

# Arlington Auto-Wash

## Equity Offering Memorandum



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# Arlington Auto-Wash

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# Arlington Auto-Wash

## I. Executive Summary

Arlington Auto-Wash, LLC is a newly formed company seeking a site to purchase for the development and operation of a full service car wash. Arlington Auto-Wash, who in this case is also the developer, is targeting the 3100 – 4000 blocks of Lee Highway in the northern Arlington County neighborhood of Cherrydale. This memorandum will outline the opportunity and challenges of developing a car wash in the Cherrydale neighborhood of Arlington County as well as layout the financial structure for a potential Joint Venture partner who would invest approximately \$600,000 of equity for the development and operation of Arlington Auto-Wash.

Arlington County is a densely populated urban county consisting of 26 square miles located across the Potomac River from Washington DC. The section of Lee Highway that is being targeted is currently made up of retail and service commercial uses such as a grocery store, auto sales and repair shops, a hardware store and other neighborhood oriented retailers. Lee Highway is a heavily trafficked artery of northern Arlington County having a traffic count of 23,000 cars per day in the targeted area according to the Virginia Department of Transportation Traffic Engineering Division's 2007 report entitled "Average Daily Traffic Volumes". The average household income within a 3-mile radius of the targeted area is \$122,125 and the median household income in the same radius is \$86,676, see Appendix C - CLARITAS Demographic Report.

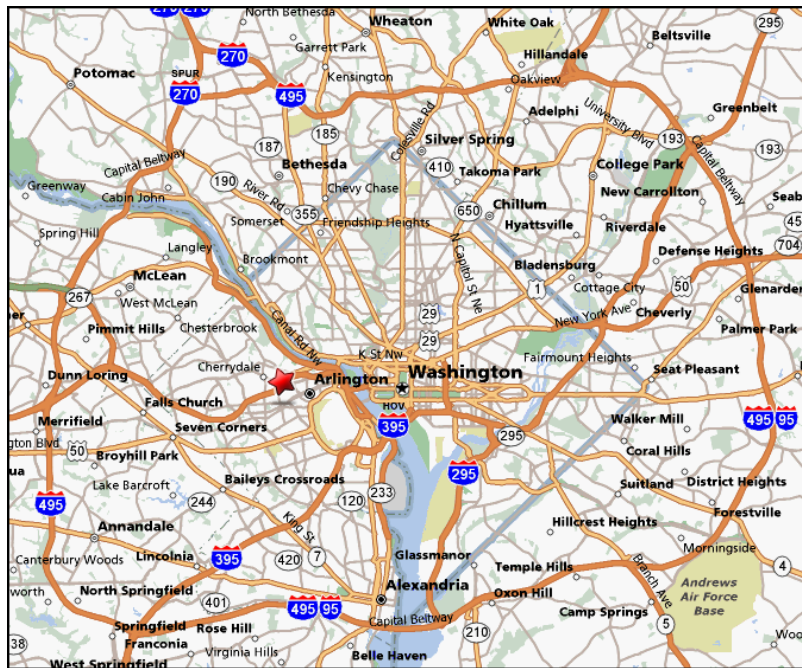


Exhibit #1 - Vicinity Map

Land in Arlington County is very expensive so it is critical for the car wash to have an efficient site design or else it risks not achieving the highest and best use of the land. The developer is searching for a single parcel or to assemble multiple parcels that total approximately ½ Acre (21,780 SF). While a typical suburban car wash is located on a one or two acre parcel there are economies of scale that can be

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achieved by developing an efficient car wash on a ½ acre site which make a car wash the highest and best use for the site given the high price of land in this submarket.

Type of Structure	Return on Cost
4 Story Building	5.61%
1 Story Retail Building	10.31%
Car Wash	20.09%

Table #1 - Return on Costs of Various Structures in C-2 Zone

By holding land price constant at \$1,500,000; Table 1 shows the Return on Costs associated with building a structure that maximizes density, building a one-story retail structure and building a car wash in a C-2 zoning district. A building that maximizes density on a parcel that is ½ acre is not economically feasible given the high price of land in Arlington County. Building a one-story retail structure is economically feasible, but does not produce a competitive return when compared to developing a car wash. The Arlington Auto-Wash Pro-forma Cash Flows provide enough profit that the developer can have a great amount of flexibility when looking for the appropriate parcel, see Table #2. The flexibility in price range can be utilized by the developer to buy a slightly better car wash site thereby improving operating profits and overall value or to purchase a slightly larger parcel. By purchasing a larger parcel the car wash would be less efficient; however, this could make sense if there is a longer term development strategy for the site.

Land Price	Return on Cost
\$1,500,000	20.09%
\$1,750,000	18.72%
\$2,000,000	17.52%
\$2,250,000	16.46%
\$2,500,000	15.52%

Table #2 – ROC of Developing a Car Wash at Different Land Prices

The single most important characteristic of a successful car wash is having the right location. Through years of observation and study of the car washing habits of Arlington County residents, the developer has determined that there is a need for an additional car wash in northern Arlington County. By studying the General Land Use Plan (GLUP), speaking with Arlington County Staff and a leading Land Use Attorney within the County, Arlington Auto-Wash believes the proper location for a new car wash is on Lee Highway within the Cherrydale neighborhood. After evaluating several sites for both positive and negative car wash attributes such as traffic direction, traffic flow, topography and frontage Arlington Auto-Wash plans to pursue an assemblage of 3212 Lee Highway and 3332 Lee Highway. With a targeted land purchase price of \$1,500,000, total project costs are projected to be \$3,734,457, which provides a 20.09% return on costs for the developer and a 50.23% 10-year IRR for an equity investor. Therefore, it is recommended that this project be implemented.

## II. Car Wash Industry/Arlington Auto-Wash

### Car Wash Industry

There are several types of car washes ranging from self service (customer washes the car themselves) to full service (car is detailed on the inside and dried with a towel) with all sorts of variations between the two. The difference from an investment or operator standpoint is how passive or hands on of an investment does one want. With self service there is less work required, typically filling change machines, making sure soaps are full and basic maintenance on equipment. With the self service an owner typically has 3 or more bays which allow multiple people to be washing their cars at the same time. A full service wash is much more hands-on with more pieces of equipment to maintain, several employees to manage and there is typically only one washing tunnel so if it goes down the entire operation stops making money. Not only is there a greater level of service being provided with a full service operation but the owner is taking more risk and therefore charges more money for that greater service and risk. Arlington Auto-Wash believes there is a market for both the self service and a full service wash simply because there are very few car washes of any type within the Arlington County. However, due to the affluence of the Arlington County population and the limited choices people have when it comes to washing their cars, Arlington Auto-Wash believes it is a more profitable strategy to only focus on developing a full service car wash. In addition, after speaking with several Cherrydale residents Arlington Auto-Wash learned that the community would view a self service wash as a more industrial use and therefore it might get more opposition from the community during the approvals process. Residents perceived a full service wash as being more of a retail type use and see it as fitting in better with the community.



Exhibit #2 – Tunnel Interior of a Full Service Car Wash

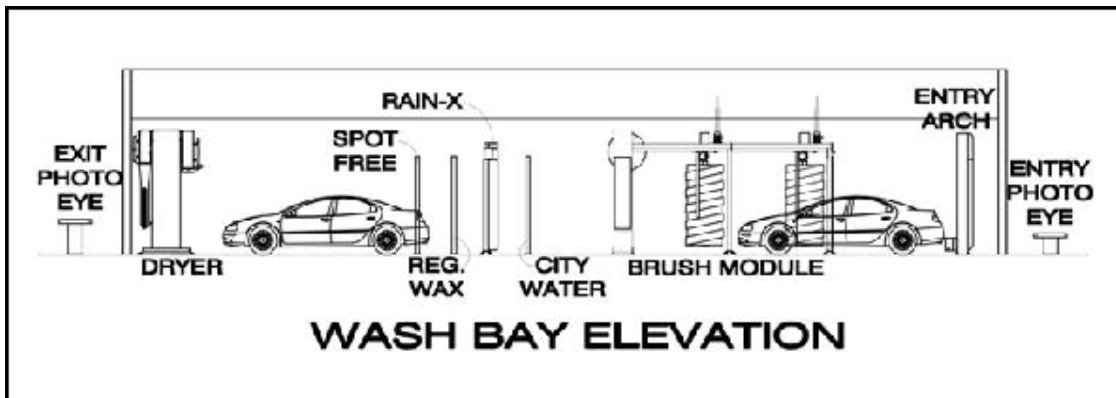


Exhibit #3 – Typical Tunnel Wash Design

A typical suburban full service car wash is located on one to two acres of land and has a 90' – 120' tunnel according to Scott Millman of Lever Brothers Builders, a Car Wash Design-Build Firm. The general rule of thumb is the longer the tunnel the more volume a car wash can handle which is also defined as

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throughput. A tunnel with less equipment must run the conveyor at a slower speed to ensure each piece of equipment thoroughly does its job; a longer tunnel can hold more cleaning equipment and allows an operator to build redundancy into the tunnel thereby allowing the conveyor to run faster. There are many equipment vendors that service the car wash industry, after speaking with several of the vendors Arlington Auto Wash is budgeting \$400,000 for equipment and installation that goes into a standard 100' foot tunnel. This includes the conveyor which is the track that moves the car through the tunnel, water sprayers, several different types of brushes, the photo eyes which are sensors that tell the car wash to turn on and off, dryers and all of the computerized controls that run the equipment.

Joe DeNardis, an operator of two successful full service car washes in Pittsburgh, PA, said, "that time and time again he's found in listening to others and reading, that location is the key". This makes site selection a very important part of the process. According to the International Car Wash Association the following site characteristics should be considered:

- Convenience, the success of a site can dramatically depend on how convenient and visible it is to your potential customers.
- Frontage, since a large portion of car wash purchases are done on impulse it is important for a car wash to have a lot of frontage. Having more frontage allows a customer to see the site and still have enough time to slow down to turn into the site, average traffic speed should be taken into consideration.
- Being on the PM Side of the road; this is the side of the road people drive on their way home from work. In the mornings, people are rushed to get to work and are less likely to stop for a car wash (impulse buy) than they are for something like coffee.
- Access to the site
- Topography and drainage

## Arlington Auto-Wash

Arlington Auto-Wash, LLC is a newly formed company seeking a site to build and operate a car wash. The new car wash will be a full service tunnel that will offer hand drying and complete interior detailing services. The developer and operator of the car wash is a partnership of two Arlington residents who

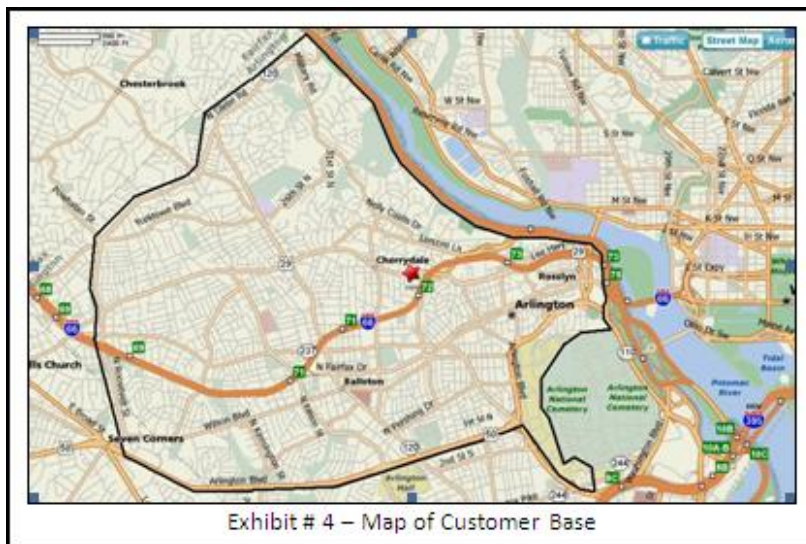


Exhibit # 4 – Map of Customer Base

have lived through the rapid growth of the Rosslyn-Ballston Corridor and recognize a need for an additional full service car wash in northern Arlington.

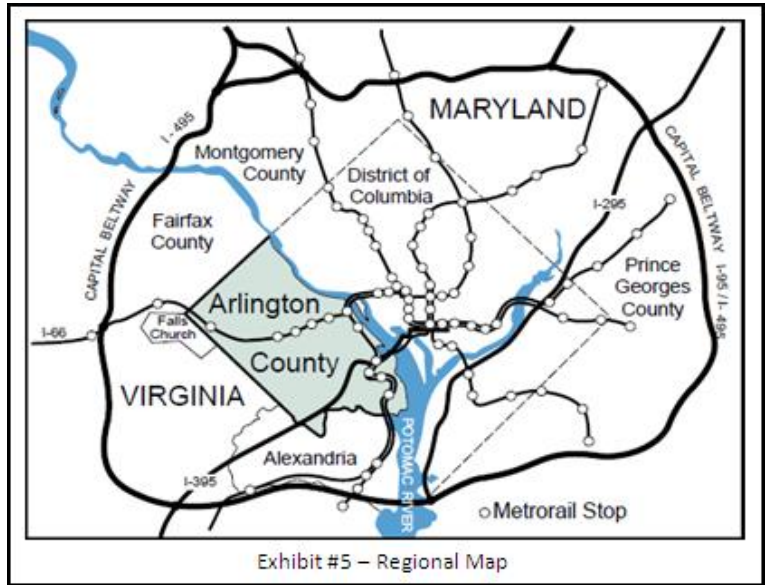
The Arlington Auto-Wash customer base will be the residents and employee base within a 3-mile radius from the car wash in the geographic area bound by Roosevelt Street, the Potomac River, the George Washington Memorial Parkway and Route 50 to the south.

## III. Market Analysis

### Arlington County

Arlington County is located directly across the Potomac River from Washington DC. As of January 1, 2009, the Planning Division of Arlington County estimated that the County had 209,300 people living within its 26 square mile area. The County maintains a very diverse population; in 2007 approximately 35% of Arlington residents were Hispanic, African-American, Asian or multi-racial and 26% of it's residents were born outside of the United States. In 2007, about 68% of residents over the age of 25 had a bachelor's degree or higher and 38% had a graduate degree making it one of the most highly educated counties in the nation (PROFILE, January 2009).

At the start of 2009, Arlington had approximately 206,800 jobs and the Federal Government was the County's largest employer. The top five private employers in Arlington are Virginia Hospital Center, Corporate Executive Board, US Airways, Lockheed Martin Corporation and Marriott International (PROFILE, January 2009).



Arlington has a centralized location within the Washington DC region providing its residents and workforce with ease of access to downtown Washington DC via car and public transportation. The



highly skilled labor force has attracted an increasingly varied mix of residential and commercial development. Arlington County has become a symbol of proper urban planning across the nation due to its ability to add dense development near metro stations, while still having maintained its many amenities and charming low density neighborhoods throughout the rest of the County. There are 192 County Parks and Playgrounds, 14 Community Centers, 86 Miles of bicycle and jogging trails, 8 libraries and 7 Senior Centers among Arlington's many amenities.

