



December 2, 2021

Cristobal Carrillo
Community Development Director
City of Visalia
901 E Main Street
Visalia, CA 93292

Subject: Request for Amendment to Visalia Auto Plaza Conditional Zoning Agreement

Dear Mr. Carrillo:

As you know, we have been working with you and other City staff to develop an automobile sales and service facility on the existing 5.91-acre site at West Hillsdale Avenue and North Century Street in the designated Visalia Auto Plaza district. This district is governed by a Conditional Zoning Agreement (CZA 2003-01) that prohibits used car facilities as a standalone use. We have requested an amendment to the agreement that would allow for used car sales if the site is a minimum 5-acre site. The property is currently zoned Service Commercial (C-S) and would remain C-S but with the proposed modifications to the CZA that would allow standalone used car sales.

CarMax expanded into California after the conditional zoning agreement was adopted. The business strategy of CarMax is to provide great customer service and amenities at their used vehicle sales sites. The elevations and floor plan we have provided show that the facility will definitely have the look at feel similar to a new vehicle facility. This type of business strategy may not have been envisioned in 2003, which may have been the reason at the time for excluding standalone used car dealerships. Distinguishing only by whether the vehicles are new or used does not seem as relevant as distinguishing between type, size, and amenities of the facility. We, therefore, request that the City amend the conditional zoning agreement so that CarMax may locate in the Visalia Auto Plaza.

If you have any questions regarding this request, please call John Thatcher at (720) 800-3355, or call me at (559) 259-1466.

Sincerely,

A handwritten signature in blue ink, appearing to read "Steve Brandt".

Steve Brandt, AICP
Principal Planner, QK

cc: John Thatcher, Centerpoint