Palomar Airport Solar Cave RV Storage

Executive Summary

1. **Our objective is to create efficient profitable, distributed PV solar project relieving the electrical grid, reducing SDG&E costs along with economical high-quality, secure recreation vehicle storage addressing local HOA and parking problems.**
2. **Why solar canopy vs. enclosed building vs. outdoor RV storage:**
   a. **Cost: Concrete tilt-up construction cost $50/sq. ft. or $29.8K per 30' motor home spot or $10.7M for 5 acres under roof; Steel building, uninsulated, $34/sq. ft. or $20.3K per 30-foot motor home spot or $7.4M for 5 acres under roof; Solar canopy is paid and financed by the Solar income. Per Big Toy Depot in San Diego, ½ of their storage income goes to paying their rent, thus almost ½ of our storage income is added profit. Indoor storage almost doubles the rental income vs outside.**
   b. **Our goal is $1/sq. ft. rent per month = $352/30' motor home.**
   c. **The damaging element to RV's is the sun not rain.**
   d. **We can afford to offer cheap washing and detailing before pick-up utilizing processed recovered rainwater alleviating the dirtiness of the leaky solar roof for an economic option.**
   e. **Fire codes are very lax for canopies vs. sprinklers in a building. Solar panels arrays vent fires so likely no sprinklers will be required.**
3. **Why Escondido Area: Demand for high end indoor RV storage near Rancho Santa Fe, La Costa, Fairbanks Ranch and Rancho Bernardo nets more profit. South County is saturated with 200,000 sq. ft. in Otay, 49,000 sq. ft in Spring Valley, 90,000 sq. ft. in Santee. Most all in the county have huge waiting lists of 100% additional capacity. North county also has more HOAs and CC&R restrictions.**
4. **RV valet parking enables 10% over booking with spare space, per Big Toy Depot of Otay CA, a 15-year veteran.**
5. **We will also have a RV repair, services, store and rental on site that will operate the storage as part of their lease.**
6. **Rents by linear foot + 2' for access, I think at $10/foot. A 30 ft. RV = $320/mo. x 450 spaces on 6 acres = $144K/mo. with 10% vacancies. See Excel profit sheet. 28% less than indoor market.**
7. **Proposed Amenities:**
   - **Valet, pick-up and delivery, no one has unescorted access to warehouse.**
   - **Free access to Dump Station and free water fill, we dump at a charge.**
   - **Free battery maintenance charging, fee for monthly engine starting.**
   - **24/7/365 staffed service with individual computerized coded entry to the valet area.**
   - **10-foot fence with extensive camera surveillance, in lobby big screen with recorders.**

- **Propane filling on site.** *** We charge in and out fees**
- **Free water, air and ice.** *** Discounted Uber in and out.**
- **Self-wash bay with rain run-off water, processed from a retention pond. 7 acres of building and asphalt runoff is 190,000 gal./inch of rain or 1/4 acre 28" deep.**
- **Deionized water rinse at a fee per gallon.**
- **Pick-up and delivery to your house at a fee.**
- **Staff only parks RV's, 1 driver and 1 director mandatory every move.**
- **Free printing and fax to assist travelers.**
- **Fee for flat repairs + tire services. All vehicles must be mobile at all times.**
- **Subcontractor's work area for repairs under separate canopy fenced from warehouse at a rental fee.**
- **No RV's value less than 30 times monthly rent for guaranteed rent collection.**
- **On Site Gas, diesel and race fuel tender or a discount at local station.**
- **Charge for engine start and run and checks for generators and vehicles.**
- **No Smoking except in outdoor specified lounge area.**
- **Warehouse will have most light blocked out with LED motion lighting to highlight security breaches.**
- **Special key locker/safe for RV keys.**
- **Running warehouse map of locations of each RV to drive efficiency of space.**

8. **Lease contract:**
   - **Leaser must own value in RV at least 30 times monthly rent.**
   - **Proof of title and lien holders matching RV.**
   - **670 min credit score** ***Photo of driver's license.**
   - **Proof of insurance covering the RV's value.**
   - **No pay lien possession agreement.**
   - **Documented damage inspection in and out on every move.**
   - **Monthly space retention fee if gone for a month of missed rent.**
9. **Per Big Toy Warehouse, the average usage is every 2 months allowing for 10% + overbooking and still allowing for extra space.**
10. **I have visited Big Toys Depot on the US border 120K sq. ft., Santee Lakes Solar RV storage 170K sq. ft., Price Indoor RV storage Solana Beach 100K sq. ft.; Liberty San Marcos 43K sq. ft.; North County RV and Boat storage Vista; all with long wait lists.**
11. **We plan on 6+ acres under canopy, on about a 8-acre site and 4,200 sq. ft. building for office, lounge, store, minor repair facility and high end storage, also with solar on the roof.**
12. **We plan on expansion to 6 MW and 577 spaces in 1.5 years.**
13. **San Diego County is a highly inflated market at $13.90/linear foot average indoors, $9.60 outside. Indoors: Pomona $9, Jacksonville FL $5.66, Sacramento $8.50, Havasu AZ $5.50, Bakersfield $2.55, Ocala FL, $5.70, Vegas $8.**