There are three metro-rail lines that run through Arlington County. The orange line runs through the northern part of the county and connects Washington DC to the City of Falls Church and Fairfax County, Arlington's neighbors to the

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west. The Blue and Yellow lines run south through the County connecting Washington DC to Alexandria and Prince William County. These three metro lines have created two separate high density corridors within Arlington; the Jefferson Davis Corridor and the Rosslyn-Ballston Corridor.



Exhibit #7 – Photo of Clarendon Mixed Use Development

## Jefferson Davis Corridor

The Jefferson Davis Corridor starts at the Pentagon and stretches south to Alexandria. This corridor consists of Pentagon City, Crystal City and Potomac Yard. Traditionally this corridor has been a business center with over 12.7 million square feet of office space (CoStar). This office space was originally targeted toward and occupied by defense contractors due to its close proximity to the Pentagon. However, in recent years there has been a push by Arlington County and commercial property owners to turn the Jefferson Davis Corridor into a 24-hour environment. This change is slowly taking place as evidenced by Pentagon Row, a very large mixed use development with apartments, condominiums and retail. Pentagon Row is located next to the Pentagon City Mall which attracts shoppers from all parts of the Washington DC Metropolitan area and together these two developments make up Pentagon City. Potomac Yard, when completed, will connect Crystal City to Alexandria with hotels, condominiums, office and retail space.

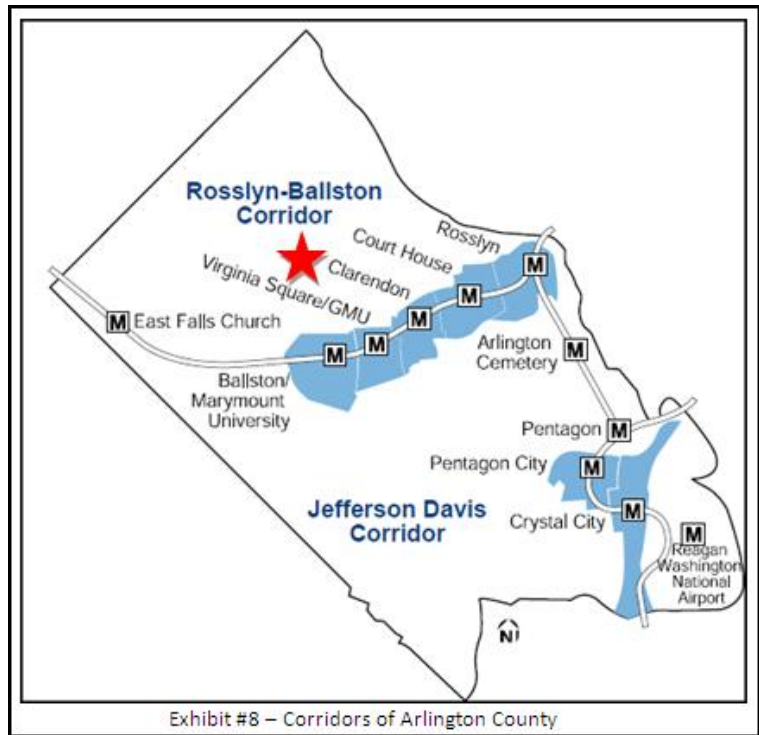


Exhibit #8 – Corridors of Arlington County



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## **Rosslyn-Ballston Corridor**

The Rosslyn-Ballston Corridor (RB Corridor) has evolved into an extension of Washington DC and has become a true 24-hour community with a complete array of residential, office and retail uses. The RB Corridor is three miles long and approximately three-quarters of a mile wide. Wilson Boulevard and the Orange metro-rail line that runs underneath it serve as the primary artery. There are five metro stations (stops) along the corridor: Rosslyn, Court House, Clarendon, Virginia Square/GMU, and Ballston/Marymount University. The RB Corridor is bordered by Lee Highway to the north and Route 50/Pershing Drive to the South.

There has been a tremendous amount of dense development, both residential and commercial, along the corridor within the past 15 years. According to Arlington County Department of Planning, Housing and Development, from January 2005 thru July 2008 Arlington County's population increased by 8,700 residents and it's housing stock increased by 6,306 units, primarily in the form of condominiums.

## **Lee Highway Corridor**

Lee Highway is a primary artery of Arlington County and serves as the northern border of the RB Corridor. Lee Highway begins in Rosslyn and runs parallel to the Orange Line until its last stop at Vienna in Fairfax County, VA. In Arlington, Lee Highway has experienced increasing traffic as the interior roads of the RB Corridor have become more congested due to the large amount of



Exhibit #9 – Photo of Lee Highway

development taking place. Lee Highway serves as the retail and service destination for the residents of the many affluent neighborhoods that border it. Those neighborhoods include North Rosslyn, North Highlands, Colonial Village, Lyon Village, Maywood, Cherrydale, Donaldson Run, Waverly Hills and Old Dominion.

Arlington Auto-Wash has targeted an area along Lee Highway in the Cherrydale neighborhood that is outlined by its intersection with Spout Run Parkway/Kirkwood Road on the east and its

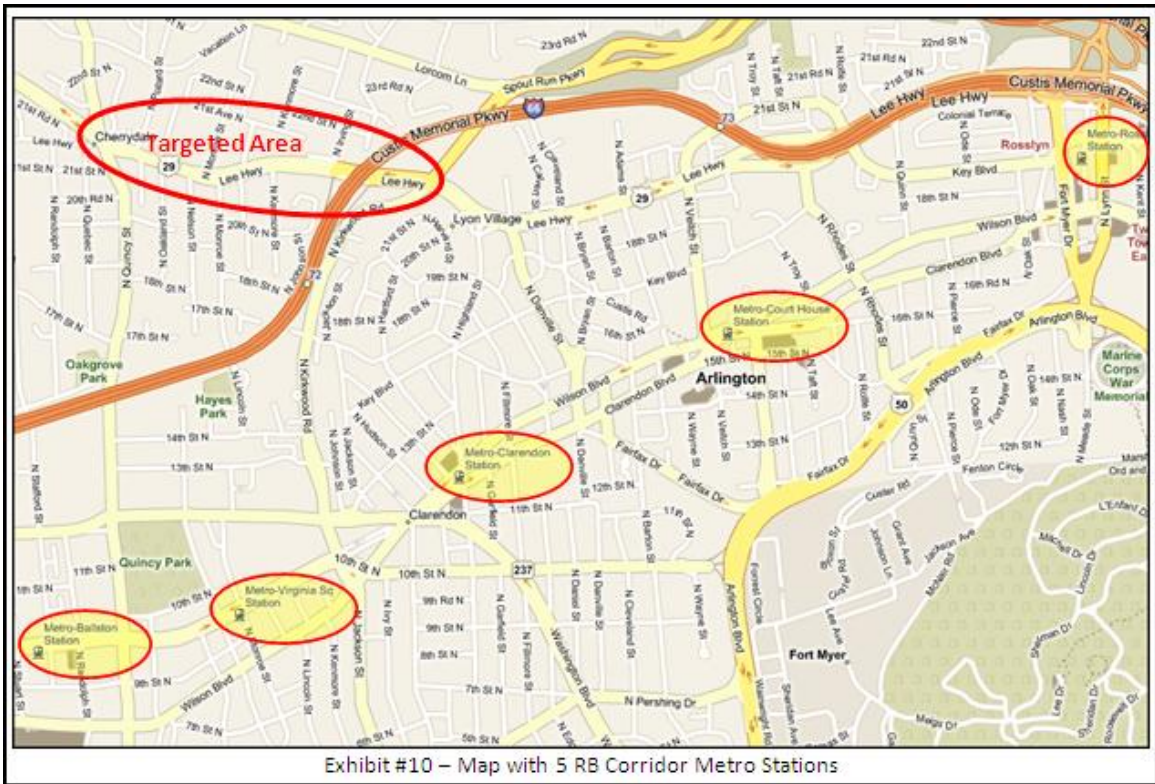
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intersection with Quincy Street/Military Road on the West. This targeted search area is within two miles from the five metro stations located in the RB Corridor; as noted in Table #3.

Metro Station	Distance from Targeted Area
Rosslyn Metro Station	1.7 Miles
Courthouse Metro Station	1.0 Miles
Clarendon Metro Station	0.75 Miles
Virginia Square/GMU Metro Station	0.95 Miles
Ballston/Marymount University Metro Station	1.05 Miles

Table #3 - Distance from Metro Stations

Arlington County’s General Land Use Plan and Zoning Code permit greater densities around metro stations, which is the reason why most of the new development that has recently occurred in the RB Corridor has been oriented around one of the five metro stations. Arlington Auto Wash is looking to serve the high-rise multifamily buildings that are located around these metro stations, as well as the affluent neighborhoods of northern Arlington County.



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## Cherrydale Neighborhood

The Cherrydale Neighborhood consists of primarily single family residences and small businesses. In 1995 the County Board established a “Special Revitalization District” for the Cherrydale commercial area along Lee Highway. The overall goal of this district is to revitalize the commercial area’s image and encourage the continuation of existing businesses in a manner that is compatible with the overall character of the surrounding residential neighborhoods. More specifically the goals of this Revitalization District were:

- To preserve the neighborhood retail character and vitality of Lee Highway
- Provide a better streetscape which would bring about a visual and functional cohesiveness
- Preserve the integrity of residential neighborhoods by not allowing expansion of commercial uses into the residential areas and by improving transitions between both uses
- To provide for a pleasant, safe and diverse pedestrian experience by visually and physically connecting activities throughout Cherrydale
- Provide for a safe and efficient flow of vehicular traffic to and from the Cherrydale commercial area on major thoroughfares that are well-designed and landscaped, and that promote safe pedestrian movement
- To encourage and facilitate the use of public transportation by providing adequate, safe and attractive pedestrian facilities



Exhibit #11 – Photo of Cherrydale Plaque



Exhibit #12 – Photo of Cherrydale Hardware Store on Lee Hwy

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## IV. Zoning Analysis

There is one possible zoning classification within the developers’ targeted area that could permit the intended use of a car wash. That classification is the C-2 Service Commercial District.

### **“C-2” Zoning – Service Commercial**

The C-2 zoning classification is described as Service Commercial and provides for commercial development where the variety in retail, service and office uses is intended to serve a broad-based community. The C-2 zone is a diverse commercial zone permitting retail, office and service retail uses by right. The C-2 districts are primarily located along principal arterial streets.

#### **Permitted Uses**

The following is a table of uses that are permitted by-right under the C-2 zoning. In addition, all uses permitted under the C-1- Local Commercial zoning are also permitted by-right. The C-1 uses are generally lighter retail uses such as clothing stores and antique shops.

Amusement Enterprises	Cleaning/Laundry	Indoor Swimming Pool	Music Instruction	Printing or Lithograph	Trade School
Animal Hospital	Dance Studio	Indoor Theater or Auditorium	Nursery/Plant Store	Public Parking up to 50 spaces	Upholstery Shop
Blueprinting	Department Store	Mailing Service	Office	Public Service (Police/Fire)	Wedding Chapel
Business College	Health Club	Medical or Dental Laboratory	Palmistry or Pawnshop	Retail Stores in addition to C-1	
Catering Establishment	Hotel	Motor Vehicle Dealership	Plumbing or Sheet Metal Shop	Sign Painting Shop	

Table #4- C-2 Zoning Permitted Uses

#### **Special Exception Uses**

As shown in Table #5, a car wash is permitted as a special exception use under C-2 zoning.

AV Production Studio	Bowling Alley	Food Delivery Service	Massage Parlor	Nightclubs	Public Garage	Public Parking over 50 spaces
Auto Service Station	<b>Car Wash</b>	Any use with a drive-through	Miniature Golf Course	Venues with Live Entertainment	Tire Shop	Motor Vehicle Dealership
Automotive Painting Shop	Carpet Cleaning	Skating Rink	Mortuary or Funeral Home	Outdoor Swimming Pool	Revitalization District (Site Plan)	Residential Uses

Table #5 - C-2 Zoning Special Exception Uses

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## **Special Exception Use Permit Process**

The process for obtaining a special use permit in Arlington County requires a public hearing whereby the County Board will determine that the requested special use does not: (1) adversely affect the health or safety of the residents and workforce of the neighborhood; (2) be detrimental to the public welfare or injurious to property and improvements in the neighborhood; or (3) be in conflict with the purposes of the master plans of the County. Nan Walsh, a leading zoning attorney within Arlington County with the law firm Walsh Colucci, broke the process down into several more steps which are:

- 1<sup>st</sup> meeting with Civic Associations, County Planning Staff and County Traffic Engineers to determine what the goals and objections of each organization are as it pertains to the targeted area and car wash.
- Develop preliminary Architectural plans.
- File an Application for Special Use Permit (See Appendices A & B) - any use requiring a special exception that would be a new structure has a fee of \$7,851.
- 2<sup>nd</sup> meeting with Civic Associations, County Planning Staff and County Traffic Engineers to get input on plans.
- County Planning Commission Hearing which is a public process.
- County Board Hearing which is also a public process.

Additionally, Nan Walsh estimated the legal fees associated with obtaining a Special Use Permit to be approximately \$5,000. Once a special use permit is granted construction or operation must commence within one year of the date of issuance of the use permit. According Aiman Hammond in the Department of Planning, Housing and Development the time it takes to get a Footing to Grade Permit and Building Permit is currently four to six weeks for each permit.

## **Density**

In the C-2 District the ratio of gross floor area to total site area cannot exceed 1.5 to 1. In addition to the FAR density calculation there is a height limit of forty-five (45) feet. Buildings in the C-2 zoning are also subject to a front setback of forty (40) feet from the centerline of the street. Additionally, there is a 10% Green Space requirement for all projects in a C-2 zone.

## **Parking**

Retail and Service Uses under the C-2 District require one (1) space for every 250 square feet of floor area on the first floor in a building and an additional one (1) space for every 300 square feet of floor area located elsewhere in the building, such as a second floor or mezzanine area.

There is a specific parking requirement in the Arlington County Zoning Ordinance for a Car Wash use. For each tunnel or bay it is required that there be twenty (20) standing spaces for waiting vehicles. In addition it is required that for every two (2) employees of the car wash that one (1) space be provided. Standing spaces are required to be 20.0 feet wide and 8.0 feet deep.

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## V. Highest and Best Use Under C-2 Zoning District

There are many possible uses permitted under the C-2 zoning district including lighter retail uses that are permitted under the C-1 zoning district. However, due to the low density permitted in these zoning districts it is unlikely that a developer would build anything greater than a one-story building. The following tables compare maximizing the FAR in the C-2 against building only single story retail.

