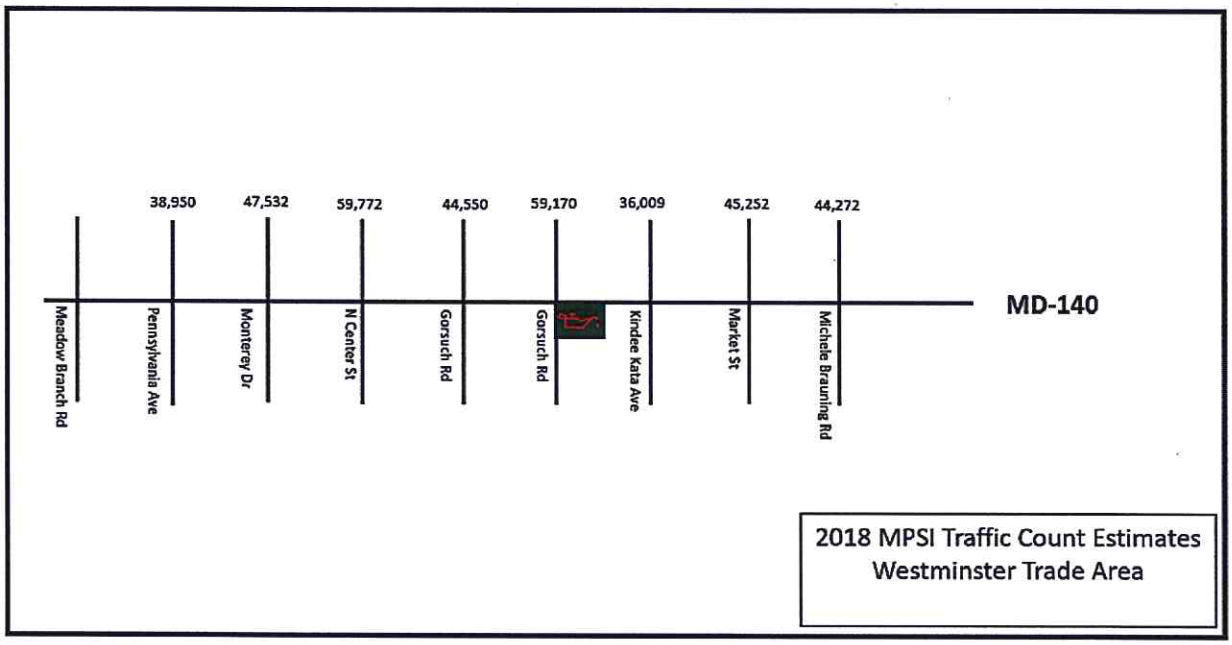
This estimate conservatively assumes that each of the estimated 25,398 households used for 2020 are purchasing approximately the same level of oil change services as in 2019. Given the 1.4% expected overall growth in the number of households through 2024 (roughly 73 households per year), we expect the level of demand for oil change services to remain relatively stable. We note that the average number of vehicles per household in the market area is 2.2 and that many trade area residents are long-distance commuters. With recent declines in the price of gasoline, it is also possible that driver behavior could be altered.

In addition, our estimates only include households residing in the trade area and therefore excludes any pass-thru traffic originating from census tracts outside of the defined trade area. Westminster is the principal retail center for northern Carroll County with destinations such as TownMall and a wide variety of big box stores, drawing consumers from beyond the defined trade area for these shopping needs. In particular, the Taneytown, Manchester and Hampstead areas beyond the defined trade area have populations approximately the same as the trade area and certainly patronize Westminster retailers that do not exist in those markets.

We have also chosen to exclude expenditures attributable to commercial vehicles from our estimates of overall demand given the lack of empirical data regarding the proportion of sales made to these users. We are aware of the presence of this type of demand through our own observations as well as SHA data indicating that approximately 7,060 light trucks pass through this section of MD-140 daily. We assume that small businesses in particular are most likely to use typical oil change facilities such as the subject, since larger construction and trucking companies will more often have their own maintenance locations.

Traffic Volume

We cannot use traffic count data to compute the individual demand impacts of each consumer group because the overall traffic data includes overlap among them. Nonetheless, the table which follows illustrates traffic volumes for various points along the MD-140 corridor to put into perspective the number of vehicles utilizing this route. Data estimates are provided by MPSI (Market Planning Solutions). It is reasonable to assume that there is sufficient traffic to accommodate the proposed subject site based on the provided traffic volume.



C. SUMMARY

The size and shape of the Westminster trade area has been determined based principally on demand for commercial services and the shape of the highway network serving Carroll County. The City of Westminster is a regional retail center and demand for quick lubrication services will realistically draw a number of customers from beyond the trade area boundaries. Trade area households are relatively affluent for the Baltimore Metropolitan area and are for the majority long-distance commuters with more than one-third commuting more than 45 minutes. Nearly half of all trade area households have workplaces outside of Carroll County

In 2020, we estimate that trade area households are annually spending an aggregate of approximately $3.6 million on lubrication/oil change services ($143 per household). With a forecasted growth in trade area households of 1.4% through 2024, we expect demand to remain stable going forward. We note that the average number of vehicles per household in the market area is 2.2 and that many trade area residents are long-distance commuters. With recent declines in the price of gasoline, it is also possible that driver behavior could be altered.

Although residents of the Westminster trade area will account for a significant majority of demand, we believe our estimate of $3.6 million to be conservative as it only reflect households residing within the trade area and excludes any pass-thru traffic originating from census tracts outside of the defined trade area. Our estimate of overall demand also excludes expenditures attributable to commercial vehicles given the lack of empirical data regarding the proportion of sales made to these users. Regardless, we find that there is strong demand within the Westminster trade area for quick lubrication vehicle services.

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IV. TRADE AREA SUPPLY

In this section Valbridge evaluates the proposed quick lubrication vehicle shop operation in the context of its competitive environment—in Carroll County generally and also within the defined Greater Westminster trade area. The primary trade area is defined as 14 census tracts that represent the local residential and commercial community associated with the City of Westminster and the MD-140 corridor. In addition to our observations, we have consulted various sources including the Maryland Department of Assessments & Taxation (SDAT), CoStar Realty Group's commercial multiple list system and others to better describe the competitive supply in the Westminster area.

A. AUTOMOBILE SERVICE STATIONS

Westminster zoning regulations define an automobile service center as, "Any area of land, including buildings and other structures, that is used to dispense motor vehicle fuels, oil and accessories at retail, where minor repair service is incidental and where no storage or parking space is offered for rent."[1] The special exception standards also state that a lack of probability of a reasonable public need exists if:

(a) An automobile service station within one mile on the same side of the road, except at intersections.

(b) The presence of two service stations within the four quadrants of an intersection, including ½ mile from the center of the intersection in any direction.[2]

The definition of an automobile service center in the Westminster zoning code is very broad, when considering the wide variety of specific automobile related service and parts retailers. This proposed use is very narrow, in that the quick-lube oil change facility does not do traditional auto repair, that requires appointments, vehicle drop-offs and tow truck operations. This use is designed to support the consumer with the convenience of stopping through to get an oil change and/or other incidental services while on the way to other destinations. The use is principally a retail operation in that regard. Customers are typically in the service bay for approximately 12-15 minutes, and do not leave their car to go to a waiting room. Consumer behavior is similar to a drive-through restaurant, wherein if they have time and a need to get the service, they will stop through, and if there is a line, they will stop by at another time. At the national average of 13,500

[1] §164-3. Definitions and word usage, Zoning and Subdivision of Land, City of Westminster, p14.
[2] §164-149.A.(4) Automobile service stations, Zoning and Subdivision of Land, City of Westminster, p184.

miles per year driven, the typical customer will stop through two to three times per year, per automobile (based on an oil change interval of 4,500 miles).[3]

Therefore, Valbridge chose to analyze only those facilities which are in direct competition with the subject for customers seeking expedient oil change services. Although performing oil changes is the main service being offered at the subject, the large variety of vehicle makes and models on the road today requires business owners to stock thousands of dollars' worth of inventory including multiple oil types, oil filters, windshield wipers, light bulbs and other fluids. All the services offered at Valvoline are done with the customer remaining in the car. These services include filter replacements, wipers, light bulbs and tire rotation. These services are not available to all makes and models, based on the specific requirements of some brands and the preservation of the "quick" component of the service model at these facilities.

