

### MEETING OF THE CITY COUNCIL CITY HALL, Fifth Floor 6801 Delmar Blvd. University City, Missouri 63130 Monday, November 11, 2019 6:30 p.m.

- A. MEETING CALLED TO ORDER
- B. ROLL CALL
- C. APPROVAL OF AGENDA
- D. PROCLAMATIONS
  - 1. Honoring Arts and Letters Returning Artist Christopher J. Watkins
  - 2. Celebrating Small Business Saturday
- E. APPROVAL OF MINUTES
  - 1. October 14, 2019 Joint Study Session Meeting Minutes Senior Commission
  - 2. October 28, 2019 Regular Meeting Minutes
- F. APPOINTMENTS to BOARDS & COMMISSIONS
- G. SWEARING IN to BOARDS & COMMISSIONS
- H. CITIZEN PARTICIPATION (Total of 15 minutes allowed)
- I. PUBLIC HEARINGS
- J. CONSENT AGENDA Vote Required
  - 1. Purchase (2) Zoll Cardiac Monitors
  - 2. Lease Listing Agreement with CBRE for City-Owned Property at 6321-6325 Delmar Blvd.
- K. CITY MANAGER'S REPORT
  - 1. Presentation i5 Group RE: Economic Development Strategic Plan
  - 2. Conditional Use Permit (CUP) 7547 Olive PC 19-08 Upgrading of equipment at their existing telecommunications monopole facility
  - Conditional Use Permit (CUP) 8550 Olive PC 19-06 Establishment and operation of a Vehicle Service Facility With Used Vehicle Sales
  - 4. Olive/170 Project Update
- L. UNFINISHED BUSINESS
- M. NEW BUSINESS

RESOLUTIONS

**BILLS** 

### N. COUNCIL REPORTS/BUSINESS

- 1. Boards and Commission appointments needed
- 2. Council liaison reports on Boards and Commissions
- 3. Boards, Commissions and Task Force minutes
- 4. Other Discussions/Business
- O. CITIZEN PARTICIPATION (continued if needed)

### P. COUNCIL COMMENTS

**Q.** Motion to go into a Closed Session according to Missouri Revised Statutes 610.021 (1) Legal actions, causes of action or litigation involving a public governmental body and any confidential or privileged communications between a public governmental body or its representatives or attorneys and (3) Hiring, firing, disciplining or promoting of particular employees by a public governmental body when personal information about the employee is discussed or recorded, and (13) Individually identifiable personnel records, performance ratings or records pertaining to employees.

### R. ADJOURNMENT



### **PROCLAMATION**

### OF THE CITY OF UNIVERSITY CITY

**WHEREAS**; Christopher J. Watkins is a noted music director and composer and the proud father of two sons, Christopher JaVon Watkins (C.J.) and Jaylen Derek Watkins; and

**WHEREAS**; under the leadership of his mother, Anita Watkins-Stevens, also a noted director and composer, Christopher J. Watkins began playing the piano and organ at church in his early teens; and

**WHEREAS**; Christopher J. Watkins received his formal education through the University City School District, then through Webster University in St. Louis; and

WHEREAS; on any given Sunday some of Christopher J. Watkins's most noted compositions are being played in churches across the country including; "Because of the Blood," "God Is Truly Amazing"," and "No One Like You", and

WHEREAS; Christopher J. Watkins along with best friend, Kyle Kelley, formed "Chris and Kyle with True Spirit", and released their debut CD, "COMIN' OUT FROM UNDER" (Ashanti Music Group/Crystal Rose Records); and

**WHEREAS**; their sophomore release, entitled "HEAL ME" (True Heart/Emtro Gospel), which debuted at #22 on the Billboard Gospel Charts and garnered two Rhythm of Gospel Awards, and a final ballot Stellar Award nomination; and

WHEREAS; Christopher J. Watkins has also written for and worked with other noted artists such Ricky Dillard, LEDISI, Bebe Winans, Bishop Paul Morton and Full Gospel Baptist Fellowship, Earl Bynum, Arkansas Mass Choir, Potter's House (Denver), Rudolph McKissick, Hampton's Ministers Conference, GMWA, NCGCC, Edwin Hawkins Music and Arts Seminar and Wilmington Chester Mass Choir; and

WHEREAS; Christopher J. Watkins has served in numerous leadership roles locally and nationally and currently serves as Minister of Music and Creative Arts at the historic Central Baptist Church of St. Louis and continues to conduct music seminars and workshops across the country, inspiring and equipping others through music; and

**WHEREAS**; on November 13, 2019 the University City Municipal Commission on Arts and Letters' Returning Artist, a program which brings back artistically-renowned graduates of University City High School to work with the University City students of today, will honor Christopher J. Watkins as their 2019 honoree.

**NOW, THEREFORE,** The City Council of University City in the State of Missouri on behalf of the people of University City, recognize and acknowledge Christopher J. Watkins for his many professional accomplishments upon his return to the City of University City as a guest of the Municipal Commission on Arts and Letters' Returning Artist Series.

**WHEREOF**, we have hereunto set our hands and caused the Seal of the City of University City to be affixed this 11<sup>th</sup> day of November in the year Two Thousand and Nineteen.

	SEAL	
Councilmember Paulette Carr		Councilmember Steve McMahon
Councilmember Jeff Hales		Councilmember Bwayne Smotherson
Councilmember Tim Cusick		Mayor Terry Crow
Councilmember Stacy Clay	ATTEST	City Clerk, LaRette Reese



# PROCLAMATION OF THE CITY OF UNIVERSITY CITY

**WHEREAS**; the government of the City of University City, Missouri celebrates our local small businesses and the contributions they make to our local economy and community; according to the United States Small Business Administration, there are currently 30.7 million small businesses in the United States, they represent 99.7 percent of American employer firms with paid employees in the United States, are responsible for 64.9 percent of the new jobs created from 2000 to 2018; and

WHEREAS; small businesses employ 47.3 percent of the employees in the private sector in the United States; and

WHEREAS; 94% of consumers in the United States value the contributions small businesses make in their community and

WHEREAS; 96% of consumers who plan to shop on Small Business Saturday® said the day inspires them to go to small, independently-owned retailers or restaurants that they have not been to before, or would not have otherwise tried and

WHEREAS; 92% of companies planning promotions on Small Business Saturday said the day helps their business stand out during the busy holiday shopping season and

WHEREAS; 59% of small business owners said Small Business Saturday contributes significantly to their holiday sales each year; and

WHEREAS; the City of University City, Missouri supports our local businesses that create jobs, boost our local economy and preserve our communities; and

Whereas; advocacy groups, as well as public and private organizations, across the country have endorsed the Saturday after Thanksgiving as Small Business Saturday.

**NOW, THEREFORE,** The City Council of University City in the State of Missouri on behalf of the people of University City, do hereby proclaim, November 30, 2019 as:

### SMALL BUSINESS SATURDAY

And urge the residents of our community, and communities across the country, to support small businesses and merchants on Small Business Saturday and throughout the year.

**WHEREOF**, we have hereunto set our hands and caused the Seal of the City of University City to be affixed this 11<sup>th</sup> day of November in the year Two Thousand and Nineteen.

	SEAL		
Councilmember Paulette Carr			Councilmember Steve McMahon
Councilmember Jeff Hales			Councilmember Bwayne Smotherson
Councilmember Tim Cusick			Mayor Terry Crow
Councilmember Stacy Clay		ATTEST	City Clerk. LaRette Reese

# JOINT STUDY SESSION OF THE UNIVERSITY CITY COUNCIL AND THE

### SENIOR COMMISSION AND INFILL REVIEW BOARD

5<sup>th</sup> Floor City Hall 6801 Delmar Blvd. October 14, 2019

### **AGENDA**

Requested by the City Manager

### **MEETING CALLED TO ORDER**

The Joint City Council Study Session was held on the fifth floor or City Hall, on Monday, September 23, 2019. Mayor Terry Crow called the Study Session to order at 6:33 p.m.

In addition to the Mayor, the following members of Council and the Senior Commission were present:

Councilmember Paulette Carr Councilmember Steven McMahon Councilmember Jeffrey Hales Councilmember Tim Cusick Councilmember Stacy Clay Councilmember Bwayne Smotherson

Senior Coordinator Marcia Mermelstein Commissioner Wayne Flesh Commissioner Karl Reid Commissioner Gloria Nickerson Commissioner Kathy Straatmann Commissioner Elaine Henton

Also, in attendance was City Manager, Gregory Rose; City Attorney, John F. Mulligan Jr., Director of Parks, Recreation and Forestry, Darren Dunkle, Deputy Director Parks, Recreation and Forestry, Lynda Euell-Taylor and Senior Coordinator Marcia Mermelstein.

Mr. Rose asked Council to move item J2 on the regular agenda to the City Managers Report.

Mr. Rose stated that there were two items on the agenda; the first item regarding that Infill Review Board's (IRB) operations will be conducted by the Planning and Development Director Clifford Cross.

Mr. Cross stated that the IRB is not a true Architectural Review Board (ARB). As part of the Comprehensive Plan staff will review the ARB processes. Tonight, we will review the background of the IRB.

### Background:

- ► Established January 30, 2006 (Ordinance 6617 Bill 8851)
- Created primarily to address inability to enforce design standards, specifically the standard of the HOA's
- ▶ Comprised of 10 members; 7 members appointed by City Council and 3 can be appointed by the Planning Commission
- ➤ 3 Year Terms

- ▶ The goal is to have one Architect and one Landscape Architect if possible
- ► They field concerns of neighboring properties to ensure conformity for the neighborhood in which a development is going to happen. They are primarily there to address residential development. As the Ordinance reflects that they are not there to address any commercial developments.
- ▶ IRB act's as an Advisory Committee (Ordinance Clarifies), they have no regulatory authority. They act as liaison when there's a development within an area of the City that is not regulated by the Historic Preservation District or part of a site review.

### What is reviewed as part of the process?

- ► Examine applications for residential subdivisions and permits associated with building construction
- ▶ Achieve general conformity with neighborhood, like the Historic Preservation with the exception that they have no regulatory authority. They hear the concerns of the neighbors to ensure consistency with the neighborhood
- ► Review subdivision (division, consolidation, reconfiguration)
- ► Review new construction that is associated with a demolished home including any verified demolished within a 3-year timeframe
- ▶ Factors considered are: Roof Geometry, Materials, Façade, Fenestration and Landscape. These are all types of architectural standards seen as part of a HOA's adopted indentures that the Trustee will review as part of the process

### What is the process for Case/Hearing?

Not every application will need to go before the IRB.

- Zoning Administrator reviews application and determines if it meets the notice requirements of the IRB; if so then:
- ▶ Notices to property owners where the following is the case:
  - ▶ 300 feet with street frontage on same street (along the street)
  - ▶ 150 feet within subject property (in front and behind within 150 feet)
- ▶ If all property owners are noticed and If 60 % of the owners submit a petition within 10 days of receipt of the letter; the zoning administrator will then schedule the IRB meeting to allow for a public hearing. This gives the neighbors the opportunity to come before the IRB to identify their concerns and thoughts for ensuring conformity with their neighborhood standards.
- ▶ Upon completion of meeting, the IRB forwards recommendations to City Manager and City Council

Mr. Cross stressed that the IRB is not a regulatory board nor is it an ARB. They serve as an advisory committee to staff for any development that is petitioned by the neighborhood.

- Q. Councilmember Hales asked if Council was being asked for feedback on the current process and/or how we would like to see it modified?
- A. Mr. Cross stated that was correct. In planning for the comprehensive plan, the question is whether to have an architectural review board. In order to develop an ARB, you must have a design standard to follow to ensure consistency. This can only happen as part of the comprehensive plan process where they develop form-based codes and design standards for character area (so to speak).

Mr. Cross clarified that yes Council is being asking for their feedback now and in the future; on whether to disband the IRB and move forward with consideration of an ARB in the future or if we should continue with IRB while we develop the new process? He stated the IRB has not met in (7) years, the board would need to be re-established if we want to continue. In the interim, if we get a petition with the 60% response requirement, we plan to take it before the Plan Commission. We had one case where notices were sent out but did not receive the 60% responses.

Councilmember Hales stated that the way it was set up in the beginning was reactionary and requires the residents to get together. He would like to see the process more proactive and setting a requirement for the hearings to take place without the requirement of the residents to petition. In his neighborhood, residents have been upset with some of the developments that have gone in. He would like to see an ARB in the future. He also thinks broadening the scope of notice might be a good idea.

Mayor Crow stated that the burden needs to be shifted from the neighbors back to the developer. Asking the neighbors to get together to get the 60%, it is almost like asking them to beg their neighbors for signatures. He agrees with Mr. Hales, as they live reverentially close to each other, some of the building that has happened on the vacant lots in the First Ward is not conducive to the neighborhood in the slightest; from building materials, to taking over the entire lot, to not matching the housing around them. He stated if we asked if notices were really sent out on some of the homes (before this staff was in place), he couldn't imagine that the neighbors wouldn't have said there is a problem. But really, it's not the neighbor's obligation to organize a petition; it should be the developer, who has bought a home, tore down a home or put up a home that asks how does this work? If it's a process to get to an ARB; so be it.

Councilmember Hales stated that he thinks we should consider additions to homes to go through the process. He knows of a few additions in his neighborhood that had some people pretty worked up. Some where they increased the size of the home by 60% and virtually the entire lot is a home, the materials don't match. So maybe we look at how large of an addition will be added. When you're taking up 75% of the lot with giant home next to homes that are of a different scale; it's a problem.

Mr. Cross stated there are some simple fixes to that issue by amending the zoning Ordinance and reducing the FARs' (floor area ratios) to fit the lot sizes. There are things that can be addressed as part of a form-based code. We can look at some text amendments to get more regulatory control over FARs' and impervious ratios.

- Q. Commissioner Flesh asked if there was any responsibility for accessibility; primarily for older adults and folks with disabilities, either in the home and the neighborhood (sidewalks)?
- A. Mr. Cross stated the only thing that would control accessibility standards are the accessibility codes in ADA standard that are associated primarily with commercial and federally funded type projects. On individual family homes, outside of the sidewalks that are in the public rights-of-way, we do not have a lot control. The board does not have control, nor does staff where most of the administrative reviews address ADA standards
- Q. Councilmember McMahon stated that his understanding of why no issues have been brought to the board is because neighbors were not responding so the board had nothing to do. Members just stopped showing up to meetings and reappointments were never made so it became a Board that didn't have anything going on. He is hoping that we move in the direction of getting something done. He's heard that neighbor's find about a new development when ground is broken, and fence goes up and then they see it; which is much too late. It needs to flip as was discussed tonight. Moving forward; what is the timeframe for getting the IRB moving and having teeth or having an ARB? We are already (7) years past where this has been done, if it's (2) years then we're talking (9) years before anything is done with this?

Mr. Cross stated that if we want to give the IRB teeth, we can do that much quicker than ARB, because the biggest problem will be developing the design standards that are consistent and guiding manual for consistency. Staff can put together some alternatives and ordinance amendments to get a little more control and teeth. Mr. Cross stated he didn't think the IRB would ever have the full regulatory control, but by amending some of the provisions of the current ordinances, we can make sure the neighbors are not as burdened to activate the IRB. If the issue is in a subdivision that has trustees, we can notice the trustees and then they can make the application on behalf of the neighbors. This will ensure that the individuals dealing with the issues are noticed and it allows the developer to know that the City may not have regulatory control, but you are required to follow the indentures of the subdivision or you could be sued.

Councilmember Carr stated there is a concern in a private subdivision in Ward 2; the neighbors suddenly discovered that the new building would not be brick, as many of the homes are, instead it was going to be sided. She believes that the suggestions made by her colleagues would at least put people on notice. She is also concerned about the many public subdivisions, are we to make outreach to them and let them know that something is going to happen so that they can provide their input. She stated as she understands it; this process is for a hearing to allow the trustees and/or the neighbors to provide input.

Mr. Cross stated that was correct. The Ordinance states that they have no regulatory authority.

Councilmember Carr stated that the IRB is advisory to staff but not necessarily to the Plan Commission or anything else; so, it goes nowhere really?

Mr. Cross stated that the only time IRB would come into play would be part of site plan review, or a conditional use permit, but these are for commercial uses. The dilemma for staff is we get a recommendation, but the developer doesn't care if they are meeting the building codes. The question is what teeth do we have to stop it? That puts the City in a position of not approving a permit based on our current codes and regulations.

Councilmember Carr asked if the IRB is reactivated while we wait for the comprehensive plan to develop to standards is nothing more than giving the neighbors the opportunity to be notified?

Mr. Cross stated that was correct at this time. He stated he could research to see if there's anything that can be done from a regulatory standpoint. We want to make sure we don't do anything that could constitute an illegal taking situation.

Councilmember Carr stated there's another issue with infill in that it can create stormwater problems; depending how it's sited and how high up it is relevant to the existing houses. She asked Mr. Cross if this issue would be addressed as part of this process or do we need to put something in place with multiple commissions to look at various impacts on the neighbors?

Mr. Cross stated that those types can be reviewed as part of the process. When talking about stormwater; that becomes part of the administrative review and stormwater detention and impervious surface ratios. Staff will need to be proactive in determining if impervious surface and floor area ratios are appropriate for the lot. If you want to make the footprint smaller and you want a bigger home, the floor area goes up a little bit; these are some of checks and balance, to look at to see what works to ensure consistency with the neighborhood.