### Maximize FAR – Analysis

C-2 Zoning District	
FAR	1.5
Parcel Size (SF)	21,780
Maximum Gross Building SF	32,670
Number of Floors Possible (45' Height Limit)	4
Floor Plate	8,168
10% Green Space Requirement	2,178

### Single Story Retail – Analysis

C-2 Zoning District	
FAR	1.5
Parcel Size (SF)	21,780
Maximum Gross Building SF	32,670
Number of Floors Possible (45' Height Limit)	4
Floor Plate	8,910
10% Green Space Requirement	2,178

Arlington County Parking Requirements	
SF per Parking Space*	300
Required Spaces to maximize FAR	115
Total SF required for Parking	34,500
Land Available for Surface Parking	11,435
Structured Parking	23,066
# of Structured Parking Spaces	77

\* Includes driving lanes

Arlington County Parking Requirements	
SF per Parking Space*	300
Required Spaces for Floor Plate	36
Total SF required for Parking	10,800
Land Available for Surface Parking	10,692
Structured Parking	108
# of Structured Parking Spaces	0

\* Includes driving lanes

Development Costs	
Land at \$50.00/SF	1,089,000
Hard Costs	
Structured Parking at \$25,000/Space	1,922,500
Shell at \$100/SF	6,534,000
Utilities	100,000
Site Work	300,000
Sub Total	8,856,500
10.0% Contingency	885,650
Total Hard Costs	9,742,150
22.0% Soft Costs	2,143,273
2 Years of Interest Carry at 6.0%	1,426,251
6.0% Leasing Commissions on 7 year terms	394,490
\$30/SF in Tenant Improvements	1,960,200
<b>Total Costs</b>	<b>16,755,364</b>
<b>Yield on Cost</b>	<b>5.61%</b>

Development Costs	
Land at \$50.00/SF	1,089,000
Hard Costs	
Structured Parking at \$20,000/Space	8,000
Shell at \$100/SF	891,000
Utilities	100,000
Site Work	300,000
Sub Total	1,299,000
10.0% Contingency	129,900
Total Hard Costs	1,428,900
22.0% Third Party's	314,358
2 Years of Interest Carry at 6.0%	209,191
6.0% Leasing Commissions on 7 year terms	149,688
\$30/SF in Tenant Improvements	267,300
<b>Total Costs</b>	<b>3,458,437</b>
<b>Yield on Cost</b>	<b>10.31%</b>

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The rent rolls below provide the income that can be achieved through the respective scenario's on the previous page. The aforementioned analysis and comparison holds land price, zoning, construction costs (per Matt O'Malley of Clark Construction) and rents constant, while changing the size and therefore the amount of required parking. The lower rents achieved from the additional floors does not justify building the parking structure. In addition this analysis does not account for a core factor that would be made up of stairwells and elevator shafts, which are required by Arlington County for life/safety reasons. The exercise illustrates that structured parking makes it economically impractical to maximize the density permitted under the C-2 zoning district.

### **Maximize FAR - Rent Roll**

Floor	SF	Market Rent \$/SF/Yr	Annual Rent	Leasing Commissions	Parking Spaces	Comments
1st - Retail	16,335	\$40.00 NNN	\$326,700	\$137,214	33	1 Space per 250 SF
2nd - Office	16,335	\$15.00 NNN	\$122,513	\$51,455	27	1 Space per 300 SF for floors 2 and higher
3rd - Office	16,335	\$15.00 NNN	\$245,025	\$102,911	27	
4th - Office	16,335	\$15.00 NNN	\$245,025	\$102,911	27	
<b>Total</b>	<b>65,340</b>		<b>\$939,263</b>	<b>\$394,490</b>	<b>114</b>	

### **Single Story Retail - Rent Roll**

Floor	SF	Market Rent \$/SF/Yr	Annual Rent	Leasing Commissions	Parking Spaces	Comments
1st - Retail	8,910	\$40.00 NNN	\$356,400	\$149,688	36	1 Space per 250 SF
<b>Total</b>	<b>8,910</b>		<b>\$356,400</b>	<b>\$149,688</b>	<b>36</b>	

To take the highest and best use analysis one step further, the developer needs to consider the return on costs associated with building a car wash. Section X of this Memorandum contains a pro-forma cash flow of Arlington Auto-Wash as well as estimated costs to build a car wash. The estimated return on cost for a car wash is 20.09% making it the highest and best use for a developer who has a site that contains the characteristics that make for a successful car wash.

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## **Rent Comparables**

The Rent Comparables contained herein support the market rent used in the Highest and Best Use Analysis on Page 14. These comparables also show what sort of product already exists in the targeted area of Lee Highway and furthermore demonstrate that other developers have not found it economically feasible to maximize the FAR under the C-2 zoning.

### **Lee Center (3301-3321 Lee Hwy)**

This 13,815 square foot retail strip center was built in 1988 and sits on a 1.03 acre parcel. The center currently has 3 vacant suites totaling 5,100 square feet. The asking rent for the smallest (600 SF) vacant space is \$42nnn and \$32nnn for the largest (3,000 SF).



### **Lee Heights Shopping Center (4500 – 4540 Lee Hwy)**

This 50,000 square foot strip center was built in 1962 and sits on 1.67 acres. The center is 100% leased to several local in-line retailers. According to Terry Hinderman, the owner of this retail center, the market rent for these smaller in-line spaces is \$45 - \$50 nnn.





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## **4600 Lee Highway**

This 48,000 SF class C office building is 95% leased. The building was built in 1947 and sits on a 0.91 acre parcel. The office building currently has 2,149 SF available for lease; the asking rate for this space \$25.00/SF full service, which would be the equivalent of a \$16nnn rent.



## **5001 Lee Highway**

This 17,930 SF class C office building has 2,023 SF available for lease at \$25.00/SF full service. The equivalent triple-net rent would be \$16.00. The building was built on a 0.38 acre parcel in 1985.



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## VI. Potential Sites

Arlington Auto-Wash has identified three potential sites along the targeted area of Lee Highway that could allow the car wash to be implemented. The map below shows where they are in relation to each other.

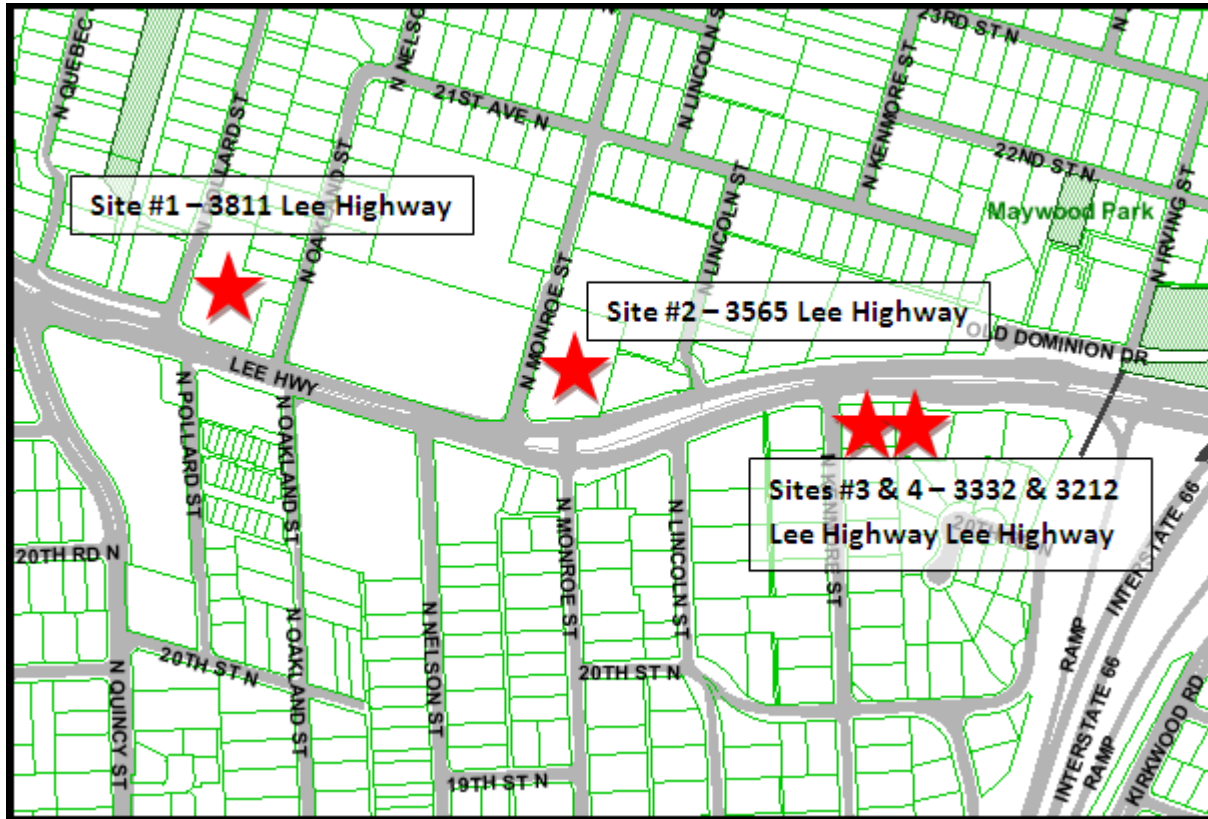


Exhibit #13 - Map of Possible Car Wash Sites

Potential Sites: Map Legend						
#	Address	Size	Zoning	Last Sale		Current Use
				Date	Price	
1	3811 Lee Highway	39,503	C-2	6/8/1982	\$550,000	Class C Retail
2	3565 Lee Highway	39,897	C-2	6/15/2005	\$3,650,000	Approved for a small condo project, Site is currently for Koons Arlington Toyota's used car lot
3	3212 Lee Highway	14,264	C-2	6/15/1984	\$310,000	used car lot
4	3332 Lee Highway	11,874	C-2	1/17/2001	\$275,000	Gas Station

Table #6 - Possible Car Wash Sites

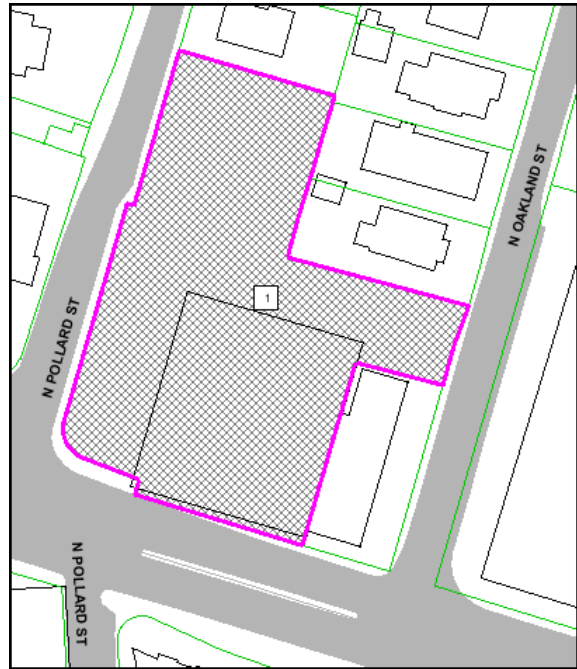
# Arlington Auto-Wash

## Site Option #1

Address:	3811 Lee Highway
Size:	39,503 SF
Zoning:	C-2
Last Sale Date/Price:	6/8/1982 - \$550,000

A neighborhood retail strip is currently located on this site. The site is on the north side of Lee Highway across from a fire station and Site #2. The north side of Lee Highway is the pm side for traffic however due to the large amount of reverse traffic to Tysons Corner and Mclean it is getting more difficult to distinguish which side is am and pm. The site has 162' of frontage on Lee Highway and has excellent visibility from the very busy Quincy Street/Military Road intersection on Lee Highway. Additionally a traffic light already exists at the N Pollard Street and Lee Highway Intersection making ingress/egress into the site more manageable.

The site's size, 39,503 SF is a little larger than needed to achieve the economies of scale that make the car wash financially more attractive than a small strip center.



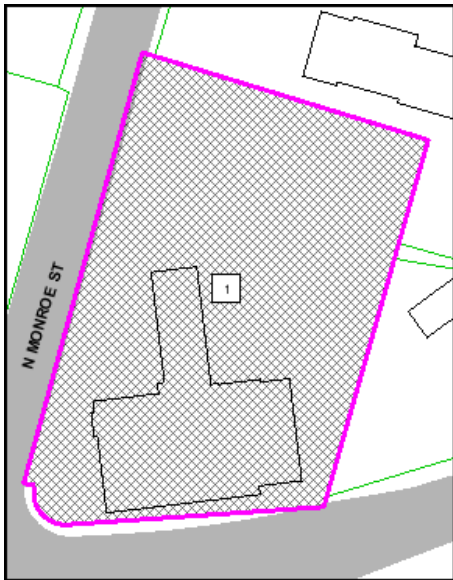
Exhibits #14 & 15 – Parcel Map and Photo of 3811 Lee Highway

# Arlington Auto-Wash

## **Site Option #2**

Address:	3565 Lee Highway
Size:	39,897 SF
Zoning:	C-2/B
Last Sale Date/Price:	6/15/2003 - \$3,650,000

This site is the largest of the sites under consideration. The front portion of the site is zoned C-2 however the back portion has a residential zoning of B. The parcel is currently site plan approved for 49 condos and 8500 SF of first floor commercial. Due to the decline of the condo market the property is currently on the market. The positives of the site are that across N Monroe Street is a Safeway grocery store which will provide a captive audience for a car wash and it also has an existing traffic signal at the N Monroe and Lee Highway intersection. In addition the site is on the north or pm side of traffic. The issue with the site is that there it has a severe uphill grade as you start up N Monroe Street which would create the need for additional site work through excavation and/or a retaining wall which is very expensive.



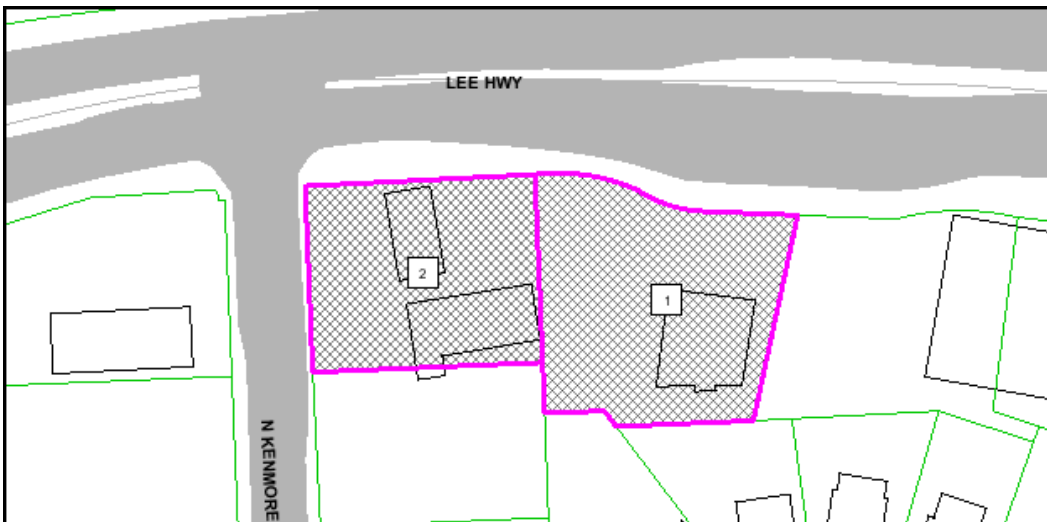
Exhibits #16 & 17 – Parcel Map and Photo of 3565 Lee Highway

# Arlington Auto-Wash

## Site Options #3 & #4

Address: 3212 & 3332 Lee Highway  
Size: 26,138 SF (14,264 + 11,874)  
Zoning: C-2  
Last Sale Date/Price: 6/15/1984 - \$310,000  
1/17/2001 - \$275,000

Neither of these sites would be large enough for a full service car wash alone but together present a very attractive size and shape that would benefit a car wash. It is small enough that it would not be efficient to build a small retail strip and its 254' of frontage on Lee Highway would provide excellent visibility for the car wash. The negatives of this site are that it's on the south side of Lee Highway which is the am side for traffic and there currently is not a traffic light at N Kenmore and Lee Highway.



