

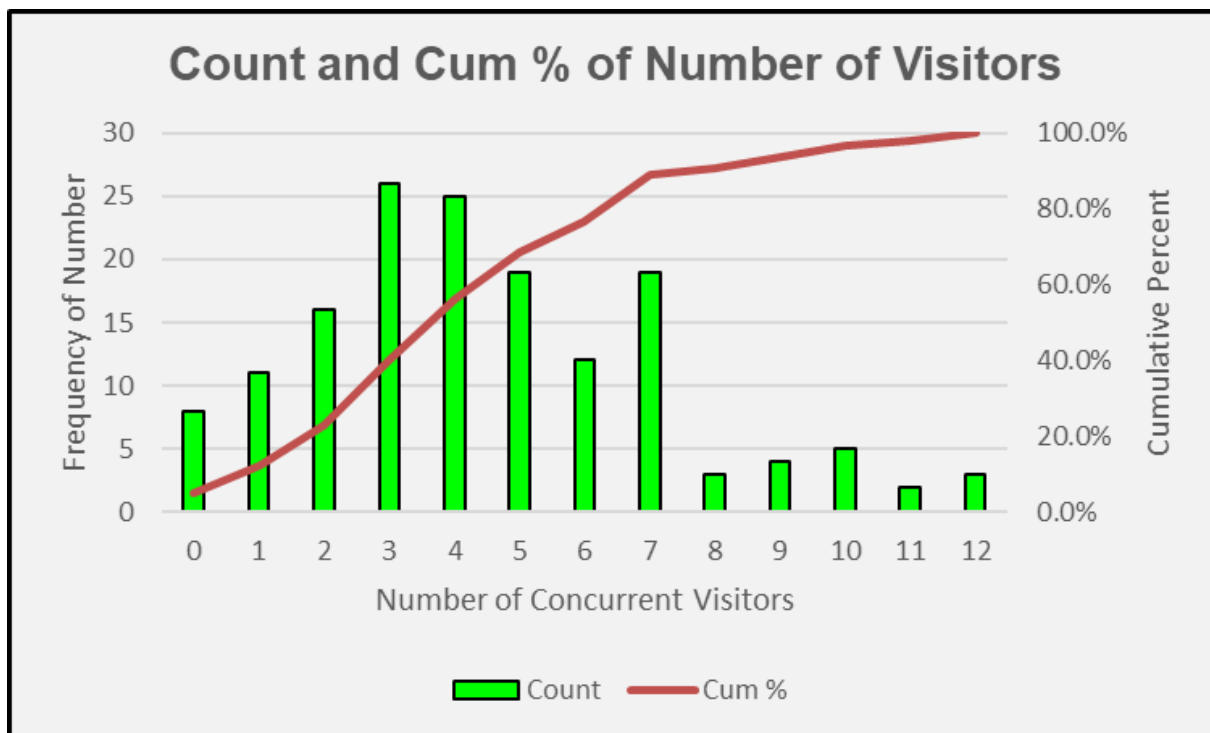
Phoenix Closures, Inc. Petition for Zoning Variance

Exhibit A – Description of Variance

I request to increase the current number of parking spaces that exist today, below the level required by the current zoning ordinance, despite seeking approval of an approximately 16,840 SF office addition. This office addition will relocate existing employees at the property, not expand overall employee numbers. The new office building will allow PHOENIX employees to relocate prior to a portion of the existing building being demolished in the future and better serve the PHOENIX business needs and overall property value. The proposed repositioned parking spaces will result in 105 proposed spaces versus the current zoning ordinance Title 6, Chapter 9, Section 3 requirement of 253 spaces.

I calculated the peak time theoretical site population, assuming all employees are 'on campus' during their normal time, with the maximum concurrent visitor count occurring at peak employee time. The maximum employee count is 89 and the maximum visitor count is 12, for a total of 101.

The maximum concurrent visitor count of 12 occurs very infrequently (90% of days are below 7); here is a Bar Chart of our highest daily visitor counts over a 153 day period:



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Exhibit A – Description of Variance

Following is a count of cumulative employee door entries from 6:00AM to 2:30PM over a 31 day period:

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
16-Feb	17-Feb	18-Feb	19-Feb	20-Feb	21-Feb	22-Feb
			79	84	77	10
23-Feb	24-Feb	25-Feb	26-Feb	27-Feb	28-Feb	29-Feb
9	87	86	85	87	77	10
1-Mar	2-Mar	3-Mar	4-Mar	5-Mar	6-Mar	7-Mar
9	79	89	82	79	78	11
8-Mar	9-Mar	10-Mar	11-Mar	12-Mar	13-Mar	14-Mar
9	79	84	87	85	75	7
15-Mar	16-Mar	17-Mar	18-Mar	19-Mar	20-Mar	21-Mar
8	80	56	55	54	50	

This chart shows that this number is, on most days, less than our theoretical maximum number of 89. Three key factors help explain this difference:

- 1) Average service years of employees on this campus is 15. At 5 weeks of PTO for each of the 89 people at the highest populated time, this equates to, on average, 9 people out per day.
- 2) Many Corporate Headquarters' employees' roles require a high degree of travel.
- 3) Starting on March 17th, we increased our 'Work From Home' deployment in response to the COVID-19 Pandemic.

We see modest employee growth at the 1899 High Grove Lane campus over the next 5 to 10 years. The reason that we are building a new office building is to enable us to improve collaboration opportunities for our employees by co-locating our employees who are currently spread throughout the campus due to current facility constraints. We also plan to convert one of the buildings on our campus to a Technical Center to enhance Customer experiences by facilitating, for example, ideation and molding and lining observation.