While we have observed full-service garages in the trade area offering oil change services, most customers intentionally visit those shops seeking particular repairs or to purchase an entire set of new tires, both of which are big-ticket items that require an appointment and dropping of the vehicle for some time or days. Oil change services at full-service garages are often loss-leaders designed to attract new customers and provide an opportunity for a garage to do an inspection of a car and recommend other necessary repairs. Quick lubrication facilities are more likely to see a customer at least twice per year while a full-service garage or tire shop could wait three or more years before making another sale to the same person. Modern quick lubrication vehicle oil change facilities have been designed to minimize the time spent servicing each vehicle and extensively highlight this in their advertising. Many locations now feature basement construction so that routine maintenance services such as inflating tires, adjusting fluids, changing filters and replacing light bulbs can be completed while another employee works from below. Full-service garages and tire shops frequently require scheduled appointments and have adequate parking to accommodate customers who wish to drop off their vehicles.

B. WESTMINSTER AREA

Considering that the subject will not dispense motor vehicle fuels, provide major repair services or maintain retail floorspace dedicated to the sale of auto parts and accessories, we have included only those establishments which fall under the Institute of Transportation Engineers' (ITE) classification of a Quick Lubrication Vehicle Shop. The ITE description of a Quick Lubrication Vehicle Shop is as follows:

> *"...a business where the primary activity is to perform oil change services for vehicles. Other ancillary services provided may include preventative maintenance, such as fluid and filter changes. Automobile repair service is generally not provided."*

[3] Valvoline Instant Oil Change System.

We have included facilities from throughout Carroll County to provide context of the overall need for expedient oil change services. The competitive supply within the trade area is considered core facilities as they are important for serving demand derived from throughout the County. As available, the areas of each Quick Lubrication Vehicle Shop improvements and parcels have been taken from SDAT assessment records for the sake of consistency. We find that there are three other existing facilities located throughout Carroll County:

- Jiffy Lube – 385 N Center Street, Westminster – located in the Cranberry Square shopping plaza, this is the closest competitor to the subject. Built in the early 1990s, this facility originally had three service bays and a car wash. The car wash has been converted to an additional service bay. This is the only facility located within the subject's trade area.

- Jiffy Lube – 1951 Dickenson Road, Eldersburg – this facility is located at the intersection of Liberty Road and Monroe Avenue across from a Weis supermarket. The facility was constructed in 1997 and is approximately 2,070 sq. ft. with two service bays and a waiting area.

- Jiffy Lube – 1001 Twin Arch Road, Mount Airy – located in the Twin Arch Shopping Center off Route 27, this facility is adjacent to a High's gasoline station and was built in 1989. The facility has two service bays and a carwash.

Evaluation

Of the surveyed facilities, only one was within the boundaries of the defined trade area. None of the facilities were built in the last decade and all adhere to the same Jiffy Lube franchise design format which requires customers to exit their vehicles. Two of the facilities have two service bays while the Jiffy Lube in Westminster has four. The facilities are either positioned as pad sites within a shopping center or are proximate to a concentrated retail corridor. Given the geographic scale of the County each facility effectively services a different target market and are located on major roadways which extend radially outwards from Baltimore City. Additionally, our research did not find any Quick Lubrication Vehicle Shops between the City of Westminster and the Pennsylvania border.

385 N Center Street, Westminster
Cranberry Square Shopping Center

1001 Twin Arch Road, Mount Airy
Twin Arch Shopping Center

1951 Dickenson Road, Eldersburg

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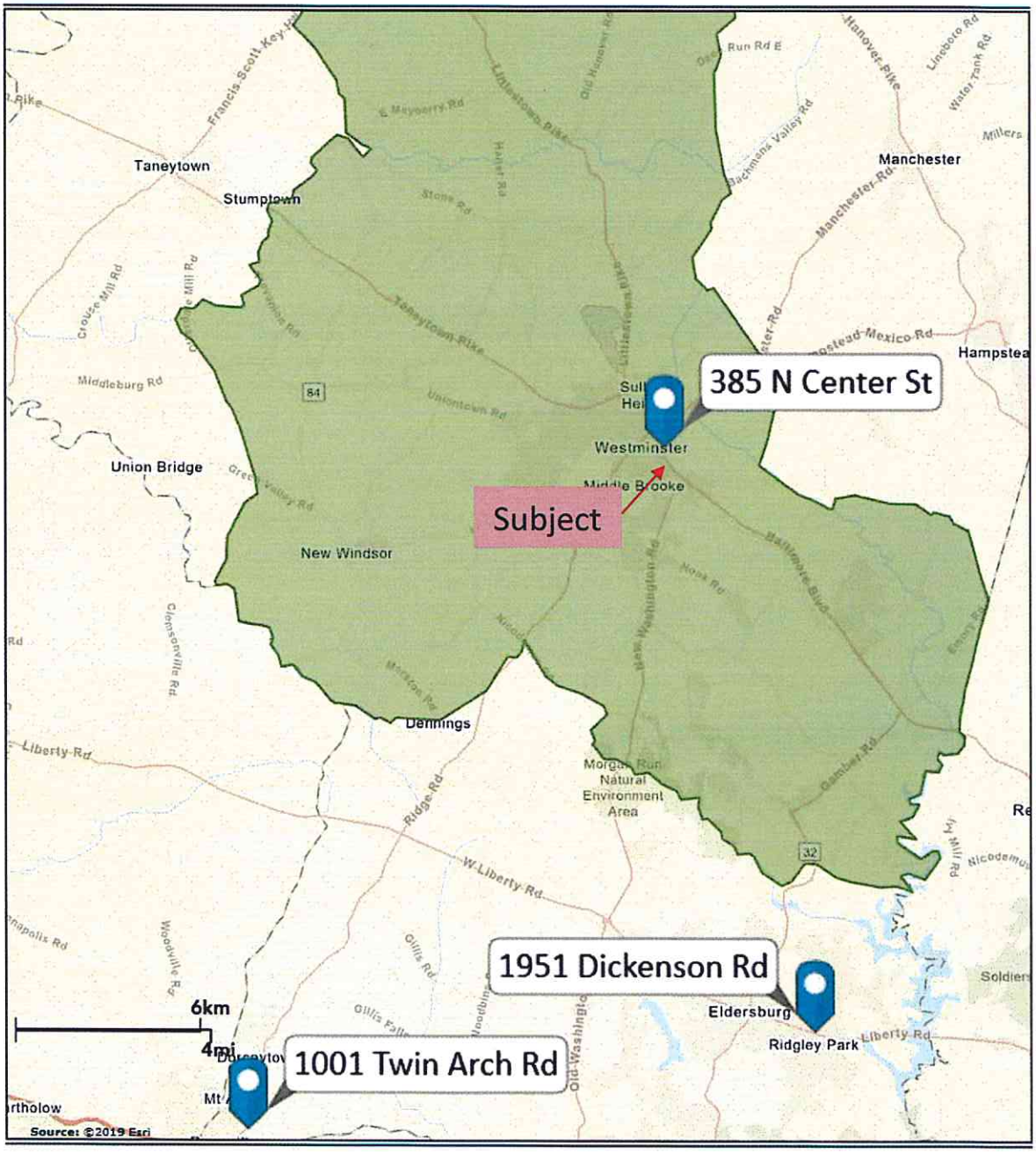
Comprehensive Valuation & Advisory Services