Exhibits #18 & 19 – Parcel Map and Aerial of 3212 & 3332 Lee Highway



# Arlington Auto-Wash

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## **Preferred Site**

The best site would be an assemblage of options three and four (3212 and 3332 Lee Highway). When combined these two parcels create a site that has the following favorable characteristics:

- At 26,138 SF, it is the closest to the target size
- Great exposure to traffic with 254' of frontage on Lee Highway
- A rectangular shape that is complimentary to the shape and length of the tunnel
- Pre-existing Automobile uses which helps with the special exception use permit process
- A slight downhill grade from west to east which may be a benefit to collecting and recycling water

The issues to overcome when developing this site into a car wash will be the depth of the site and possible environmental issues from the current gas station that is on the 3332 Lee Highway parcel.



Exhibit #20 – Photo of 3212 and 3332 Lee Highway

# Arlington Auto-Wash

## VII. Building and Site Design

After speaking with several Arlington County staff members it is clear that the Arlington County Board will grant a special exception use permit only if the civic associations support the project. Both the County Board and the Cherrydale Civic Association will be very hands-on in the design process; their primary concerns will be traffic, building design and sustainable design/LEED.

### Traffic

Adam Denton, a Traffic Engineer with Arlington County, said the County will have to do a study to decide what the impact of the car wash use will be on the selected location. The primary concern being that the cars waiting for the car wash will back out onto N. Kenmore Street and ultimately Lee Highway. The County currently experiences this problem with the only other full service car wash in North Arlington, Mr. Wash on Glebe Road. An example of this is shown in Exhibit #21; on busy days the line of cars waiting for the car wash backs out onto 2<sup>nd</sup> Street and Glebe Road forcing police to shut down the turn into 2<sup>nd</sup> Street.



Exhibit #21 - Mr. Wash on Glebe Road, Arlington, VA

In addition to studying what the waiting patterns of a car wash (also referred to as queue) the County will want to ensure that it doesn't create too much additional traffic through the neighborhood immediately adjacent to the site.

The shape of the Preferred Site will allow for approximately 30 cars (standing spaces) to queue on site which does not include cars in the tunnel and detailing areas. The Arlington County Zoning Ordinance requires 20 standing spaces for a car wash; Arlington Auto-Wash will be providing 10 standing spaces more than is required by code which should minimize any traffic backing up on to N. Kenmore Street. Under the proposed site plan there will not be any access directly from Lee Highway in to Arlington

# Arlington Auto-Wash

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Auto-Wash, this eliminates three existing curb cuts from Lee Highway onto the site. By eliminating these three curb cuts and having all access to the car wash from N. Kenmore Street Arlington Auto-Wash is creating a safer pedestrian traffic situation along Lee Highway which is consistent with The Cherrydale/Lee Highway Revitalization District Plan.

## **Building Design**

The design of the car wash will need to be aesthetically pleasing to the eye, be consistent with the GLUP and match the surrounding built environment. Arlington Auto-Wash plans to have the look and feel similar to that of a modern retail strip center. Exhibits 22 and 23 are possible building types that would fit in with the existing Lee Highway surroundings and represent the retail look and feel that Arlington Auto-Wash plans to have.



Exhibit #22 – Current Retail/Flex Product Design



Exhibit #23 – Current Retail Design



# Arlington Auto-Wash

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## **Sustainable Design/LEED**

Joan Kelsch, the Planning Staff member who is in charge of sustainable development and LEED for Arlington County, said the County will be very concerned with making the site as environmentally friendly as possible. Since there is not a LEED certification for a car wash Joan said that she will look to



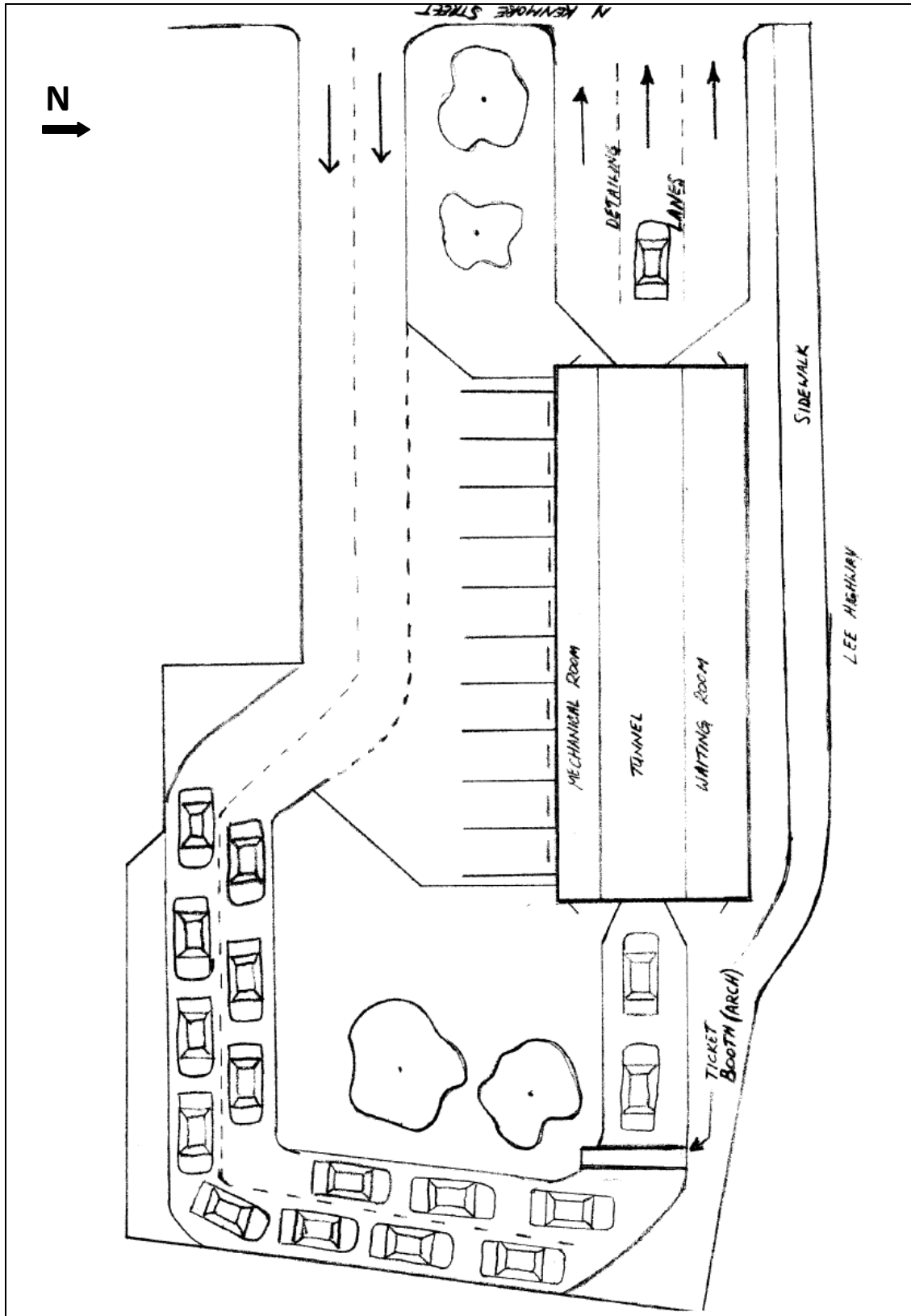
follow the LEED certification checklist (Appendix E) as closely as possible when working with Arlington Auto-Wash to design the site.

Arlington Auto-Wash intends to have Michael Furbish of the Furbish Company as part of the development team. Michael will advise Arlington Auto-Wash and oversee the installation of the green roof, storm water reclamation system and a graywater recycling system for used car wash water. In addition, Joan Kelsch has suggested a hot water system that is heated through a solar panel on the roof. These sustainable design systems do add additional costs and the payback for a lot of these systems are realized over long

periods of time. Scott Millman of Lever Brother Builders estimated the water reclamation systems to be an additional \$150,000 however for Arlington Auto-Wash the system may be the difference between being able to open the business or not. Therefore, Arlington Auto-Wash is adopting sustainable development as one of its main business goals so not only will it help with getting the special use permit but it will also be one of its primary marketing strategies.

# Arlington Auto-Wash

## Proposed Site Plan



## VIII. Development Team

### Entitlement/Design/Construction Phases

The following team members will be necessary to entitle, design and deliver the car wash:

Zoning Attorney: The Zoning Attorney will analyze the use and zoning to ensure that the project conforms to the requirements and recommendations of Arlington's General Land Use Plan and any pertinent neighborhood plans. The Zoning Attorney will be the team leader in the process of special exception use permit that is needed in order to be able to construct and operate the car wash.

Civil Engineer: The Civil Engineer will work in conjunction with the architect to layout the site plan. This will involve orchestrating the traffic patterns on the site with a heavy emphasis on how cars will be queued before and after entering and exiting the car wash tunnel. In addition site plan will need to include green space/public space and a limited number of parking spots for employees. The civil engineer will also coordinate with the Green Consultant to make sure all necessary water reclamation systems are properly installed.

Traffic Engineer: The Traffic Engineer will analyze the current level of service provided by the road system and forecast the level of service based off of projected additional trips that the car wash will generate. The Traffic Engineer will also work with the Civil Engineer and Architect to develop the traffic flow and queue on the site plan.

Sustainable Development/LEED (Green) Consultant: Arlington County will require the project to be as environmentally friendly as possible and a Green Consultant will be necessary to provide advice on filtration and recycling of ground water, energy efficiency, and identifying impacts that the materials used in the car wash could have on the environment.

Architect: The Architect is the primary designer of the structure and site plan. This consultant will need to have prior experience designing a car was facility. The Architect will ensure that the building is designed according to the code of Arlington County. After construction begins the architect will work with the contractor to make sure the building is constructed as designed.

Landscape Architect: The Landscape Architect will design the exterior space of the project. The design of the landscaping will not only be important to obtaining any approvals but will also help to brand the car wash.

Environmental Engineer: During the acquisition of the land the Environmental Engineer will perform a Phase I Environmental Site Assessment that will identify any existing or potential contamination to the site.

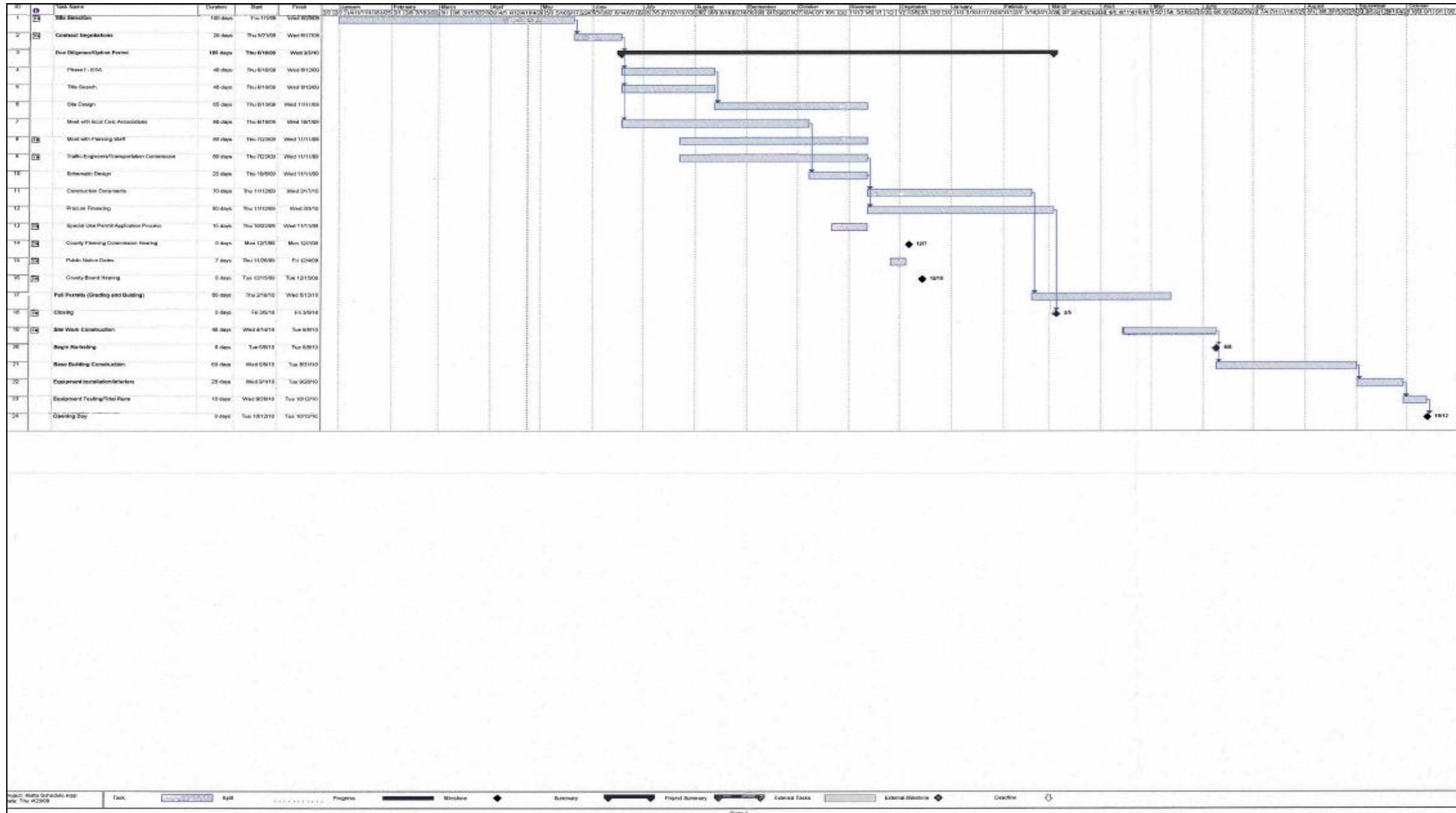
General Contractor: The contractor will have experience in both constructing car wash tunnels as well an understanding of the equipment necessary for operating a car wash.

