

Notes for Discussion of Zoning Change

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Introduction to Taylor

Taylor Technologies is one of America's leading manufacturers of products for analyzing water chemistry on-site. Nearly 600 different test-kit configurations are offered, with options for wet- and dry-chemistry methods as well as microprocessor-based instruments. Founded as W. A. Taylor & Company in 1930 in Baltimore, we were incorporated in 1967 as Taylor Chemicals. In 1980 the third and present generation of ownership committed to expanding the company's capabilities to all areas of water analysis and our name was changed in 1986 to reflect that expanded vision. The market for our products is, quite simply, wherever water quality is monitored, including industrial water treatment (primarily boiler and cooling systems), residential and commercial water conditioning, food processing and beverage production, swimming pool/spa maintenance, and municipal water and wastewater treatment.

History of Properties

In 2000 (+/-) Taylor purchased a 28 acre parcel of land from the Obrecht's in the Sparks Corporate Center. This property was acquired to provide space for our anticipated business expansion. Over the next several years we worked with architects, engineers, and builders to develop the plans for this expansion. During this time we also acquired two contiguous lots totaling another 19 acres in the Loveton Corporate Center. In 2008 we started the construction process by initiating the required site work. That work was completed in 2009 at the same time the recession hit our economy. At that point we halted construction at the completion of the site work and decided not to continue beyond this earth work. Our plans for future expansion were redefined and we decided to list this site for sale thru CBRE. It has been offered for sale since 2010 with no success.

Summary of Real Estate Market

There are several pressures affecting our unsuccessful efforts to sell this property. First is the slow recovery from the 2009 economic downturn. There is an excessive amount of vacant property, especially in the Sparks/Loveton business centers. This creates a situation where supply exceeds demand. Coupled with this is the comparably high cost of new construction. This viewpoint is validated by correspondence from independent real estate experts (attachment A).

Contrasted with this slowdown in the office market in this area, there is demand for additional housing stock. In the last zoning cycle, property in the Sparks Corporate Center was rezoned from ML to DR. These properties are selling as fast as they are completed and there is a demand for more similar units.

Finally, there is also a change in the type of development required for success in the current market. Technology has transformed the way we work and interact and office design is evolving from the traditional brick and mortar facilities. This evolving workforce is looking to an integration of live/work/play which leads to a new concept of mixed use development combining retail, residential, and business. The traditional business park drawing from remote bedroom communities doesn't play in this new market.

COMMERCIAL REAL ESTATE SERVICES



Gail Chrzan
First Vice President

CBRE, Inc.
Global Corporate Services

April 1, 2016

Wade Kach
Councilman, Third District
Baltimore County Council
Historic Courthouse, Second Floor
400 Washington Avenue
Towson, Maryland 21204

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Dear Councilman Kach:

It has come to my attention that the above-mentioned property is in review for possible rezoning from ML to DR. I am in full support of that rezoning application. As an expert in the Northern Baltimore real-estate market for over 33 years, I am very familiar with this site, which I have attempted to market for several years. I am therefore submitting this letter for consideration in your review process.

My recent comments as a panelist for the Hunt Valley Real Estate 2015 Update for the Hunt Valley Business Forum stressed that the Sparks commercial real-estate market is suffering from a lack of activity along with huge vacancy issues, resulting in tremendous financial losses for owners and lessors. These vacancy issues will become even more apparent as corporate giants McCormick and JMT leave their current locations in Sparks to relocate in Hunt Valley.

Contrasted with the inactivity in the commercial market, the residential market in Hunt Valley/Sparks is flourishing, and Sparks Overlook serves as a prime example of this strong demand for housing. Another fact to take into consideration is that the Sparks office/industrial real-estate market is currently experiencing a 35 percent vacancy, while residential sales and rentals are soaring.

For the past four years my marketing efforts to sell or lease this subject property have resulted in little or no interest from national, regional, or local developers; corporations; or realtors. With the marketing opportunities available from my firm, the world's largest real-estate corporation, and our inability to generate any concrete interest, it has become quite clear that this property would be best suited as a residential land development site for multiple reasons. Tax income and employment alone should be highlighted rather than allowing it to remain as vacant land creating no tax benefits.