14. **CA non-RV self-storage rates: www.sparefoot.com/california-storage.html are $1.90/sq. ft. in 2017 or for 30 RV = $648 per month or $21.6/linear ft. most are inaccessible for parking with no amenities.**
15. **North County also has the most zoning, neighborhood and HOA restrictions.**
16. **Generating our 4.3 MW of Green Power near the user, called distributed power, saves the 7% power losses plus all the hardware and upkeep required in transmission and distribution system, which makes it more valuable to SDG&E along with it being 100% green energy. SDG&E buys power out of state for $.025/KW hr. and sells it for $.33/KW hr. and claims that this 1320% markup is due to these costs. Green Power is also worth more. Our project will help reduce thi9s 1320% markup and make the environment cleaner.**
17. **Our 5 MW, $15,000,000 project will power 5,000 homes or ¼ of the 16,128 homes in Poway in 2010 based on the std of 1,000 homes/MW and creates 12 permanent jobs.**
18. **Solar panel reflection onto neighbors is about eliminated due to our 30 degree south facing panel reflects back, towards the sun, the 16-foot height, and recent panels have very efficient anti reflective coatings for absorption. New panels reflect less than a white roof, snow or pool.**
    www.intermtnwindandsolar.com/the-truth-about-photovoltaic-panels-and-glare/ Panels reflect 63% less than green grass and are popular at airports.
    www.solarchoice.net.au/blog/solar-panels-near-airports-glare-issue/
19. **Due to the intense positive press and green energy image from a project this size, zoning boards are historically very cooperative to bring this to fruition rapidly.**
20. **The storage operations will be subcontracted to an exceptionally large RV dealer that will benefit highly from the operation and service fees for: in-and-out fees, washing, stocking, fueling, maintenance, supply store sales, and mainly having intimate customer contacts every trip for new and used RV sales, upgrades, and major service. I will retain the storage fees collected by them and they receive free rent**

References: Ca Storage rates: https://www.sparefoot.com/california-storage.html

Insurance:
www.insideselfstorage.com/vehicle-storage/storing-boats-rvs-and-other-vehicles-legal-considerations-self-storage-operators
Where to build: www.insideselfstorage.com/vehicle-storage/feasibility-considerations-building-boatrv-self-storage
Baja Solar RV storage:
file:///C:/Users/donkl/AppData/Local/Packages/Microsoft.MicrosoftEdge_8wekyb3d8bbwe/TempState/Downloads/ISS-WP-BajaSolarCanopies-0419.pdf
Related services:
www.insideselfstorage.com/vehicle-storage/cruising-toward-greater-self-storage-profit-boatrv-storage-and-related-services
Avoiding liability:
www.insideselfstorage.com/vehicle-storage/avoiding-liability-exposure-your-boatrv-storage-facility-4-ways-reduce-your-risk
Misc. RV Storage:
file:///C:/Users/donkl/AppData/Local/Packages/Microsoft.MicrosoftEdge_8wekyb3d8bbwe/TempState/Downloads/ISS-2016-Boat-RV-Storage.pdf
Site selection:
https://www.insideselfstorage.com/vehicle-storage/building-boatrv-storage-site-selection-design-types-and-more
Off and Online marketing:
www.insideselfstorage.com/vehicle-storage/marketing-boat-and-rv-storage-operations-cruising-toward-more-customers-and-profit
Self-Storage prices have rose 80% in 3 years: www.sparefoot.com/california-storage.html
Solar panel reflection onto neighbors: www.intermtnwindandsolar.com/the-truth-about-photovoltaic-panels-and-glare/
at airports www.solarchoice.net.au/blog/solar-panels-near-airports-glare-issue/
The average 30 foot indoor space in Escondido is $10/linear foot with few vacancies:
www.sparefoot.com/search.html?city=Escondido&state=CA&location=Escondido%2C%20CA&searchType=vehicle&page
McBrides, Chino: full repair + mostly outside storage for 900 units and is full. $9/ft outside, $12/ft. in shade 10% under canopy. http://mcbridesrvstorage.com/BeyontheGate.html

21. For more information please state your background and intent in a reply to:

Donald Kleine/don.kleine.vortex@gmail.com 619-579-9958

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