At this point it, would be best for staff to do some additional research, maybe see how other communities have done it and start drafting some options to what can be done in terms of regulatory controls. Look at how we put together the IRB ordinance but also more importantly fit it into the zoning ordinances for districts that are impacted.

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Councilmember Carr stated that she is observing, primarily with the neighbors south of U City, that they are building from setback to setback; leaving no room for water absorption or retention. She is concerned that this piece will be overlooked unless it's specifically addressed as we develop the IRB and the ARB.

Mr. Cross stated that garages are a classic example; if you look at the accessory standards, which we need to change, there's no set maximum size for a garage. Currently the only requirement is 800 feet of green space, everything else is based on interpretation. We are going to be working to prepare some quick amendments to the zoning ordinances to bring to Council and the Plan Commission for review and then do a bulk amendment on several quick fixes.

Mr. Rose stated that the primary purpose of tonight's discussion was to get a better understanding of what Council wants to see in a policy and to inform Council that if the goal is to have an ARB; that board would need its own set of design standards, which would take a significant amount of time. Mr. Rose clarified that based on tonight's discussion, the stop-gap measure of strengthening the IRB would be acceptable to Council. Staff will draft legislation based of what was shared and then bring that information back to Council in another study session to ensure that meets the objectives outlined tonight.

Mayor Crow stated for clarification; when it comes back with changes, it will still have no teeth. Mr. Cross stated that was correct and he would research to see if there's anything that can be added, but he doesn't believe there's much that can be done.

Mr. Rose stated that some standards will need to be established even with the IRB, but Council can change the Ordinances. Staff will try to add teeth as much as possible on a stop gap basis; know that in the long term the intension is for the Board to have its own set of design standards.

City Attorney Mulligan stated that the current IRB has jurisdiction over subdivision requests and building permits. If Council wants to regulate the things that Mr. Cross referenced like the floor ratios, lot sizes, certain architecture features would go under the zoning umbrella. The process for passing an ordinance would involve amending the zoning code; the standards would be reflected there. That would go through the Planning Commission before it would come to Council. It really depends on what Councils goal is. If it's changing some of the architectural or dimensional requirements, we would do that by changing the zoning code. If it's to have some input on building permits, these standards are in the building code, which is not part of zoning. Technical specifications can be changed in the building code, but you could not have a review board with the ability to change building code standards nor zoning codes. The review board could make recommendations regarding interpretation of existing standards and to advise Staff or Council.

Lastly, there are certain standards in the subdivision code that must be met. The IRB could make recommendations here as well, but again ultimately it depends on if the standards are met and that is really an administrative interpretation by staff. It would be helpful for drafting legislation to know what Council wants to accomplish. There could a mechanism for neighborhood input; which is what could take place now. It might be more on a broader basis relative to what kind of problems are occurring and what kinds of legislation could be passed to address to the problems. More of a general policy making issue as opposed to an individual property or permit.

If you refer to the Council record, this issue has been around since 2002. It's been discussed at various times over the years; this issue has been talked about over the last 17 years, resulting in the legislation of 2006.

Mayor Crow opened the floor for discussion of the next agenda topic; the Commission on Senor Issues.

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Councilmember Smotherson shared that there was a Senior group out of Springfield that won an award for innovation during the 2019 Municipal League conference; he brought information back to share with the Senior Commission in hopes that we find it helpful and perhaps get some ideas for University City.

Mr. Rose stated tonight's purpose was to address two issues; one is to discuss senior issues in general terms and the other to ensure compliance with the code; and to ensure that everyone understands what the code states.

### Purpose:

The body is formed by the Council to review, evaluate and make recommendations to City Council and City staff on matters affecting seniors (fifty and older) residents.

### Make Up:

The commission is a seven-member body. The members shall serve for a term of two (2) years and may be appointed for a second consecutive term. The chair of the commission shall be elected from amongst its members.

### **Meeting Requirements:**

At least one (1) regular meeting of the commission shall be held each quarter, together with such additional meetings as may be required for the transaction of business.

Mr. Rose stated that the code is succinct on the Senior Commission; those are general terms under which they must operate.

Mr. Rose opened the floor for discussion on the code or issues impacting seniors.

Councilmember Clay stated that he was the liaison to the Senior Commission, and he does not believe the statutory requirement captures all the activity the commission has. He stated that they are involved in the programming that takes place related to the seniors; that is the regular programing that happens several times a week. And, special programming that takes place throughout the year; including informational sessions, coordination with the Make a Difference Day activities that assist seniors with home repairs etc. Councilmember Clay stated he has seen significant activity from the commission that has benefited the residents.

Councilmember Cusick asked the commission members how was City government doing related to the seniors? And if they had any issues that need to be addressed?

Commissioner Flesh invited Council to attend any of their meetings, he stated they would love the Council to attend maybe once a year? He stated that he also serves on the commission for St. Louis County and they have noticed an uptick in senior abuse. There are many ways that a senior can be abused; more than hurting them but also fiscally by misleading them and they don't know that they're being abused. He stated that he plans to move forward regarding information on this matter; by with some senior gatherings at the library. He would have speakers to talk about what it means to be abused, that it could happen in your own family, to make senior more aware. This is relatively new, they have contacted the prosecuting attorney's office in St. Louis County, and they have assigned someone to assist with this type of service. The plan is to have it on the agenda at a later date.

Councilmember Cusick asked if he was referring to abuse of a financial nature or other kinds of abuse that we should be addressing?

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Commissioner Flesh stated they didn't know for sure, but they are hearing that many are monetary types of issues. He stated sometimes older residents don't know what abuse is; therefore the need for more education.

Mr. Rose recognized the staff members that provide support of the Senior Commission; Darren Dunkle, Director of Parks and Recreation, Lynda Euell-Taylor, the Assistant Director and Marcia Mermelstein, who is the direct support over senior services. Mr. Rose stated that we need to take a closer look at the services that we provide to seniors. He is interested in holding a Senior Fair in the future to provide information; such as construction of Wills, greater opportunity for socialization through games night or something similar. His plans to recommend that we make the program more robust.

Commissioner Flesh stated that Marcia has been an asset to the commission and stated that he was thankful to have her. He stated she is caring and very concerned about the seniors.

Mayor Crow asked if the library, community center and centennial commons were the three main gathering places for seniors? The consensus was yes.

Commissioner Gloria Nickerson thanked the City Manager, Marcia, Darren, Lynda, the Council representatives and the Mayor for allowing her to speak on behalf of the seniors. She stated that it meant a lot to the seniors for the City to take the actions that they did.

She asked if we knew how long the agreement with Aging Ahead was going to be in effect; the agreement reads that it could be terminated at any time; will that agreement continue for 2020?

Mr. Rose asked Darren to speak to the question; he stated whether it is Aging Ahead or the City providing its own senior program solely, based on the direction he received from the Mayor and Council when this issue first emerged; he is hopeful that we will continue with a non-for-profit that can supplement our efforts. But the Mayor and Council have to be steadfast in saying that we will have a program.

Mr. Dunkle stated the current agreement with Aging Ahead is a one-year contract. Staff will review to see if that is something we should continue with or improve upon.

Commissioner Nickerson stated her question is tri-fold in nature; right now, Aging Ahead provides the transportation and meals; if the City takes it over, would the City have to provide our own meals and transportation?

Mr. Dunkle stated staff would have to review that.

Commissioner Nickerson stated that although the program only has fifty participants right now, the City's vision should be bigger. Are we prepared to take on twenty-five additional people in November?

Mr. Dunkle stated he believes the City is prepared to take on more people at this time and the Aging Ahead contract has no limit on the number of people that they serve. They get state funding based on the number of attendees to pay for transportation and meals.

Commissioner Nickerson asked if on December 31st an additional fifty seniors join the program; would we continue to do Tuesdays and Thursdays, or would we have to renegotiate with Aging Ahead?

Mr. Dunkle stated that if we want to add any additional days with Aging Ahead; we would have to renegotiate with them.

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Commissioner Nickerson stated that it's working now but stated that we should also be looking outside of the box.

She asked regarding the budget and the monies that we set aside for their operations; if they were still within the ramification of what was allowed?

Mr. Rose stated the budget is being managed by Mr. Dunkle, under recreation or the community center. He stated that staff is not prepared to provide that information tonight; but would be happy to provide information on how that budget is preforming, what the expenditures look like and whether it's consistent with what was forecasted.

Commissioner Nickerson stated her last statement concerns the ROARS; is there a way for the Senior Commission to have a little corner in each issue?

Mr. Rose stated during preparation of the ROARS, the Department directors are asked if they have articles to submit. The seniors can simply submit an article to Mr. Dunkle for each edition of ROARS; and that information would be forwarded on to the Communication director.

Commissioner Flesh asked for the dates of the Aging Ahead contract?

Mr. Dunkle stated he believed the expiration was the end of June.

Ms. Mermelstein stated there was a survey commissioned by Andrea Riganti in the spring of 2018; Adam Brown worked with some of the graduate students at UMSL to develop a questionnaire to try and find out the needs in our community. The questionnaire was mailed to the 800 people on her database, it was posted on website, copies were taken to the senior center and an AARP meeting as well as delivered door to door. About 250 surveys were returned. She stated that she learned a lot during the process; how you phrase the question impacts the data you get back. She has a draft summary to share with everyone; she believes the most valuable information was found in the last question "do you have any additional comments". There were a lot of good comments and suggestions.

Ms. Mermelstein shared copies her resource document that list all the services provided by the City and some information regarding other resources around the St. Louis area.

Commissioner Flesh asked if was possible to hold another joint study session like this; maybe once a year?

Mr. Rose stated the initial joint session was to address compliance issues with the code; having an annual joint session makes sense to him, but that is a decision for the Mayor and Council.

Mayor Crow stated the Council would be open to having an annual meeting; he recommended that the senior commission make the request moving forward.

### **ADJOURNMENT**

Councilmember Carr moved to adjourn the joint study session; it was seconded by Councilmember Cusick. Mayor Crow thanked everyone for their participation and adjourned the Joint Study Session at 6:24 p.m.

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### MEETING OF THE CITY COUNCIL CITY HALL, Fifth Floor 6801 Delmar Blvd. University City, Missouri 63130 Monday, October 28, 2019 6:30 p.m.

### A. MEETING CALLED TO ORDER

At the Regular Session of the City Council of University City held on the fifth floor of City Hall, on Monday, October 28, 2019, Mayor Terry Crow called the meeting to order at 6:30 p.m.

### B. ROLL CALL

In addition to the Mayor, the following members of Council were present:

Councilmember Stacy Clay
Councilmember Paulette Carr
Councilmember Steven McMahon
Councilmember Jeffrey Hales
Councilmember Tim Cusick
Councilmember Bwayne Smotherson

Also in attendance were City Manager, Gregory Rose, and City Attorney, John F. Mulligan, Jr.

### C. APPROVAL OF AGENDA

Mayor Crow announced that during the Study Session Councilmember Carr requested that Item K (2); Economic Development Retail Sales Tax Board Recommendations, be reviewed on a line-by-line basis.

Councilmember Carr moved to approve the agenda as amended, I was seconded by Councilmember Cusick and the motion carried unanimously.

### D. PROCLAMATIONS

### E. APPROVAL OF MINUTES

- 1. August 17, 2019 Council Strategic Planning/Retreat Report Out were moved by Councilmember Carr, it was seconded by Councilmember Hales and the motion carried unanimously.
- 2. September 17, 2019, Joint Study Session Minutes EDRST were moved by Councilmember Carr, it was seconded by Councilmember Hales and the motion carried unanimously, except for Councilmember Clay, who elected to abstain from voting due to his brief absence.
- **3.** September 23, 2019, Regular Meeting Minutes were moved by Councilmember Cusick, it was seconded by Councilmember Carr and carried unanimously, except for Councilmember Smotherson, who elected to abstain from voting due to his absence.
- **4.** October 14, 2019, Regular Meeting Minutes were moved by Councilmember Hales, it was seconded by Councilmember Clay and the motion carried unanimously.

### F. APPOINTMENTS TO BOARDS & COMMISSIONS

- 1. James Wilke is nominated to the Parks Commission as a fill-in replacing Jason Sparks' unexpired term (1/21/2020) by Councilmember Steve McMahon. It was seconded by Councilmember Carr and the motion carried unanimously.
- 2. Gloria Nickerson is nominated for re-appointment for a second term to the Commission on Senior Issues by Councilmember Stacy Clay. It was seconded by Councilmember Carr and the motion carried unanimously.
- **3.** Karl Reid is nominated for re-appointment for a second term to the Commission on Senior Issues by Councilmember Stacy Clay. It was seconded by Councilmember Carr and the motion carried unanimously.

### G. SWEARING IN TO BOARDS & COMMISSIONS

**1.** Dr. Jean Russell was sworn into the CALOP Commission on October 14th in the Clerk's office.

# H. CITIZEN PARTICIPATION (Total of15 minutes allowed) Kathy Straatmann, 6855 Plymouth Avenue, University City, MO

Ms. Straatman stated while she clearly understands she is in the minority, she would like Council to give some consideration to honoring the Loop Trolley's request for additional funding. Considering the huge investment and the alternatives associated with its failure, her belief is that the Trolley still has a purpose and the short period of time it has been in operation has not been long enough to fully see its value. So, her hope is that everyone pulls together to make this work.

### Aren Ginsberg, 430 West Point Court, University City, MO

Ms. Ginsberg stated tonight marks the one-year anniversary of kitty updates. This past week U City volunteers trapped, neutered, vaccinated, and returned two kittens in Ward 2, bringing their yearly total to forty-seven cats that have been vetted at no cost to taxpayers. Volunteers also partnered with local rescue groups and found fur-ever homes for twelve U City strays.

Ms. Ginsberg thanked Mr. Cross and Mr. Dunkle for making it possible to host OpSPOT Veterinary Van in U City which will offer low-cost services for the community. Residents will be notified once the dates and location for this service have been finalized.

### I. PUBLIC HEARINGS

### J. CONSENT AGENDA – Vote Required

- 1. Pool House Entry Door Project
- 2. Traffic Engineering On-call Services Agreement Amendment
- 3. Economic Development Strategic Plan Consultant Contract

Councilmember Carr moved to approve all three items, seconded by Councilmember Cusick and the motion carried unanimously.

### K. CITY MANAGER'S REPORT

1. Habitat for Humanity Lot Donation Contract

Mr. Rose stated at the conclusion of this presentation by Michael Powers of Habitat for Humanity, staff will be recommending that this item be removed from the agenda and resubmitted once the appropriate modifications have been made to the agreement.

Mr. Powers stated with the assistance of St. Louis County's Office of Community Development, Habitat for Humanity was awarded \$422,000 to construct seven new homes in the County; which equates to a \$1.45 million-dollar investment in affordable housing. The Company's first thought was to come back to U City where they have already established two successful phases of ten homes which began in 2005. Of those ten homes, all but one is still owned by the original buyers who are current on their mortgage, gainfully employed, and active within the community.

Habitat is looking to construct 4 bedrooms, 2 bath homes that will be sold for approximately \$150,000 to \$175,000. Predevelopment discussions have included an examination of vacant sites, City-own sites, privately-own sites, and sites owned by St. Louis County. And the hope is to gain Council's approval and guidance on the next steps leading up to full project development.

Councilmember Cusick asked for the approximate cost of building one of these homes? Mr. Powers stated while they have not done all of the environmental assessments, his belief is that the cost will be around \$190,000. However, this does not take into account the volunteer labor and materials that are a part of the model.

Councilmember Clay asked if he could be provided with details about the income requirements for potential homebuyers? Mr. Powers stated Habitat tries to target 50 to 60 percent of the area's median income, but as a result of the funding from St. Louis County, this project will be able to go up to 80 percent of the median income. Most buyers represent your average working-class family who has been unable to get a mortgage on their own. However, there are guidelines that dictate exactly how much income a bank is going to require. Successful buyers are locked into a 2.5 percent interest rate for a 30-year term, so typically they will go from paying unaffordable rents of \$1,100 to a mortgage that is oftentimes below \$700.00. That mortgage includes their taxes, insurance, and a home repair program.

Councilmember Clay stated while he would love to get some specific numbers, for now, he would just inquire whether there is a general income trajectory for Habitat buyers and if most tend to stay in their homes for the lifespan of their mortgage? Mr. Powers stated although Habitat does not track information after the sale, there is lots of anecdotal evidence which demonstrates that this is a life-changing program. The data is very clear about the trajectory of homeownership and children who grow up in stable housing. So, 400 homes later what he can say is that only 2 percent of the homes have gone through foreclosure and over 90 percent are still in their homes; which have been remarkably maintained, even when the surrounding neighborhoods have failed to stabilize. But in terms of the overall income, that only comes to Habitat's attention if they sell the property, and that's rare.

