

Good morning. My name is Eric Taylor.

First, THANK YOU Vice Chair Burrows and Commissioner Chang for allowing me to speak today, due to your NO votes 3 weeks ago today on this proposed Villas III project.

Thank you to all 4 Commissioners and Mayor Salcido, for taking the time to speak with SJV residents since the last PEDC Hearing on February 9th.

Director Mobley and Michael, thank you for choosing to continue the Public Hearing for an additional 5 weeks to review and update the plans. I echo Judith Goddard's and Kimberly Taylor's request that the next staff report be published earlier than April 8th. Please release the Staff Report and updated documents to the Public on Friday, April 1st.

I'll keep my comments brief. And have just 1 request.

Mayor Salcido, Director Mobley, and ALL 4 Commissioners for this project: Please ask the Developer, Mark Rafeh and team, to perform an internal Pro-Forma analysis of the Villas III project **without units 22-25**.

This may sound crazy, but please hear me out. Removing these 4 units will not hurt the Developer's bottom line and will "pencil out" to be more profitable for the Developer. Please consider the benefits for everyone:

- These 4 units, if built, would Sell for Far Less than the other 29, maybe for only half as much. The reasons are obvious and have been discussed in Public Comments this past month. No one purchasing high-end property wants their Primary View to be staring at Workforce Housing. SJV is a great community, but it's not the "luxury view" desired by Villas III clientele.
- While these 4 units would sell for much less, the Developer's costs to build would be just as high as the others. **Building these 4 units would make this development less profitable**, not more.
- If built, well-to-do vacationers won't want to rent them because they would face Workforce Housing. The Town would earn little TOT on these units. With these 4 units built, Everyone Loses.

On the other hand, by Removing These 4 units, the Developer will get the benefit of fast approval and Community Support. The Tentative Tract Plan will only need minor changes - simply remove these 2 duplexes from the Plans.

- This land between the planned Road and North Property Line (units 22-25) is THE PERFECT SPOT for SNOW STORAGE for both Callahan Way and the newly developed road. This snow storage area will give Villas III owners and guests more space to enjoy, and less snow clogging their roadways and to pile high between units (reducing expenses for owners).

- This snow storage area will make the perfect visual barrier for Villas III guests and give them a strong **sense of exclusivity** that they will LOVE and pay extra to get.
- Each of the 29 units will sell for a higher price than originally planned because of this increase in exclusivity and this decrease in packed snow on and between their property.
- And the Town of Mammoth Lakes earns **more TOT because of their higher rental prices.**
- In late-Spring to early-Fall this snow storage area can double as a Greenbelt and natural wildlife crossing and habitat. And Villas III owners and guests will have a **private, all-natural space** to enjoy.

Most importantly, this land provides the perfect location for Snow Storage for Callahan Way's snow. As everyone knows, Callahan's **pavement stretches 500 feet downhill** from the Main Street's frontage road to the Villas III project. Callahan's plowed snow has been piled up at the end of Callahan, where the Villas project begins, since this road was built.

Please remember, Callahan Way is SJV's only entrance and exit for vehicles (except emergency exit) and has always needed plowing after every snowfall. This road's snow should be plowed down the hill and stored on Villas III property, between Villas III's new road and its northern border (south of SJV), making this a dedicated snow storage area where units 22-25 were proposed.

This allows any neighborhood existing signage to move south away from SJV and will give a much greater sense of exclusivity. Villas III guests, as well as owners and investors, will Love It.

When the Developer / Mark factors just some of these ideas into the financial analysis without units 22-25, this solution will prove to be a profitable option for the builder. The Town will earn more TOT without these units because the 29 units will become more valuable and rent for higher prices. And law enforcement resources will not be wasted on noise complaints for the removed units 22-25.

Removing these 2 duplexes (4 units) will allow this project to be approved and built sooner, before interest rates skyrocket, before investors disappear, and hopefully before world-war 3 erupts.

This is a **Win-Win-Win solution.**

Please consider my request to REMOVE These 4 Units from the project and use the land for dedicated snow storage and a greenbelt north of the planned road.

Please reach out to me with questions and discussion. We look forward to working with the Planners, all the Commissioners, and the Developer, Mark, to help turn this into a successful development for the Town of Mammoth Lakes.

Thank you.