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August 28, 2019

**VIA ELECTRONIC MAIL**Re: In the Matter of Tommy's Express

Mayor Copeland and Council Members,

Earlier this year, my client, Archer Villas LLC acquired the majority interest in the proposed Archer Villas Apartments ground located off of Kansas Highway 7 and Loula in Olathe. With this acquisition, the Archer Villas project now has a team of developers and professionals with over 25 experience in ground up construction of large scale housing developments nationwide. We are currently interviewing contractors for construction of the planned 208-unit Class A apartment complex. Ideally, we would like construction of the apartments to coincide with construction of the retail pad sites located within the same subdivision.

We are aware of the proposed Tommy's Express to be built on one of the pad sites adjacent to the south of the Advance Auto Parts and east of the planned Archer Villas Apartments. We were also recently made aware that the development agreement the prior developer negotiated with the city precludes car washes.

Whereas we would oppose construction of a car wash like those currently operating along Kansas Highway 7, we would support construction of a Tommy's Express similar to the one currently located on Row Avenue in Overland Park. Tommy's Express is a national chain with operations in 17 states offering their own proprietary automated car wash system. We direct you to their website at <https://tommys-express.com/services>

We believe Tommy's Express represents a needed shift in the car wash industry and represents the type of Class A retailer we want as our neighbor. Respectfully, we believe the existing car washes detract from the redevelopment efforts that are bringing national Class A retailers like Starbucks and Chipotle to the corridor.

The Tommy's Express we have seen in Overland Park doesn't resemble the traditional car wash. It also appears as that their investment in real estate and FF&E is similar to those Class A retailers we would want as our neighbor.

Additionally, Class A apartment complexes often feature on-site car washes like Johnson County's StonePost Apartments, Deer Creek Apartments, and Residences at Prairiefire. We believe Tommy's Express can be a valuable on-site amenity that will help attract high caliber tenants who take pride in their vehicles like they take pride in their home.

Similar to the brand new Starbucks at Kansas Highway 7 and Loula, which has helped attract high dollar homeowners from neighborhoods to the north like Cedar Creek, South Glen, and Forest View, we believe these same homeowners who likely avoid the existing Kansas Highway 7 car washes, will gravitate to Tommy's Express and hopefully to Archer Villas.

With continued focus on high quality redevelopment, we believe the Kansas Highway 7 corridor can one day resemble the Roe Avenue corridor with its McLain's Bakery, Crushed Red, Freddy's Frozen Custard and Tommy's Express.

Should you have any questions regarding our position, please do not hesitate to contact me.

Sincerely,

*Frederick Warren Strasser*

Frederick Warren Strasser  
Principal

(Via Email)

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August 29, 2019

Mayor Michael Copeland  
Olathe City Council Members  
**VIA EMAIL**

Mayor Copeland and City Council Members:

My partner, Doug Henzlik of Henzlik Real Estate Companies, and I have been working towards the purchase of three retail outparcels that are part of Archer Villas project. Each of us has been in the retail development business for more than 20 years, having completed first-class projects throughout the Kansas City metro area. Based on our experience, we see a strong potential for the Archer Villas project to upgrade the retail offerings along Kansas Highway to the south of Santa Fe.

We have marketed the Archer Villas retail parcels for more than a year to all types of retailers, restaurants and service providers. Our strongest response, by far, has been from operators of upscale car washes. After reviewing many of these concepts, we decided to work with Tommy's Express because of their commitment to both high quality, attractive construction and first-class professional operations.

It has come to our attention that car washes are currently a prohibited use at the site. We strongly believe this prohibition reflects an outdated view of what is now considered to be an attractive experiential retail operation. Modern, luxury-oriented car washes bear no resemblance to the older, messy, unattractive facilities that litter cities. The new buildings are architecturally attractive, well landscaped and professional operated.

Tommy's Express, like several of its counterparts, caters to an above-average income consumer that is willing to pay significant fees (often through monthly or annual memberships) to enhance their automotive investment. Other retailers recognize the ability of these modern car washes to frequently attract high net worth customers to the area, and actively seek to be near such operations.

This was certainly the case at a similar Tommy's Express at 107th and Roe Avenue in Overland Park where restaurants and cafes opened in the area after Tommy's opened. In our own recent experience, we closed out a six-parcel project in the upscale Tiffany Springs area of Kansas City, Missouri in which our first lot was sold to Better Wash (a similar, high quality building and operation). All our remaining lots sold afterwards to attractive retail, restaurant and medical office users.



We strongly urge reconsideration of the prohibition at Archer Villas. We believe Tommy's Express will help continue the redevelopment of the K7 corridor to the south and -- as in Overland Park, Tiffany Springs, Lee's Summit and Lenexa -- will be a catalyst that brings additional high-quality retailers to the K7 corridor.

Sincerely,



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Doug Henzlik



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Jeff Berg

cc:

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