Councilmember Clay asked if there were any restrictions on selling a home? Mr. Powers stated since a portion of the loan is forgiven over a ten or fifteen-year period, the buyer is only paying about \$130,000 for a home that sold for \$180,000. As a result of that pardon, clawback clauses have been established by Habitat and the funder to ensure that if an owner decides to sell their home early, both entities will receive shared equity in the increased value of the home. During the first ten years of ownership Habitat has first rights to the deed, but once an owner reaches that point, whether they can sell their home on the open market depends on who funded the project. So, while it's hard to make a blanket statement to this effect, typically, after ten years it becomes their home, and they can use the equity as they see fit.

Councilmember Smotherson stated his concern is about the depressed area Habitat has selected to build these homes, which seemingly has a higher rate of crime. Is there a component of your assessment that looks at these statistics prior to selecting a site? Mr. Powers stated most site selections are based on the data obtained from applications, which tells them about an applicant's preferences in terms of location, schools, recreation, and work. So, there is a high demand for affordable housing in U City because of its school district, access to the arts, recreation, libraries, and transportation. Every one of the ten homes previously built in U City was pre-sold, and today, they have more demand than they can even fill.

He stated their success in revitalizing these neighborhoods is the reason they are asking to build more homes here. Prior to building their first phase of homes, there was little to no new construction activity. However, since their completion, in that same four-block radius there have been at least eight new houses built; some selling for as much as \$160,000. And unlike some of their neighborhoods, homebuyers here in U City have had no complaints about safety or negative environmental impacts.

So, while they do look at crime statistics, taxes, and the potential for buyers to successfully increase their equity, it's more about serving their clients' needs. But to be honest, it's not a carte blanche situation where Habitat has access to vacant lots in upper-middle-class neighborhoods. Mainly because it would not be cost-prohibitive for this type of a program; there is a qualified census tract that HUD requires Habitat to build in, along with the fact that there can be an extreme amount of resistance from folks who are misinformed about this program; an issue Habitat has worked hard to build its narrative around.

Councilmember Hales asked Mr. Powers if he could provide the City Manager with addresses of the ten Habitat properties here in U City and their build completion dates? Mr. Powers stated that he would.

### **Citizen's Comments**

### Patricia McQueen, 1132 George Street, University City, MO

Ms. McQueen stated in 2015 the Bywater Development Group sought approval for a large affordable housing project called Northgate Village which was rejected because the proposed units were slated to be built in an already depressed area and there were no plans to renovate the excessive number of vacant properties in the area. So, while she admires the work of Habitat for Humanity and is sensitive to the need for more affordable housing, this project designated for the 3rd Ward; specifically the northeast quadrant, which has a high concentration of vacant residential properties where the value of the housing stock has not bounced back from its prerecession levels, conjures up the same deficiencies identified in the Bywater project; new construction with no renovation. Unless these homes were built in either the 1st or 2nd Wards where the housing values represent a middle-market neighborhood, her belief is that the City would be moving in the wrong direction.

Perhaps, Habitat for Humanity-St. Louis could look at the reconstruction model utilized by Habitat for Humanity-Chicago and DuPage, where along with the repair and renovation of the existing housing stock, they partnered with for-profit developers to incorporate affordable housing into the project, resulting in holistic neighborhood revitalization. Before jumping into this project, there needs to be a clear picture of the concentration. Ms. McQueen asked the City Manager if he would provide herself and Council with an updated list of vacant or investor properties in the 3rd Ward, as well as the area being impacted by the Olive and I-170 Redevelopment.

Her hope is that U City can partner with Habitat to revitalize the 3rd Ward, but in her opinion, moving ahead without sufficient knowledge and engagement regarding economic development in residential areas would not be prudent. Therefore, she would suggest that either these homes be built in the 1st or 2nd Wards, or that this item be postponed until a strategic neighborhood plan has been developed for the 3rd Ward. (Ms. McQueen asked that a copy of an investment article be submitted to Council and that her written comments be attached to the minutes.)

### Kathy Straatman, 6855 Plymouth Avenue, University City, MO

Ms. Straatman stated it would be an injustice to put new families with a dream of achieving better living conditions in a depressed, oftentimes dangerous, and fragile neighborhood. She stated a large portion of this project is dependent on taxpayers' dollars from the County's Home Fund which can be used to rehab homes in high poverty areas. And since areas of concentrated poverty have decreasing housing values which impede the ability of existing residents to obtain loans for home improvements, she would also encourage Council to work with Habitat to rehab some of the existing homes in the 3rd Ward and assist its current residents in making the necessary improvements to increase their equity.

Ms. Straatman read the definition of disparate impact into the record, along with the following quote from the NAACP Defense Fund:

"Disparate impact occurs when the government or certain private actors unjustifiably pursue practices that have a disproportionately harmful effect on communities of color, poverty, and other protected groups. This standard is often used in challenging discrimination in mortgage lending, homeowner's insurance, exclusionary zoning, redevelopment, and demolition of public housing. Disparate impact helps to screen out covert racial discrimination as well as practices that may seem neutral on their face, but actually exacerbates segregation or the effects of prior racial discrimination."

Habitat for Humanity only sells their "affordable housing" to "low-income buyers;" two significantly interchangeable terms. But an over-concentration of affordable housing/low-income housing is a poor long-term strategy in neighborhoods with high concentrations of poverty. This dilutes the financial and social viability of a neighborhood, leading to economic decline or stagnation that traps children in dangerous places where public schools are failing. As Ms. McQueen mentioned, there are successful models being conducted by other Habitat affiliates that include safety, rehabilitation, reconstruction, job opportunities, and transportation, that should be reviewed prior to moving forward with this project.

### Council's Comments

Councilmember Carr asked whether the current sites under consideration were vacant or had existing structures on them? Mr. Rose stated they were vacant lots.

Mayor Crow acknowledged staff's recommendation to remove this item from the agenda and present it to Council after revisions to the contract have been completed.

2. Economic Development Retail Sales Tax Board Recommendations

Mr. Rose stated staff is recommending that Council consider the allocation of EDRST funds for the following projects:

### 1) The LSBD Lighting Study from Kingsland to the City Limits, for \$19,000.

Councilmember Carr moved to approve, it was seconded by Councilmember Cusick and the motion carried unanimously.

### 2) The LSBD brochure and illuminated directory signs, for \$14,000.

Councilmember Cusick moved to approve, it was seconded by Councilmember McMahon.

Councilmember Carr stated she provided Council with a packet addressing this item which contains an email from Mr. Cole, the Acting Director of Finance that reads as follows: "My understanding is that the \$14,000 request includes brochures and directories. I have attached a copy of Ingraphic's invoice for \$6,520, and a copy of canceled check no. 2518. Together, the \$5,275 for the brochures and \$6,520 for the directories equals \$11,795." She stated the issues associated with this item are twofold:

- **a.** A balance of \$8,102.50 from last year's request for a brochure and directory that was not utilized; and
- **b.** The need to invoice the East Loop CID for 50 percent or \$5,897.50, of the cost for this year's brochure and directory, since their businesses are also included.

So why is there a request for \$14,000? Councilmember Carr stated to date, the East Loop CID has not been invoiced nor have they paid their share from last year. So, while she doesn't know whether the City has been underwriting the East Loop; which is certainly not her intent since they receive roughly \$400,000 a year, as opposed to the LSBD's receipt of \$80,000, plus whatever the EDRST provides, there appears to be an over-ask. As such, she would like to amend Councilmember Cusick's motion to reduce the amount of funding from \$14,000 to \$6,000, to cover the LSBD's portion of the cost for these items. The motion to amend was seconded by Councilmember Cusick.

Mayor Crow stated perhaps, it would be wise to first ask the City Manager or the Acting Director of Finance whether there has been a request made for reimbursement, or if some other form of agreement has been exercised.

### Citizen's Comments

### Joe Edwards, 6504 Delmar, University City, MO

Mr. Edwards, Chairman of the LSBD stated this request has always been approved and paid for by both entities, and an invoice has been sent to the East Loop to pay their share of this year's request. Costs for both the brochure and directory have customarily been split 50/50, even though there are only three businesses featured in the illuminated directory versus four businesses from The Loop.

The new illuminated directories are distributed and have already demonstrated that it is a valuable tool that brings people to The Delmar Loop. However, in his opinion, the motion to amend this amount is a little shortsighted to the extent that it does not take into consideration the LSBD's goal of updating these documents twice a year. Last year, they were unable to achieve that goal, but this year they are on track to complete the revised versions in March or April. So, all the funding is needed in order to do that. Mr. Edwards stated any monies that were not spent last year can be transferred back into the EDRST fund.

### Council's Comments

Mayor Crow stated no one is questioning the validity of these documents, merely whether the City is footing the entire bill. Because no one has been able to show any proof demonstrating that the East Loop has paid their share.

Mr. Edwards stated his understanding is that the LSBD's Treasurer had invoiced the East Loop and received an acknowledgment of their willingness to pay.

Mr. Rose stated the confusion seems to be that Mr. Edwards is indicating that the East Loop has been invoiced, but Council is asking for evidence demonstrating that the invoice has been paid.

Mr. Edwards stated his belief is that it has been paid, but if not, he is willing to guarantee that it will be. On the other hand, the City has been invoiced for over \$20,000 that it owes to the LSBD which has not been paid.

Mr. Rose stated his belief is that the City has not received any evidence that the payment has been received, and the Acting Director of Finance is now shaking his head in agreement.

As it relates to the City's unpaid invoices, Mr. Cole has been working very closely with the LSBD's consultant to address some areas of concern and hopefully reconcile this account. And until they can do that, it would not be prudent to issue a check for the additional funding.

Mr. Edwards stated again, according to the Treasurer, every invoice has been supplied to Mr. Cole. So, at this point, his belief is that the LSBD and the accounting firm have both completed their portions of the work needed to reconcile the account.

Mr. Rose informed Mr. Edwards that what the City had received were documents related to a specific invoice or a check that had been written, not the actual invoices.

Mr. Edwards stated he thinks this can easily be worked out because he had been assured by the Treasurer that everything requested had been provided.

Mayor Crow stated while both he and his colleagues understand what it's like when you have to depend on volunteers to do a lot of this work, it does seem like it has taken the City an awfully long time to complete something you consider to be such an easy fix. At this point in time, Council is being asked to fly blind. But his assumption is that once there is proof of reimbursement by the East Loop his colleagues will be amenable to revisiting this request.

Councilmember Hales stated he would like to circle back to the motion to make sure he understands exactly what is being requested. Is it correct, that this motion seeks to reduce the amount recommended by the EDRST from \$14,000 to \$6,000? Councilmember Carr stated it is correct. Councilmember Hales asked if there was also an issue surrounding the \$8,000 in surplus funds from last year's publication of these documents? Councilmember Carr stated the LSBD wrote a check for the entire amount and once they have been reimbursed by the East Loop the question is whether this money will be returned to the EDRST or the LSBD? Councilmember Hales stated given the fact that there is \$8,102.50 sitting in an account that should be earmarked for this project, the motion does not necessarily seem like a terrible proposal.

Councilmember Carr stated that she had previously misspoken; last year the LSBD paid \$11,795 rather than \$14,000, so the reimbursement should be for half of that amount. Councilmember Hales stated the lingering question still seems to be the surplus. Why is there a need for \$14,000 if there is already a starting balance of \$8,000?

Councilmember Cusick stated his understanding is that the \$14,000 was for an original and one update. However, there is nothing in the EDRST application that talks about two distribution dates.

Mr. Edwards stated although it is not on the short form, he has in front of him, this has always been the goal. And any money that is not spent goes back to the EDRST fund.

Councilmember Carr stated she wants to honor the EDRST's recommendation to produce these documents, however, the facts surrounding this request which asks for more than twice the amount of what has traditionally been spent, seems unreasonable.

- The application does not mention the need to upgrade these publications;
- The EDRST was not advised about last year's expenditure; and
- Mr. Cole's communication, which indicates that he would provide Council with a copy
  of the invoice and check from the East Loop CID, took place a week ago, so this is not
  old information.

To address Councilmember Hales' question, Councilmember Carr stated the LSBD's ledger seems to indicate that any reimbursements from the East Loop are deposited into their account rather than it being refunded back to the EDRST fund. And whether reimbursements should be put back into the reserve fund, is a decision that should be made by Council and the EDRST Board. But, quite frankly, until the City started looking at their ledgers no one knew that the only way the LSBD could even come close to spending \$14,000 was if they paid for the entire cost of these publications. Certainly, this request should be funded at the amount required, but it should not be overfunded because those economic dollars can be invested in other areas.

Mr. Edwards stated the ability to produce these marketing materials twice a year is important, so no one is asking Council to overfund this project. But, if payment is needed tonight, he would be happy to satisfy that request.

Mayor Crow stated he believes what his colleagues are saying is that there is a need to get the LSBD's financial house in order first. And once that is accomplished, it would be perfectly okay for them to come back before Council and make a request for the funds needed to produce the updated versions. So, he thinks the requests being made by the City Manager and Council regarding the reimbursement of funds by the East Loop and the LSBD's system related to invoicing are extremely important, and that Councilmember Carr's proposed amendment is reasonable. But quite frankly, he is getting a little tired of hearing about the finances between the LSBD and the City because this is something, they have been working to get cleaned up for the past three months. So, at some point in time, there has to be an accounting that allows both staff and Council to understand what was spent; what was reimbursed; where that reimbursement is, and if there is anything leftover before additional monies are disbursed.

Mr. Edwards stated he thinks all these issues could be resolved rather quickly if Mr. Cole and a representative from their accounting firm had the opportunity to conduct a face-to-face meeting.

Voice vote on Councilmember Carr's motion to amend the recommended amount for this project from \$14,000 to \$6,000, carried unanimously.

Mr. Mulligan stated based on the discussions regarding the \$8,000 surplus, is there a need for Council to address whether these funds should go back to the EDRST fund and be reappropriated, in order to achieve the \$14,000 request?

Mayor Crow stated he would rather not cross that bridge tonight and would prefer to vote on the motion currently before Council.

Councilmember McMahon moved to approve, it was seconded by Councilmember Hales and the motion carried unanimously.

### 3) The LSBD St. Louis Visitor's Guide and Promotions for \$14,000.

Councilmember Hales moved to approve, it was seconded by Councilmember Clay.

Councilmember Carr stated while she is not passing judgment on whether Council should fund this project, the problem appears to be that staff has never received an appropriate invoice from Madden Media, the company that produced this Guide. Instead, what the LSBD has provided, is an invoice on Blueberry Hill's stationery which lists the amount due, a partial payment of about \$7.000 from the East Loop CID, and an explanation regarding their payment. So, at this time, without the actual invoice from Madden, she is reluctant to hand over the money.

Councilmember Carr made an amended motion to withhold the approved funding for this payment until such time as last year's invoice from Madden has been produced. And going forward, she would recommend that Council be provided with an invoice on a yearly basis.

Mayor Crow stated with respect to the comments about going forward, he does not think this Council has the authority to bind future councils.

The amended motion was seconded by Councilmember Cusick and carried unanimously.

### 4) The LSBD special events for \$85,000.

Councilmember Hales moved to approve, it was seconded by Councilmember McMahon.

Councilmember Carr stated there are two issues regarding this request, and both are related to accountability. In her packet, she provided a list of events that were held in 2018 that includes the amounts associated with each event. However, this year, the actual events being held are unclear and there is no breakout detailing the amount needed for each of these events. She stated while she believes events are important and this request should be funded until there is a clear understanding of what each event will cost, she is not sure how Council can determine what the correct amount of that funding should be.

She stated the last page of this document, which reads, "Marketing meeting from R. L'Ecuyer, 7-17-19," is a copy of what was provided to people who attended that meeting E - 2 - 9

And what Ms. L'Ecuyer talks about is \$50,500 from each side and not \$85,000.

Finally, since this document was produced in July, Council has now asked that additional events be added to the LSBD's calendar.

Councilmember Carr amended the original motion and asked that the approved funds be withheld until the LSBD provides a detailed budget for each event to the City Manager. The motion was seconded by Councilmember Cusick.

Mr. Edwards stated that he had a line-by-line breakdown of the \$85,000 for Council and the City Manager, which he would like to read into the record.

### September - 2019

- Parking Day: \$1,500 for marketing, P.R. and advertising; \$750 for activities, i.e., face painting, and musicians; \$750 for printing; \$1,500 for U City permits and Public Works staff. Total = \$4,500.
- Chalk the Loop: \$1,500 for marketing, P.R. and advertising; \$250 for materials; \$750 for printing; \$1,500 for U City permits and Public Works staff. Total = \$4,000.

### October - 2019

• Howl-A-Ween: \$1,7500 for marketing, P.R. and advertising; \$500 for activities.

Mayor Crow stated while Council appreciates the effort, at this point, he's not sure how beneficial it would be to go through this line-by-line.

Mr. Edwards stated he could simply name the events.

### **Previous Events:**

- Get Looped First Friday; \$5,000
- Loop Ice Carnival; \$39,800
- Lease in The Loop Broker's Roundtable; \$475
- Lease in the Loop Real Estate Tour; \$725
- Delmar Loop Week; \$9,000
- Make Music Day
- Loop Art Festival
- Magazine and Map Dining Guide

### Upcoming Events:

- Holiday Window Painting; \$85.00 per merchant
- Styling in the Loop
- Taste of the Loop
- Loop in Motion
- After-Glow; a party after the Annual Balloon Glow
- Back to School

Mr. Rose stated Council recently met with the LSBD Board and identified three major events they would like to see occur in the Loop over the course of the next year:

- The Ice Carnival;
- Taste of the Loop; and
- Loop in Motion

He stated although the fourth event has not yet been identified, his intent is to work with Council and the LSBD to reconcile the \$85,000 request.