Mechanical/Electrical/Plumbing Engineer: These engineers will be responsible for planning and calculating the necessary power, water lines and HVAC equipment for the car wash. They will be involved in the design and construction of the project.

# Arlington Auto-Wash

## IX. Development Schedule

The milestones for the development of Arlington Auto-Wash are the County Planning Commission Hearing, the County Board Hearing, Closing, Commencement of Marketing and the Opening. The purchase contract for the site will be contingent upon obtaining the special use permit.



# Arlington Auto-Wash

## X. Financial Analysis

The financial projections of Arlington Auto-Wash are based off of several assumptions that have been derived from interviewing several car wash owners, appraisers and mortgage bankers. The car wash revenue is calculated using a traffic count capture rate. Depending on the location and type of wash the capture rate can vary greatly. After speaking with Joe DeNardis, a car wash owner in Pittsburgh, PA and reading many online car wash forums it is common for owners to achieve capture rates between 0.75% and 1.25%. However, Station Auto Wash in Leesburg was able to wash over 100,000 cars in its first year with a traffic count of only 14,000 cars per day, a capture rate of 1.96%, at an average ticket price of \$19.00 per wash (Carwash Revolution, March 2009). The targeted area of Lee Highway has a more affluent population and a greater traffic count than that of Station Auto Wash in Leesburg however due to competition and a smaller site which will limit the design, Arlington Auto-Wash has assumed a 1.25% capture rate and only a \$15 average per wash.

Arlington Auto-Wash has consulted with two different lending sources, Alan Bussey of Car Wash Loans and John Glover of Columbia Bank. Both lenders spoke of the financing with a private bank, such as Columbia, having a senior lien of 50% and a junior lien from the SBA of 40%. The loan proceeds under this program can be used to purchase land, construct new facilities and acquire long term equipment. Arlington Auto-Wash plans to pursue the SBA CDC/504 program. Alan Bussey also finances existing car wash acquisitions and said that existing car washes sell on a Gross Income Multiplier between 4x and 6x depending on the type of wash.

<b>Arlington Auto-Wash, Arlington VA Assumptions</b>	
Tunnel	1
Traffic Count	23,000 Cars/Day
Capture Rate	1.25%
Washes/Year	104,938
General Inflation	3.00%
Average \$/Wash	15.00
Expense/Revenue Ratio	40%
Gross Income Multiplier (GIM)*	4
Land Price	1,500,000

SBA CDC/504 Loan Program which can allow for up to 90%

<b>Loan Assumptions</b>	
Total Costs	3,394,961
Rate	7.00%
Interest Only Period	1 Year
Amortization	20
LTV	80%
Initial Loan Amount	2,715,968
Loan Balance upon Amortization Start	2,912,306
Monthly Payment	22,579
Loan Constant	9.304%
Annual Payment	270,949

\*GIM for car wash sales range from 4 to 6 depending on the type of wash

<b>Exit Strategy</b>	
Gross Income	1,584,063
GIM	4.0
Car Wash Value	6,336,250
5.0% Sales Costs	(316,813)
Proceeds from Sale	6,019,438
Total Project Costs	(3,734,457)
Profit*	2,601,793

\*Money that could be used for additional land costs

# Arlington Auto-Wash

Arlington Auto-Wash is seeking an equity investor to contribute \$578,992 toward the construction and operation of the car wash. Taking into account the assumptions on the preceding page and total development costs of \$3,734,457 including land, a return on cost of 20.09% can be achieved. Additionally the 10 yr IRR for an equity investor without having a liquidity event at the end of the hold period is 50.23%, making this a very attractive investment opportunity.

Equity Partner	
Total Equity Required	678,992
Operator Equity	100,000
Equity Partner	578,992
Preferred Return	10.00%
Equity Partner 10 yr IRR	50.23%
Return on Cost	20.09%

The sensitivity analysis below holds the average ticket price at \$15.00 while taking into account different land prices and traffic capture rates. This shows that the land price Arlington Auto-Wash can afford to pay must remain between \$1.0 million and \$1.75 million for the project to be attractive to an equity investor in today's market.

Return on Cost with a \$15.00 Average Wash					
		Capture Rate			
		0.75%	1.00%	1.25%	1.50%
Land Price	1,000,000	11.70%	17.63%	23.57%	29.50%
	1,250,000	10.77%	16.23%	21.69%	27.15%
	1,500,000	9.98%	15.04%	20.09%	25.15%
	1,750,000	9.29%	14.01%	18.72%	23.43%
	2,000,000	8.70%	13.11%	17.52%	21.92%

This next sensitivity analysis displays the various IRR's an equity investor can achieve given a land price of \$1.5 million and varying average ticket prices and traffic capture rates. This chart shows that Arlington Auto-Wash presents an opportunity for an investor to make a very attractive return on their investment. The following two pages lay out the complete development budget and pro-forma cash flow from operations.

Equity Partner 10 Yr IRR with Land Price at \$1,500,000					
		Capture Rate			
		0.75%	1.00%	1.25%	1.50%
Average \$/Wash	\$15.00	14.12%	33.13%	50.23%	66.73%
	\$15.50	16.20%	35.47%	53.00%	70.00%
	\$16.00	18.22%	37.79%	55.77%	73.27%
	\$16.50	20.20%	40.09%	58.52%	76.53%
	\$17.00	22.13%	42.36%	61.26%	79.78%
	\$17.50	24.03%	44.63%	64.00%	83.04%
	\$18.00	25.90%	46.88%	66.73%	86.29%

# Arlington Auto-Wash

Arlington Auto-Wash Development Budget			
Item	Budget	Item	Budget
<b>Land</b>	<b>1,500,000</b>	<b>Soft Costs</b>	
<b>Sitework</b>		Zoning Attorney	5,000
General Conditions	16,500	Architect	17,500
Grading	75,000	Civil Engineer	17,500
Storm Drainage	37,000	Survey	5,500
Site Concrete	8,400	Site Test Wells	5,500
Paving	66,000	Environmental Study	5,000
Landscaping	13,500	Permits	20,000
Fencing	4,500	Sewer and Water Tap Fee	35,000
Masonry	4,800	Green Consultant	25,000
Water and Sewer Service	25,000	5.00% Project Management Fee	52,031
Water Recycling System	150,000	<b>Sub Total Soft Costs</b>	<b>188,031</b>
Site Lighting	15,000	10.0% Soft Cost Contingency	<b>18,803</b>
<b>Total Sitework</b>	<b>415,700</b>	<b>Total Soft Costs</b>	<b>206,834</b>
<b>Hard Costs</b>		<b>Equipment &amp; Controls</b>	<b>450,000</b>
General Conditions	50,000	<b>Interest Carry</b>	<b>197,517</b>
Concrete	70,000	<b>Total Development Costs</b>	<b>3,394,961</b>
Precast Concrete	8,500	<b>10.0% Development Fee</b>	<b>339,496</b>
Masonry	44,000	<b>Total Costs</b>	<b>3,734,457</b>
Structural Steel	25,000	<b>Yield on Costs</b>	<b>20.09%</b>
Rough Carpentry	35,000		
Siding and Trim	1,500		
Finish Carpentry	10,500		
Plastics	8,500		
Thermal & Moisture Protection	35,000		
Doors & Hardware	6,500		
Overhead Doors Counter Shutter	15,000		
Glass & Glazing	55,000		
Drywall	15,000		
Metal Framing	4,300		
Insulation	2,500		
EIFS	20,000		
Acoustical Ceiling	1,500		
Painting	12,000		
Finish Flooring	8,800		
Specialties & Signage	6,000		
Plumbing	60,000		
HVAC	20,000		
Electrical	48,000		
Insurance	5,500		
<b>Sub Total Hard Costs</b>	<b>568,100</b>		
10.0% Hard Cost Contingency	56,810		
<b>Total Hard Costs</b>	<b>624,910</b>		
<b>Total Sitework &amp; Hard Costs</b>	<b>1,040,610</b>		

# Arlington Auto-Wash

Arlington Auto-Wash Pro-Forma Cash Flow										
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Revenue</b>										
Wash Revenue	1,574,063	1,621,284	1,669,923	1,720,021	1,771,621	1,824,770	1,879,513	1,935,898	1,993,975	2,053,795
Retail Revenue	10,000	10,300	10,609	10,927	11,255	11,593	11,941	12,299	12,668	13,048
<b>Total Revenue</b>	<b>1,584,063</b>	<b>1,631,584</b>	<b>1,680,532</b>	<b>1,730,948</b>	<b>1,782,876</b>	<b>1,836,363</b>	<b>1,891,453</b>	<b>1,948,197</b>	<b>2,006,643</b>	<b>2,066,842</b>
<b>Non-Controllable Expenses</b>										
RE Taxes	15,841	16,316	16,805	17,309	17,829	18,364	18,915	19,482	20,066	20,668
Sales Tax	44,354	45,684	47,055	48,467	49,921	51,418	52,961	54,550	56,186	57,872
Electricity	126,725	130,527	134,443	138,476	142,630	146,909	151,316	155,856	160,531	165,347
Water	31,681	32,632	33,611	34,619	35,658	36,727	37,829	38,964	40,133	41,337
Soaps	25,345	26,105	26,889	27,695	28,526	29,382	30,263	31,171	32,106	33,069
Parts	12,673	13,053	13,444	13,848	14,263	14,691	15,132	15,586	16,053	16,535
Maintenance	19,009	19,579	20,166	20,771	21,395	22,036	22,697	23,378	24,080	24,802
Employees	158,406	163,158	168,053	173,095	178,288	183,636	189,145	194,820	200,664	206,684
FICA	31,681	32,632	33,611	34,619	35,658	36,727	37,829	38,964	40,133	41,337
Natural Gas	31,681	32,632	33,611	34,619	35,658	36,727	37,829	38,964	40,133	41,337
Trash	3,168	3,263	3,361	3,462	3,566	3,673	3,783	3,896	4,013	4,134
Supplies/Parts/Resale Items	19,009	19,579	20,166	20,771	21,395	22,036	22,697	23,378	24,080	24,802
Damages	6,336	6,526	6,722	6,924	7,132	7,345	7,566	7,793	8,027	8,267
Insurance	6,336	6,526	6,722	6,924	7,132	7,345	7,566	7,793	8,027	8,267
Miscellaneous	38,018	39,158	40,333	41,543	42,789	44,073	45,395	46,757	48,159	49,604
Credit Card/Transaction Costs	63,363	65,263	67,221	69,238	71,315	73,455	75,658	77,928	80,266	82,674
<b>Total Non-Controllable Expenses</b>	<b>633,625</b>	<b>652,634</b>	<b>672,213</b>	<b>692,379</b>	<b>713,151</b>	<b>734,545</b>	<b>756,581</b>	<b>779,279</b>	<b>802,657</b>	<b>826,737</b>
<b>Controllable Expenses</b>										
Asset Management Fee	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
<b>Total Controllable Expenses</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>	<b>200,000</b>
<b>Total Expenses</b>	<b>833,625</b>	<b>852,634</b>	<b>872,213</b>	<b>892,379</b>	<b>913,151</b>	<b>934,545</b>	<b>956,581</b>	<b>979,279</b>	<b>1,002,657</b>	<b>1,026,737</b>
<b>EBITDA/NOI</b>	<b>750,438</b>	<b>778,951</b>	<b>808,319</b>	<b>838,569</b>	<b>869,726</b>	<b>901,818</b>	<b>934,872</b>	<b>968,918</b>	<b>1,003,986</b>	<b>1,040,105</b>
<b>Rent/Mortgage</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>	<b>(270,949)</b>
<b>Cash Flow After Debt</b>	<b>479,489</b>	<b>508,002</b>	<b>537,370</b>	<b>567,620</b>	<b>598,777</b>	<b>630,869</b>	<b>663,923</b>	<b>697,969</b>	<b>733,037</b>	<b>769,156</b>
<b>Equity</b>										
Investor Preferred Return	(57,899)	(57,899)	(57,899)	(57,899)	(57,899)	(57,899)	(57,899)	(57,899)	(57,899)	(57,899)
<b>Cash Flow After Pref</b>	<b>421,589</b>	<b>450,102</b>	<b>479,471</b>	<b>509,721</b>	<b>540,878</b>	<b>572,969</b>	<b>606,024</b>	<b>640,070</b>	<b>675,138</b>	<b>711,257</b>
<b>Reserve for Investor Payoff</b>	<b>(210,795)</b>	<b>(225,051)</b>	<b>(239,736)</b>	<b>(254,860)</b>	<b>(270,439)</b>	<b>(286,485)</b>	<b>(303,012)</b>	<b>(320,035)</b>	<b>(337,569)</b>	<b>(355,629)</b>
<b>Accumulated Investor Payoff Fund</b>	<b>210,795</b>	<b>435,846</b>	<b>675,581</b>	<b>930,442</b>	<b>1,200,881</b>	<b>1,487,365</b>	<b>1,790,377</b>	<b>2,110,412</b>	<b>2,447,981</b>	<b>2,803,610</b>
<b>Multiple</b>	<b>0.31x</b>	<b>0.64x</b>	<b>0.99x</b>	<b>1.37x</b>	<b>1.77x</b>	<b>2.19x</b>	<b>2.64x</b>	<b>3.11x</b>	<b>3.61x</b>	<b>4.13x</b>
<b>Equity Partner Cash Flow</b>	<b>(578,992)</b>	<b>268,694</b>	<b>282,950</b>	<b>312,759</b>	<b>328,338</b>	<b>344,384</b>	<b>360,911</b>	<b>377,934</b>	<b>395,468</b>	<b>413,528</b>
<b>Equity Partner 10 Yr IRR</b>	<b>50.23%</b>									
<b>Distributable Cash Flow</b>	<b>210,795</b>	<b>225,051</b>	<b>239,736</b>	<b>254,860</b>	<b>270,439</b>	<b>286,485</b>	<b>303,012</b>	<b>320,035</b>	<b>337,569</b>	<b>355,629</b>



**APPENDIX**

# Arlington Auto-Wash

## Appendix A - Special Use Permit Application

Case No. U- _____	
<p>Arlington County, Virginia DEPARTMENT OF COMMUNITY PLANNING, HOUSING AND DEVELOPMENT PLANNING DIVISION ZONING ADMINISTRATION</p> <p><b>USE PERMIT APPLICATION</b></p>	
DATE: _____	
Original Plan <input type="checkbox"/>	Amendment <input type="checkbox"/>
<p>Arlington County Board c/o ZONING SECTION 2100 Clarendon Blvd, Suite 812 Arlington, Virginia 22201</p>	
I _____ Owner We _____ Occupant Contract Owner	
of Lots _____, Block _____, Section _____ of the _____ Subdivision, containing _____ sq. ft./acre	
Arlington county, Virginia, premises known as _____	
Hereby apply for a Use Permit as required by Section _____ Subsection _____ of the Zoning Ordinance	
As contained in the Appendix of the Arlington County Code, for the purpose of operating/conducting _____	
REMARKS _____	
Have all necessary statements, plans, plots, and other pertinent information been submitted?	
Make checks payable to: Treasure of Arlington County	Print Name _____
ZONE _____	Signature _____
PROPOSAL FILED _____	Address _____
FEE DEPOSITED _____	City _____ Stat _____ Zip _____ Telephone _____
C.R.L.F. NO. _____ FEE _____	By _____ (TITLE)
RECEIVED BY _____	Address _____
Previous cases _____	Zip _____ Telephone _____
(READ INFORMATION AND INSTRUCTIONS CAREFULLY)	

# Arlington Auto-Wash

**ARLINGTON COUNTY, VIRGINIA  
DEPARTMENT OF COMMUNITY PLANNING, HOUSING AND DEVELOPMENT  
ZONING ADMINISTRATION**

**Disclosure Statement**

TYPE OR PRINT IN INK

Case No. \_\_\_\_\_

Complete the following:

1. Description of the real estate affected

List the addresses of all property that is affected by the application. Provide the lot, block, section, and subdivision of all parcels only if the properties have not been subdivided.

