



April 6, 2020

Dear Mr. Edgar P. Cisneros,

On behalf of myself and the Trojan Storage family, I am respectfully requesting that our proposal to develop a state-of-the-art self-storage facility be placed on the City Council agenda for April 21, 2020. Due to the current economic climate, the sudden increase in unemployment, and the current (and anticipated future) loss of revenue to cities across the San Gabriel Valley, we believe that City Council will better understand and appreciate the valuable contribution of our proposed storage facility. We would appreciate the opportunity to present the immediate and long-term benefits that our facility will bring to the great city of Commerce.

Please find attached an executive summary outlining our intentions, vision, and plan. We wish to be a valuable and reliable asset to Commerce, and we hope to contribute to City Council's ongoing efforts to improve the city, the quality of life for the residents, and the opportunities for the local businesses.

Sincerely,

A handwritten signature in blue ink, appearing to read "Brett H.", is positioned above the printed name.

Brett Henry

CEO of Trojan Storage

1732 Aviation Boulevard, Ste. 217

Redondo Beach, CA 90278



Trojan Storage of Commerce Executive Summary

Project Name: Trojan Storage of Commerce
Location: 6210 Garfield Ave, Commerce, CA
Site Info: 5.4 acres; zoned for heavy industrial

Trojan Storage plans to build a state-of-the-art self-storage facility that will benefit your neighbors and the local community, beautify a highly visible piece of land, conduct environmental clean-up, provide jobs, and bring much needed self-storage to the residents and small businesses of Commerce.

What has changed in 2020 for reconsideration of this Project?

- **People need jobs:** The U.S. economy is facing an unprecedented leap in unemployment due to the market conditions created by COVID-19. 10 million people filed for unemployment in March alone. As businesses continue to face the harsh circumstances created by the virus, unemployment is anticipated to increase dramatically.
- **Trojan Storage is ready to start developing immediately:** Trojan Storage of Commerce is a “shovel-ready” project requiring numerous construction workers and laborers. Unlike most developers in these market conditions, Trojan Storage has secure financing and is equipped to proceed with the proposed plans.
- **Leaving the land undeveloped and vacant is not a safe option:** Undeveloped and unattended land (despite fencing and security) invites crime and homeless vagrants - Trojan Storage has had to handle both issues while the land sits vacant. If Trojan Storage is unable to build the proposed project, this land will sit vacant for years. The homeless will continue to invade, inviting increased crime and unsanitary conditions to the surrounding businesses and residents. Proceeding with the development will stop the crime and transients, all the while creating much needed jobs.
- **City revenues are projected to decrease:** Individuals and investors are feeling the brunt of the current economic conditions. Unfortunately, cities will have to face “tomorrow” what their residents are facing today. Many cities are preparing for a large decrease in revenue, and ultimately, budget cuts. Trojan’s project will substantially increase the basis of the lot on Garfield Avenue. In the hands of the previous owner, the basis for the property was approximately \$4,000,000. Once Trojan is finished with construction, the basis will increase to \$20,000,000.

Giving Back to the Commerce Community

- **Trojan Storage will prioritize hiring Commerce residents:** Trojan Storage is committed to hiring local commerce residents. Further, we will encourage contractors to use and hire local residents and subcontractors.
- **Trojan Storage wants to create a scholarship fund:** Trojan Storage is committed to supporting education and our future leaders. Trojan has been reaching out to current leaders in the community and has come to learn that the children of Commerce could greatly benefit from a scholarship program.



Trojan Storage of Commerce Executive Summary Cont.

Making use of the land, and benefitting the residents of Commerce:

- **A storage facility is the highest and best use of this land:** This land is “economically unbuildable” for most developers due to its awkward shape and it being surrounded by a swap meet, industrial buildings, a railroad, and a cemetery. A self-storage developer is able to build within these parameters, all the while providing the neighbors with a visually pleasing buffer to the surrounding uses.
- **Trojan Storage is a quiet neighbor:** Self-storage creates the least amount of traffic of any potential development or use. As a result, the residents and small businesses in the community will benefit from this project without having to deal with added noise, pollution, or traffic.

Cleaning up the polluted land and planting trees:

- **The land needs to be “cleaned up”:** Contaminants such as lead and arsenic were found at the site. Further, the site does not collect any of the storm water. Trojan plans to spend a significant amount of money and time cleaning up the polluted site, and putting in a storm system that will collect and filter all of the storm water.
- **Trojan Storage plans to provide beautiful landscaping and adding over 70 new trees:** Trojan Storage intends to leave over 15,000 square feet of open space, and plant a variety of trees, shrubs, and plants. Since the 2019 appeal, Trojan Storage has added 70 additional trees to the project.

Providing a safe and secure self-storage facility:

- **The facility will have a top-notch security system:** Tenants need a personalized code to open both the facility gates and the secondary lock on their individual door. Further, over 50 cameras are mounted throughout the facility.
- **The facility will have an on-site manager:** A resident manager will live on-site to act as a permanent caretaker.