Please contact me should you need further statistics or comments concerning my support of this rezoning.

Sincerely,

A handwritten signature in black ink that reads 'Gail E. Chrzan'.

Gail Chrzan
First Vice President

Current Rezoning Request

In light of this history and the current economic situation we are requesting to have this property rezoned from its current ML classification to DR 10.5 to allow for a high-quality townhome community. We believe that changing from manufacturing to this residential zoning classification will allow a residential product that will complement the existing office uses within the Sparks Corporate Center. It's been listed and marketed as ML property for over 5 years. We currently have developers interested in this parcel for residential use if the zoning can be approved. Selling this property is essential to the ongoing success of our business. As long as this unused asset, and its corresponding debt remain on our books we are hampered in moving forward in our alternative plans for continued expansion. We currently have 4 satellite operations around our main facility. Selling this parcel of raw land will allow us to consolidate those sites and continue to expand employment in our community. A concept plan for this rezoned site is included (attachment B).

SEDIMENT & EROSION CONTROL LEGEND

	SEDIMENT TRAP 1
	SEDIMENT TRAP 2
	SEDIMENT BASIN 1
	SEDIMENT BASIN 2
	SEDIMENT BASIN 3
	SEDIMENT BASIN 4
	SEDIMENT BASIN 5
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	SEDIMENT BASIN 100

CENTRAL PARK

(16) 4.5
114 UNITS

DATE FILED:
APR 11, 2011
BY: [Signature]

APPLICANT:
SPARKS CORPORATE CENTER

DMW
Division of Water Management
100 West Washington St.
Chicago, Illinois 60601
Tel: 312-229-4100

DMW
A Division of Land Planning
100 West Washington St.
Chicago, Illinois 60601
Tel: 312-229-4100

DMW
Division of Water Management
100 West Washington St.
Chicago, Illinois 60601
Tel: 312-229-4100

DMW
Division of Water Management
100 West Washington St.
Chicago, Illinois 60601
Tel: 312-229-4100



APPROVED FOR SEDIMENT CONTROL
[Signature]

APPROVED FOR SEDIMENT CONTROL
[Signature]

APPROVED FOR SEDIMENT CONTROL
[Signature]

SEDIMENT TRAP 2

TRAP TABLE

TRAP NO.	TRAP TYPE	AREA (SQ FT)	PERCENT EFFICIENCY	DESIGN FLOW (MGD)	DESIGN RAINFALL (IN)	DESIGN WIND VELOCITY (MPH)	DESIGN WIND DIRECTION	DESIGN WIND PERIOD (HRS)	DESIGN WIND FREQUENCY (PERCENT)	DESIGN WIND VELOCITY (MPH)	DESIGN WIND DIRECTION	DESIGN WIND PERIOD (HRS)	DESIGN WIND FREQUENCY (PERCENT)
1	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
2	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
3	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
4	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
5	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
6	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
7	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
8	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
9	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
10	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
11	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
12	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
13	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
14	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
15	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
16	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
17	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
18	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
19	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
20	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
21	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
22	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
23	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
24	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
25	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
26	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
27	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
28	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
29	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
30	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
31	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
32	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
33	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
34	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
35	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
36	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
37	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
38	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
39	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
40	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
41	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
42	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
43	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
44	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
45	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
46	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
47	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
48	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
49	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
50	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
51	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
52	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
53	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
54	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
55	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
56	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
57	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
58	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
59	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
60	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
61	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
62	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
63	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N	1	10
64	Sediment Trap	100	90	1.0	2.0	10	N	1	10	10	N		

Summary of Concerns Expressed

There was/is concern and opposition to this requested zoning change. In meeting with these parties their concerns related to two specific areas:

- First is the situation of traffic on York Road. Traffic on York Road and around this site can be challenging. I had a traffic engineering firm do a traffic generation study comparing a fully developed site under the current ML zoning to a fully developed site under the new requested DR zoning. This study shows that residential development of this site would result in 88% less traffic increase than commercial development. This report is attached (attachment C).
- The second concern relates to the state of the area public schools. Here the perception is that schools are already overcrowded. Baltimore County's own data shows that none of the affected schools are currently over, or close to full capacity as full capacity is determined by Baltimore County. That data is also attached (attachment D). For the proposed townhome community, we ran projections on pupil yields and added these into the current school numbers. With the additional school children the community would include, the public schools would continue to operate without being overcrowded according to Baltimore County's regulations. This work is also attached (attachment E).