Address(es) \_\_\_\_\_

Lot(s) \_\_\_\_\_ Block \_\_\_\_\_

Section \_\_\_\_\_ Subdivision \_\_\_\_\_

2. Is the owner of said real estate, a corporation whose stock is traded on a national or local stock exchange and having more than five hundred (500) shareholders?

YES  NO  If "Yes," give the name of the corporation and skip to item 4

3. List the names, addresses, and nature of interest of **ALL** persons having equitable ownership of the real estate to be affected, including, in the case of corporate ownership, the names of stockholders, officers, and directors; and of **ALL** parties in interest.

<u>PARCEL ADDRESS</u>	<u>NAME</u>	<u>ADDRESS</u>	<u>NATURE OF INTEREST</u>

4. I hereby certify that this is a true and accurate disclosure of all persons having equitable ownership real estate to be affected and of all the parties in interest.

Applicant's signature \_\_\_\_\_

Applicant's address \_\_\_\_\_

STATE OF VIRGINIA, COUNTY OF \_\_\_\_\_ TO WIT: \_\_\_\_\_

Subscribed and sworn before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_

Notary \_\_\_\_\_

My commission expires \_\_\_\_\_

# Arlington Auto-Wash



SUSAN INGRAHAM BELL  
DIRECTOR

ARLINGTON COUNTY, VIRGINIA  
DEPARTMENT OF COMMUNITY PLANNING,  
HOUSING AND DEVELOPMENT  
ZONING ADMINISTRATION  
#1 COURTHOUSE PLAZA, SUITE 812  
2100 Clarendon Boulevard  
ARLINGTON, VIRGINIA 22201  
(703) 228-3883 • Fax (703) 228-3896



EMORY C. RUSSELL, JR.  
ZONING ADMINISTRATOR

August 14, 2000

**TO:** APPLICANTS FOR PUBLIC HEARING CASES  
**FROM:** EMORY C. RUSSELL, JR.  
**SUBJECT:** Disclosure Statement for Public Hearings of County Board  
Planning Commission and Board of Zoning Appeals

As an applicant for a case that will be considered by the County Board of the Board of Zoning Appeals (Rezoning, Site Plan Approvals and Admndments, Use Permits and Amendments, and Variances), you are required to file a complete disclosure of the equitable ownership and parties interest of the real estate that is the subject of the application. This requirement is contained in Section 36, Subsections E-5, F-6, G-7, and H-7 of the Arlington County Zoning Ordinance and Title 15.2 of the Code of Virginia. The purpose of the Disclosure Statement is to document the ownership interests of the property or properties that are the subject of the application. The following information is provided to assist you in preparing an accurate and complete Disclosure Statement which will help avoid otherwise unnecessary deferrals of the public hearing date for which you have filed your application.

A complete Disclosure Statement must be filed with your application by the FINAL FILING DEADLINE for you application to be complete and therefore accepted for processing. The Statement must be notarized. *(It does not have to be notarized in Virginia. You may use the services of the notary in the Zoning Office you like.)* It is very important that you review your Disclosure Statement for accuracy and completeness before you file it with the County. As with all application information, the Disclosure Statement is available to the public for review.

Particular attention should be paid to the following elements of your statement:

- > Partnership information must list all General and Limited Partners and be broken down successively until ONLY INDIVIDUAL PERSONS are listed.
- > Corporate information and all stockholders (except those that are traded on a national or local stock exchange and have more than 500 shareholders) must list the names of officers and directors of the corporation. For Corporations that are not traded on a national or local stock exchange, stockholders must be identified as well.
- > Whenever a trust is listed, the beneficiaries must be identified.
- > Addresses of partnerships, corporations, trusts, etc. must include the street address or post office box number, city, state, and zip code. Telephone numbers are not required.
- > Identification of the interest of the persons and firms listed. This should identify the nature of the interest (ie. Owner, contract owner, lessee, general or limited partner, beneficiary, mortgage holder, etc.). The percent of interest is not required.

# Arlington Auto-Wash

## Appendix B - Arlington County Special Use Permit Application Checklist

### **USE PERMIT AND MINOR SITE PLAN AMENDMENTS SUBMISSION CHECKLIST**

The following items must be included with any application for a Use Permit, Use Permit Amendment or Minor Site Plan Amendment. Applicants are strongly encouraged to apply by the Preliminary Filing Date. ELEVEN (11) copies of all materials must be turned in no later than 4:00 p.m. on the Final Filing Deadline. The eleven copies must be put in order as to the Submission Checklist. You must file by the FINAL filing date. Late applications will not be accepted. If you have any questions about these requirements, or the filing schedule for applications, please contact the Zoning Office at 703-228-3883 for assistance.

Some Child Care Facilities are required to obtain building permits in addition to the requirements outlined below. For information regarding the requirements for a Building Permit, please contact Inspection Services at 703-228-3800.

1. **Completed application form** \_\_\_\_\_  
with signature. Applications must include: information on days & hours of operation of the proposed use, number of participants or residents, and ages of participants if a school or child care use is proposed. Include working phone numbers, e-mail addresses and pager numbers where you may be reached during the day. Include full name of business with phone numbers, applicant's full name with address, and fee.
2. **Disclosure Statement**  
Section 36 of the Zoning Ordinance requires that every applicant for a Rezoning, Site Plan Approval and Amendment, Variance, and Use Permit shall file a complete disclosure of the equitable ownership and parties in interest of the real estate to be affected. (Must be notarized)
3. **Description of Proposed Use (Details)** \_\_\_\_\_  
Please provide a detailed description of the proposed use in a separate letter.

CHECKLIST 1/17/08

(Over)

# Arlington Auto-Wash

4. **Statement of Consent by Property Owner** This is required if the applicant is a tenant, occupant or a contract owner. Include name, address and phone numbers, e-mail address and pager numbers of property owners. \_\_\_\_\_
  
5. **Plat or site plan of property** drawn to scale, on 8.5" by 11" paper, showing existing and proposed buildings, parking, driveways, and entrances to property. Signage and landscaping should be shown for commercial uses and all requests that include new construction. \_\_\_\_\_  
  
**APPLICATIONS FOR NEW CONSTRUCTION also need in addition to all other items on this checklist, a PLOT and LOCATION MAP, a TOPOGRAPHIC MAP (all at a scale of 1 inch equals 25 feet), amount of IMPERVIOUS AREA on site, existing and proposed, description of MAJOR TREES, potential methods of minimizing ADVERSE IMPACTS, including feasibility. (Section 36.J.2., Arlington County Zoning Ordinance)** \_\_\_\_\_
  
6. **Floor Plans** drawn to scale, showing seating areas, dance floor areas, classrooms, play space, etc., as appropriate to the proposed use. If drawings are larger than 8.5" x 11" include eleven (11) sets of plans at 8.5" x 11". (For FAMILY HOME DAY CARE applications scaled plans are desirable but not required). \_\_\_\_\_
  
7. **Environmental Consideration Form** This must be filed with any Use Permit or Site Plan Amendment application that would permit construction of a new structure or a parking area for 10 or more cars. The LEED scorecard may be downloaded at [www.USGBC.org](http://www.USGBC.org), select LEED, complete and attach appropriate form. \_\_\_\_\_
  
8. Any additional drawings, plans, sketches or photographs pertinent to the request. Drawings should be "to scale" on 8.5" by 11" paper for: floor plans, site plans and parking facilities. Charts of statistics showing: existing vs proposed for: expansion of parking lot (transitional), signs, drive-thru's, conversion of the use of space, and food delivery service. \_\_\_\_\_

CHECKLIST 1/17/08

# Arlington Auto-Wash

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STRONGLY RECOMMENDED

9. Statement of Support by affected Civic Associations. Applicants are advised to contact affected Civic Associations prior to submitting the application. If the application is for Live Entertainment, applicants are encouraged to contact, prior to submitting the application, the Police Department, Fire Department and the Virginia ABC Board and include written record that contact was made.

CHECKLIST 1/17/08

# Arlington Auto-Wash

## Appendix C - CLARITAS Demographic Report

### Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>Population</b>						
2013 Projection	24,198		210,592		618,834	
2008 Estimate	22,885		207,899		605,512	
2000 Census	20,464		203,821		581,022	
1990 Census	19,080		183,830		540,452	
Growth 2008-2013	5.74%		1.30%		2.20%	
Growth 2000-2008	11.83%		2.00%		4.21%	
Growth 1990-2000	7.25%		10.87%		7.51%	
<b>2008 Est. Population by Single Race Classification</b>						
White Alone	19,713	86.14	160,379	77.14	400,474	66.14
Black or African American Alone	654	2.86	12,271	5.90	86,845	14.34
American Indian and Alaska Native Alone	72	0.31	621	0.30	2,138	0.35
Asian Alone	1,442	6.30	16,986	8.17	47,359	7.82
Native Hawaiian and Other Pacific Islander Alone	10	0.04	178	0.09	475	0.08
Some Other Race Alone	452	1.98	10,384	4.99	44,103	7.28
Two or More Races	542	2.37	7,081	3.41	24,119	3.98
<b>2008 Est. Population Hispanic or Latino by Origin*</b>						
Not Hispanic or Latino	21,628	94.51	183,339	88.19	511,480	84.47
Hispanic or Latino:	1,257	5.49	24,560	11.81	94,032	15.53
Mexican	160	12.73	2,151	8.76	8,156	8.67
Puerto Rican	54	4.30	789	3.21	3,004	3.19
Cuban	30	2.39	383	1.56	1,506	1.60
All Other Hispanic or Latino	1,012	80.51	21,237	86.47	81,366	86.53
<b>2008 Est. Hispanic or Latino by Single Race Class.</b>						
White Alone	730	58.07	12,391	50.45	41,226	43.84
Black or African American Alone	20	1.59	355	1.45	2,087	2.22
American Indian and Alaska Native Alone	13	1.03	163	0.66	700	0.74
Asian Alone	3	0.24	75	0.31	258	0.27
Native Hawaiian and Other Pacific Islander Alone	0	0.00	14	0.06	63	0.07
Some Other Race Alone	378	30.07	9,445	38.46	41,878	44.54
Two or More Races	112	8.91	2,118	8.62	7,820	8.32



Prepared On: Mon Mar 02, 2009 Page 1 Of 12

Claritas Tech Support: 1 800 866 6511

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Prepared For:

Prepared By:



# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Pop. Asian Alone Race by Category*</b>	1,442		16,986		47,359	
Chinese, except Taiwanese	282	19.56	2,671	15.72	8,688	18.34
Filipino	192	13.31	2,126	12.52	5,773	12.19
Japanese	126	8.74	1,186	6.98	2,835	5.99
Asian Indian	319	22.12	3,557	20.94	8,602	18.16
Korean	146	10.12	1,423	8.38	4,314	9.11
Vietnamese	73	5.06	2,279	13.42	8,256	17.43
Cambodian	18	1.25	291	1.71	646	1.36
Hmong	0	0.00	0	0.00	7	0.01
Laotian	0	0.00	132	0.78	329	0.69
Thai	35	2.43	418	2.46	974	2.06
Other Asian	223	15.46	2,526	14.87	5,954	12.57
Two or more Asian categories	27	1.87	376	2.21	982	2.07
<b>2008 Est. Population by Ancestry</b>	22,885		207,899		605,512	
Pop, Arab	515	2.25	3,670	1.77	10,759	1.78
Pop, Czech	134	0.59	860	0.41	2,117	0.35
Pop, Danish	172	0.75	719	0.35	1,563	0.26
Pop, Dutch	198	0.87	1,377	0.66	3,429	0.57
Pop, English	2,272	9.93	16,664	8.02	40,307	6.66
Pop, French (except Basque)	274	1.20	2,957	1.42	7,868	1.30
Pop, French Canadian	152	0.66	1,228	0.59	2,568	0.42
Pop, German	2,153	9.41	15,328	7.37	37,895	6.26
Pop, Greek	162	0.71	1,433	0.69	3,493	0.58
Pop, Hungarian	103	0.45	916	0.44	2,484	0.41
Pop, Irish	2,553	11.16	18,294	8.80	43,722	7.22
Pop, Italian	1,129	4.93	8,552	4.11	20,496	3.38
Pop, Lithuanian	108	0.47	607	0.29	1,638	0.27
Pop, United States or American	848	3.71	6,477	3.12	17,396	2.87
Pop, Norwegian	289	1.26	1,889	0.91	3,941	0.65
Pop, Polish	496	2.17	3,933	1.89	9,962	1.65
Pop, Portuguese	112	0.49	517	0.25	1,160	0.19
Pop, Russian	450	1.97	4,035	1.94	10,704	1.77
Pop, Scottish	369	1.61	3,518	1.69	9,130	1.51
Pop, Scotch-Irish	489	2.14	3,386	1.63	7,720	1.27
Pop, Slovak	82	0.36	404	0.19	1,052	0.17
Pop, Sub-Saharan African	168	0.73	3,446	1.66	16,511	2.73
Pop, Swedish	250	1.09	1,909	0.92	4,011	0.66
Pop, Swiss	119	0.52	843	0.41	1,493	0.25
Pop, Ukrainian	97	0.42	848	0.41	1,906	0.31
Pop, Welsh	167	0.73	1,000	0.48	2,462	0.41
Pop, West Indian (exc Hisp groups)	75	0.33	596	0.29	3,768	0.62