Existing Supply



C. CURRENT PERFORMANCE

Without exact sales figures or information regarding what proportion of sales are directly attributable to oil change services from each competitor, we have estimated the total capacity of these three existing stations using the assumption that each is operating at maximum efficiency. The typical Jiffy Lube location surveyed was open 71 hours per week which consisted of 11 hours per day on weekdays and seven to nine hours on the weekends. An extremely optimistic view that all service bays will have a non-stop flow of customers and will take an average of 15 minutes to complete an oil change, then each bay can complete 284 oil changes per week or roughly 40 per day. If the vehicle turnover time is increased to 30 minutes to account for wait times, then a typical bay can complete 142 oil changes per week or 568 oil changes per month. This figure is more realistic and aligns with national industry data which indicates that typical facilities perform about 1,200 oil changes per month. We have calculated the capacity for each facility under this more realistic conservative approach are as follows:

385 N Center Street – 4 service bays x 142 oil changes per week x 52 weeks = 29,536 per year

1951 Dickenson Road – 2 service bays x 142 oil changes per week x 52 weeks = 14,768 per year

1001 Twin Arch Road – 2 service bays x 142 oil changes per week x 52 weeks = 14,768 per year

Total capacity = 59,072 oil changes per year

Based on household data as provided in the previous chapter, we know that there are approximately 25,398 households (55,876 vehicles) currently residing within the Westminster trade area and around 62,775 households (138,105 vehicles) within Carroll County. There is one quick lubrication shop within the defined trade area at 385 N Center Street. Under performance assumptions which most closely align with national industry data, this facility is estimated to have a total capacity of 29,536 oil changes per year. Dividing this single facility's capacity by the total number of trade area households restricts each household to slightly more than one visit to this facility per year. Knowing that trade area households possess 2.2 vehicles on average and each vehicle will require an oil change between two to three times per year based on a 4,500-mile service interval demonstrates an overwhelming volume of unmet demand. Even under the most optimistic performance assumptions which would reduce service times to fifteen minutes per vehicle and double the capacity of this sole facility, there would still be a shortfall of two to four required oil changes by each household annually. It is clear, then, that trade area households are fulfilling their oil change needs at the various full-service garages, tire dealers, dealerships or DIY self-service.

D. SUMMARY

Trade area households are being forced to have their oil change service needs fulfilled at full-service garages and tire shops due to a lack of capacity. These establishments are often less convenient and are not intentionally visited unless the customer is seeking vehicle repairs or to purchase an entire set of new tires, both of which are big-ticket items that require an appointment and vehicle drop off. Oil change facilities such as the subject are more likely to see a customer at least twice per year while a full-service garage or tire shop could wait three or more years before making another sale to the same person.

We consider the subject to be a "Quick Lubrication Vehicle Shop" with features such as basement construction and minimal parking spaces. This design highlights the businesses' emphasis on expedient service in contrast to a full-service garage and tire shops which frequently require appointments and allow customers to drop off their vehicles. There are only three facilities throughout Carroll County which we believe are directly comparable with the subject and only one of these is located within the Westminster trade area. All three facilities operate under the Jiffy Lube brand name and given the geographic scale of the County each facility effectively services a different geographic target market.

The existing capacity for quick oil change services within the trade area is estimated at 29,536 oil changes per year, yet there are approximately 56,000 vehicles possessed by these households requiring two to three annual service visits per vehicle. Even under the most optimistic performance assumptions which would effectively double trade area capacity, households are still restricted to slightly more than two annual oil changes per year in contrast to the necessitated four to six oil changes.

We therefore find that the addition of the subject will be convenient and serve the needs of households within the City of Westminster and surrounding areas. There have been zero quick lubrication shops built in the last decade throughout Carroll County and the subject would be an expedient alternative in comparison to the full-service garages and tire shops which are currently absorbing this unmet consumer demand.

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V. POTENTIAL IMPACT ON PROPERTY VALUES

The subject site is a unique property located in a unique setting:

- ✓ On a mixed-use road at an intersection with a divided commercial highway;
- ✓ Surrounded on three sides by unincorporated lands of both commercial and residential zoning;
- ✓ Designation as housing for older persons in the City Comprehensive Plan, but zoned completely business;
- ✓ No direct access to incorporated City streets or uses.

This site is located on the southwest side of MD-140, a divided, multi-lane arterial highway with signalized intersections at all cross streets in the approximately 5.5-mile length through the City of Westminster. The MD-140 corridor through the City is decidedly commercial especially between the interchange of Westminster Crossing shopping center in the North and the used car dealership south of the City at 1203 Baltimore Blvd – a stretch of approximately 3.1 miles. The subject site is located slightly north of the midpoint of this commercial strip.

The 2009 Westminster Comprehensive Plan identifies the site as Housing for Older Persons[4], assuming an assemblage with the larger parcel uphill and to the rear of this frontage lot. However, zoning is designated Business and the housing for older persons comprehensive plan designation has no commensurate zoning designation other than high density residential, making it too narrow to be legally implemented on a specific property. The future land use of potentially annexed land calls for Urban Residential, high-density residential uses on the lands northwest of the subject site, as well as the continuation of the commercial land uses to the South and across MD-140.

Valbridge has analyzed the corridor and determined that there is a total of five single family homes proximal to the highway. Four on Gorsuch Road just northwest of the site and four on the opposite side of MD-140 on Old Gorsuch Road, between the high school and MD-140. None of these homes front directly on MD-140 and all are surrounded by non-residential or vacant land uses.

Our conclusion is that this use is consistent with the land uses prevalent on the MD-140 strip

[4] "Land within the Housing for Older Persons designation is generally located in existing neighborhoods where there is adequate vacant land available for high-density senior housing. This type of development will afford older persons the opportunity to live in a convenience-driven community that provides larger housing units and preserves personal independence in the home environment." 2009 Westminster Comprehensive Plan, p85.

through Westminster. The activity proposed for this land use offers no more inherent adverse impact on the adjacent land uses, than it would at any other location along this strip or anywhere else in this particular zoning district. This use is appropriate for the site based on the 2009 Westminster Comprehensive Plan and also the 2014 Carroll County Master Plan, as amended. This site was previously a commercial use and there are other high-traffic existing commercial uses in the neighborhood (ice cream, gasoline station, restaurants, tobacco store, motel, shopping centers, etc. – there is no means by which it could be discerned that this proposed use would have any more adverse effect than any other existing use in the community.

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APPENDIX A
Consultant Qualifications

Valbridge Property Advisors

Valbridge is the largest national commercial real estate valuation and advisory services firm in North America with more than 675 professionals in 70 offices. We are a multifaceted, independent real estate consulting and appraisal firm covering all property types, including special-purpose and services from site acquisition to market feasibility to valuation. Our Marriottsville, Maryland office employs 13 professionals, of which three hold the MAI designation and other advanced degrees. Professional licenses are held by various members of the firm in Maryland, District of Columbia, Pennsylvania, Delaware and Virginia. Academic degrees and professional designations are combined with hands-on real estate investment, development and ownership expertise--offering our clients many decades of accumulated counseling and valuation experience.

We provide clients with objective advice and practical assistance at every stage of decision-making on the development, use or reuse of all types of real estate. Our clients include corporations, institutions, real estate owners, builders, developers, and government entities. Our professional staff has an exceptional capability to use a vast array of information and resources to assist clients in making sound, timely decisions through the real estate planning, financing and development process.

Edward M. Steere, AICP

Edward M. Steere, AICP is the senior consultant who completed this assignment. Mr. Steere has a broad professional background in planning and real estate acquired over 30 years in the industry including: site design, entitlement, research, sales and marketing, development, financing and appraisal. His advisory assignments have encompassed: market and financial feasibility analyses of major real estate projects; land acquisition and marketing for residential development; tax-motivated and conventional financing for single family and multifamily residential projects; and advising public, non-profit and private clients concerning real estate decision-making. Mr. Steere is qualified in analyzing the multitude of issues relating to residential and commercial real estate development, including: demographic and economic trends, financial analysis and property valuation, economic and fiscal impacts. Mr. Steere has conducted real estate and market feasibility analyses throughout the Washington-Baltimore region. He has testified before administrative bodies concerning the public need for various kinds of commercial facilities and other planning issues in many of the jurisdictions in the Washington-Baltimore region.