Councilmember Carr stated there were a couple of things on Mr. Edwards' list she does not think they need to pay for. But first, she would ask if her understanding that the economic development function for The Loop was now being handled by the City, was correct? Mr. Rose stated the current intent with respect to economic development, is that the Director of Economic Development will provide the same level of service to The Loop that she provides for the rest of the City. Councilmember Carr stated she was interested in learning whether the Lease in The Loop events was things the LSBD should be undertaking? Mr. Rose stated this is a topic he would have to discuss with the Director of Economic Development.

Councilmember Carr stated while this is more of a step in the right direction, she is going to maintain her amendment since the City Manager has acknowledged that he and the Director of Economic Development will work with the LSBD to put together a list of events that reflect Council's goals. And at that point, the money can be released for each event as needed.

Councilmember Cusick posed the following questions to Mr. Edwards:

- Q. Why is there a discrepancy in the total presented by Ms. L'Ecuyer at the July 17th Marketing meeting and the amount being requested today?
- A. The \$85,000 is for this Fiscal Year; July 1st through June 30, 2020, and typically this would have been approved at Council's June meeting. So, all their current events have been executed without the confidence of knowing whether the money was even going to be there, which has made the planning of these events very difficult.
- Q. What process does the City of St. Louis or the East Loop CID utilize to acknowledge an agreement and authorize their portion of the expenditure for joint events conducted with the LSBD?
- A. Usually, it's 50/50, but everything is approved because all three entities are bound and determined to keep their finances separate and transparent.
- Q. When does the East Loop approve their half of the expenditure for joint events?
- A. Anytime there is a Board meeting and these items come up. I can assure you that they follow a very strict policy when it comes to their accounts payables or receivables.
- Q. Is the East Loop also being asked to contribute \$85,000?
- A. No. The LSBD's portion is more because these are not all joint events.
- Q. Have all the joint events been approved and included on the East Loop's budget?
- A. Well, in a general way. The major events, brochure, directory, and the Visitor's Guide are definite. But they are not involved in the electrical boxes.

Mayor Crow asked Mr. Edwards if the list of events provided to Council tonight, had already been approved by the LSBD Board?

Mr. Edwards stated the Board voted on the \$85,000, but they have not seen this list, which is something Ms. Tucker had asked him to prepare and present at tonight's meeting.

He stated the reason behind the LSBD's blanket request is that over the years the LSBD has gained the trust of the EDRST Board based on its performance, and eventually stopped asking for a line-by-line list of expenses, which gave them the flexibility needed to implement changes or cancel an affair, in the event of weather or circumstances beyond their control. Mr. Edwards stated going forward, the LSBD Board will provide greater detail.

Councilmember Carr amended her motion to approve the request for \$85,000 after receipt of the information requested by the City Manager or his designee regarding the type of events to be held. It was seconded by Councilmember Hales.

**Point of Clarification:** Councilmember Hales asked Councilmember Carr if her amendment was related to the line items or the previous motion? Councilmember Carr stated it was related to the previous motion, so it's an amendment to that motion.

Voice vote on the amended motion to withhold funds until the LSBD has provided a detailed budget for each event, carried unanimously.

Voice vote on the amendment to the amended motion to approve the funds after receipt of the information requested by the City Manager or his designee on the type of events, carried unanimously.

5) Mannequins on The Loop; a public art project with recyclables for \$21,000.

Councilmember Cusick moved to approve, it was seconded by Councilmember Carr and the motion carried unanimously.

6) Winco Windows' automation equipment upgrade for \$175,000 in the form of a nointerest loan for \$150,000, and a forgivable loan of \$25,000, if stated jobs are created.

Mr. Rose stated City staff intends to work with the representatives from Winco to put together an agreement that will ultimately, be brought before Council for approval.

Councilmember Hales moved to approve, it was seconded by Councilmember Carr.

Councilmember Cusick asked if the City had ever provided a no-interest/forgivable loan to businesses in the past? Mr. Rose stated he is not aware of the City providing such a loan, but it is permitted by legislation.

Councilmember Carr noted that forgivable loans had been provided to Loop business owners to help keep them afloat during the construction.

She stated the benefits of approving this recommendation are increased wages and maintaining the stability of a company that stays and grows here in U City. However, she would like to make sure that the terms of this loan are clear and ultimately brought before Council prior to its execution. Because when a manufacturer makes a sale to someone outside of the point of sale, U City might not get the benefit of that sales tax.

Councilmember Clay stated given that the City has never participated in this kind of an endeavor, he was interested in learning whether advice was being sought from an outside consultant on how to draft the terms of this contract?

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Mr. Rose stated at this point, he is not convinced there is a reason to retain an outside consultant. But he and staff will certainly be working with the City Attorney to identify similar types of agreements they can draw from, and if putting the terms together becomes a struggle, he will return to Council for guidance. Councilmember Clay stated he had used the term consultant rather loosely, in that based on the clear-cut nature of this transaction, advice can be sought without the need for compensation because there are some things that staff must be mindful of.

Mayor Crow stated he thinks the EDRST respected the request made by Winco based on the long-term stability they have provided at Cunningham Industrial Park, and excellent track record within the community. So, based on the fact that the EDRST had a sizeable fund balance, they instructed the City Manager to work with the City Attorney to draw up the appropriate paperwork. Of course, everyone recognizes the potential for a downturn in the economy, and since this Council has been down that road before, he believes they are more than adequately prepared to implement a claw-back if one is needed.

Voice vote on the motion to approve carried unanimously.

### L. UNFINISHED BUSINESS

1. BILL 9394 - AN ORDINANCE RELATING TO PIT BULLDOGS. Bill Number 9394 was read for the second and third time.

Councilmember McMahon moved to approve, it was seconded by Councilmember Smotherson.

Councilmember Carr stated although Council had received a few emails; some with graphic details, she is not sure where she stands on this issue. Having owned a Terrier who could at times, be a little vicious, she understands there can be issues with certain breeds. Unfortunately, the only real way to determine if a dog is aggressive is after something has already happened. For that reason, she plans to abstain from participating in this vote.

Roll Call Vote Was:

**Ayes:** Councilmember McMahon, Councilmember Hales, Councilmember Cusick, Councilmember Smotherson, Councilmember Clay, and Mayor Crow.

Nays: None.

### M. NEW BUSINESS

RESOLUTIONS

BILLS

Introduced by Councilmember Smotherson

1. BILL 9395 - AN ORDINANCE AMENDING CHAPTER 400 OF THE MUNICIPAL CODE OF THE CITY OF UNIVERSITY CITY, RELATING TO ZONING, BY AMENDING SECTION 400.2130 THEREOF, RELATING TO OFF-STREET PARKING AND LOADING REGULATIONS; CONTAINING A SAVINGS CLAUSE AND PROVIDING A PENALTY. Bill Number 9395 was read for the first time.

Mayor Crow announced that Bill Number 9395 would not have its second and third readings until November 25th, because the notice for a public hearing had not been posted.

### N. COUNCIL REPORTS/BUSINESS

- 1. Boards and Commission appointments needed
- 2. Council liaison reports on Boards and Commissions

Councilmember Clay reported that the Senior Commission met on Monday, October 21st, where much of the discussion revolved around the Joint Study Session conducted with Council. He believes it is fair to say that the Commission appreciated the opportunity to present their work to Council and that they look forward to having these same conversations on an annual basis.

Marcia Mermelstein, the Senior Services Coordinator, advised the Commission of her departure, and the administration's reassurance that the community's seniors and members of the Senior Commission will continue to have the resources needed to remain active.

An ongoing problem is the ability to get the word out to U City seniors, not only about the Commission's work but the regional and national resources available to seniors. Councilmember Clay stated his belief is there has been some outreach to the City Manager and the Communication's Department to discuss this issue and hopeful come up with some measures to enhance these efforts.

Councilmember Smotherson reminded everyone that the Arts & Letters Commission's Annual Reception for Returning Artists will be held on Wednesday, November 17th at 7 p.m. at U City High School's Pruitt Library. This year's award recipient is Christopher J. Watkins, a St. Louis-based songwriter, producer, and Music Director.

- 3. Boards, Commissions, and Task Force minutes
- 4. Other Discussions/Business

# O. CITIZEN PARTICIPATION (continued if needed) Jerrold Tiers, 7345 Chamberlain, University City, MO

Mr. Tiers stated he made several comments at the last meeting regarding the Bill to eliminate the Human Rights Commission mainly based on the lack of explanation that had been provided for the initiation of this Bill. Since that time, several members of Council have been courteous enough to provide him with an explanation, for which he would like to express his appreciation. But here again; as in the case of Bill No. 9394 relating to Pit Bulldogs, no public discussion or debate on why this Bill was even being proposed was provided. And while he will readily admit, that Councilmember Carr's comments made things a little clearer, the Bill as published, said nothing about its intent; which is something people might want to know.

Residents deserve an open disclosure. And while he realizes that it is possible to navigate through the City's website, the ability to locate these items requires a lot of digging, which puts an undue burden on citizens; especially those who are not internet savvy or may not have access to a computer. And if you are lucky enough to find them, while there might be a set of "Whereas" statements providing a partial explanation, he has been unsuccessful in finding a detailed background. Mr. Tiers stated in general, this Council does seem to be going in the right direction to achieve an open government. So perhaps, it's the area of communications that could use a little more work. An explanation need not be lengthy, just a few sentences to give residents a sense of what is being voted on. Somewhat like the summary provided by the City Manager when he presents items under his report.

Next, there is his comment about block votes that seems to have touched a nerve. Mr. Tiers stated he is not suggesting that members should be voting against something every time, but when you look at the diversity in U City, the multiplicity of opinions he comes across when speaking to citizens, and the disputes that take place in municipalities with the same problems and circumstances, it is a little surprising to always have these unanimous agreements. It may simply be that the need for an Ordinance is always obvious, or that any perceived issues are ironed out in private sessions. Whatever the case, the fact remains that U City has three very different Wards, and his assumption is that at some point in this process those differences would conjure up some very diverse opinions.

### P. COUNCIL COMMENTS

Councilmember Carr stated she would take the bait on that comment because she does believe Council has a responsibility to educate its citizens or at the very least, answer their questions.

A hard copy of Council's packet is freely available at City Hall, or if you would like to receive a copy, there is an easy way to sign up. And if anyone is having difficulty doing either of these two things, she is sure the City Clerk will be willing to help them. Inside each of these packets is where you will find a detailed explanation of practically every item on the agenda. So, Council comes to these meetings prepared and where there are differences of opinion, they are discussed openly. Councilmember Carr stated she views these discussions as an opportunity to convince her colleagues about her specific point of view; like what you witnessed tonight. On the other hand, she may not have strong feelings about a vote coming before Council, and therefore, have no input. Council is not keeping secrets, and actually appreciates their residents' involvement because they want them to understand exactly what is going on. Along that same vein, Councilmember Carr stated she used to send out a newsletter that people often complained about being too long and needless. So, while she appreciates the comment, the City does provide every resident with an opportunity to be informed about the things that are going on in these meetings by obtaining a copy of Council's packet. In the future, she might start to read some of that information into the record; of course, keeping in mind that some folks like to get in bed before eleven o'clock at night.

Councilmember Cusick stated another factor associated with Council's cohesiveness, is the benefit of having numerous Boards and Commissions that do a lot of the legwork. Prior to Council's receipt of these EDRST recommendations, the Board went through eighteen applications and vetted them out to determine what they believed would be the best fit for this City. So, there is no existing cabal which states we are going to have a 7 to 0 vote. And if you know the people who sit on this dais, then you should have a clear understanding that each one is opinionated and has no problem expressing exactly what's on their mind.

With respect to closed meetings and deciding things in advance, he would like to remind everyone of Agenda Item Q which states, "Legal actions: causes of action or litigation involving a public governmental body and any confidential or privileged communications between a public governmental body or its representatives or attorneys." So, by law, Council is prohibited from going into a closed meeting unless it falls under one of those categories. And he can assure everyone that the City Attorney keeps Council on the straight and narrow when it comes to these things.

Councilmember Cusick stated he would also like to address the comment made about the Trolley; an issue he raised at the October 14th meeting.

He stated while he too, would love to see the Trolley succeed, his intent was to put something on tonight's agenda seeking Council's approval to initiate an investigation over his concerns about the Company's fiscal management and accountability of the \$51.5 million dollars received to initiate this project. However, he had not followed through on that plan because last week, the St. Louis County Council passed a Resolution to initiate this same type of investigation.

Q. Motion to go into a Closed Session according to Missouri Revised Statutes 610.021 (1): Legal actions, causes of action or litigation involving a public governmental body and any confidential or privileged communications between a public governmental body or its representatives or attorneys.

Councilmember McMahon moved to go into a Closed Session, it was seconded by Councilmember Hales.

Roll Call Vote Was:

**Ayes:** Councilmember Hales, Councilmember Cusick, Councilmember Clay, Councilmember Carr, Councilmember McMahon, and Mayor Crow.

Nays: Councilmember Smotherson

### R. ADJOURNMENT

Mayor Crow thanked everyone for their attendance and closed the regular City Council meeting at 8:17 p.m. to go into a Closed Session on the second floor. The Closed Session reconvened in an open session at 9:11 p.m.

LaRette Reese City Clerk Kathy Straatmann 6855 Plymouth Ave Some points from presentation on Oct 28, 2019 For the record

- 1. Substantial portions of the monies for Habitat for Humanity are taxpayer dollars. The Plymoiuth Project is dependent upon the St Louis County Home Fund for a large portion of the money to complete this project. Home Funds can also be used to rehab homes in high poverty areas. This strategy helps current residents keep their homes and provides a means for them to get the monies necessary to make improvements to their home. Areas of concentrated proverty have decreasing housing values which impedes the ability of current residents of these areas to borrow from banks.
- Cities and governments have been sued for disparate impact. The Legal
   Definition of disparate impact: an unnecessary discriminatory effect on a
   protected class caused by a practice or policy (as in employment or housing) that
   appears to be nondiscriminatory.
- 3. From the NAACP Legal Defense Fund: "Disparate impact occurs when government or certain private actors unjustifiably pursue practices that have a disproportionately harmful effect on communities of color and other groups protected by the FHA. This standard is often used in challenging discrimination in mortgage lending, homeowners' insurance, exclusionary zoning, redevelopment, and demolition of public housing. Disparate impact helps to screen out covert racial discrimination as well as practices that may seem neutral on their face, but actually exacerbate segregation or the effects of prior racial discrimination."
- 4. Overconcentration of affordable housing/low-income housing is a poor long-term strategy in neighborhoods of high concentration of poverty and predominately black that it dilutes the financial (and social) viability of a neighborhood, leading to economic decline or stagnation. "The concentration of affordable housing in distressed inner-city neighborhoods traps low-income children in dangerous places where public schools are failing." (The terms affordable housing and low income housing are interchangeable.)
- 5. Habitats for Humanity in other cities across the country are participating in projects that are concentrating on **revitalization** of neighborhoods. These neighborhoods have an established revitalization plan in place. These plans include safety, rehabilitation, reconstruction, job opportunities, transportation, etc. that are complimenting each other.
- 6. Habitat for Humanity sells only to low income buyers which diminishes the vitality of neighborhoods in high concentration of poverty

# What you need to know about

# COMMUNITY CATS

Outdoor community cats and pet cats are the same species.

The only difference is that community and public because they have not been socialized to humans.

An one tip is the universal indicator that

a cat has been vaccinated and neutered.

Sometimes referred to as "eral" which describes their behavior — feral cats are wary of people and live independently outdoors.

Outdoor cats live in family groups called are bonded to their environments and colonies. Many colonies have colonies and colonies have colonies and colonies have colonies and colonies.

Relocating community cats is ineffective and dangerous.

CONTROL TO THE CONTROL OF THE ONLY HUMAN AND Effective approach to care for community cats and prevent reproduction. Cats are spayed or neutered, vaccinated, and ear-tipped, and then returned to their outdoor home.

Studies show community cats are as pet cats and can have the same life span.



Have questions? Contact us at (314) 645-4610 or apamo.org

October 29, 2019

University City Council

Citizens Comments

Dear University City Council and City Manager,

My name is Patricia McQueen and I live in the Third Ward at 1132 George Street.

I am concern about the Council agenda item K.1. Habitat for Humanity Lot Donation Contract under the City Manger's Report. As you can see in your council packet, you are asked to evaluate a possible sale of three University City owned lots to Habitat for Humanity-Saint Louis so that 7 new single family homes can be constructed. The lots are in the 6500 block of Plymouth which is in the northeast section of the Third Ward.

The Third Ward (especially in the northeast quadrant) has a high concentration of vacant residential properties and the value for the housing stock has not bounced back from the pre-Recession levels. Back in 2015, the Bywater Development Group tried to get approval for a similar but larger affordable housing project called "Northgate Village" and was turned down. It was argued that the proposed housing units would be built in an already depressed area and that no plans were in place to do reconstruction of the large amount of vacant properties in the Third Ward.

