ONIZUKA AUTO CENTER REFINEMENT

COMPILATION OF TECHNICAL MEMORANDUMS (AUGUST, 2010)

BBP AND ASSOCIATES LLC
## TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>TASK</th>
<th>PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>B.1 – Refined Facility Design</td>
<td>A-1</td>
</tr>
<tr>
<td>B.2 - Automobile Market Analysis</td>
<td>A-12</td>
</tr>
<tr>
<td>B.3 - Environmental Analysis</td>
<td>A-20</td>
</tr>
<tr>
<td>B.4 - Historic Review</td>
<td>NA</td>
</tr>
<tr>
<td>B.5 – Financial Feasibility Analysis</td>
<td>A-44</td>
</tr>
<tr>
<td>C.1 – Dealership Participation</td>
<td>REMOVED</td>
</tr>
<tr>
<td>C.2 Financing Alternatives and Business Incentives</td>
<td>A-160</td>
</tr>
<tr>
<td>D – VA Relocation Analysis</td>
<td>A-187</td>
</tr>
<tr>
<td>E.1 – Redevelopment of El Camino Real &amp; Retail Market Analysis</td>
<td>A-248</td>
</tr>
<tr>
<td>E.2 – Project Economic and Fiscal Impacts</td>
<td>A-258</td>
</tr>
</tbody>
</table>
TASK B.1 – Refined Facility Design
Option 1 – Veterans Administration + Three Auto Dealerships

Intent

Option 1 develops a conceptual development plan that retains the existing Veterans Affairs (VA) facility while redeveloping the remaining Onizuka Air Station site with automobile dealership facilities. Exhibit 1.1 shows a Conceptual Site Plan for this option.

Methodology

This option was created through an iterative design process that included: design reviews with the City of Sunnyvale staff; close coordination with the consultant team, including an auto industry specialist; and the application of the City of Sunnyvale's Design Guidelines, Municipal Zoning Code and the technical program requirements specific to auto dealerships.

In Option 1, the program and design methodology explored the feasibility of keeping the existing Veterans Affairs (VA) facility while redeveloping the remaining site. As requested by the VA, their program includes the:

- 3-acre fenced property with a manned entry gate on Innovation Way;
- 100 surface parking spaces for visitors and employees;
- Building #1002, a 50,000 square foot office building;
- Building #1018, a 2,200 square foot commercial building; and
- Building #1034, a 4,250 square foot storage building.

For the remaining 14.8-acre Onizuka site, alternate schemes were explored that reused the remaining buildings and parking structures on site. However, once the reuse schemes proved to be cost prohibitive, other schemes were developed on a cleared site. These later schemes tested the site’s capacity for the optimum number of auto dealerships balancing the physical site layouts with the proposed facility program for each dealership. Developing the parcel size for the dealerships was a balance between equal cost distribution per parking stall for each dealership and meeting the each dealership program requirements. The conceptual redevelopment plan’s allocation of parking between surface, roof, and parking garage for each dealership distributes the cost per parking stall equally.

Findings

Option 1 fully accommodates the Veteran Affair’s requested program and allows for continual operations while redevelopment of the remaining site occurs. With the Veterans Affairs facility in place, it was determined that only three auto dealerships could feasibly fit on the remaining site including: GMC, Toyota and Ford. The overall site layout, however, is not optimal as the existing VA facility divides the Onizuka site, resulting in splitting the dealership sites, reducing their marketing impact and development flexibility.
Reuse Existing Structures Schemes. The reuse and upgrade of the existing buildings and parking structures to current building codes and repurposing them for new uses, as compared to demolition and new construction, was deemed too cost prohibitive. Significant seismic structural improvements would be needed on some of the structures and the design and efficiency of the existing floor plates were not optimal for reuse. However, removal of the existing industrial buildings and parking garage allowed for a more functional and efficient site layout with an improved streetscape image along Innovation Way.

Retaining the Veteran’s Affairs Facility. The Veteran’s Affairs Facility bisects the Onizuka site and impacts the Onizuka site’s ability to create adequately sized and contiguous parcels for an auto center. In particular, the remaining land-locked 1.9 acre parcel located north of the VA site is a substandard size for most modern auto dealerships with no future expansion options. Constricted between the VA site and the City of Sunnyvale fire station site, the northern GMC site has a reduced program of 0.74 acres. Further, it is isolated from the other dealerships and not visible from the approach roadways, impacting its marketability and viability.

For the remaining 13 acre area to the south of the VA facility, it was identified that no more than two auto dealerships could feasibly be developed, given the physical site constraints. The two interested dealerships, Toyota and Ford, can be accommodated with their proposed facility program.

A scheme for locating a new parking garage on-site was analyzed to incorporate an additional auto dealership. The creation of a fourth dealership was deemed not feasible because building a new parking garage would not free enough site surface area to accommodate a fourth dealership’s program, as each auto dealership requires their inventory, service, and visitor parking to be located on their own parcel.

Option 2 – Four Auto Dealerships

Intent

Option 2 develops a conceptual development plan that clears and redevelops the entire Onizuka Air Station site to accommodate the optimum number of automobile dealership facilities on the site. Exhibit 1.2 shows a Conceptual Site Plan for this option.

Methodology

This option was created through an iterative design process that included: design reviews with the City of Sunnyvale staff; close coordination with the consultant team, including an auto industry specialist; and the application of the City of Sunnyvale’s Design Guidelines, Municipal Zoning Code and the technical program requirements specific to auto dealerships.