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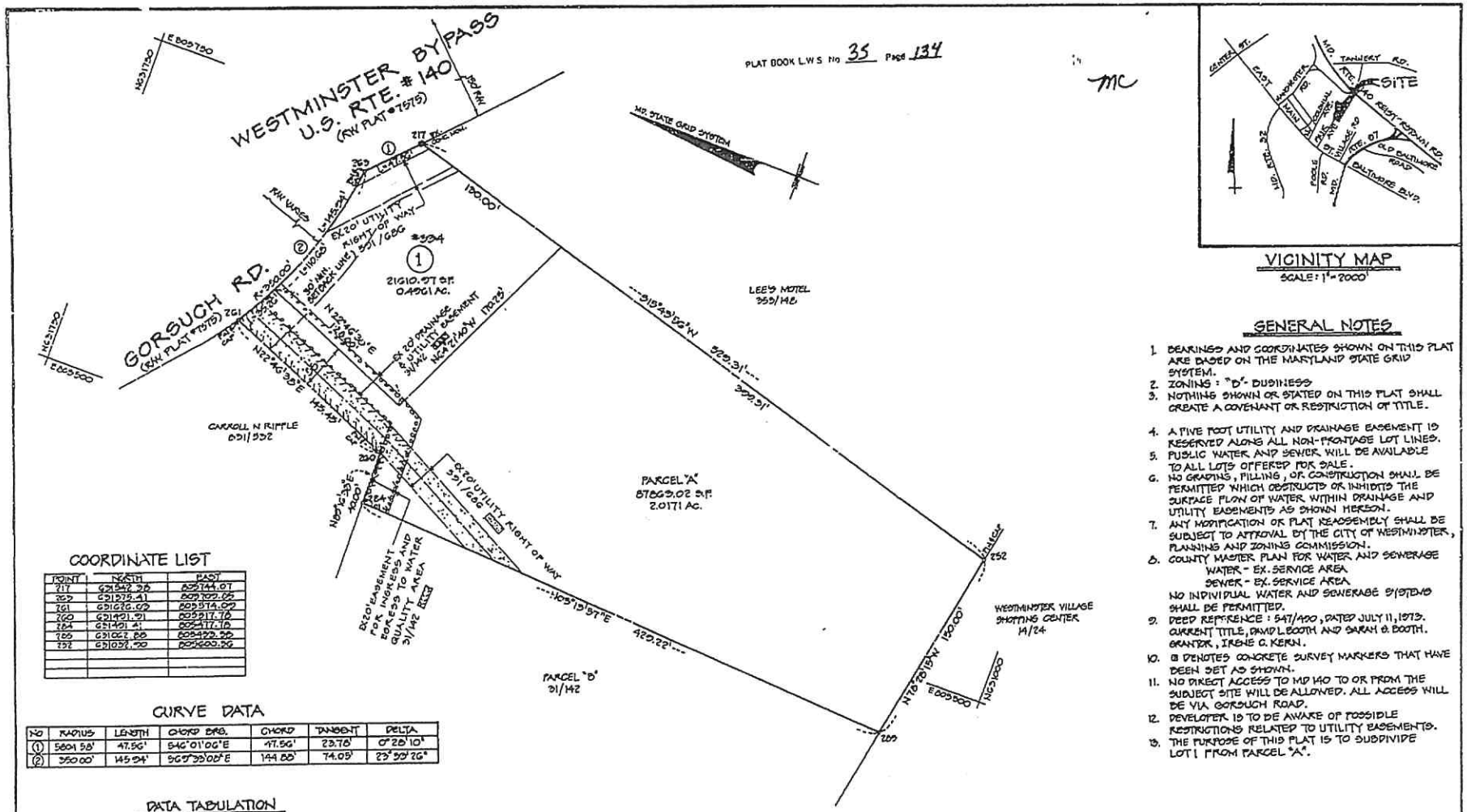


COORDINATE LIST

POINT	NORTH	EAST
217	631542.96	809744.07
209	631375.41	809709.05
761	631626.09	809574.09
760	631491.91	809911.76
252	631491.41	809417.76
765	631062.86	809422.96
752	631059.90	809600.26

CURVE DATA

NO	RADIUS	LENGTH	CHORD BRG.	CHORD	TANGENT	DELTA
(1)	5801.58'	47.56'	S46°01'06"E	47.56'	23.78'	0°28'10"
(2)	350.00'	145.94'	S69°39'08"E	144.88'	74.09'	23°53'26"

DATA TABULATION

1. TOTAL AREA OF LOT 1 = 21610.97 S.F. OR 0.4961 Ac.
2. TOTAL AREA OF PARCEL "A" = 87863.02 S.F. OR 2.0171 Ac.
3. TOTAL AREA OF PLAT = 109473.99 S.F. OR 2.5132 Ac.
4. NUMBER OF BUILDING SITES = 1

VICINITY MAP
SCALE: 1" = 2000'

GENERAL NOTES

1. BEARINGS AND COORDINATES SHOWN ON THIS PLAT ARE BASED ON THE MARYLAND STATE GRID SYSTEM.
2. ZONING : "D" - BUSINESS
3. NOTHING SHOWN OR STATED ON THIS PLAT SHALL CREATE A COVENANT OR RESTRICTION OF TITLE.
4. A FIVE FOOT UTILITY AND DRAINAGE EASEMENT IS RESERVED ALONG ALL NON-FRONTAGE LOT LINES.
5. PUBLIC WATER AND SEWER WILL BE AVAILABLE TO ALL LOTS OFFERED FOR SALE.
6. NO GRADING, FILLING, OR CONSTRUCTION SHALL BE PERMITTED WHICH OBSTRUCTS OR INHIBITS THE SURFACE FLOW OF WATER WITHIN DRAINAGE AND UTILITY EASEMENTS AS SHOWN HEREON.
7. ANY MODIFICATION OR PLAT REASSEMBLY SHALL BE SUBJECT TO APPROVAL BY THE CITY OF WESTMINSTER, PLANNING AND ZONING COMMISSION.
8. COUNTY MASTER PLAN FOR WATER AND SEWERAGE
   WATER - EX. SERVICE AREA
   SEWER - EX. SERVICE AREA
   NO INDIVIDUAL WATER AND SEWERAGE SYSTEMS SHALL BE PERMITTED.
9. DEED REFERENCE : 547/490, DATED JULY 11, 1973. CURRENT TITLE, DAVID L. BOOTH AND SARAH S. BOOTH. GRANTOR, IRENE G. KERN.
10. ⊠ DENOTES CONCRETE SURVEY MARKERS THAT HAVE BEEN SET AS SHOWN.
11. NO DIRECT ACCESS TO MD 140 TO OR FROM THE SUBJECT SITE WILL BE ALLOWED. ALL ACCESS WILL BE VIA GORSUCH ROAD.
12. DEVELOPER IS TO BE AWARE OF POSSIBLE RESTRICTIONS RELATED TO UTILITY EASEMENTS.
13. THE PURPOSE OF THIS PLAT IS TO SUBDIVIDE LOT 1 FROM PARCEL "A".

OWNER/DEVELOPER
DR. DAVID L. & SARAH S. BOOTH
334 GORSUCH ROAD
WESTMINSTER, MD. 21157

AMENDED PLAT OF PARCEL "A" "BOOTH PROPERTY"

(PREVIOUSLY RECORDED IN PLAT BOOK 31, FOLIO 142)

ELECTION DISTRICT 7 — CARROLL COUNTY, MARYLAND
SCALE: 1" = 50' — CITY OF WESTMINSTER — MARCH 24, 1992

CITY OF WESTMINSTER

REVIEWED & RECOMMENDED FOR APPROVAL
DIRECTOR OF PLANNING & PUBLIC WORKS
BY _____ DATE 7/16/92

ZONING ADMINISTRATOR
BY _____ DATE 7/16/92

ACKNOWLEDGED
_____ MAYOR 7/16/92 DATE

WESTMINSTER PLANNING AND ZONING COMMISSION APPROVED
_____ 7/16/92 DATE

CARROLL COUNTY HEALTH DEPARTMENT APPROVAL

DATE 7/16/92
BY _____

COMMUNITY WATER AND/OR SEWERAGE SYSTEMS ARE IN CONFORMANCE WITH CARROLL COUNTY MASTER PLAN FOR WATER AND SEWER (85-86).