TRIP GENERATION RATES

<u>LAND USE</u>	<u>FORMULA</u>	<u>IN/OUT</u>
General Office (ksf, ITE-710)		
	$\text{Ln}(\text{Morning Trips}) = 0.80 \times \text{Ln}(\text{ksf}) + 1.57$	88/12
	$\text{Evening Trips} = 1.12 \times (\text{ksf}) + 78.45$	17/83
Townhouse/Condo Units (ITE-230, Units)		
	$\text{Ln}(\text{Morning Trips}) = 0.80 \times \text{Ln}(\text{Units}) + 0.26$	17/83
	$\text{Ln}(\text{Evening Trips}) = 0.82 \times \text{Ln}(\text{Units}) + 0.32$	67/33

TRIP GENERATION TOTALS

MORNING PEAK HOUR			EVENING PEAK HOUR		
IN	OUT	TOTAL	IN	OUT	TOTAL

Sparks Corporate Center

Approved Plan

380,000 sq.ft. General Office	490	67	557	86	418	504
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Proposed Plan

120 units Townhouse	10	50	60	47	23	70
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Total Difference (Proposed Plan - Approved Plan)	-480	-17	-497	-39	-395	-434
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Note: Trip rates derived from ITE Trip Generation Manual, 9th Edition, 2012.



EXHIBIT 1
TRIP GENERATION COMPARISON
FOR SUBJECT SITE

Information regarding traffic and schools for the Taylor Sparks Center, LLC property (180 Sparks Road):

TRAFFIC: The property is not in a failing traffic shed.

SCHOOL IMPACT ANALYSIS

SCHOOLS – The property is served by Sparks Elementary, Cockeysville/Hereford Middle, Dulaney/Hereford High (the district line between Cockeysville/Dulaney and Hereford runs through the property so I am providing the information for both schools):

Sparks Elementary is not overcrowded:

School Name	FTE	State Rated Capacity (SRC)	FTE/SRC
Seven Oaks ES	416	428	97.20%
Seventh District ES	411	461	89.15%
Shady Spring ES	642	499	128.66%
Sparks ES	518	604	85.76%
Stonleigh ES	730	700	104.29%
Summit Park ES	466	336	138.69%
Sussex ES	448	390	117.89%

Cockeysville and Hereford Middle are not overcrowded:

Middle School Enrollment, September 30, 2015
Baltimore County, Maryland

School Name	FTE	State Rated Capacity (SRC)	FTE/SRC
Arbutus MS	830	1,036	80.12%
Catonsville MS	856	774	110.59%
Cockeysville MS	817	1,049	77.88%
Deep Creek MS	836	1,113	75.11%
Deer Park Magnet MS	1,266	1,368	92.54%
Dumbarton MS	1,096	1,114	98.38%
Dundalk MS	633	814	77.76%
Franklin MS	1,301	1,389	93.66%
General John Stricker MS	732	1,100	66.55%
Golden Ring MS	674	849	79.39%
Hereford MS	983	1,123	87.53%
Holabird MS*	900	967	93.07%

Dulaney and Hereford High are not overcrowded:

High School Enrollment, September 30, 2015
Baltimore County, Maryland

School Name	FTE	State Rated Capacity (SRC)	FTE/SRC
Catonsville HS	1,736	1,750	99.20%
Chesapeake HS	1,004	1,019	98.53%
Dulaney HS	1,851	1,984	93.30%
Dundalk HS	1,432	1,450	98.76%
Eastern Tech HS	1,175	1,380	85.14%
Franklin HS	1,572	1,647	95.45%
G.W. Carver Center	875	1,028	85.12%
Hereford HS	1,182	1,230	96.10%
Kenwood HS	1,639	1,918	85.45%
Lansdowne HS	1,307	1,420	92.04%

There are no approved projects or committed seats for Sparks Elementary.