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# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Population by Ancestry</b>						
Pop, Other ancestries	6,440	28.14	69,244	33.31	245,880	40.61
Pop, Ancestry Unclassified	2,511	10.97	33,251	15.99	90,075	14.88
<b>2008 Est. Pop Age 5+ by Language Spoken At Home</b>						
Speak Only English at Home	17,117	78.16	137,419	69.23	389,176	67.73
Speak Asian/Pacific Islander Language at Home	803	3.67	9,831	4.95	28,330	4.93
Speak IndoEuropean Language at Home	1,570	7.17	16,013	8.07	41,272	7.18
Speak Spanish at Home	1,938	8.85	29,711	14.97	96,620	16.81
Speak Other Language at Home	472	2.16	5,511	2.78	19,243	3.35
<b>2008 Est. Population by Sex</b>						
Male	11,283	49.30	102,148	49.13	297,463	49.13
Female	11,601	50.69	105,752	50.87	308,049	50.87
Male/Female Ratio	0.97		0.97		0.97	
<b>2008 Est. Population by Age</b>						
Age 0 - 4	983	4.30	9,413	4.53	30,871	5.10
Age 5 - 9	1,087	4.75	9,626	4.63	29,851	4.93
Age 10 - 14	982	4.29	9,147	4.40	28,844	4.76
Age 15 - 17	552	2.41	5,077	2.44	16,065	2.65
Age 18 - 20	302	1.32	12,729	6.12	24,948	4.12
Age 21 - 24	642	2.81	11,835	5.69	30,525	5.04
Age 25 - 34	5,106	22.31	41,636	20.03	117,143	19.35
Age 35 - 44	4,108	17.95	33,289	16.01	99,336	16.41
Age 45 - 49	1,951	8.53	15,319	7.37	45,729	7.55
Age 50 - 54	1,637	7.15	13,447	6.47	41,469	6.85
Age 55 - 59	1,563	6.83	13,397	6.44	39,626	6.54
Age 60 - 64	1,192	5.21	10,195	4.90	30,332	5.01
Age 65 - 74	1,457	6.37	12,056	5.80	36,526	6.03
Age 75 - 84	810	3.54	7,031	3.38	22,571	3.73
Age 85 and over	513	2.24	3,703	1.78	11,676	1.93
Age 16 and over	19,656	85.89	178,040	85.64	510,798	84.36
Age 18 and over	19,280	84.25	174,637	84.00	499,881	82.56
Age 21 and over	18,978	82.93	161,908	77.88	474,933	78.43
Age 65 and over	2,779	12.14	22,790	10.96	70,773	11.69
<b>2008 Est. Median Age</b>						
	39.35		36.35		37.47	
<b>2008 Est. Average Age</b>						
	40.43		38.28		38.80	



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Prepared By:

# Arlington Auto-Wash

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Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

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Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Male Population by Age</b>	11,283		102,148		297,463	
Age 0 - 4	505	4.48	4,793	4.69	15,547	5.23
Age 5 - 9	557	4.94	4,938	4.83	15,258	5.13
Age 10 - 14	504	4.47	4,703	4.60	14,804	4.98
Age 15 - 17	266	2.36	2,517	2.46	8,047	2.71
Age 18 - 20	164	1.45	5,658	5.54	11,446	3.85
Age 21 - 24	301	2.67	5,763	5.64	14,840	4.99
Age 25 - 34	2,601	23.05	21,136	20.69	58,532	19.68
Age 35 - 44	2,093	18.55	17,158	16.80	51,575	17.34
Age 45 - 49	973	8.62	7,937	7.77	23,555	7.92
Age 50 - 54	806	7.14	6,593	6.45	20,588	6.92
Age 55 - 59	784	6.95	6,504	6.37	19,125	6.43
Age 60 - 64	585	5.18	4,911	4.81	14,525	4.88
Age 65 - 74	703	6.23	5,676	5.56	17,139	5.76
Age 75 - 84	299	2.65	2,773	2.71	9,035	3.04
Age 85 and over	142	1.26	1,088	1.07	3,450	1.16
<b>2008 Est. Median Age, Male</b>	38.55		35.91		36.99	
<b>2008 Est. Average Age, Male</b>	39.35		37.47		37.92	
<b>2008 Est. Female Population by Age</b>	11,601		105,752		308,049	
Age 0 - 4	478	4.12	4,620	4.37	15,325	4.97
Age 5 - 9	529	4.56	4,688	4.43	14,593	4.74
Age 10 - 14	478	4.12	4,444	4.20	14,041	4.56
Age 15 - 17	286	2.47	2,560	2.42	8,018	2.60
Age 18 - 20	138	1.19	7,070	6.69	13,502	4.38
Age 21 - 24	341	2.94	6,072	5.74	15,685	5.09
Age 25 - 34	2,505	21.59	20,500	19.38	58,611	19.03
Age 35 - 44	2,015	17.37	16,132	15.25	47,762	15.50
Age 45 - 49	978	8.43	7,382	6.98	22,174	7.20
Age 50 - 54	831	7.16	6,854	6.48	20,881	6.78
Age 55 - 59	779	6.71	6,892	6.52	20,501	6.66
Age 60 - 64	608	5.24	5,284	5.00	15,807	5.13
Age 65 - 74	754	6.50	6,380	6.03	19,387	6.29
Age 75 - 84	511	4.40	4,258	4.03	13,536	4.39
Age 85 and over	372	3.21	2,615	2.47	8,226	2.67
<b>2008 Est. Median Age, Female</b>	40.19		36.81		37.98	
<b>2008 Est. Average Age, Female</b>	41.48		39.06		39.65	



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# Arlington Auto-Wash

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Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Population Age 15+ by Marital Status*</b>	19,833		179,713		515,945	
Total, Never Married	8,399	42.35	78,949	43.93	225,189	43.65
Married, Spouse present	8,195	41.32	65,538	36.47	181,035	35.09
Married, Spouse absent	788	3.97	13,809	7.68	39,034	7.57
Widowed	937	4.72	8,277	4.61	27,392	5.31
Divorced	1,514	7.63	13,141	7.31	43,294	8.39
Males, Never Married	4,315	21.76	40,619	22.60	117,090	22.69
Previously Married	813	4.10	7,017	3.90	23,794	4.61
Females, Never Married	4,084	20.59	38,330	21.33	108,099	20.95
Previously Married	1,637	8.25	14,400	8.01	46,892	9.09
<b>2008 Est. Pop. Age 25+ by Educational Attainment*</b>	18,337		150,073		444,408	
Less than 9th grade	510	2.78	7,441	4.96	34,032	7.66
Some High School, no diploma	484	2.64	7,279	4.85	32,121	7.23
High School Graduate (or GED)	1,588	8.66	15,189	10.12	51,886	11.68
Some College, no degree	1,969	10.74	17,967	11.97	54,465	12.26
Associate Degree	502	2.74	4,645	3.10	14,283	3.21
Bachelor's Degree	6,218	33.91	45,958	30.62	120,356	27.08
Master's Degree	4,144	22.60	30,879	20.58	80,609	18.14
Professional School Degree	2,020	11.02	13,962	9.30	38,028	8.56
Doctorate Degree	901	4.91	6,753	4.50	18,627	4.19
<b>Households</b>						
2013 Projection	11,443		93,218		282,160	
2008 Estimate	10,902		92,590		276,478	
2000 Census	9,824		91,595		265,682	
1990 Census	9,024		82,867		246,893	
Growth 2008-2013	4.96%		0.68%		2.06%	
Growth 2000-2008	10.97%		1.09%		4.06%	
Growth 1990-2000	8.87%		10.53%		7.61%	
<b>2008 Est. Households by Household Type</b>	10,902		92,590		276,478	
Family Households	4,569	41.91	39,746	42.93	118,744	42.95
Nonfamily Households	6,333	58.09	52,845	57.07	157,734	57.05
<b>2008 Est. Group Quarters Population</b>	400		14,260		25,991	
<b>2008 Households by Ethnicity, Hispanic/Latino</b>	391	3.59	6,654	7.19	25,589	9.26



# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Households by Household Income</b>	10,902		92,590		276,478	
Income Less than \$15,000	438	4.02	6,770	7.31	24,944	9.02
Income \$15,000 - \$24,999	373	3.42	4,284	4.63	15,397	5.57
Income \$25,000 - \$34,999	513	4.71	4,912	5.31	17,766	6.43
Income \$35,000 - \$49,999	1,010	9.26	9,512	10.27	30,756	11.12
Income \$50,000 - \$74,999	1,594	14.62	14,805	15.99	47,018	17.01
Income \$75,000 - \$99,999	1,698	15.58	12,873	13.90	37,776	13.66
Income \$100,000 - \$149,999	2,178	19.98	16,232	17.53	44,637	16.14
Income \$150,000 - \$249,999	2,005	18.39	14,192	15.33	36,066	13.04
Income \$250,000 - \$499,999	760	6.97	5,851	6.32	14,367	5.20
Income \$500,000 and more	333	3.05	3,159	3.41	7,750	2.80
<b>2008 Est. Average Household Income</b>	\$131,162		\$122,125		\$110,042	
<b>2008 Est. Median Household Income</b>	\$97,418		\$86,676		\$76,560	
<b>2008 Est. Per Capita Income</b>	\$62,904		\$54,991		\$50,851	
<b>2008 Est. Household Type, Presence Own Children*</b>	10,902		92,590		276,478	
Single Male Householder	2,017	18.50	17,590	19.00	55,618	20.12
Single Female Householder	2,512	23.04	22,491	24.29	68,673	24.84
Married-Couple Family, own children	1,480	13.58	12,848	13.88	36,212	13.10
Married-Couple Family, no own children	2,313	21.22	18,933	20.45	51,064	18.47
Male Householder, own children	74	0.68	791	0.85	2,962	1.07
Male Householder, no own children	161	1.48	1,721	1.86	6,104	2.21
Female Householder, own children	228	2.09	2,639	2.85	11,365	4.11
Female Householder, no own children	314	2.88	2,813	3.04	11,037	3.99
Nonfamily, Male Householder	970	8.90	6,979	7.54	19,007	6.87
Nonfamily, Female Householder	833	7.64	5,785	6.25	14,437	5.22
<b>2008 Est. Households by Household Size*</b>	10,902		92,590		276,478	
1-person household	4,529	41.54	40,081	43.29	124,290	44.95
2-person household	3,530	32.38	28,317	30.58	79,664	28.81
3-person household	1,374	12.60	10,865	11.73	31,480	11.39
4-person household	915	8.39	7,414	8.01	21,812	7.89
5-person household	354	3.25	3,396	3.67	10,499	3.80
6-person household	126	1.16	1,408	1.52	4,712	1.70
7 or more person household	75	0.69	1,110	1.20	4,021	1.45
<b>2008 Est. Average Household Size</b>	2.06		2.09		2.10	



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# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Households by Presence of People*</b>	10,902		92,590		276,478	

### Households with 1 or more People under Age 18:

Married-Couple Family	1,503	13.79	13,202	14.26	37,701	13.64
Other Family, Male Householder	88	0.81	1,017	1.10	3,905	1.41
Other Family, Female Householder	270	2.48	3,033	3.28	13,620	4.93
Nonfamily, Male Householder	6	0.06	90	0.10	410	0.15
Nonfamily, Female Householder	2	0.02	35	0.04	188	0.07

### Households no People under Age 18:

Married-Couple Family	2,290	21.01	18,580	20.07	49,574	17.93
Other Family, Male Householder	146	1.34	1,495	1.61	5,162	1.87
Other Family, Female Householder	271	2.49	2,419	2.61	8,782	3.18
Nonfamily, Male Householder	2,982	27.35	24,478	26.44	74,214	26.84
Nonfamily, Female Householder	3,343	30.66	28,241	30.50	82,921	29.99

### 2008 Est. Households by Number of Vehicles\*

No Vehicles	1,227	11.25	14,750	15.93	65,284	23.61
1 Vehicle	5,393	49.47	44,788	48.37	126,990	45.93
2 Vehicles	3,153	28.92	25,022	27.02	64,467	23.32
3 Vehicles	880	8.07	6,018	6.50	14,634	5.29
4 Vehicles	171	1.57	1,329	1.44	3,249	1.18
5 or more Vehicles	78	0.72	684	0.74	1,852	0.67

### 2008 Est. Average Number of Vehicles\*

	1.42		1.32		1.17	
--	------	--	------	--	------	--

### Family Households

2013 Projection	4,743		40,051		121,128	
2008 Estimate	4,569		39,746		118,744	
2000 Census	4,224		39,274		114,272	
1990 Census	4,086		36,913		109,217	
Growth 2008-2013	3.81%		0.77%		2.01%	
Growth 2000-2008	8.17%		1.20%		3.91%	
Growth 1990-2000	3.38%		6.40%		4.63%	



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# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Family Households by Household Income</b>	4,569		39,746		118,744	
Income Less than \$15,000	95	2.08	1,294	3.26	6,102	5.14
Income \$15,000 - \$24,999	72	1.58	1,113	2.80	4,852	4.09
Income \$25,000 - \$34,999	119	2.60	1,374	3.46	5,817	4.90
Income \$35,000 - \$49,999	243	5.32	2,699	6.79	9,493	7.99
Income \$50,000 - \$74,999	403	8.82	4,488	11.29	15,659	13.19
Income \$75,000 - \$99,999	558	12.21	4,702	11.83	14,229	11.98
Income \$100,000 - \$149,999	1,000	21.89	8,380	21.08	22,656	19.08
Income \$150,000 - \$249,999	1,236	27.05	9,127	22.96	23,369	19.68
Income \$250,000 - \$499,999	584	12.78	4,249	10.69	10,664	8.98
Income \$500,000 and more	258	5.65	2,319	5.83	5,904	4.97
<b>2008 Est. Average Family Household Income</b>	\$177,086		\$163,597		\$146,301	
<b>2008 Est. Median Family Household Income</b>	\$139,685		\$125,075		\$107,108	
<b>2008 Est. Families by Poverty Status*</b>	4,569		39,746		118,744	
<b>Income At or Above Poverty Level:</b>						
Married-Couple Family, own children	1,578	34.54	12,939	32.55	36,187	30.47
Married-Couple Family, no own children	2,152	47.10	17,874	44.97	47,806	40.26
Male Householder, own children	105	2.30	907	2.28	3,425	2.88
Male Householder, no own children	104	2.28	1,238	3.11	4,282	3.61
Female Householder, own children	245	5.36	2,398	6.03	10,000	8.42
Female Householder, no own children	239	5.23	2,371	5.97	7,787	6.56
<b>Income Below Poverty Level:</b>						
Married-Couple Family, own children	41	0.90	565	1.42	2,035	1.71
Married-Couple Family, no own children	23	0.50	403	1.01	1,248	1.05
Male Householder, own children	17	0.37	200	0.50	751	0.63
Male Householder, no own children	9	0.20	167	0.42	609	0.51
Female Householder, own children	35	0.77	565	1.42	3,768	3.17
Female Householder, no own children	23	0.50	118	0.30	846	0.71
<b>2008 Est. Pop Age 16+ by Employment Status*</b>	19,656		178,040		510,798	
In Armed Forces	133	0.68	3,408	1.91	5,838	1.14
Civilian - Employed	14,944	76.03	119,669	67.21	338,626	66.29
Civilian - Unemployed	346	1.76	7,510	4.22	19,351	3.79
Not in Labor Force	4,233	21.54	47,452	26.65	146,982	28.77