MARYLAND DEPARTMENT OF THE ENVIRONMENT

WATER CONTRACT NO. — ISSUED: EXISTING
SEWER CONTRACT NO. — ISSUED: EXISTING

SURVEYOR'S CERTIFICATION

I, CHARLES A. PHILLIPS JR., A REGISTERED PROPERTY LINE SURVEYOR OF THE STATE OF MARYLAND, DO HEREBY CERTIFY THAT THE LAND SHOWN HEREON HAS BEEN LAID OUT AND THE PLAT PREPARED IN COMPLIANCE WITH SECTION 3-108 OF THE REAL PROPERTY ARTICLE OF THE ANNOTATED CODE OF MARYLAND.

_____ 6/24/92
CHARLES A. PHILLIPS JR. PROPERTY LINE SURVEYOR #423 DATE

CERTIFICATION

I (WE), OWNER(S) OF THE PROPERTY SHOWN HEREON, AND DESCRIBED IN THE SURVEYOR'S CERTIFICATE, HEREBY ADOPT THIS PLAN OF SUBDIVISION, ESTABLISH THE BUILDING LINES AS SHOWN, AND CERTIFY THAT THE REQUIREMENTS OF SECTION 3-108 OF THE REAL PROPERTY ARTICLE OF THE ANNOTATED CODE OF MARYLAND (1974) AS AMENDED PERTAINING TO THE PREPARATION OF RECORD PLATS, AND SUBSEQUENT ACTS, IF ANY, ALREADY PASSED SO FAR AS THEY RELATE TO THE PREPARATION OF THIS PLAT AND THE SETTING OF MARKERS HAVE BEEN COMPLIED WITH. NEW STREETS, ROADS, OPEN SPACES, AND THE MINIMUM THEREOF AS SHOWN, ARE FOR THE PURPOSE OF DEDICATION ONLY AND THE LAND SO SHOWN IS EXPRESSLY RESERVED IN THE PRESENT OWNERS SHOWN ON THIS PLAT. THESE SUBDIVIDED, HELD, AND ACQUIRED. NO MORE THAN ONE PRINCIPAL BUILDING SHALL BE PERMITTED ON ANY RESIDENTIAL LOT AND NO SUCH LOT MAY EVER BE RE-SUBDIVIDED SO AS TO PROVIDE A BUILDING SITE OF LESS AREA OR WIDTH THAN THE MINIMUM REQUIRED BY APPLICABLE HEALTH, ZONING, OR OTHER REGULATIONS. COMMUNITY WATER AND SEWERAGE FACILITIES WILL BE AVAILABLE TO ALL LOTS OFFERED FOR SALE.

OWNER _____ DATE 6/26/92
OWNER _____ DATE 6/26/92
WITNESS _____ DATE 6/26/92

KCI TECHNOLOGIES, INC.
ENGINEERS AND PLANNERS
1020 CROMWELL BRIDGE ROAD
BALTIMORE, MARYLAND 21204
(410) 321-5500

COMPUTED: A.P. DRAWN: J.V.K. CHECKED: C.A.

FILE No. T-92-017F

50 0 2 4 6 8 10 12 14 16 18 20 22 24 26 28 30 32 34 36 38 40 42 44 46 48 50 52 54 56 58 60

TRAFFIC CONCEPTS, INC.

Traffic Impact Studies • Feasibility • Traffic Signal Design • Traffic Counts •Expert Testimony

April 17, 2020

Mr. Randolph L. Kazazian III
Vice President of Real Estate
Henley Enterprises
54 Jaconnet Street
Newton Highlands, MA 02461

RE: Traffic Exemption Statement
Valvoline – 334 Gorsuch Road
Westminster, Maryland
T/C 3638

Dear Mr. Kazazian:

Traffic Concepts, Inc. has conducted a comparative trip generation analysis for the proposed Valvoline quick lubrication vehicle service shop with four (4) service bays and a 3,620 gsf veterinary clinic that previously operated on the subject site. The site address is 334 Gorsuch Road, Westminster and is situated on the southeast quadrant of MD 140 (Baltimore Boulevard) and Gorsuch Road. The site has a direct full movement access to Gorsuch Road.

The weekday peak hour trip generation data for both the proposed Valvoline Shop and the former veterinary clinic were determined with the *Institute of Transportation Engineers; Trip Generation Manual, 10th Edition* (ITE). Additional data generated by the Valvoline Corporate Office is also provided to show the actual number of vehicle services completed on a weekday at an existing Valvoline Shop, which offers similar services as the proposed Westminster Shop. This Valvoline shop is located in Howard County at 4215 MD 103 (Montgomery Road).

The ITE trip generation data for a Quick Lubrication Vehicle Shop (LUC 941) was applied to the proposed Valvoline Shop in order to determine the new site generated weekday peak hour trips. The independent variable used to determine the new site trips are the four (4) proposed service bays. The former veterinary clinic weekday trips were generated using the Animal Hospital/Veterinary Clinic land use (LUC 640) with a floor area of 3,620 gross square feet. The ITE forecasted weekday peak hour trips are provided on the following page.

Table I: Trip Generation

Weekday Peak Hour New Site Trips	AM			PM		
	IN	OUT	Total	IN	OUT	Total
Quick Lubrication Vehicle Shop (941)						
Per Four (4) Service bays	8	4	12	11	8	19
Animal Hospital/Veterinary Clinic (640)						
Per 1,000 SQ. FT. GFA – 3.620 GFA	9	4	13	5	8	13
Difference	-1	0	-1	+6	0	+6

Source: *Institute of Transportation Engineers; Trip Generation Manual, 10th Edition*

According to the ITE data provided on Table I, the proposed Valvoline shop when compared to the veterinary clinic would generate one (1) fewer weekday AM peak hour trip and six (6) additional weekday PM peak hour trips. The additional six trips generated during the weekday PM peak hour would have a minimal impact to the existing site access point at Gorsuch Road and at the nearby intersections when compared to the existing traffic volumes.

The data shown on Table II, was collected from a Howard County Valvoline shop and represents the actual number of vehicles serviced at the shop each day. As previously stated, the Howard County shop provides the same vehicle service proposed at the Westminster Valvoline shop. The complete data set for the year 2017 is provided as an attachment.

The data for this shop shows an average of 51 vehicles serviced each weekday. A vehicle trip is defined as a one directional movement that is either entering or exiting from the driveway. Therefore, the number of weekday average daily trips at the proposed Valvoline driveway is 102.

Table II: Valvoline Data (Vehicles Serviced per day Year: 2017)

Valvoline Store # BA0009	Day of the Week	Vehicles Serviced per Day
BA0009	**Monday**	55
BA0009	**Tuesday**	44
BA0009	**Wednesday**	47
BA0009	**Thursday**	49
BA0009	**Friday**	62
Total Vehicles Serviced (Weekday)		**257(Visits) / 5 (Days) = 51**

Source: Valvoline 2017 Service Data

The project developer expects the proposed Westminster shop, after a period of time, would service 50 vehicle per day that would also generate 102 average weekday trips. We would expect the weekday peak hour trips would be no more than fifteen percent of the average daily trips. Using the actual Valvoline data, the expected weekday peak hour trips generated by the proposed Westminster Valvoline Shop are 15. This finding compares well to the 12 AM peak hour trips and the 19 PM peak hour trips generated with the ITE data. Therefore, we believe the actual Valvoline data validates the ITE data in terms of the weekday peak hour driveway volume.

Based on this generation analysis, Traffic Concepts, Inc. concludes the proposed use would generate weekday peak hour trips that are similar to the previous animal clinic. With this finding, we also conclude the proposed Valvoline Shop with four service bays would have a minimal impact on the existing commercial access and on the surrounding roadway network.

