

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.

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 this 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/BeyondtheGate.html>

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

[Donald Kleine/don.kleine.vortex@gmail.com](mailto:don.kleine.vortex@gmail.com) 619-579-9958

Information herein is proprietary and preliminary estimates only, with no guarantee of performance.