I admire the work of Habitat for Humanity and I am sensitive to need for more affordable housing, but new construction instead of reconstruction of the vacant housing in U. City already would be a move in the wrong strategic direction. I would feel more comfortable if one, the new housing construction could occur in either the 2<sup>nd</sup> or 1<sup>st</sup> Wards where the housing value has recovered from the Recession and is a middle-market neighborhood where decline is slow versus a distressed neighborhood and two, Habitat for Humanity-Saint Louis would use reconstruction models like Habitat for Humanity-Chicago South Suburbs and DuPage Habitat for Humanity. HFH- Chicago South Suburbs repairs and renovates existing housing and lead holistic neighborhood revitalization efforts. DuPage HFH are willing to partner with for-profit developers seeking to incorporate affordable housing into their development projects. In other words, the HFH organizations in Chicago area seek homes for rehabilitation.

Moving ahead with the sales contracts before engaged community discussion and community and economic development planning is too risky and not prudent. I would recommend tabling the agenda item until a strategic neighborhood plan(s) for the Third Ward has been developed or adequate lots are found in the 2<sup>nd</sup> and/or 1<sup>st</sup> Wards.

Respectfully submitted,
Patricia McQueen Patricia McQueen Patricia McQueen Respectfully submitted,

3rd Ward Resident



### **Council Agenda Item Cover**

MEETING DATE: November 11, 2019

**AGENDA ITEM TITLE**: Purchase of (2) Zoll Cardiac Monitors

AGENDA SECTION: Consent

CAN THIS ITEM BE RESCHEDULED?: Yes

### **BACKGROUND REVIEW:**

The Fire Department is currently using two, Zoll monitors that were slated to be replaced four years ago and have outlasted their life expectancy, as well as the ability to perform to today's health standards for life saving equipment. The Department was also notified that they are no longer able find parts for and can no longer be serviced.

### **RECOMMENDATION:**

The City Manager recommends approval of the purchase of two new Zoll monitors and accessories at a cost of \$67,938.72. Replacing the two units that are giving intermittent service and are unable to be repaired or upgraded. The Annual Operating Budget includes \$78,000 for this purchase.

### **ATTACHMENTS:**

- Zoll M series End Of Life Notice
- Zoll X series Bid Sheet





October 15, 2018

### Important Notification: M Series® Monitor Defibrillator End-of-Life Notification

Dear Valued Customer,

In December of 2012, we discontinued the sale of the M Series Monitor Defibrillator in the United States. And, in early 2016, we notified our M Series customers about the increasing difficulty we were experiencing procuring replacement parts for certain M Series models. Since that time, we have continued to provide service and support to the best of our ability for this legacy product.

Almost 25 years after it was introduced, in May of 2020 we will be unable to produce the M Series battery and, as a result, will not be able to maintain the high level of service and support for this product that our customers have relied upon for so many years. For many, this effectively puts the M Series at the end of its life.

Looking to the future, we would like to provide you with ample time to consider the impact this will have on your emergency resuscitation devices. For hospital customers and clinics, we offer the R Series® Monitor Defibrillator that can be configured similarly to your existing M Series and also includes advanced technologies such as Real CPR Help®, See-Thru CPR®, Wi-Fi communication, and automated self-testing, including clock synchronization. To meet the needs of our EMS and Fire customers, we offer the X Series® Monitor/Defibrillator, that is a light weight, full-featured monitor with Real CPR Help, See-Thru CPR®, Wi-Fi communication, open 12-lead capabilities, and cutting edge data communication to simplify charting.

In order to make this transition simple and cost-effective, we currently have upgrade programs available for your consideration. For additional information regarding these programs, please contact your local sales representative.

ZOLL is strongly committed to supporting our customers and helping you to improve outcomes in your facility. Although our ability to service the M Series is limited, we will continue to provide technical assistance through our technical support group. If you have any questions or require additional information, please contact your local sales representative or our Customer Service Department at 800-348-9011.

Sincerely,

Elijah White

Vice President, Marketing ZOLL Medical Corporation

MCN HP 1808 0324



ΓΟ: University City Fire Department

863 Westgate Avenue University City, MO 63130

Attn: Gary Wilmoth, Battalion Chief

**Chief Medical Officer** 

email: gwilmoth@ucitymo.org

-

### **ZOLL Medical Corporation**

Worldwide HeadQuarters 269 Mill Rd

Chelmsford, Massachusetts 01824-4105

(978) 421-9655 Main (800) 348-9011

(978) 421-0015 Customer Support

FEDERAL ID#: 04-2711626

### **QUOTATION 312589 V:2**

DATE: October 24, 2019

TERMS: Net 30 Days

FOB: Shipping Point
FREIGHT: Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2231411-01	X Series ® Manual Monitor/Defibrillator \$14,995 with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5" (16.5cm) diagonal sreen, full 12 ECG lead view with both dynamic and static 12-lead mode display.  Accessories Included:  MFC cable  MFC CPR connector  A/C power adapter/ battery charger  A/C power cord  One (1) roll printer paper  6.6 Ah Li-ion battery  Carry case  Declaration of Conformity  Operator's Manual  Quick Reference Guide  One (1)-year EMS warranty  Advanced Options:  Real CPR Help Expansion Pack  CPR Dashboard quantitive depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI)  See - Thru CPR artifact filtering	2	\$41,015.00	\$31,581.55	\$63,163.10 *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <a href="http://www.zoll.com/GTC">http://www.zoll.com/GTC</a> and for software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/SSPTC</a> and for hosted software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/SSPTC</a>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.

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- 3. APPLICABLE TAX, SHIPPING & HANDLING WILL BE ADDED AT THE TIME OF INVOICING.
- 4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
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Jason Fenton Sr. EMS Account Executive 314-757-1974



ΓΟ: University City Fire Department

863 Westgate Avenue University City, MO 63130

Attn: Gary Wilmoth, Battalion Chief

**Chief Medical Officer** 

email: gwilmoth@ucitymo.org

-

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		ZOLL Noninvasive Pacing Technology: \$2,550				
		Masimo Pulse Oximetry				
		SP02& SpCO \$4,540  • Signal Extraction Technology (SET)  • Rainbow SET ( for SpCO & SpMet)  NIBP Welch Allyn includes: \$3,495  • Smartcuff 10 foot Dual Lumen hose  • SureBP Reusable Adult Medium Cuff				
		End Tidal Carbon Dioxide monitoring (ETCO2) Oridion Microstream Technology: \$4,995 Order required Microstream tubing sets separately				
		Interpretative 12- Lead ECG: \$8,450 • 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
		Two Temperature monitoring channels with digital displays: \$995 Order Temperature probes separately				
2	8000-001392	Rainbow, RC-4, 4FT, Reusable EMS Patient Cable	2	\$245.00	\$200.90	\$401.80 **
3	8000-000371	SpO2/SpCO/SpMet Rainbow DCI Adult Reusable Sensor with connector (3 ft)	3	\$845.00	\$650.65	\$1,951.95 *

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <a href="http://www.zoll.com/GTC">http://www.zoll.com/GTC</a> and for software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/SSPTC</a> and for hosted software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/SSPTC</a> and for hosted software products can be found at <a href="http://www.zoll.com/SSHTC">http://www.zoll.com/SSPTC</a>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

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- 5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO ESALES@ZOLL.COM.
- 6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
- 7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.

Jason Fenton Sr. EMS Account Executive 314-757-1974



TO: University City Fire Department

863 Westgate Avenue University City, MO 63130

Attn: Gary Wilmoth, Battalion Chief

**Chief Medical Officer** 

email: gwilmoth@ucitymo.org

-

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#### **QUOTATION 312589 V:2**

DATE: October 24, 2019

TERMS: Net 30 Days

FOB: Shipping Point
FREIGHT: Prepay and Add

İ							
ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE	
4	8000-0580-01	Six hour rechargeable Smart battery	4	\$519.75	\$381.15	\$1,524.60	*
5	8300-0002-02	Dual Lumen NIBP Tubing Assembly, 5 FT, X Series	2	\$125.00	No Charge	No Charge	***
6	8000-0895	Cuff Kit with Welch Allyn Small Adult, Large Adult and Thigh Cuffs	3	\$157.50	\$121.27	\$363.81	*
7	8000-0674	Disposable Temperature Sensor Adapter Cable	3	\$55.00	\$54.67	\$164.01	*
8	8300-0802-01	12-Lead one step ECG cable - AAMI includes 4-Lead trunk cable and removable precordial 6 lead set.	1	\$341.25	\$250.25	\$250.25	*
9	8000-001405-01	Kit, MultiTech MTC Cat M1 Cell Modem, Verizon	2	\$895.00	\$733.90	\$1,467.80	***
10	20100000302011010	AED Plus with Professional Interface (no circle of icons). Includes: LCD screen showing voice prompt messages, device advisory messages, elapsed time, shock count and chest compression bar. Supplied with Public Safety PASS Cover, Softcase, Operator's Guide and (5) five year limited warranty.	4	\$2,054.85	\$1,356.60	\$5,426.40	**
11	8000-0807-01	Type 123 Lithium Batteries, quantity of ten (10) with storage sleeve	4	\$78.75	\$56.25	\$225.00	**

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <a href="http://www.zoll.com/GTC">http://www.zoll.com/GTC</a> and for software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/GSPTC</a> and for hosted software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/SSPTC</a> and for hosted software products can be found at <a href="http://www.zoll.com/SSPTC">http://www.zoll.com/SSPTC</a>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

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**University City Fire Department** 

863 Westgate Avenue University City, MO 63130

Gary Wilmoth, Battalion Chief

**Chief Medical Officer** 

gwilmoth@ucitymo.org

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FEDERAL ID#: 04-2711626

#### QUOTATION 312589 V:2

DATE: October 24, 2019

Net 30 Days TERMS:

FOB:

**Shipping Point** Prepay and Add

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE	
12	4001-9934	ZOLL M-Series Biphasic w/Pacing, 12 lead + 3 parameters or more (includes CCT) Trade-In	2		(\$3,500.00)	(\$7,000.00)	***
		*Reflects SSM EMS Districts Contract Pricing.					
		g					
		**Reflects Public Safety Association Inc (PSAI) Contract No. PSAI 2018-11 pricing. Effective 12/01/2018 to 11/30/2021.					
		***Reflects Discount Pricing.					
		****Trade-In Value valid if all equipment purchased is in good operational and cosmetic condition, and					
		includes all standard accessories.					
		Customer assumes responsibility for					
		shipping trade-in equipment to ZOLL Chelmsford					
		within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not					
		shipped to ZOLL on a timely basis.					
		****Trade value guaranteed only through December 31, 2019.					

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to this quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at http://www.zoll.com/GTC and for software products can be found at http://www.zoll.com/SSPTC and for hosted software products can be found at <a href="http://www.zoll.com/SSHTC">http://www.zoll.com/SSHTC</a>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

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Jason Fenton Sr. EMS Account Executive

**TOTAL** 

314-757-1974

\$67,938.72



## **Council Agenda Item Cover**

**MEETING DATE:** November 11, 2019

**AGENDA ITEM TITLE**: Lease Listing Agreement with CBRE for City-Owned Property at

6321-6325 Delmar Blvd.

AGENDA SECTION: Consent

**CAN THIS ITEM BE RESCHEDULED?:** Yes

#### **BACKGROUND REVIEW:**

The City owns approximately 6200 SF of street-level retail space under the parking garage structure at 6321-6325 Delmar Blvd. All spaces are currently vacant. This exclusive listing agreement is to engage commercial real estate firm CBRE to assist the City in marketing and leasing the property for a period of one year.

#### **RECOMMENDATION:**

The City Manager recommends approving the listing agreement with CBRE for a period of one-year per the terms of the agreement.

#### **ATTACHMENTS:**

Exclusive Lease Listing Agreement with CBRE



#### 11/7/2019

**BY ELECTRONIC MAIL** 

Mr. Gregory Rose City Manager City of University City 6801 Delmar Boulevard University City, MO 63130

Re: Exclusive Lease Listing Agreement

6321-6325 DELMAR BOULEVARD, ST. LOUIS, MO ("Property")

Dear Ms. Tucker:

Thank you for selecting CBRE, Inc. ("CBRE") to represent you. The terms of our engagement are contained in this agreement ("Agreement").

- 1. This Agreement shall terminate one year after the above date ("Term").
- 2. During the Term, you appoint us your exclusive agent with the right to list and market the Property for lease and to negotiate leases for the Property (which includes portions thereof).
- 3. We will commit the appropriate number of qualified and licensed professionals to this engagement. Your "Listing Team" is comprised of <u>Paul Fusz, Josh Roedemeier, Nick Garavagalia, Dominique Novelly & Gracie Winkelmann.</u> We will have the right to change members of the Listing Team as necessary and appropriate.
  - CBRE shall be a limited agent and shall have the following duties as your agent as provided (a) by Missouri law: (1) to perform the terms of this Agreement; (2) to exercise reasonable skill and care; (3) to promote your interests with the utmost good faith, loyalty, and fidelity, including: (a) seek a price and terms which are acceptable to you, except that we shall not be obligated to seek additional offers to purchase the property while the property is subject to a contract for sale or to seek additional offers to lease the property while the property is subject to a lease or letter of intent to lease; (b) present all written offers to and from you in a timely manner regardless of whether the property is subject to a contract for sale or lease or a letter of intent to lease; (c) disclose to you all adverse material facts actually known or that should have been known by us; and (d) advise you to obtain expert advice as to material matters about which we know but the specifics of which are beyond our expertise; (4) to account in a timely manner for all money and property received; (5) to comply with all requirements of Missouri Revised Statutes Chapter 339, and any rules and regulations promulgated pursuant to such Chapter; (6) to comply with any applicable federal, state, and local laws, rules, regulations, and ordinances, including fair housing and civil rights statutes and regulations; and (7) to not disclose any confidential information about you unless disclosure is required by statute, rule or regulation or failure to disclose the information would constitute a misrepresentation or unless disclosure is necessary to defend Broker or Broker's affiliated licensee against an action of wrongful conduct in an administrative or judicial proceeding or before a professional committee.

- (b) In addition we shall provide you the following services: (1) accept delivery of and present to you offers and counteroffers to buy, sell, or lease the Property; (2) assist you in developing, communicating, negotiating, and presenting offers, counteroffers, and notices that relate to the offers and the counteroffers until a lease or purchase agreement is signed and all contingencies are satisfied or waived; and (3) answer your questions relating to the offers, counteroffers, notices, and contingencies.
- 4. We will offer the Property for lease at an initial rate of \$25.00/SF NNN. However, it is your right to: (a) approve, modify, reject or disapprove lease proposals and offers; (b) approve prospective tenants; and (c) adjust the terms and conditions of any offer made, including but not limited to, adjusting the Property's lease offering rate.
- 5. We will work with you to create and implement a leasing strategy for the Property, including preparation of appropriate and customary marketing materials (such as an offering brochure). In developing the strategy, we will rely on (without requirement to verify) any information provided to us by you, your agents, affiliates and/or any of the Property's managers. However, we will not issue any written marketing materials without your prior written approval. Further, you authorize us to place one or more signs on the Property as we deem appropriate. You agree to reimburse us for reasonable out-of-pocket marketing expenses approved by you, up to a maximum of Five Hundred Dollars (\$500). Reimbursement is due upon the receipt of an invoice.
- 6. The success of this engagement relies, in part, on cooperation and communication between us. Therefore, you agree to: (i) provide us with all available information to assist us in marketing the Property; (ii) immediately refer to us all leasing inquiries for the Property; and (iii) conduct all negotiations with prospective tenants exclusively through us.
- 7. You represent that you either are the fee owner of or otherwise have control over the Property. You further represent that you have full authority to enter into this Agreement without violating anyone else's rights, or any other agreements or contractual obligations.
- 8. You agree that you and/or your legal counsel are solely responsible for determining the legal sufficiency of the documents related to this engagement and the tax consequences of any transaction. You are also responsible for evaluating any offers and determining with whom you will negotiate or enter into a transaction. While we may assist you in gathering reasonably available information, we cannot represent or warrant the creditworthiness of any prospect and/or their ability to satisfy their obligations under a lease. All final business and legal decisions shall be made solely by you. Notwithstanding any designation of us as "agent" in this Agreement, we will have no right, power, or authority to enter into any agreement with any prospective tenant, real estate broker, or any other person in the name of, on behalf of, or otherwise binding upon you.
- 9. We will earn (and you agree to pay) a commission in accordance with this Agreement and the attached Commission Schedule (Exhibit "A") if either of the following occur:
  - (a) during the Term, you lease the Property to a tenant, whether procured by us, you or anyone else; or
  - (b) within one hundred twenty (120) days after the expiration of the Term or after the Agreement otherwise terminates (the "Post-Term"), the Property is leased to, or negotiations continue, resume or commence and thereafter continue leading to a lease of the Property to any person or entity (including his/her/its successors, assigns or affiliates) with whom, during the Term, CBRE either negotiated (either directly or through another broker or agent) or to whom the Property was submitted during the Term ("Existing Prospect"). You agree that CBRE is authorized to continue negotiations with Existing Prospects, and we will submit to you a list of such Existing Prospects no later than fifteen (15) business days following the expiration or termination of the Term; provided, however,

that if a written offer has been submitted prior to said expiration or termination date, then it shall not be necessary to include the offeror's name on the list.