We also note that the MDOT SHA threshold for conducting a traffic impact analysis is fifty (50) weekday peak hour trips. As shown with this analysis using ITE traffic data, the proposed Valvoline shop would generate 12 AM weekday peak hour trips and 19 PM weekday PM peak hour trips. Therefore, from a MDOT SHA standpoint, this project would not meet the 50-weekday peak hour trip threshold that initiates the requirements to conduct a full Traffic Impact Study. However, during the site plan review period, we would expect to provide the City of Westminster and MDOT SHA with detailed site access information that would include intersection controls and peak hour volume.

If you have any questions or require additional information, please feel free to contact our office at your convenience.

Sincerely,

TRAFFIC CONCEPTS, INC.

Mark Keeley

Mark Keeley, PTP
MKeeley@traffic-concepts.com

Attachment: ITE 10th edition Trip Information
Valvoline Corporate Vehicle Service Data

Quick Lubrication Vehicle Shop
(941)

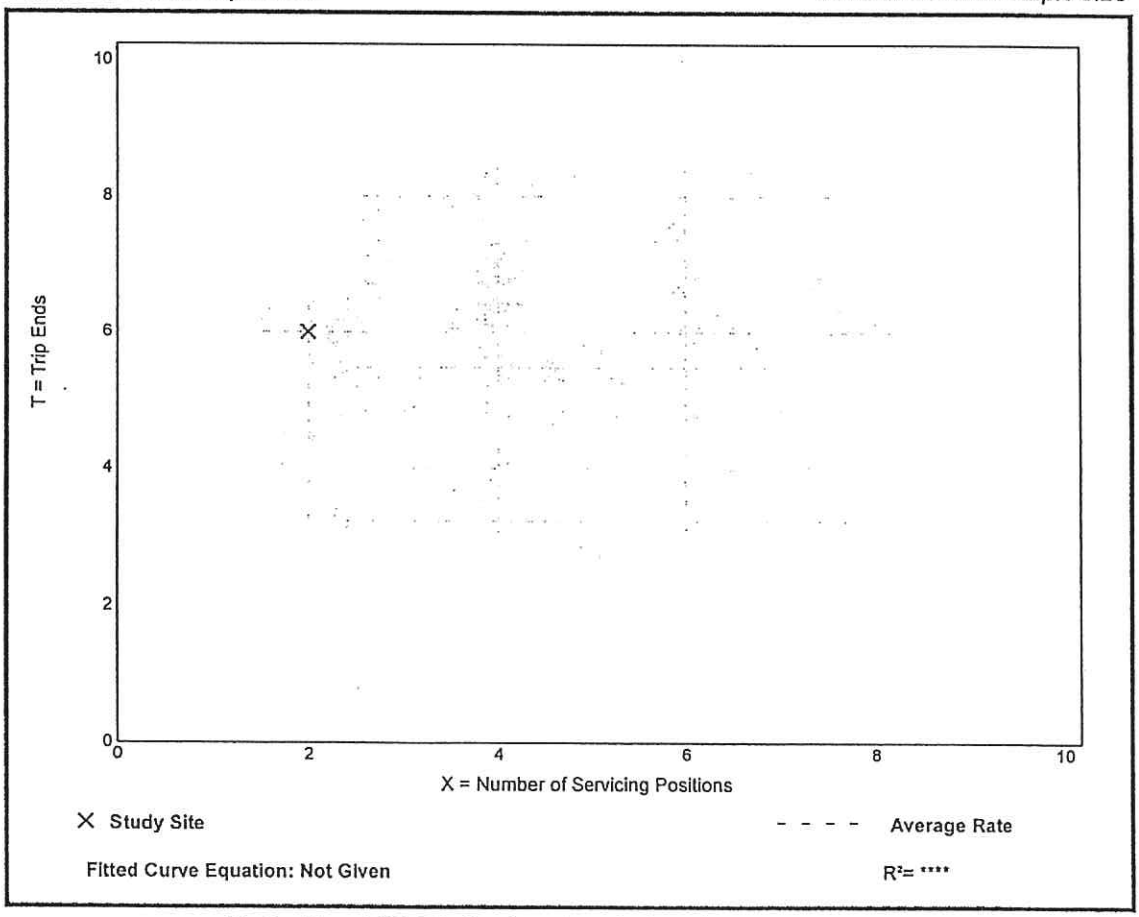
Vehicle Trip Ends vs:	Servicing Positions
On a:	Weekday,
	Peak Hour of Adjacent Street Traffic,
	One Hour Between 7 and 9 a.m.
Setting/Location:	General Urban/Suburban
Number of Studies:	1
Avg. Num. of Servicing Positions:	2
Directional Distribution:	67% entering, 33% exiting

Vehicle Trip Generation per Servicing Position

Average Rate	Range of Rates	Standard Deviation
3.00	3.00 - 3.00	*

Data Plot and Equation

Caution – Small Sample Size



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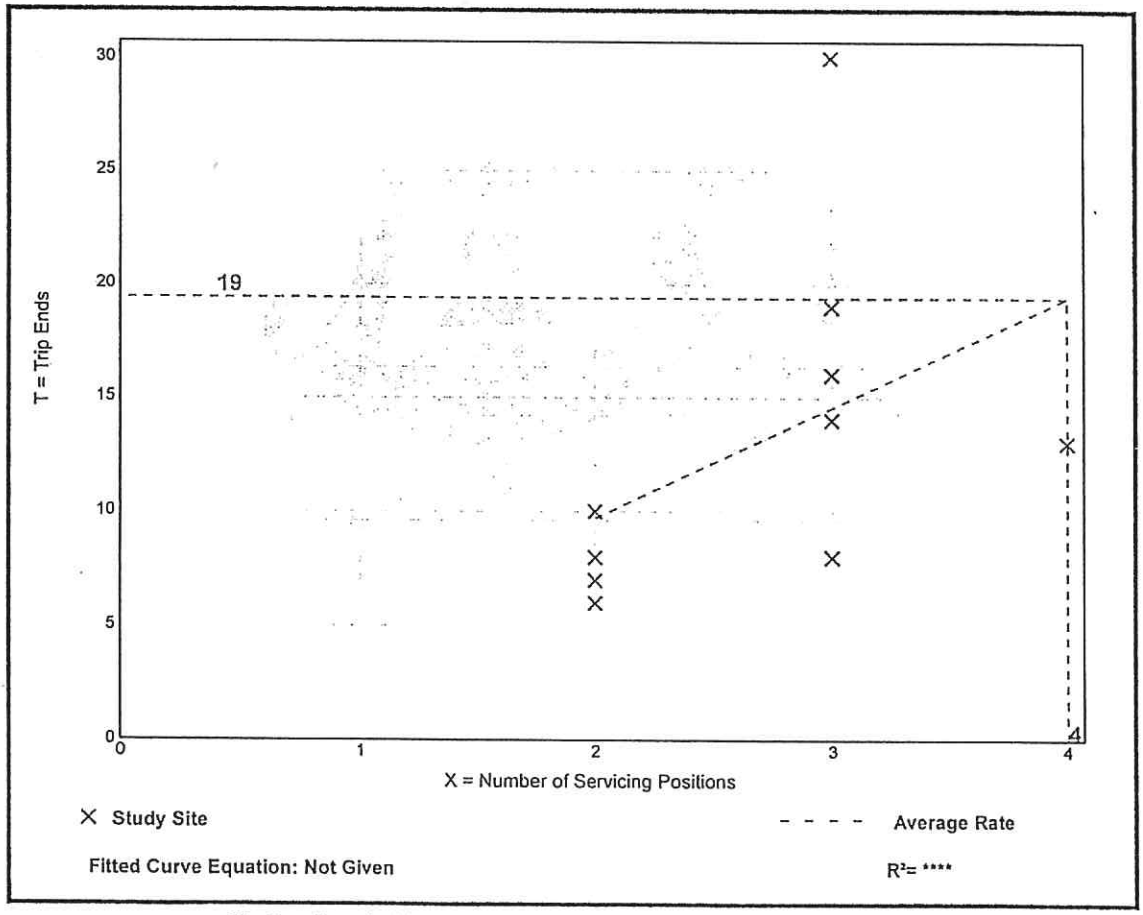
Quick Lubrication Vehicle Shop
(941)