There are no approved projects or committed seats for Hereford Middle or High Schools.

Hunt Valley Town Center and Ellerslie are creating 18 committed seats for Cockeysville Middle. It will remain under capacity.

There are 30 seats from various approved developments added to Dulaney. It will remain under capacity.

CONCLUSION: There is available capacity in all of the schools served by this property.

SCHOOL IMPACT ANALYSIS

Form 1
 Current Enrollment
 Office of Planning

Project Name Sparks Lot 4
 PDM Project Number _____
 Filing Date _____

School District	State Rated Capacity (SRC)	Committed Seats	Net SRC	Actual September 30th Enrollment*	# of Pupils Above or (Below) SRC	Actual Enrollment as a Percentage of SRC
Sparks ES Elementary School	604	0	604	518	(86)	85.76%
Hereford MS Middle School	1123	0	1123	983	(140)	87.53%
Hereford HS High School	1230	0	1230	1182	(48)	96.10%

*Enrollment is defined by the full time equivalent enrollment.

SCHOOL IMPACT ANALYSIS

Form 3

Projected Pupil Yield from Approved Development Plans
Office of Planning

Project Name Sparks Lot 4
PDM Project Number _____
Filing Date _____

Elementary School District Approved Development Plans			Projected* # of Pupils Elementary School
Name of Project	PDM Project Number	Approval Date	

0

Middle School District Approved Development Plans			Projected* # of Pupils Elementary School
Name of Project	PDM Project Number	Approval Date	

0

High School District Approved Development Plans			Projected* # of Pupils Elementary School
Name of Project	PDM Project Number	Approval Date	

0

*If the calculation of the number of pupils results in a number containing a fraction, the number of pupils shall be rounded to the next highest whole number

SCHOOL IMPACT ANALYSIS

Form 4

Determination Table

Office of Planning

Project Name Sparks Lot 4
 PDM Project Number _____
 Filing Date _____

School District	Net SRC	Actual September 30th Enrollment*	Projected # of Pupils for Specific Development	Projected # of Pupils for Approved Development	Total Projected Enrollment	# of Students Above or (Below) Capacity	Projected* # of Pupils as a Percentage of SRC
Sparks ES Elementary School	604	518	11	0	529	(75)	87.58%
Hereford MS Middle School	1123	983	6	0	989	(134)	88.07%
Hereford HS High School	1230	1183	8	0	1191	(39)	96.83%

* Projected Number of Pupils as a Percentage of State Rated Capacity must be shown as a number carried out to at least one decimal place.

Addressing / Categorizing Concerns

In considering this issue it seems appropriate to look at the effects of this proposed rezoning from three vantage points; economic, environmental, and public perception (not listed in any order of importance)

- **Economic-** Here the issue is to find the right balance of land use to effectively stimulate economic development. Rezoned, in the short term it could also provide construction employment to area contractors. And in the long term, it could provide housing for employees of other employers in the area as well as providing customers for local businesses. It fits the current model of mixed use development that is the evolving market trend.
- **Environmental-** Demand for additional housing will continue. The question here is where is the best place for these new developments? Rather than allowing open spaces in the country to be developed on well and septic it seems appropriate that to try to place this growth demand within the URDL. Facilities are in place (water and sewer) on this site to handle this growth. This parcel has these facilities in place, is not visible from the major roads, and already has site infrastructures (sized for commercial use) in place to handle water runoff issues.
- **Public Perception-** In pursuing this rezoning request it has become apparent that many of the issues and concerns are based on emotions and perceptions rather than logic and facts. The goal of our next steps is to continue to meet with the right parties to find consensus that will allow agreement for moving forward in ways that offer mutual protection and benefit. Our intent is to try to earn support from local community associations and businesses. Sample letters of support are enclosed (attachment F for community associations and attachment G for businesses).