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# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Civ Employed Pop 16+ Class of Worker*</b>	14,944		119,669		338,626	
For-Profit Private Workers	8,335	55.77	69,098	57.74	194,433	57.42
Non-Profit Private Workers	2,320	15.52	17,753	14.84	50,291	14.85
Local Government Workers	582	3.89	5,057	4.23	14,657	4.33
State Government Workers	160	1.07	1,976	1.65	4,876	1.44
Federal Government Workers	2,813	18.82	18,990	15.87	54,320	16.04
Self-Emp Workers	699	4.68	6,576	5.50	19,554	5.77
Unpaid Family Workers	35	0.23	219	0.18	494	0.15
<b>2008 Est. Civ Employed Pop 16+ by Occupation*</b>	14,944		119,669		338,626	
Management, Business, and Financial Operations	4,068	27.22	31,113	26.00	78,735	23.25
Professional and Related Occupations	6,694	44.79	45,525	38.04	124,143	36.66
Service	1,082	7.24	12,996	10.86	43,731	12.91
Sales and Office	2,416	16.17	21,389	17.87	63,082	18.63
Farming, Fishing, and Forestry	9	0.06	93	0.08	211	0.06
Construction, Extraction and Maintenance	333	2.23	5,474	4.57	17,109	5.05
Production, Transportation and Material Moving	343	2.30	3,079	2.57	11,615	3.43
<b>2008 Est. Pop 16+ by Occupation Classification*</b>	14,944		119,669		338,626	
Blue Collar	676	4.52	8,553	7.15	28,724	8.48
White Collar	13,178	88.18	98,027	81.92	265,916	78.53
Service and Farm	1,091	7.30	13,089	10.94	43,986	12.99
<b>2008 Est. Workers Age 16+, Transportation To Work*</b>	14,893		121,591		339,439	
Drove Alone	7,852	52.72	62,255	51.20	161,358	47.54
Car Pooled	1,098	7.37	12,475	10.26	36,520	10.76
Public Transportation	4,175	28.03	27,580	22.68	86,555	25.50
Walked	818	5.49	11,671	9.60	33,800	9.96
Motorcycle	2	0.01	169	0.14	286	0.08
Bicycle	185	1.24	1,142	0.94	3,681	1.08
Other Means	71	0.48	621	0.51	2,476	0.73
Worked at Home	693	4.65	5,677	4.67	14,762	4.35
<b>2008 Est. Workers Age 16+ by Travel Time to Work*</b>	14,200		115,913		324,677	
Less than 15 Minutes	2,322	16.35	23,424	20.21	57,409	17.68
15 - 29 Minutes	5,669	39.92	44,835	38.68	124,006	38.19
30 - 44 Minutes	4,481	31.56	32,994	28.46	95,461	29.40
45 - 59 Minutes	1,098	7.73	9,415	8.12	29,245	9.01
60 or more Minutes	630	4.44	5,246	4.53	18,556	5.72
<b>2008 Est. Average Travel Time to Work in Minutes*</b>	29.00		28.27		29.68	



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# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Tenure of Occupied Housing Units</b>	10,902		92,590		276,478	
Owner Occupied	5,252	48.17	41,892	45.24	115,880	41.91
Renter Occupied	5,650	51.83	50,698	54.76	160,597	58.09
<b>2008 Occ Housing Units, Avg Length of Residence</b>	8		8		8	
<b>2008 Est. All Owner-Occupied Housing Values</b>	5,252		41,892		115,880	
Value Less than \$20,000	0	0.00	5	0.01	72	0.06
Value \$20,000 - \$39,999	4	0.08	22	0.05	137	0.12
Value \$40,000 - \$59,999	3	0.06	53	0.13	126	0.11
Value \$60,000 - \$79,999	0	0.00	74	0.18	230	0.20
Value \$80,000 - \$99,999	13	0.25	103	0.25	436	0.38
Value \$100,000 - \$149,999	93	1.77	956	2.28	2,389	2.06
Value \$150,000 - \$199,999	200	3.81	1,566	3.74	4,520	3.90
Value \$200,000 - \$299,999	441	8.40	3,457	8.25	12,163	10.50
Value \$300,000 - \$399,999	439	8.36	3,864	9.22	14,214	12.27
Value \$400,000 - \$499,999	533	10.15	4,289	10.24	13,437	11.60
Value \$500,000 - \$749,999	1,455	27.70	11,308	26.99	26,202	22.61
Value \$750,000 - \$999,999	1,081	20.58	6,530	15.59	16,985	14.66
Value \$1,000,000 or more	990	18.85	9,666	23.07	24,970	21.55
<b>2008 Est. Median All Owner-Occupied Housing Value</b>	\$654,619		\$644,973		\$597,479	
<b>2008 Est. Housing Units by Units in Structure*</b>	11,449		97,570		294,832	
1 Unit Attached	982	8.58	10,499	10.76	38,915	13.20
1 Unit Detached	4,019	35.10	27,561	28.25	64,649	21.93
2 Units	227	1.98	1,329	1.36	4,829	1.64
3 to 19 Units	1,442	12.59	17,869	18.31	52,837	17.92
20 to 49 Units	592	5.17	5,294	5.43	20,855	7.07
50 or More Units	4,184	36.54	34,907	35.78	112,120	38.03
Mobile Home or Trailer	3	0.03	101	0.10	210	0.07
Boat, RV, Van, etc.	0	0.00	10	0.01	415	0.14



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# Arlington Auto-Wash

## Pop-Facts: Demographic Snapshot Report

Radius 1: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 2: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Radius 3: 3436 LEE HWY, ARLINGTON, VA 22207-3732, aggregate

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius 1	%	Radius 2	%	Radius 3	%
<b>2008 Est. Housing Units by Year Structure Built</b>	11,449		97,570		294,832	
Housing Units Built 1999 to 2008	1,990	17.38	8,462	8.67	29,662	10.06
Housing Unit Built 1995 to 1998	423	3.69	3,640	3.73	6,884	2.33
Housing Unit Built 1990 to 1994	414	3.62	4,086	4.19	8,259	2.80
Housing Unit Built 1980 to 1989	1,042	9.10	9,158	9.39	23,725	8.05
Housing Unit Built 1970 to 1979	816	7.13	8,718	8.94	33,289	11.29
Housing Unit Built 1960 to 1969	1,695	14.80	14,098	14.45	47,618	16.15
Housing Unit Built 1950 to 1959	1,945	16.99	18,124	18.58	47,398	16.08
Housing Unit Built 1940 to 1949	1,188	10.38	15,124	15.50	39,194	13.29
Housing Unit Built 1939 or Earlier	1,936	16.91	16,158	16.56	58,804	19.94
<b>2008 Est. Median Year Structure Built **</b>	1964		1960		1960	

\*In contrast to Claritas Demographic Estimates, "smoothed" data items are Census 2000 tables made consistent with current year estimated and 5 year projected base counts.

\*\*1939 will appear when at least half of the Housing Units in this reports area were built in 1939 or earlier.



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# Arlington Auto-Wash

## Appendix D – Tax Records

GIS Mapping Center, DES 2100 Clarendon Blvd, Suite 813 Arlington, Virginia, US 22201	
<b>Details of " Parcels "</b>	
<b>Attribute</b>	<b>Value</b>
Rpcmstr	06034059
Area	14,107.61
<b>Parcel Data (CAMA)</b>	
Rpcmstr	06034059
Parcel Id	06034059
Lrsn	10,583.00
Owner1	RAMINPOUR HOSSEIN ET AL
Owner2	%KOONS ARLINGTON TOYOTA
Own Street	4045 LEE HWY ATTN J JAMES
Own City	ARLINGTON
Own State	VA
Own Zip	22207
Legal Desc	PARCEL B RESUB PT LOT 3 ORIG LOT 16 MASON TRACT 14,264 SQ FT
Zoning	C-2
Lotsize	14,264.00
Prop Class Code Desc	254-Auto dealership
Taxexp Description	
Map Page	043-06
District	0
State Class	4
Nbhd Type	COM
Abc	B
Neighborhood	970,000.00
<b>Addresses</b>	
Freeform	3212 LEE HWY
<b>Lot Coverage Data (CPHD)</b>	
NO RECORDS FOUND	
<b>Building Permits (CPHD)</b>	
NO RECORDS FOUND	

# Arlington Auto-Wash

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GIS Mapping Center, DES 2100 Clarendon Blvd, Suite 813 Arlington, Virginia, US 22201	
<b>Details of " Parcels "</b>	
<b>Attribute</b>	<b>Value</b>
Rpcmstr	06034027
Area	11,505.50
<b>Parcel Data (CAMA)</b>	
Rpcmstr	06034027
Parcel Id	06034027
Lrsn	10,566.00
Owner1	PHAN TUAN MINH
Owner2	CHAN GIN
Own Street	3332 LEE HWY
Own City	ARLINGTON
Own State	VA
Own Zip	22207
Legal Desc	PT LT 46 HARRISONS DOM HTS 11874.26 SQ FT
Zoning	C-2
Lotsize	11,874.00
Prop Class Code Desc	253-Service station
Taxexp Description	
Map Page	043-06
District	0
State Class	4
Nbhd Type	COM
Abc	B
Neighborhood	970,000.00
<b>Addresses</b>	
Freeform	3332 LEE HWY
<b>Lot Coverage Data (CPHD)</b>	
NO RECORDS FOUND	
<b>Building Permits (CPHD)</b>	
NO RECORDS FOUND	

# Arlington Auto-Wash

## Appendix E – LEED Certification Checklist

<b>LEED 2009 FOR NEW CONSTRUCTION AND MAJOR RENOVATIONS PROJECT CHECKLIST</b>		
<b>Sustainable Sites</b>		<b>26 Possible Points</b>
<input checked="" type="checkbox"/> Prerequisite 1	Construction Activity Pollution Prevention	Required
<input type="checkbox"/> Credit 1	Site Selection	1
<input type="checkbox"/> Credit 2	Development Density and Community Connectivity	5
<input type="checkbox"/> Credit 3	Brownfield Redevelopment	1
<input type="checkbox"/> Credit 4.1	Alternative Transportation—Public Transportation Access	6
<input type="checkbox"/> Credit 4.2	Alternative Transportation—Bicycle Storage and Changing Rooms	1
<input type="checkbox"/> Credit 4.3	Alternative Transportation—Low-Emitting and Fuel-Efficient Vehicles	3
<input type="checkbox"/> Credit 4.4	Alternative Transportation—Parking Capacity	2
<input type="checkbox"/> Credit 5.1	Site Development—Protect or Restore Habitat	1
<input type="checkbox"/> Credit 5.2	Site Development—Maximize Open Space	1
<input type="checkbox"/> Credit 6.1	Stormwater Design—Quantity Control	1
<input type="checkbox"/> Credit 6.2	Stormwater Design—Quality Control	1
<input type="checkbox"/> Credit 7.1	Heat Island Effect—Nonroof	1
<input type="checkbox"/> Credit 7.2	Heat Island Effect—Roof	1
<input type="checkbox"/> Credit 8	Light Pollution Reduction	1
<b>Water Efficiency</b>		<b>10 Possible Points</b>
<input checked="" type="checkbox"/> Prerequisite 1	Water Use Reduction	Required
<input type="checkbox"/> Credit 1	Water Efficient Landscaping	2-4
<input type="checkbox"/> Credit 2	Innovative Wastewater Technologies	2
<input type="checkbox"/> Credit 3	Water Use Reduction	2-4
<b>Energy and Atmosphere</b>		<b>35 Possible Points</b>
<input checked="" type="checkbox"/> Prerequisite 1	Fundamental Commissioning of Building Energy Systems	Required
<input checked="" type="checkbox"/> Prerequisite 2	Minimum Energy Performance	Required
<input checked="" type="checkbox"/> Prerequisite 3	Fundamental Refrigerant Management	Required
<input type="checkbox"/> Credit 1	Optimize Energy Performance	1-19
<input type="checkbox"/> Credit 2	On-site Renewable Energy	1-7
<input type="checkbox"/> Credit 3	Enhanced Commissioning	2
<input type="checkbox"/> Credit 4	Enhanced Refrigerant Management	2
<input type="checkbox"/> Credit 5	Measurement and Verification	3
<input type="checkbox"/> Credit 6	Green Power	2
<b>Materials and Resources</b>		<b>14 Possible Points</b>
<input checked="" type="checkbox"/> Prerequisite 1	Storage and Collection of Recyclables	Required
<input type="checkbox"/> Credit 1.1	Building Reuse—Maintain Existing Walls, Floors and Roof	1-3
<input type="checkbox"/> Credit 1.2	Building Reuse—Maintain Existing Interior Nonstructural Elements	1
<input type="checkbox"/> Credit 2	Construction Waste Management	1-2
<input type="checkbox"/> Credit 3	Materials Reuse	1-2
<input type="checkbox"/> Credit 4	Recycled Content	1-2

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<input type="checkbox"/>	Credit 5	Regional Materials	1-2
<input type="checkbox"/>	Credit 6	Rapidly Renewable Materials	1
<input type="checkbox"/>	Credit 7	Certified Wood	1

## Indoor Environmental Quality

**15 Possible Points**

<input checked="" type="checkbox"/>	Prerequisite 1	Minimum Indoor Air Quality Performance	Required
<input checked="" type="checkbox"/>	Prerequisite 2	Environmental Tobacco Smoke (ETS) Control	Required
<input type="checkbox"/>	Credit 1	Outdoor Air Delivery Monitoring	1
<input type="checkbox"/>	Credit 2	Increased Ventilation	1
<input type="checkbox"/>	Credit 3.1	Construction Indoor Air Quality Management Plan—During Construction	1
<input type="checkbox"/>	Credit 3.2	Construction Indoor Air Quality Management Plan—Before Occupancy	1
<input type="checkbox"/>	Credit 4.1	Low-Emitting Materials—Adhesives and Sealants	1
<input type="checkbox"/>	Credit 4.2	Low-Emitting Materials—Paints and Coatings	1
<input type="checkbox"/>	Credit 4.3	Low-Emitting Materials—Flooring Systems	1
<input type="checkbox"/>	Credit 4.4	Low-Emitting Materials—Composite Wood and Agrifiber Products	1
<input type="checkbox"/>	Credit 5	Indoor Chemical and Pollutant Source Control	1
<input type="checkbox"/>	Credit 6.1	Controllability of Systems—Lighting	1
<input type="checkbox"/>	Credit 6.2	Controllability of Systems—Thermal Comfort	1
<input type="checkbox"/>	Credit 7.1	Thermal Comfort—Design	1
<input type="checkbox"/>	Credit 7.2	Thermal Comfort—Verification	1
<input type="checkbox"/>	Credit 8.1	Daylight and Views—Daylight	1
<input type="checkbox"/>	Credit 8.2	Daylight and Views—Views	1

## Innovation in Design

**6 Possible Points**

<input type="checkbox"/>	Credit 1	Innovation in Design	1-5
<input type="checkbox"/>	Credit 2	LEED Accredited Professional	1

## Regional Priority

**4 Possible Points**

<input type="checkbox"/>	Credit 1	Regional Priority	1-4
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## LEED 2009 for New Construction and Major Renovations

100 base points; 6 possible Innovation in Design and 4 Regional Priority points

Certified	40–49 points
Silver	50–59 points
Gold	60–79 points
Platinum	80 points and above

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