Vehicle Trip Ends vs:	Servicing Positions
On a:	Weekday, Peak Hour of Adjacent Street Traffic, One Hour Between 4 and 6 p.m.
Setting/Location:	General Urban/Suburban
Number of Studies:	10
Avg. Num. of Servicing Positions:	3
Directional Distribution:	56% entering, 44% exiting

Vehicle Trip Generation per Servicing Position

Average Rate	Range of Rates	Standard Deviation
4.85	2.67 - 10.00	2.25

Data Plot and Equation



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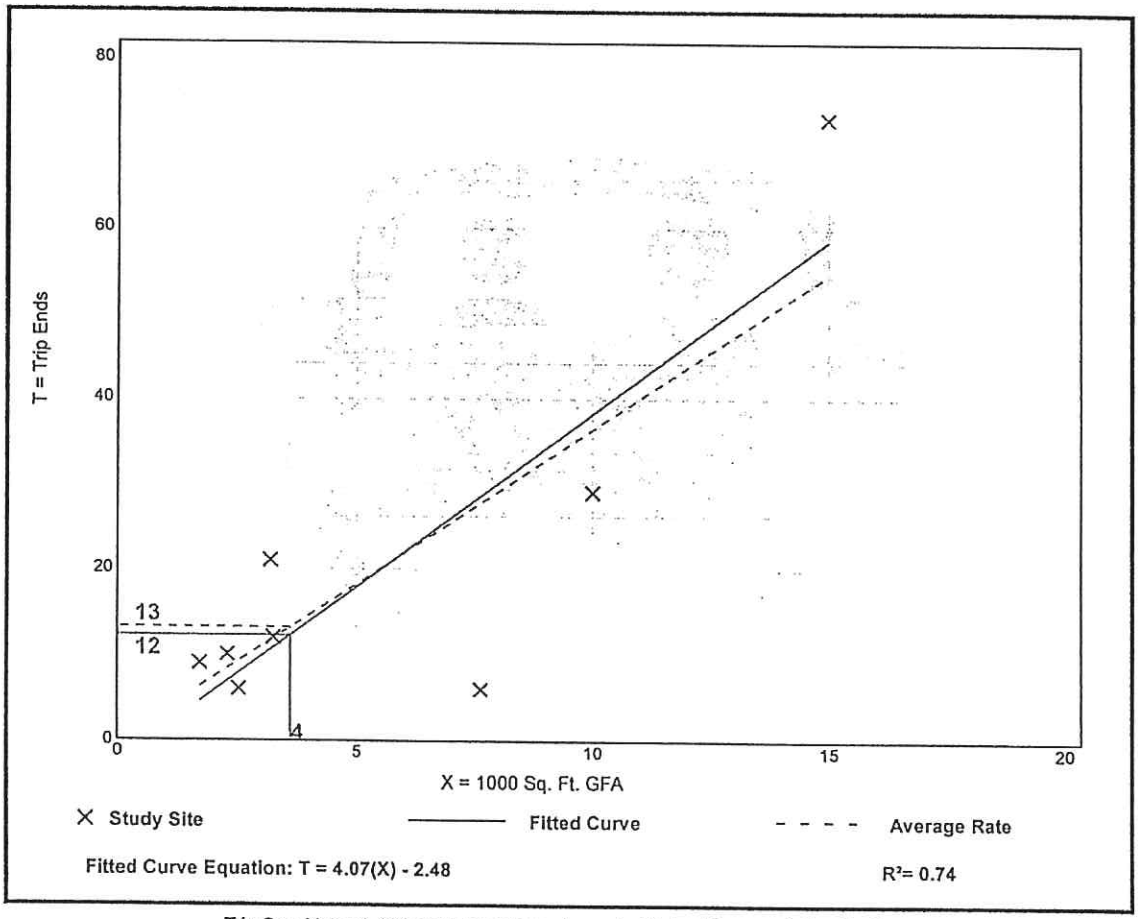
Animal Hospital/Veterinary Clinic
(640)

Vehicle Trip Ends vs:	1000 Sq. Ft. GFA
On a:	Weekday,
	Peak Hour of Adjacent Street Traffic,
	One Hour Between 7 and 9 a.m.
Setting/Location:	General Urban/Suburban
Number of Studies:	8
Avg. 1000 Sq. Ft. GFA:	6
Directional Distribution:	67% entering, 33% exiting

Vehicle Trip Generation per 1000 Sq. Ft. GFA

Average Rate	Range of Rates	Standard Deviation
3.64	0.79 - 6.56	1.78

Data Plot and Equation



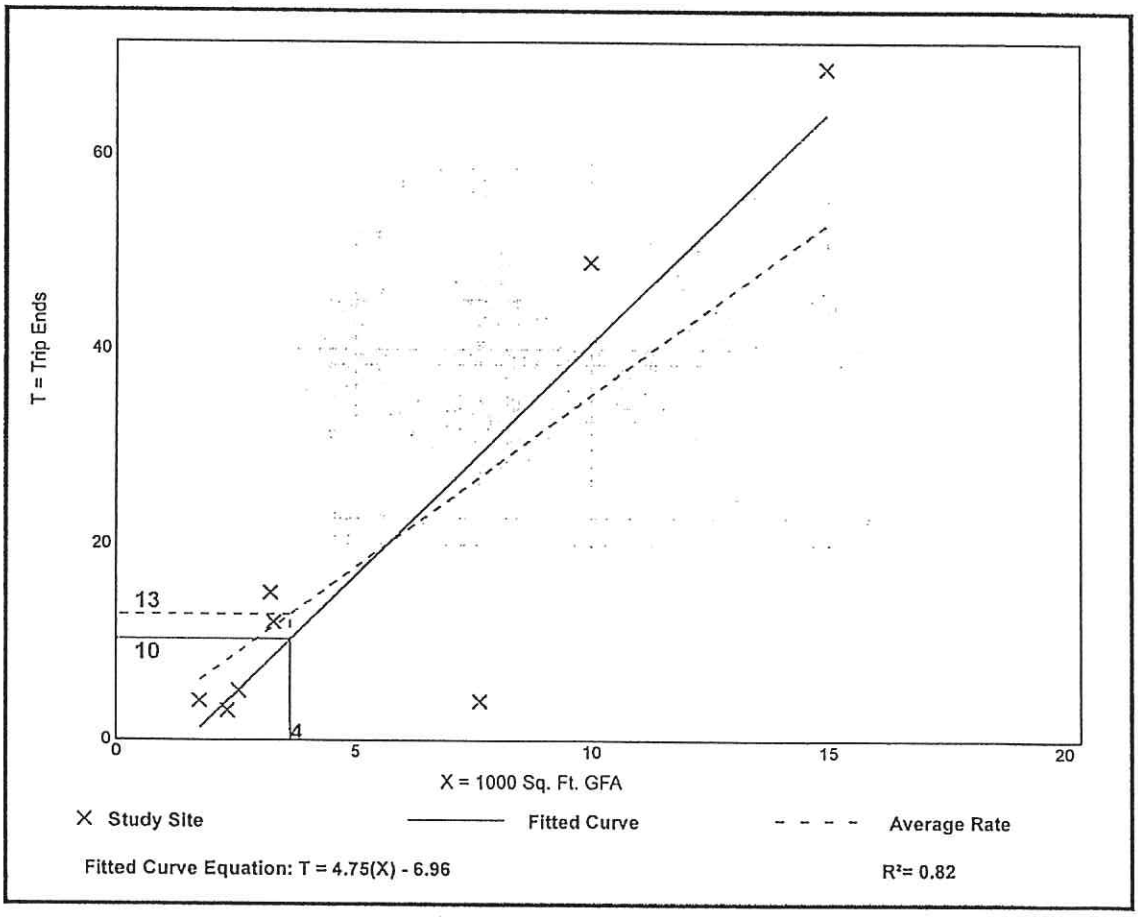
Animal Hospital/Veterinary Clinic
(640)

Vehicle Trip Ends vs:	1000 Sq. Ft. GFA
On a:	Weekday,
	Peak Hour of Adjacent Street Traffic,
	One Hour Between 4 and 6 p.m.
Setting/Location:	General Urban/Suburban
Number of Studies:	8
Avg. 1000 Sq. Ft. GFA:	6
Directional Distribution:	40% entering, 60% exiting