In Option 2, the program and design methodology explored the feasibility of removing all existing facilities and improvements on the site to redevelop the entire Onizuka Air Station as a new auto center.
Onizuka Design Narrative

Site plan schemes tested the site’s capacity for the optimum number of auto dealerships balancing the physical site layouts, including street frontage, access, and parcel width with the proposed facility program for each dealership. Developing the parcel size for the dealerships was a balance between equal cost distribution per parking stall for each dealership and meeting the each dealership program requirements. The conceptual redevelopment plan’s allocation of parking between surface, roof, and parking garage for each dealership distributes the cost per parking stall equally.

Findings

Option 2 identifies the optimum auto center program for 4 auto dealerships: Toyota, Honda, Ford, and Nissan based on initial dealership interest in locating on the Onizuka site. The Onizuka site could not accommodate the parking requests for 4 auto dealerships with surface parking only. Therefore, a strategy of accommodating the parking program on their respective service building roofs and in a consolidated new on-site 4-level parking garage would be required.

Option 2’s Conceptual Redevelopment Plan orients the auto center approach and access to the new dealerships along Innovation Way. This provides the most direct access and least circulation path, reducing roadway costs and environmental impacts. As in each option, the s-curve portion of Innovation Way would be restored to a publically accessed roadway. Each dealership has two vehicular access points, both from Innovation Way. The two entry-exit points provide separate driveways for visitors/sales customers and service customers. Along Innovation Way, 20-foot pedestrian zone will be installed, including: a 10-foot landscaped setback; a 5-foot sidewalk and a 5-foot landscaped area for street trees and low-plantings along the curb, to meet the City of Sunnyvale’s Design Guidelines. Further, on the parcel, the employee and visitor parking will provide at least 20% landscaped area, per the City’s Municipal Building Code.

Dealership Parking Program. Developing four dealerships on the Onizuka site is only feasible though a reduction in the auto dealer’s site program, use of the service building roof for parking and a new parking garage for all dealerships.

On-Roof Parking. Due to the limited surface parking available, each dealership has a percentage of service vehicles that would be accommodated on the dealership’s service building roof: Toyota, 135 cars; Honda, 83 cars; Nissan, 36 cars and Ford, 70 service cars.

Employee Parking and Inventory Storage. A four-story parking structure housing roughly 600 vehicles is necessary to provide the four auto dealership’s requested on-site parking program. The parking structure would provide parking for: 420 employee cars and 176 pre-owned cars.

The remaining pre-owned inventory, new inventory, service, and visitor parking are located on the dealer’s parcel. A portion of the service parking is located on the roof of the service building; access is
provided by service ramps. An internal circulation drive along the perimeter of the site provides all dealerships with direct vehicular and pedestrian access to the parking garage.

**Option 3 – Five Auto Dealerships**

**Intent**

Option 3 develops a conceptual development plan that clears and redevelops the entire Onizuka Air Station site to accommodate the maximum number of automobile dealership facilities on the site. Exhibit 1.3 shows a Conceptual Site Plan for this option.

**Methodology**

This option was created through an iterative design process that included: design reviews with the City of Sunnyvale staff; close coordination with the consultant team, including an auto industry specialist; and the application of the City of Sunnyvale’s Design Guidelines, Municipal Zoning Code and the technical program requirements specific to auto dealerships.

In Option 3, the program and design methodology explored the feasibility of removing all existing facilities and improvements on the site to redevelop as a new auto center with the maximum number of car dealerships. Site plan schemes tested the site’s capacity for the maximum number of auto dealerships balancing the physical site layouts, including street frontage, access, and parcel width with the proposed facility program for each dealership.

**Findings**

Option 3 identified the maximum capacity of developing the Onizuka site of five dealerships: Nissan, GMC, Toyota, Ford, and Honda. These dealerships were chosen based on their initial interest in locating onto the site.

Similar to Option 2, this option’s redevelopment concept is oriented along Innovation Way as the primary approach and access road to the new auto center. In addition, the site development program is driven by the need to equally balance the associated costs per dealer, operations requirements and providing adequate surface parking for the dealership’s sales, service and visitor vehicles.

Dealership Parking Program. Developing five dealerships on the Onizuka site is only feasible though a, use of the service building roof for service parking and a new parking garage for all dealership’s employee and pre-owned inventory storage.

Reduction of On-site Program. To accommodate the 5 dealerships, Toyota’s parcel size was reduced by 2 acres to 4.25 acres and their inventory parking program reduced by 302 vehicles compared to Option 2. The reduction in Toyota’s program was proposed due to current market conditions and the possibility of the Onizuka site being as a satellite dealership complementing, and not replacing, the existing Toyota dealership on El Camino Real in Sunnyvale.
On-Roof Parking. Due to the limited surface parking available, each dealership has a percentage of service vehicles that would be accommodated on the dealership’s service building roof: Nissan 36 cars; Toyota, 114 cars; Ford, 62 cars and Honda, 83 service cars.

Employee Parking and Inventory Storage. To meet the basic on-site program requirements for all dealers, a new 5-level parking structure for employee parking and pre-owned inventory storage is located on-site. This garage accommodates: 478 employee cars and 207 pre-owned cars.
Scheme 3 - 5 dealerships + new garage

New Parking Garage
685 cars
> 5 levels
1.94 ac

DEALERSHIP 1
2.24 ac

DEALERSHIP 2
2.65 ac

DEALERSHIP 3
4.25 ac

DEALERSHIP 4
3.18 ac

DEALERSHIP 5
3.57 ac

Visitor Parking
Service Parking
Inventory Parking
Showroom Parking
Service Access
Visitor Parking

Light Rail
Southbay Fwy (237)
W. Moffett Pk Dr.
N. Mathilda Ave.
Innovation Way