- 10. If you intend to sell, transfer or otherwise dispose of your interest in the Property while this Agreement is in effect or during the Post Term, you agree to notify us in writing (including the name and address of the escrow or closing agent, if any) at least ten (10) days before that transaction closes. You agree to remain responsible for payment of commissions earned by us (or that may accrue in the future under this Agreement) unless the person or entity to whom you transfer the Property assumes your obligations in writing in a form reasonably acceptable to us. Earned but unpaid commissions will be automatically accelerated and paid at the closing of such transfer regardless of any other installment payment timetable previously agreed upon. This Agreement is an irrevocable instruction to the escrow or closing agent to pay commissions owed to us from deposited funds at closing, unless you or CBRE have entered into a satisfactory written agreement with the transferee to assume the obligation.
- 11. If a sale, exchange or option to purchase the Property is made or granted to anyone during the Term or Post-Term, you agree to pay CBRE a sales commission in accordance with Exhibit A.
- 12. You agree that we are authorized to cooperate with and, if appropriate, share our commission with "Cooperating Brokers" (such as tenant brokers). We will be responsible for paying the fee or commission due to the Cooperating Broker (if any) provided the Cooperating Broker: (i) represents the prospective tenant pursuant to a written agreement, a copy of which is furnished to us prior to execution of the lease; (ii) is properly licensed; and (iii) executes and delivers to us an acceptable cooperating brokerage agreement. Market conditions may exist whereby the Cooperating Broker is offered an above-standard fee and/or broker bonus; if so, our commission shall be increased by (and you agree to pay) an amount such that we receive no less than 50% of the total fee in accordance with the Commission Schedule. In this case, the terms shall first be agreed upon by all parties to this agreement.
  - (a) We both agree to appoint the Listing Team as your designated agent(s) pursuant to Missouri Statutes, Title XXII, Section 339.820, to the exclusion of all of CBRE's other licensees. All of our affiliated licensees, other than the Listing Team, shall hereinafter be referred to as Non-Designated Agents.
    - You acknowledge that we are an international brokerage firm and that, in some cases, we may represent prospective tenants. You desire your Property be presented to such prospective tenants and agree that the representation of such prospective tenants by Non-Designated Agents shall not result in a dual agency. We recognize that the Listing Team shall exclusively owe you duties of trust, confidence and loyalty; and you acknowledge and agree that Non-Designated Agents shall act either as limited agents with duties of trust, confidence, and loyalty owed exclusively to such prospective tenants, or if such Non-Designated Agents have not been appointed as designated agents for the prospective tenant, then upon the consent of such prospective tenant, as transaction brokers with the duties set forth in Missouri Statutes, Title XXII, Section 339.755. In the event that the Listing Team have any potential conflict of interest (such as a Listing Team member representing a tenant), then we shall disclose such conflict to you, as soon as practicable after such conflict is identified and either (a) obtain your consent to CBRE and the Listing Team acting as dual agents; or (b) obtain your consent to CBRE and the Listing Team transitioning from limited agents to transaction brokers.
  - (b) If designated agents have not been appointed for you and Broker represents a prospective tenant, then upon written consent of all the parties to the transaction, we shall be permitted to act as a disclosed dual agent pursuant to Missouri Statutes, Title XXII, Section 339.750; or, upon your written consent of our assumption of transaction broker status, as a transaction broker pursuant to Missouri Statutes, Title XXII, Section 339.755.

- 13. Unless you agree in writing we shall not offer subagency under this Agreement to any other broker.
- 14. Questions regarding environmental and zoning issues may arise during the course of our representation. CBRE is not obligated to perform, and has not made any investigation of the physical conditions or zoning issues relating to the Property. You agree to disclose to us and allow us to disclose to prospective tenants everything you know (after reasonable inquiry by you) regarding present and future property issues including, but not limited to, structural, mechanical, hazardous materials, zoning and environmental matters affecting the Property and/or the Property's condition.
- 15. If the Property becomes the subject of foreclosure proceedings before the expiration of the Term, then in our sole and absolute discretion we may: (a) suspend this Agreement until we elect to reinstate it or (b) terminate this Agreement and enter into a listing agreement with any receiver, party initiating foreclosure, party purchasing the Property at a foreclosure sale, or any other third party.
- 16. To the extent legally permissible, we are authorized to deduct our commissions from any security deposits or rental payments made by a tenant in connection with a transaction contemplated by this Agreement. You hereby irrevocably assign those deposits and rental payments to CBRE to the extent necessary to pay us our commissions. In the event you fail to pay us our commissions within ten (10) days after they are due, we are authorized to provide a copy of this Agreement to the tenant of the subject lease, and that tenant is hereby irrevocably instructed by you to pay our commissions from any deposits or rental payments. You will credit such tenant for any payments made to us pursuant to this paragraph against any payments due under their lease. Further, you waive any claim, action or right, whether at law or in equity, against the tenant arising or resulting from their payments to us pursuant to this paragraph in lieu of any payments to be paid by the tenant to you under their lease.
- 17. While we are confident that our relationship will be mutually satisfactory, if there is a dispute between us, then we agree to resolve it subject to the following:
  - (a) if either party institutes a legal proceeding against the other party relating to this Agreement, the prevailing party shall recover from the non-prevailing party all of its (i) reasonable attorneys' fees and costs, (ii) expert-related fees and costs and (iii) other related expenses. All past due amounts shall bear interest at twelve percent (12%) per annum or the maximum rate permitted in the state in which the Property is located. No party will be entitled to punitive, special and/or consequential damages, and we each waive all rights to and claims for relief other than for compensatory damages; and
  - (b) WHERE PERMITTED BY LAW, WE EACH KNOWINGLY AGREE TO WAIVE ANY AND ALL RIGHTS TO HAVE A DISPUTE ON ANY MATTER RELATING TO, OR ARISING FROM THIS AGREEMENT DETERMINED BY A JURY.
- 18. You and CBRE agree to comply with all applicable laws, regulations, codes, ordinances and administrative orders. Further, we both acknowledge that: (a) it is illegal to refuse to display or lease to or from any person because of one's membership in a protected class, *e.g.*: race, color, religion, national origin, sex, ancestry, age, marital status, physical or mental handicap, familial status or any other class protected by applicable law and (b) the Property will be offered in compliance with all applicable anti-discrimination laws.
- 19. This Agreement may not be assigned, sold, or otherwise transferred to another broker without both of our express written consent.
- 20. You hereby acknowledge that you have received a copy of the Missouri Broker Disclosure Form attached hereto.
- 21. You hereby acknowledge receipt of a copy of this Listing Agreement.

22. This Agreement is our entire agreement and supersedes all prior understandings between us regarding this engagement and is governed by the laws of the state where the Property is located, without regard to its conflict of laws principles. This Agreement will be binding and inure to the benefit of our lawful representatives, heirs, successors, designees and assignees. It may not be altered or terminated except in a writing signed by both you and CBRE. Neither party's failure to exercise any of its rights under this Agreement will relieve the other party of its obligations hereunder. Nothing herein is or may be deemed a waiver or full statement of any of our rights or remedies, whether at law or in equity, all of which are expressly reserved. If any provision of this Agreement is unenforceable or void under applicable law, the remaining provisions will continue to be binding. This Agreement and the rights, interests or obligations created hereunder will not be assigned by either of the parties without the prior written consent of the other party. We each agree that we have both participated in the negotiation and drafting of this Agreement. You acknowledge that the person signing this Agreement on your behalf has your full authority to execute it. This Agreement will be binding whether signatures are exchanged electronically or by hand, by mail, by fax, by electronic transfer or image, by photocopy or in counterparts.

Thank you again for this opportunity. We look forward to working with you.

Very truly yours,

CBRE, Inc. Licensed Real Estate Broker

Name:	Jeffrey C. Kaiser	
Title:	Managing Director	

Name: Mr. Gregory Rose Title: City Manager

**City of University City** 

**AGREED:** 

By: \_\_\_

#### **EXHIBIT A – Commission Schedule**

- A. *Lease*. Commissions shall be earned and payable when the lease is executed by both parties, in accordance with the following rate:
  - New Leases: Six percent (6.0%) with a procuring broker and Five percent (5%) if completed solely by CBRE of the total base rents to be received over the initial lease term.
  - Project Management: Five percent (5.0%) of total project cost.

The above rate is subject to the following provisions:

- 1. *Term of Less Than 1 Year*. If a lease term is less than 12 months, then the commission shall be prorated based upon the number of months included in the lease term.
- 2. Option or Right of First Refusal to Renew, Extend Lease or Occupy Additional Space. If a lease for which a commission is earned and payable hereunder contains: (i) an option or right of first refusal to renew or extend, and a lease term is renewed or extended, whether strictly in accordance with the terms of such option or right or otherwise and/or (ii) an option or right of first refusal to expand, and a tenant occupies additional space whether strictly in accordance with the terms of such option or right or otherwise, then you shall pay a leasing commission in accordance with the provisions of this Commission Schedule on the additional leased space. Said commission shall be earned and payable at the time the extended term commences or the additional space is occupied, as applicable.



## **Council Agenda Item Cover**

**MEETING DATE:** November 11, 2019

AGENDA ITEM TITLE: Presentation-i5 Re: Economic Development Strategic Plan

**AGENDA SECTION:** City Manager's Report

CAN THIS ITEM BE RESCHEDULED? No

#### **BACKGROUND REVIEW:**

At the October 28, 2019 City Council meeting, a professional services agreement was approved with The i5 Group to conduct an economic development strategic plan. Stephen Ibendahl, Principal of The i5 Group will make a presentation at this meeting to 'kick-off' the process. He will provide a brief overview of their firm, information on their process and timeline for the Strategic Plan and introduce the need to create a Steering Committee for this process. Total time allotment is 15 minutes.



#### **Council Agenda Item Cover**

MEETING DATE: November 11, 2019

**AGENDA ITEM TITLE:** Conditional Use Permit – PC 19-08 – Upgrading of equipment at their existing

telecommunications monopole facility.

AGENDA SECTION: City Manager's Report

**CAN THIS ITEM BE RESCHEDULED?:** Yes

**BACKGROUND REVIEW:** Attached are the relevant documents for the above-referenced C.U.P. application. The applicant is requesting a Conditional Use Permit for the construction of exterior co-locate antennas on an existing Monopole. The current antennas are camouflaged within the existing pole. The new antennas are proposed to be located on the exterior of the pole and visible to the public eye. As a result, the replacement of these antennas are not permitted per Section 400.1390 of the code. Based upon the inability to meet the requirements of Section 400.1390 the replacement/upgrading of these antennas require the issuance of a Conditional Use Permit per Section 400.1395

Staff and the Plan Commission evaluated the request and considered the review criteria set forth in Section 400.2710 of the zoning code. The review criteria considered and evaluated during the October 23<sup>rd</sup> meeting consisted of the following;

- 1. The proposed use complies with the standards of this Chapter, including performance standards, and the standards for motor vehicle-oriented businesses, if applicable, as contained in Section 400.2730 of this Article;
- 2. The impact of projected vehicular traffic volumes and site access is not detrimental with regard to the surrounding traffic flow, pedestrian safety, and accessibility of emergency vehicles and equipment;
- **3.** The proposed use will not cause undue impacts on the provision of public services such as police and fire protection, schools, and parks;
- **4.** Adequate utility, drainage and other such necessary facilities have been or will be provided;
- **5.** The proposed use is compatible with the surrounding area;
- 6. The proposed use will not adversely impact designated historic landmarks or districts

The Plan Commission held the required public hearing and considered the application on October 23, 2019. The C.U.P. was subsequently considered and approved by Plan Commission with the following conditions;

- 1) No Advertising on the Site
- 2) Paint of Equipment Will Match Pole

A C.U.P. does not require a public hearing at the City Council level. For its approval, this agenda item would require a motion by the City Council.

#### **Attachments:**

- 1: Transmittal Letter from Plan Commission
- 2: Staff Report and Application Materials

**RECOMMENDATION:** City Manager concurs with the Planning Commission's recommendation.



### **Department of Planning and Development**

6801 Delmar Boulevard, University City, Missouri 63130, Phone: (314) 862-6767, Fax: (314) 862-3168

October 24, 2019

Ms. LaRette Reese City Clerk City of University City 6801 Delmar Boulevard University City, MO 63130

RE: Application for Conditional Use Permit PC 19-08 – Upgrading of equipment at their existing telecommunications monopole facility.

Dear Ms. Reese,

At its regular meeting on October 23, 2019 at 6:30 pm in the Heman Park Community Center, 975 Pennsylvania Avenue, the Plan Commission conducted a public hearing on the above-referenced application by Sprint Nextel for a Conditional Use Permit in the "GC" – General Commercial District.

By a vote of 6 to 0, the Plan Commission recommended approval of the application subject to the following conditions;

1) No Advertising on the Site

2) Paint of Equipment Will Match Pole

Cirri Moran, Chairperson

Sincerely

University City Plan Commission



**Department of Planning and Development** 6801 Delmar Boulevard, University City, Missouri 63130, Phone: (31) 862-6767, Fax: (314) 862-3168

STAFF REPORT
(Revised City Council Report)

MEETING DATE:	Plan Commission: City Council:	•	9
FILE NUMBER:	PC 19-08		
COUNCIL DISTRICT:	3		
Location:	7547 Olive Bouleva	ard	
Applicant:	Sprint		
Property Owner:	American Tower		
Request:		rmit (C.U.P.) for a p nent to Existing Mor	•
COMPREHENSIVE PLAN CON [ ] Yes [ ] No [ x ]	NFORMANCE No reference		
STAFF RECOMMENDATION [x] Approval [ ] Approv	al with Conditions ir	n Attachment A	[] Denial
ATTACHMENTS: A. Application Packet B. Applicant Project Information	ation		
Existing Zoning: Existing Land Use: Proposed Zoning: Proposed Land Use:	GC – General Com Existing MonoPole No change – "GC" No change – Comn	(Flagpole) District	
East: GC: Com South: PA: Cem	nt Land Use: idential, (Residential - nmercial (Commercial netery (Institution - FLI nmercial (Institution - I	- FLÚ) J)	

# **Existing Property**

The existing structure consists of an approximate 120 foot high Monopole at 7547 Olive Boulevard. The existing infrastructure is within the Antenna.









#### **Applicant's Request**

The applicant is requesting a Conditional Use Permit for the construction of exterior co-locate antennas on an existing Monopole. The current antennas are camouflaged within the existing pole. The new antennas are proposed to be located on the exterior of the pole and visible to the public eye. As a result, the replacement of these antennas are not permitted per Section 400.1390 of the code which reads the following;

"Antennas On Existing Buildings/Structures. In all districts, except not on single-family residential or two-family dwellings, the mounting of antennas on any existing and conforming building or structure (other than a support structure or utility pole) provided that the presence of the antenna and equipment is concealed by architectural elements or fully camouflaged or concealed by painting a color identical to the surface to which they are attached, and further provided that all requirements of this Division and the underlying zoning ordinance are met."

Based upon the inability to meet the requirements of Section 400.1390 the replacement/upgrading of these antennas require the issuance of a Conditional Use Permit per Section 400.1395 which reads the following;

"Conditional Use Permit Required. All proposals to construct or modify a wireless communications facility not permitted by Section 400.1390 (Permitted Use) or Section 400.1392 (Administrative Approval) or not fully complying with the general requirements of this Division shall be permitted only upon the approval of a conditional use permit authorized consistent with Article XI of this Zoning Code, subject to the following additional requirements, procedures, and limitations:"

#### **Process – Required City Approvals**

<u>Plan Commission.</u> Section 400.2700.C of the Zoning Code requires that C.U.P. applications be reviewed by Plan Commission. The Plan Commission shall make a recommendation to the City Council for their consideration. A public hearing is required at the Plan Commission meeting.

<u>City Council.</u> Section 400.2700.D of the Zoning Code requires that C.U.P. applications be reviewed by City Council for the final decision, subsequent to the public hearing and recommendation from Plan Commission. In conducting its review, City Council shall consider the staff report, Plan Commission's recommendation, and application to determine if the proposed C.U.P. application meets the requirements of the Zoning Code.

#### **Analysis**

The proposed antennas will be visible but the color coding of the additions will be consistent with the existing pole. The proposed locations do not exceed 91 feet which will allow for the continued use of the pole as a flag pole.

Public Works & Parks: NA Fire Department: NA

Police Department: NA

#### **Public Involvement**

A public hearing at a regular Planning Commission meeting is required by the Zoning Code. The public hearing notice for the current proposal was published in the newspaper 15 days prior to the meeting date and was mailed to property owners within 300 feet of the subject property, exceeding the required distance of 185 feet. Signage was also posted on the subject property with information about the public hearing. Any member of the public will have an opportunity to express any concerns by writing in or attending the Planning Commission meeting.