Vehicle Trip Generation per 1000 Sq. Ft. GFA

Average Rate	Range of Rates	Standard Deviation
3.53	0.53 - 4.90	1.80

Data Plot and Equation



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Site Location: 4215 Montgomery Road, Ellicott City MD

Date	Store	Total Oil Changes
02-Jan-17	BA0009	56
03-Jan-17	BA0009	30
04-Jan-17	BA0009	34
05-Jan-17	BA0009	40
06-Jan-17	BA0009	34
07-Jan-17	BA0009	33
08-Jan-17	BA0009	40
09-Jan-17	BA0009	61
10-Jan-17	BA0009	53
11-Jan-17	BA0009	50
12-Jan-17	BA0009	34
13-Jan-17	BA0009	51
14-Jan-17	BA0009	63
15-Jan-17	BA0009	42
16-Jan-17	BA0009	70
17-Jan-17	BA0009	38
18-Jan-17	BA0009	53
19-Jan-17	BA0009	38
20-Jan-17	BA0009	45
21-Jan-17	BA0009	67
22-Jan-17	BA0009	42
23-Jan-17	BA0009	41
24-Jan-17	BA0009	38
25-Jan-17	BA0009	42
26-Jan-17	BA0009	47
27-Jan-17	BA0009	47
28-Jan-17	BA0009	67
29-Jan-17	BA0009	40
30-Jan-17	BA0009	48
31-Jan-17	BA0009	42
01-Feb-17	BA0009	45
02-Feb-17	BA0009	38
03-Feb-17	BA0009	46
04-Feb-17	BA0009	68
05-Feb-17	BA0009	54
06-Feb-17	BA0009	49
07-Feb-17	BA0009	40
08-Feb-17	BA0009	37
09-Feb-17	BA0009	39
10-Feb-17	BA0009	48
11-Feb-17	BA0009	53
12-Feb-17	BA0009	47
13-Feb-17	BA0009	57
14-Feb-17	BA0009	50
15-Feb-17	BA0009	35
16-Feb-17	BA0009	35

17-Feb-17	BA0009	56
18-Feb-17	BA0009	81
19-Feb-17	BA0009	34
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21-Feb-17	BA0009	35
22-Feb-17	BA0009	29
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26-Feb-17	BA0009	52
27-Feb-17	BA0009	50
28-Feb-17	BA0009	50
01-Mar-17	BA0009	44
02-Mar-17	BA0009	53
03-Mar-17	BA0009	50
04-Mar-17	BA0009	69
05-Mar-17	BA0009	51
06-Mar-17	BA0009	52
07-Mar-17	BA0009	41
08-Mar-17	BA0009	36
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21-Mar-17	BA0009	44
22-Mar-17	BA0009	52
23-Mar-17	BA0009	48
24-Mar-17	BA0009	64
25-Mar-17	BA0009	72
26-Mar-17	BA0009	56
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30-Mar-17	BA0009	40
31-Mar-17	BA0009	50
01-Apr-17	BA0009	70
02-Apr-17	BA0009	50
03-Apr-17	BA0009	42
04-Apr-17	BA0009	41

05-Apr-17	BA0009	37
06-Apr-17	BA0009	36
07-Apr-17	BA0009	65
08-Apr-17	BA0009	73
09-Apr-17	BA0009	46
10-Apr-17	BA0009	39
11-Apr-17	BA0009	46
12-Apr-17	BA0009	40
13-Apr-17	BA0009	48
14-Apr-17	BA0009	74
15-Apr-17	BA0009	56
17-Apr-17	BA0009	62
18-Apr-17	BA0009	41
19-Apr-17	BA0009	53
20-Apr-17	BA0009	39
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24-Apr-17	BA0009	58
25-Apr-17	BA0009	51
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05-May-17	BA0009	50
06-May-17	BA0009	69
07-May-17	BA0009	43
08-May-17	BA0009	49
09-May-17	BA0009	40
10-May-17	BA0009	52
11-May-17	BA0009	39
12-May-17	BA0009	55
13-May-17	BA0009	72
14-May-17	BA0009	26
15-May-17	BA0009	60
16-May-17	BA0009	45
17-May-17	BA0009	48
18-May-17	BA0009	49
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20-May-17	BA0009	62
21-May-17	BA0009	52
22-May-17	BA0009	65

23-May-17	BA0009	50
24-May-17	BA0009	53
25-May-17	BA0009	57
26-May-17	BA0009	65
27-May-17	BA0009	76
28-May-17	BA0009	35
29-May-17	BA0009	39
30-May-17	BA0009	38
31-May-17	BA0009	53
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02-Jun-17	BA0009	56
03-Jun-17	BA0009	65
04-Jun-17	BA0009	53
05-Jun-17	BA0009	54
06-Jun-17	BA0009	55
07-Jun-17	BA0009	43
08-Jun-17	BA0009	69
09-Jun-17	BA0009	74
10-Jun-17	BA0009	79
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22-Jun-17	BA0009	53
23-Jun-17	BA0009	76
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26-Jun-17	BA0009	50
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28-Jun-17	BA0009	38
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03-Jul-17	BA0009	86
05-Jul-17	BA0009	56
06-Jul-17	BA0009	69
07-Jul-17	BA0009	74
08-Jul-17	BA0009	55
09-Jul-17	BA0009	41

10-Jul-17	BA0009	53
11-Jul-17	BA0009	56
12-Jul-17	BA0009	61
13-Jul-17	BA0009	47
14-Jul-17	BA0009	72
15-Jul-17	BA0009	69
16-Jul-17	BA0009	54
17-Jul-17	BA0009	40
18-Jul-17	BA0009	44
19-Jul-17	BA0009	59
20-Jul-17	BA0009	60
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22-Jul-17	BA0009	75
23-Jul-17	BA0009	56
24-Jul-17	BA0009	69
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23-Sep-17	BA0009	75
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08-Oct-17	BA0009	51
09-Oct-17	BA0009	64
10-Oct-17	BA0009	51
11-Oct-17	BA0009	35

12-Oct-17	BA0009	63
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14-Oct-17	BA0009	68
15-Oct-17	BA0009	40
16-Oct-17	BA0009	47
17-Oct-17	BA0009	47
18-Oct-17	BA0009	51
19-Oct-17	BA0009	55
20-Oct-17	BA0009	74
21-Oct-17	BA0009	65
22-Oct-17	BA0009	53
23-Oct-17	BA0009	52
24-Oct-17	BA0009	42
25-Oct-17	BA0009	41
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14-Nov-17	BA0009	54
15-Nov-17	BA0009	44
16-Nov-17	BA0009	49
17-Nov-17	BA0009	73
18-Nov-17	BA0009	102
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22-Nov-17	BA0009	67
24-Nov-17	BA0009	52
25-Nov-17	BA0009	52
26-Nov-17	BA0009	45
27-Nov-17	BA0009	47
28-Nov-17	BA0009	47

29-Nov-17	BA0009	38
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06-Dec-17	BA0009	50
07-Dec-17	BA0009	44
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09-Dec-17	BA0009	41
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15-Dec-17	BA0009	46
16-Dec-17	BA0009	76
17-Dec-17	BA0009	43
18-Dec-17	BA0009	63
19-Dec-17	BA0009	53
20-Dec-17	BA0009	52
21-Dec-17	BA0009	57
22-Dec-17	BA0009	73
23-Dec-17	BA0009	63
24-Dec-17	BA0009	27
26-Dec-17	BA0009	66
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28-Dec-17	BA0009	65
29-Dec-17	BA0009	82
30-Dec-17	BA0009	63
31-Dec-17	BA0009	31
		18863

Valvoline Store # BA0009	Day of the Week	ADT per Weekday
BA0009	Monday	55
BA0009	Tuesday	44
BA0009	Wednesday	47
BA0009	Thursday	49
BA0009	Friday	62
BA0009	Saturday	66
BA0009	Sunday	45