

From: Brad Pritts <bpritts@pritts.com>
Sent: Wednesday, April 19, 2023 10:40 AM
To: Planning <Planning@a2gov.org>
Subject: TC1 discussion/ follow up to 4/18 meeting

A few specific comments. These are directed toward Commission member Ms. Sauve as well as staffer Ms. Dileo. Others may find them of interest.

Ms. Sauve, let me commend you on many thoughtful questions on this complex topic. And my thanks to the work by Ms. Dileo on this topic; your study and professionalism are apparent.

Let me offer the qualification that I have been in the auto industry for over 40 years including new and used vehicle dealerships, body shops, and parts/ service sales. Therefore I consider myself somewhat of an expert.

I will set your mind at rest about any auto dealers trying to fit full scale dealerships within the constraints of TC1. (For that matter, most wouldn't think about locating anywhere in Ann Arbor proper.)

If you look at the trends of this business for over 30 years, they have all been moving away from metro areas, and often clustering with other dealerships. Just travel out on Jackson Road in Scio Township for examples. Dealers need large segments of land for storage of inventory. The vehicle manufacturers currently demand this; and we have seen a move towards larger inventories of vehicles for over 50 years. There are some outliers - for example Tesla creating showrooms in malls with one or two vehicles. And yes, there are a few still in metro areas, using more compact models. Online sales, and before them sales by auto brokers, have also been available for years, and these folks rely on inventories stored by dealers elsewhere. So-called independent dealers - those selling used cars only - work on a different business model but they, too, need low cost real estate. But, I wouldn't worry about this. Ms. Dileo acknowledged this with her observation that one of the last dealers on Stadium (Naylor, if I recall correctly) has been gone for some years.

There are plenty of more meaty issues for your consideration in this issue. I don't envy you this job!

Vehicle repair is a totally different situation which I will exclude from this discussion. This is a much smaller, more local business. In a few cases, large dealers operate small, satellite service shops but these are unusual.

Please continue your thoughtful study of this complex issue. I appreciate it!

With best regards,

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