#### **Review Criteria**

When evaluating a Conditional Use Permit the applicant is required to ensure that the following criteria is being met in accordance to the provisions set forth in Section 400.2710 of the Zoning Code. The Criteria is as follows;

- **1.** The proposed use complies with the standards of this Chapter, including performance standards, and the standards for motor vehicle oriented businesses, if applicable, as contained in Section **400.2730** of this Article;
- **2.** The impact of projected vehicular traffic volumes and site access is not detrimental with regard to the surrounding traffic flow, pedestrian safety, and accessibility of emergency vehicles and equipment;
- **3.** The proposed use will not cause undue impacts on the provision of public services such as police and fire protection, schools, and parks;
- **4.** Adequate utility, drainage and other such necessary facilities have been or will be provided;
- **5.** The proposed use is compatible with the surrounding area;
- 6. The proposed use will not adversely impact designated historic landmarks or districts; and
- 7. Where a proposed use has the potential for adverse impacts, sufficient measures have been or will be taken by the applicant that would negate, or reduce to an acceptable level, such potentially adverse impacts. Such measures may include, but not necessarily be limited to:
  - **a.** Improvements to public streets, such as provision of turning lanes, traffic control islands, traffic control devices, etc.;
  - **b.** Limiting vehicular access so as to avoid conflicting turning movements to/from the site and access points of adjacent properties, and to avoid an increase in vehicular traffic in nearby residential areas;
  - **c.** Provision of cross-access agreement(s) and paved connections between the applicant's property and adjacent property(ies) which would help mitigate traffic on adjacent streets;
  - **d.** Provision of additional screening and landscape buffers, above and beyond the minimum requirements of this Chapter;

- e. Strategically locating accessory facilities, such as trash storage, loading areas, and drive-through facilities, so as to limit potentially adverse impacts on adjacent properties while maintaining appropriate access to such facilities and without impeding internal traffic circulation;
- **f.** Limiting hours of operation of the use or certain operational activities of the use (e.g., deliveries); and
- **g.** Any other site or building design techniques which would further enhance neighborhood compatibility.

#### Findings of Fact (Section 400.2720)

The Plan Commission shall not recommend approval of a conditional use permit unless it shall, in each specific case, make specific written findings of fact based directly upon the particular evidence presented to it supporting the conclusion that the proposed conditional use:

- 1. Complies with all applicable provisions of this Chapter;
- **2.** At the specific location will contribute to and promote the community welfare or convenience;
- **3.** Will not cause substantial injury to the value of neighboring property;
- **4.** Is consistent with the Comprehensive Plan, neighborhood development plan (if applicable), the Olive Boulevard Design Guidelines (if applicable), and any other official planning and development policies of the City; and
- **5.** Will provide off-street parking and loading areas in accordance with the standards contained in Article **VII** of this Chapter

#### Staff Recommendation

Staff is recommending approval of the request if the same color pattern is utilized and consistent with the existing pole.



Department of Community Development

19-0796/
6801 Delmar Boulevard •University City, Missouri 63130 •314-505-8500 •Fax: 314-862-3168

Department of Community and apparent

# APPLICATION FOR CONDITIONAL USE PERMIT Under Article 11 of the Zoning Code of University City, Missouri University

	Address/Location of Site/Building: 7547 Olive Blvd.
	Zoning District (check one):
_SR	LRMRHRHROGCLC X_CCICPAPD
	Applicant's Name, Corporate or DBA Name, Address and Daytime Telephone:  Priva Patel (agent of Spirit)  1125 Apricot St., Hoffman Estates, 126069 (773)573-40
	Applicant's Interest in the Property:OwnerOwner Under Contract X Tenant* Tenant Under Contract*Other* (explain):
reser ner s	e Note: Zoning Code Section 400.2680 requires that the application may only come from one (1) or more wners of record or owners under contract of a lot of record (or zoning lot), or their authorized stative. If you are applying as a tenant, tenant under contract or other, you must attach a letter from the tating you are an authorized representative of them and they give you permission to file this application ditional Use on their behalf.
	Owner's Name, Corporate or DBA Name, Address and Daytime Telephone, if other than Applicant:
	American Tower corporation; Attn: Jessica Scott
	10 Presidential way, Wolum, MA 01801
	(781)926-7192
	Please state, as fully as possible, how each of the following standards are met or will be met by the proposed development or use for which this application is being made. Attach any additional information to this application form.
	a) Complies with all applicable provisions of the University City Zoning Code (e.g. required yards and setbacks, screening and buffering, signs, etc.).
	Attached proposed plans and structural analysis.
1	b) At the specific location will contribute to and promote the community welfare or convenience.
	Upgrade equipment at existing telecomm facility
	The state of the s

,		
d) Is consistent with the other official planning a	e Comprehensive Plan, neighborhood develop and development policies of the City.	ment plan (if applicable), and
NA		
e) Will provide off-stree 7 of the University City	et parking and loading areas in accordance wit Zoning Code	th the standards contained in A
NIA		
ent, the company and/or the number of employees the to the proposed use and strategies. 2) Estimateding, but not limited to, average	o submit twelve (12) copies of a memo detailing Conditional Use, in narrative form. Please include organization. Explain why this particular submit any other information that will help the impact of the conditional use on the surrounderage daily and peak hour traffic generation, ever a submit any other information that will help the impact of the conditional use on the surrounderage daily and peak hour traffic generation, ever a submit any other information.	lude historical information ab ite was chosen for the proposi of operation, explain other feat e Plan Commission and City ( ing properties and adjacent stati xisting traffic volumes of adja-
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July 29, 2019

University City
Department of Community Development
6801 Delmar Blvd.
University City, MO 63130

Department department City 200

Re: 7547 Olive Blvd., University, MO 63130 (SPRINT #ST23XC258)

To Whom It May Concern:

Sprint is proposing to upgrade equipment at an existing telecommunication facility. This is an existing monopole owned by American Tower Corporation. Sprint is a long-term tenant. The surrounding properties will not be impacted by the proposed equipment upgrade.

Thank you,

Priya Patel

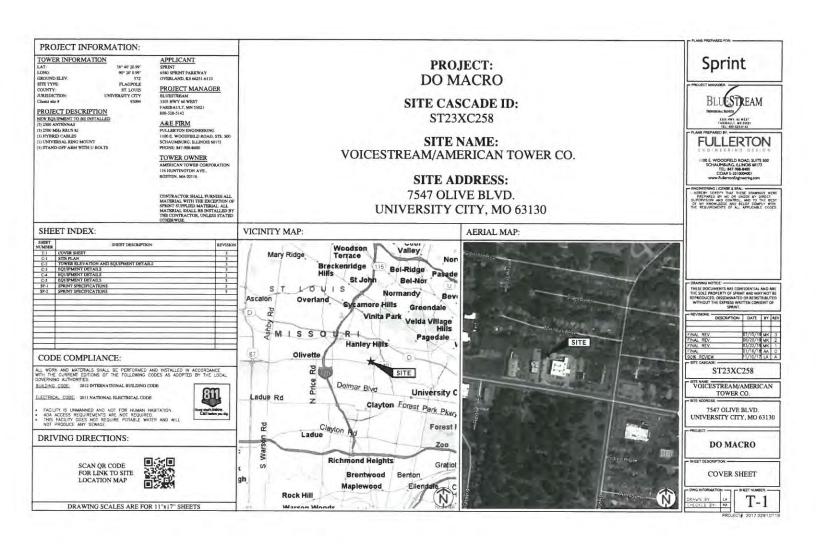
Site Acquisition Specialist

priva.patel/a kgpco.com

773-573-4493



Department of Schoolskip Bovelopment
City of University City
6501 Decem
University City MO 62130



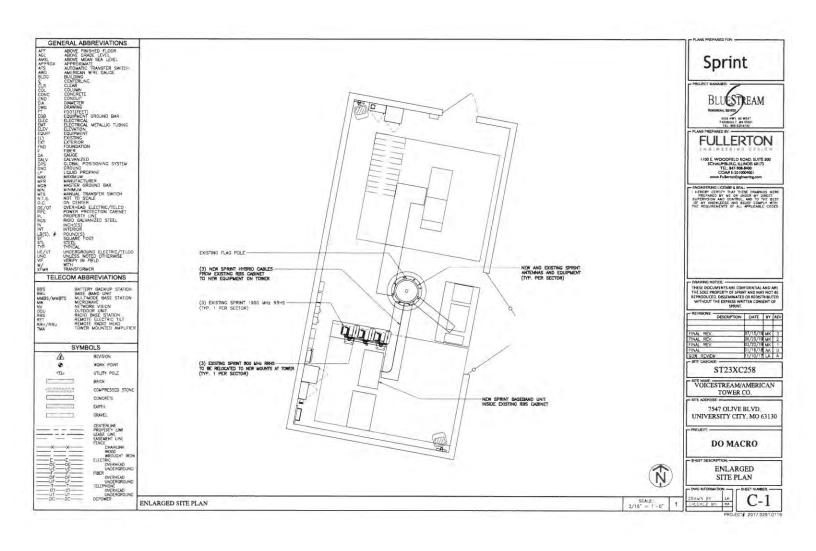


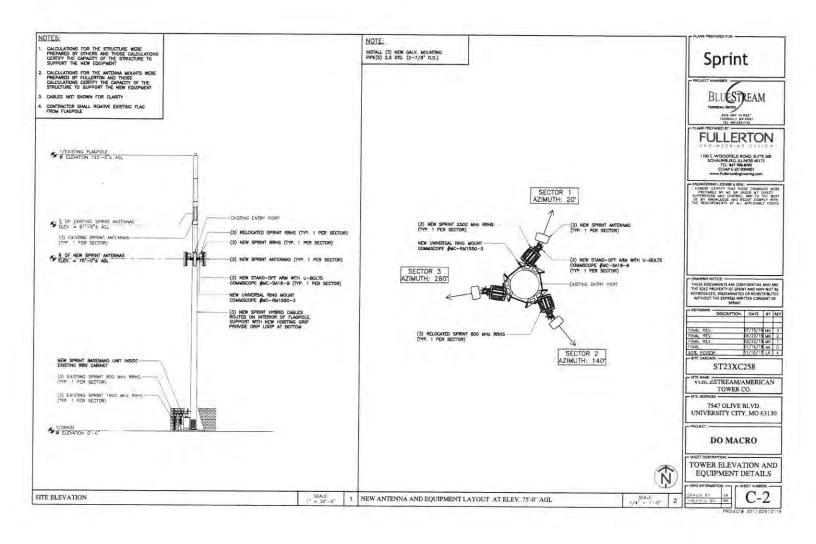
Department of City Sevelopment

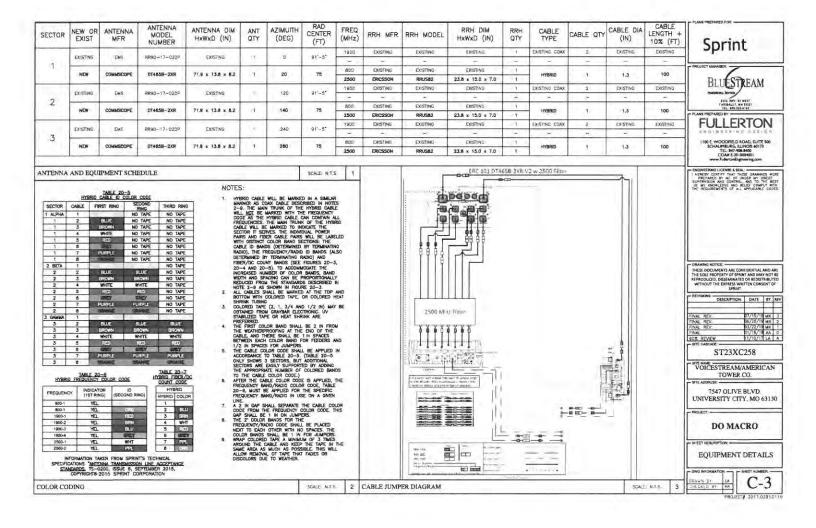
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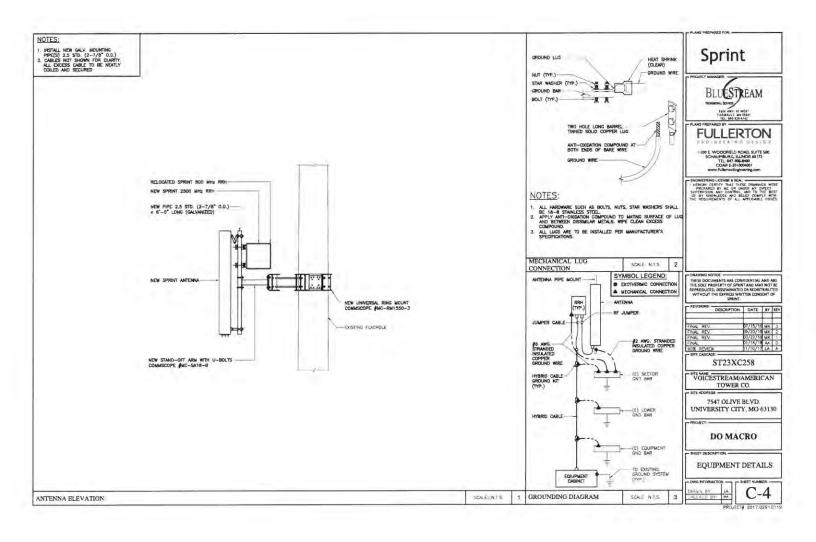
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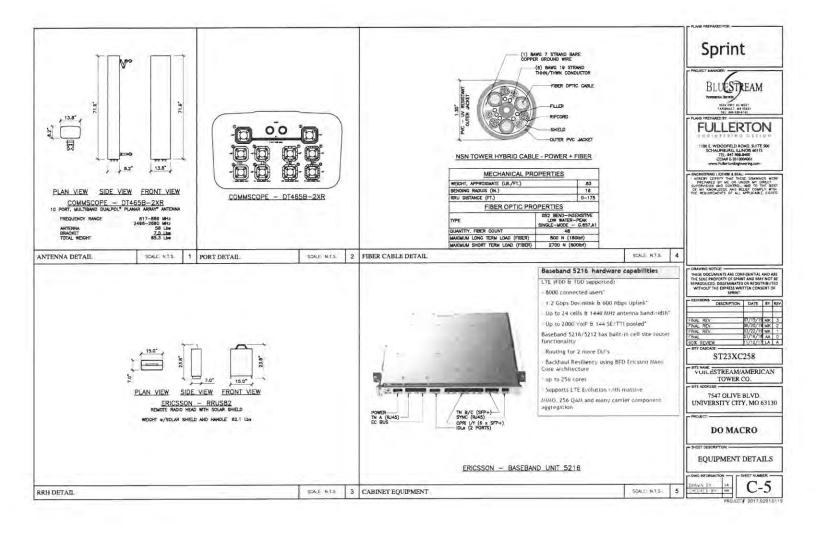
Universe (City MC 63130











THESE OUTLINE SPECIFICATIONS IN CONJUNCTION WITH THE SPRINT STANDARD CONSTRUCTION SPECIFICATIONS, INCLUDING CONTRACT DOCUMENTS AND THE CONSTRUCTION DRAWINGS
DESCRIBE THE WORK TO BE PERFORMED BY THE CONTRACTOR. THE CONTRACTOR IS RESPONSIBLE FOR MEETING THE REQUIREMENTS OF SPRINT'S "STANDARD CONSTRUCTION
SPECIFICATIONS FOR WIRELESS SITES" IN REGARDS TO ALL WORK COMPLETED.

#### SECTION 01 100 - SCOPE OF WORK

THE WORK: SHALL COMPLY WITH APPLICABLE NATIONAL CODES AND STANDARDS, LATEST EDITION,

- CONTRACTIVE SHALL NOTITY SIPPLET CONSTRUCTION MANAGER OF ANY MANATONIS PROFILED PROCESSION OF CONSTRUCTION INCLUDES, BUT IS NOT LIMITED TO 10 PROCESSION WITH THE WORK CHARNOSCHES SNOWN ARE TO PRISS. SUPPLACES MUSTES OFFICENCES. WORK OF CONSTRUCTIONS SHALL BE INCLUDED TO SUIT JOB DIMERSIONS OF CONSTRUCT, AND SUCH MODIFICATIONS SHALL BE INCLUDED AS PART OF THE WORK.
- C. MARK THE FIELD SET OF DRAWINGS IN RED, DOCUMENTING ANY CHANGES FROM THE CONSTRUCTION DOCUMENTS.

### METHODS OF PROCEDURE (MOPS) FOR CONSTRUCTION: CONTRACTOR SHALL PERFORM WORK AS DESCRIBED IN

- A COAX COLOR CODING SWEEPS AND FIBER TESTING TS-0200 AND EL-0586
- B. CABLE LABELING EN-2012-00
- C. APPLICABLE INSTALLATION MOPS IDENTIFIED ELSEWHERE IN THE CONTRACT DOCUMENTS
- D. SPRINT GROUNDING SPECIFICATION NE-312-201
- E SPRINT INTEGRATED CONSTRUCTION STANDARDS VERSION 4.0

SECTION 01 200 - COMPANY FURNISHED MATERIAL AND EQUIPMENT

COMPANY FURNISHED MATERIAL AND EQUIPMENT IS IDENTIFIED ON THE RF DATA SHEET IN THE CONSTRUCTION DRAWNOS.

CONTRACTOR IS RESPONSIBLE FOR SPRINT PROVIDED MATERIAL AND EQUIPMENT TO ENSURE IT IS PROTECTED AND HANDLED PROPERLY THROUGHOUT THE CONSTRUCTION OF BRATON.