Possible Bullet Points for Letters of Support from Community Associations

Dear XXXXX,

Thank you for your willingness to consider lending your support to my requested zoning change underway in the current CZMP... If you would do this, your letter should be written on your Association's letterhead, signed by you in your role of leadership in your organization, and offer some basis for your involvement/interest in this case (i.e. neighboring property, impacted community, etc.)

Addressed to (but delivered to me for collection and presentation):

Wade Kach, Councilman Third District
Historic Courthouse, Second Floor
Baltimore County Council
400 Washington Avenue
Towson, Maryland 21204

Reference :

Case #: 3-013
Filed by: Taylor Sparks Center LLC
Address: 180-200 Sparks Valley Road

Offer an endorsement of support for:

Requested zoning change from ML to DR 16 (or potentially DR 10.5)

Suggested Bullet points/ideas (these are just several possible thoughts; please feel free to pick and choose or come up with your own). It would be most helpful if you could make these words/thoughts your own so that these collected letters of support don't come across as form letters:

- Traffic on York Road around this site can be challenging. Studies have shown that a fully developed commercial site (as exists under the present ML zoning) generates significantly more traffic than a correspondingly fully developed residential site (as requested under the proposed new DR zoning). I am hopeful you would appreciate any consideration that would lessen the continuing issues of traffic congestion in this area and you see this requested zoning change as a positive step in that direction.

- The enrollment statistics indicate area public schools have excess capacity to absorb the projected increase in pupils this new community would create. This development would support the existing employment base for our local businesses and additional customer base for area retailers.
- The proposed site is inside the URDL and has all needed utilities to support the proposed development (water & sewer). We believe this is the right place to allow growth, rather than allowing transition of open rural areas for meeting continuing housing demands.
- The site is attractively situated off of the main road and would have no visible impact on the surrounding neighborhood. It also has stormwater management systems in place sized for commercial so it would also be environmentally suited for development.

If possible, I'd like to have these letters in hand by the end of May. The zoning CZMP works on a tight and fixed timeline... There's not any room for missed deliveries and no opportunities for do-overs. I really appreciate your help, and if you have any questions, concerns, or hesitation I'd love to talk more with you at any time.

Thanks,
Paul

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Possible Bullet Points for Letters of Support from Businesses

Dear XXXXX,

Thank you for your willingness to consider lending your support to my requested zoning change underway in the current CZMP... If you would do this your letter should be written on your Association's letterhead, signed by you in your role of leadership in your organization, and offer some basis for your involvement/interest in this case (i.e. local business community, neighboring property or business park, etc.)

Addressed to (but delivered to me for collection and presentation):

Wade Kach, Councilman Third District
Historic Courthouse, Second Floor
Baltimore County Council
400 Washington Avenue
Towson, Maryland 21204

Reference:

Case #: 3-013
Filed by: Taylor Sparks Center LLC
Address: 180-200 Sparks Valley Road

Offer an endorsement of support for:

Requested zoning change from ML to DR 16 (or potentially DR 10.5)

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- Local businesses are finding that the younger employees (millennials) want to live closer to where they work. They are unwilling to accept long daily commutes. The concept of mixed use development offers a solution to this demand; allowing a blend of retail, employment, and residence in close proximity. Rezoning this property for additional residential space will benefit all the businesses in the greater Sparks/Hunt Valley area by growing the available employment base and accelerating absorption of vacant office space. It will also grow the customer base for the local retail centers. This change is something that the business community stands behind.
- The economic recovery after the 2009 recession has been slow. With the high rate of commercial vacancies in our area there is little to no demand for new construction. Until these vacant properties can be reabsorbed by the business community commercial construction will remain slow, facility values will remain depressed, and the overall recovery will remain slow. Rezoning this property to residential use will provide stimulus to the local construction trades, turn an idle used asset into a productive tax base, and provide benefit to businesses (employers as well as retailers) in the area. Introducing and integrating residential for a complete live-work-play environment will help stimulate growth in employment. It would be wise for government leadership at all levels to take advantage of every opportunity to move our economy forward. This zoning change is a step in that direction.

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