SECTION 01 300 - CELL SITE CONSTRUCTION

NOTICE TO PROCEED:
NO WORK SHALL COMMENCE PRIOR TO COMPANY'S WRITTEN NOTICE TO PROCEED
AND THE SSILANCE OF WORK OPPOSE.

#### ALTERNATES: SECTION 01 400 - SUBMITTALS & TESTS

AT THE COMPANY'S REQUEST, ANY ALTERNATIVES TO THE MATERIALS OR METHODS SPECIFIED SHALL BE SUBMITTED TO SPRINTS CONSTRUCTION MANAGER FOR APPROVIAL SPRINT WILL RENEW AND APPROVE OULY THOSE REQUESTS MADE IN WRITING. NO VETBAL APPROVALS WILL BE CONSIDERED.

#### TESTS AND INSPECTIONS:

- A. THE CONTRACTOR SHALL BE RESPONSIBLE FOR ALL CONSTRUCTION TESTS, INSPECTIONS AND PROJECT DOCUMENTATION.
- B. CONTRACTOR SHALL ACCOMPLISH TESTING INCLUDING BUT NOT LIMITED TO THE POLLOWING:
- 1. COAX SWEEPS AND FIBER TESTS PER THE CURRENT VERSION OF SPRINT TS-0200 ANTENNA LINE ACCEPTANCE STANDARDS.
- AZL, AZMUTH AND DOMNTILT PROVIDE AN AUTOMATED REPORT UPLOADED TO STERRA USING A COMMERCIAL MADE-FOR THE PURPOSE ELECTRONIC ANTENNA AUGMENT TOOL (AN). INSTALLED AZMUTH, CENTERLINE AND DOWNLET MUST CONFORM WITH RE CORPOGNATION DATA
- CONTRACTOR SHALL BE RESPONSIBLE FOR ANY AND ALL CORRECTIONS TO ANY WORK IDENTIFIED AS UNACCEPTABLE IN SITE INSPECTION ACTIVITIES AND/OR AS A RESULT OF TESTING.
- 4. ALL TESTING REQUIRED BY APPLICABLE INSTALLATION MOPS
- C. REQUIRED CLOSEOUT DOCUMENTATION INCLUDES, BUT IS NOT LIMITED TO THE FOLLOWING:
- 2. SWEEP AND FIBER TESTS
- SCALABLE BARCODE PHOTOGRAPHS OF TOWER TOP AND INACCESSIBLE SCRALIZED EQUIPMENT
- 4. ALL AVAILABLE JURISDICTIONAL PERMIT AND OCCUPANCY INFORMATION
- 5. POF SCAN OF REDLINES PRODUCED IN FIELD
- A PDF SCAN OF REDLINE MARK-UPS SUITABLE FOR USE IN ELECTRONIC AS-BUILT DRAWING PRODUCTION
- 7. LIEN WAVERS
- 8. FINAL PAYMENT APPLICATION
- 10, CONSTRUCTION AND COMMISSIONING CHECKLIST COMPLETE WITH NO DEPICIENT ITEMS
- APPLICABLE POST NTP TASKS INCLUDING DOCUMENT UPLOADS COMPLETED IN STERRA (SPRINTS DOCUMENT REPOSITORY OF RECORD).
- 12. CLOSEDUT PHOTOGRAPHS AND CLOSEOUT CHECKLIST: SPRINT WILL PROVIDE SEPARATE GUIDANCE.

# SECTION 11 700 - ANTENNA ASSEMBLY, REMOTE RADIO UNITS AND CABLE INSTALLATION SUMMARY:

THIS SECTION SPECIFIES INSTALLATION OF ANTENNAS, RRU'S, AND CABLE FOILIPMENT, INSTALLATION, AND TESTING OF COAXIAL FIBER CASLE

ANTENNAS AND RRU'S:
THE NUMBER AND TYPE OF ANTENNAS AND RRU'S TO BE INSTALLED IS DETAILED IN THE CONTRIBUTION DRAWINGS.

JUNESEE MAD DENSIFIEDS.

MINISH AND REPULL 1/2" CARE JUNESE CARES BETWEEN THE RRU'S AND ANDREWS AND REPULL 1/3" CARE SET AND ANDREWS SHALL SE TYPE LUF #, FLE 12-50, OR 544, OR FLL 540 SUPER-FLL CARES ARE NOT ACCEPTABLE JUNESES SERVICES AND RESU'S AND ANTENNAS OR TOWER TOP AMPLIFIES SHALL CONSIST OF 1/2 INCH FDAN DELEGIES, OUTDOOR RATE COACH, CARE, MIN LIGHT FOR AUTHORS SHALL CONSIST OF 1/2 INCH FDAN JUNESEES TOWER TOWN FOR AUTHORS AND A CARE, MIN LIGHT FOR AUTHORS SHALL CONSIST OF 1/2 INCH FDAN JUNESEES TOWN FOR THE SHALL CONSIST OF 1/2 INCH FDAN JUNESEES AND A CARE, MIN LIGHT FOR AUTHORS SHALL CONSIST OF 1/2 INCH FDAN JUNESEES AND A CARE, MIN LIGHT FOR AUTHORS SHALL CONSIST OF 1/2 INCH FDAN JUNESEES AND A CARE AND A

#### REMOTE ELECTRICAL TILT (RET) CABLES:

HISCELLANEOUS: INSTALL SPUTTERS, COMBINERS, FILTERS PER RF DATA SHEET, FURNISHED BY

- A. THE CONTRACTOR SHALL POSITION THE ANTENNA ON TOWER PIPE MOUNTS SO THAT THE BOTTOM STRUT IS LEVEL THE PIPE MOUNTS SHALL BE PLUMB TO
- B. ANTENNA MOUNTING REQUIREMENTS: PROVIDE ANTENNA MOUNTING HARDWARE AS INDICATED ON THE DRAWINGS.
- IRID CABLE INSTALLATION:
  THE CONTRACTION SHALL ROUTE, TEST, AND INSTALL ALL CABLES AS INDICATED.
  ON THE CONSTRUCTION DRAWNIOS AND IN ACCORDANCE WITH THE
  MANUFACTURET'S RECOMMENDATIONS.
- B. THE INSTALLED RADIUS OF THE CABLES SHALL NOT BE LESS THAN THE MANUFACTURER'S SPECIFICATIONS FOR BENDING RADII.
- C. EXTREME CARE SHALL BE TAKEN TO AVOID DAMAGE TO THE CABLES DURING HANDLING AND INSTALLATION.
- FASTENING MAIN HYBRID CABLES: ALL CABLES SHALL BE INSTALLED INSIDE MONOPOLE WITH CABLE SUPPORT GRIPS AS REQUIRED BY THE MANUFACTURER.
- FASTENING INDIVIDUAL FIBER AND DC CABLES ABOVE BREAKOUT ENCLOSURE (MEDIUSA), WITHIN THE MINES CABINET AND ANY INTERMEDIATE DISTRIBUTION BOXES:
- FIBER: SUPPORT FIBER BUNDLES USING Nº VELCRO STRAPS OF THE REQUIRED LENGTH 6 18\* OC. STRAPS SHALL BE UV, OIL AND WATER RESISTANT AND SUITABLE FOR INDUSTRIAL BISTALLADOR AS MANIFACTURED BY PETOL OR APPROVED EQUIAL
- b. DC: SUPPORT DC BUNDLES WITH ZIP TIES OF THE ADEQUATE LENGTH. ZIP TIES TO BE UV STABILIZED, BLACK INCON, WITH TONSILE STRENGTH AT 12,000 PSI AS MANUFACTURED BY NELCO PRODUCTS OR EQUAL.
- FASTENING JUMPERS: SECURE JUMPERS TO THE SIDE ARMS OR HEAD FRAMES USING STAINLESS STEEL THE WRAPS OR STAINLESS STEEL BUTTERFLY CLIPS.
- O INSPECT CABLE PRIOR TO USE FOR SHIPPING DAMAGE, NOTIFY THE CONSTRUCTION MANAGER
- b. CABLE ROLITING: CABLE INSTALLATION SHALL BE PLANNED TO ENSURE THAT THE UNITS WILL BE PROPERLY ROLITED IN THE CABLE ENVELOP AS INDICATED ON THE DRAWINGS, AVOID THATTURE AND CROSSOMERS
- HOIST CABLE USING PROPER HOISTING GRIPS. DO NOT EXCEED MANUFACTURES RECOMMENDED MAXIMUM BEND RADIUS.
- GROUNDING OF TRANSMISSION LINES: ALL TRANSMISSION LINES SHALL BE GROUNDED AS INDICATED ON DRAWINGS.
- HYBRID CASILE COLOR CODING: ALL COLOR CODING SHALL BE AS REQUIRED IN THE CURRENT VERSION OF SPRINT TS-0200.
- HYBRID CABLE LABELING: INDIVIDUAL HYBRID AND DC BUNDLES SHALL BE LABELED ALPHA-NUMERICALLY ACCORDING TO SPRINT CELL SITE ENGINEERING NOTICE EN 2012-001,

#### FATHERPROOFING EXTERIOR CONNECTORS AND IMBRID CABLE GROUND KITS: ALL FIBER & COAX CONNECTORS AND GROUND KITS SHALL BE

- COLD SHRINK: ENCOMPASS CONNECTOR IN COLD SHRINK TUBING AND PROVIDE A DOUBLE WRAP OF 2" ELECTRICAL TAPE EXTENDING 2" BEYOND TUBING. PROVIDE 3M COLD SHRINK CXS SERIES
- 3. 3M SUM LOCK CLOSURE 718: SUBSTITUTIONS WILL NOT BE ALLOWED.
- 4. OPEN FLAME ON JOB SITE IS NOT ACCEPTABLE





# **FULLERTON**

- REVISIONS:	DESCRIPTION	DATE	MY	REV
	-		-	
FINAL REV.		07/15/19	MK	3
FINAL REV.		06/20/18	МK	2
FINAL REV.		03/22/19	MK	1
FINAL		D1/16/18	(AA)	D
90% REVIEW		11/10/17	LA	A

ST23XC258 VOICESTREAM/AMERICAN

TOWER CO.

7547 OLIVE BLVD. UNIVERSITY CITY, MO 63130

DO MACRO

SPECIFICATIONS

SP-1

THESE OUTLINE SPECIFICATIONS IN CONJUNCTION WITH THE SPRINT STANDARD CONSTRUCTION SPECIFICATIONS, INCLUDING CONTRACT DOCUMENTS AND THE CONSTRUCTION DRAWINGS
DESCRIBE THE WORK TO BE PERFORMED BY THE CONTRACTOR. THE CONTRACTOR IS RESPONSIBLE FOR MEETING THE REQUIREMENTS OF SPRINT'S "STANDARD CONSTRUCTION
SECTION 11 BOO — INSTALLATION OF MULTIMODAL BASE
STATIONS (MARS) AND SECTION STATED SOLUTIONS FOR WIRELESS SITES" IN REGARDS TO ALL WORK COMPLETED.
SUPPORTING DEVICES:

SUPPORTING DEVICES:

#### STATIONS (MMBS) AND RELATED EQUIPMENT

#### SUMMARY:

#### DC CIRCUIT BREAKER LABELING

A. NEW DC CIRCUIT IS REQUIRED IN MMBS CASINET SHALL BE CLEARLY IDENTIFIED AS TO RRU BEING SERVICED.

#### SECTION 26 100 - BASIC ELECTRICAL REQUIREMENTS

SLIMMATY: THIS SECTION SPECIFIES BASIC ELECTRICAL REQUIREMENTS FOR SYSTEMS AND COMPONENTS. QUALITY ASSURANCE;

- A ALL EQUIPMENT FURNISHED UNDER DMISION 28 SHALL CARRY UL LABELS AND LISTINGS WHERE SUCH LABELS AND LISTINGS ARE AVAILABLE IN THE INDUSTRY.
- MANUFACTURERS OF EQUIPMENT SHALL HAVE A MINIMUM OF THREE YEARS EXPERIENCE. WITH THEIR EQUIPMENT INSTALLED AND OPERATING IN THE PIELD IN A USE SIMILAR TO THE PROPOSED USE FOR THIS PROJECT.

#### SUPPORTING DEVICES:

- A. ALL EQUIPMENT FURNISHED UNDER DMISION 28 SHALL CARRY UL LABELS AND LISTINGS WHERE SUCH LABELS AND LISTINGS ARE AVAILABLE IN THE INDUSTRY.
- MANUFACTURERS OF EQUIPMENT SHALL HAVE A MINIMUM OF THREE YEARS EXPERIENCE WITH THEIR EQUIPMENT INSTALLED AND OPERATING IN THE FIELD IN A USE SIMILAR TO THE PROPOSED USE FOR THIS PROJECT.

#### SUPPORTING DEVICES:

- A. MANUFACTURED STRUCTURAL SUPPORT MATERIALS: SUBJECT TO COMPLIANCE WITH REQUIREMENTS, PROVIDE PRODUCTS BY THE FOLLOWING:
- 1. ALLIED TUBE AND CONDUIT
- 2. B-LINE SYSTEM
- 4. THOMAS & BETTS
- B. FASTENERS: TYPES, MATERIALS, AND CONSTRUCTION FEATURES AS FOLLOWS:
- 1. EXPANSION ANCHORS: CARBON STEEL WEDGE OR SLEEVE TYPE.
- POWER-DRIVEN THREADED STUDS: HEAT-TREATED STEEL, DESIGNED SPECIFICALLY FOR THE INTENDED SERVICE.
- 3. FASTEN BY MEANS OF WOOD SCREWS ON WOOD.
- 4. TOGGLE BOLTS ON HOLLOW MASONRY UNITS.
- 5. CONCRETE INSERTS OR EXPANSION BOLTS ON CONCRETE OR SOLID MASONRY
- 8. MACHINE SCREWS, WELDED THREADED STUDS, OR SPRING-TENSION CLAMPS ON STEEL.
- DO NOT WELD CONDUIT, PIPE STRAPS, OR ITEMS OTHER THAN THREADED STUDS TO STEEL STRUCTURES.
- 9. IN PARTITIONS OF LIGHT STEEL CONSTRUCTION, USE SHEET METAL SCREWS.

- A. INSTALL SUPPORTING DEVICES TO FASTEN ELECTRICAL COMPONENTS SECURELY AND PERMANENTLY IN ACCORDANCE WITH NEC.
- B. COORDINATE WITH THE BUILDING STRUCTURAL SYSTEM AND WITH OTHER TRADES. C. UNLESS OTHERWISE INDICATED ON THE DRAWINGS, FASTEN ELECTRICAL ITEMS AND THEIR SUPPORTING HARDWARE SECURELY TO THE STRUCTURE IN ACCORDANCE WITH THE FOLLOWING:
- ENSURE THAT THE LOAD APPLIED BY ANY FASTENER DOES NOT EXCEED 25 PERCENT OF THE PROOF TEST LOAD.

#### ELECTRICAL IDENTIFICATION:

- A. UPDATE AND PROVIDE TYPED CIRCUIT BREAKER SCHEDULES IN THE MOUNTING BRACKET, INSIDE DOORS OF AC PANEL BOARDS WITH ANY CHANGES MADE TO THE
- B. BRANCH CIRCUITS FEEDING AVAITION DESTRUCTION LIGHTING EQUIPMENT SHALL BE CLEARLY IDENTIFIED AS SUCH AT THE BRANCH CIRCUIT PANEL ROLLING.

#### SECTION 26 200 - ELECTRICAL MATERIALS AND EQUIPMENT CONDUIT

- UNDERGROUND CONDUIT IN CONCRETE SHALL BE POLYMINICHLORIDE (PVC)
  SUITABLE FOR DIRECT BURIAL AS APPLICABLE JOINTS SHALL BE BELLED, AND FLISH
  SOLVEN WELDED IN ACCORDANCE WITH MANIFACTURER'S INSTRUCTIONS. CONDUIT
  SHALL BE CARLOW ELECTROCAL PRODUCTS ON APPROVED TOUN.
- TRANSITIONS BETWEEN PVC AND RIGID (RGS) SHALL BE WADE WITH PVC COATED METALLIC LONG SWEEP RADIUS ELBOWS.
- DIT OR RIGID GRUNNIZED STEEL CONDUIT MAY BE USED IN PINISHED SPACES CONCRALED IN WALLS AND CELLINIS. DIT SWALL BE MILD STEEL ELECTRICALLY WELDED, ELECTRO-CALVANIZED OR HOT-OPPERO GLAVANIZED AND PRODUCED TO ANS SPECIFICATION COLD, FEDERAL SPECIFICATION WHI-C-5-63, MIO SMALL BE LUI LISTED. BIT SMALL BE MAUNIZETURED BY ALLED, ROPPIREL OR WHEATHAND, OR APPRIAND COLD, HITMOS SMALL BE METALLE COMPRESSION. SET SCHEW CONNECTIONS SMALL NOT BE ACCORDING.
- F. MINIMUM SIZE CONDUIT SHALL BE 3/4 INCH (21MM).

- B. CABLE TERMINATION FITTINGS FOR CONDUCT
- 1. CABLE TERMINATORS FOR RGS CONDUITS SHALL BE TYPE CRC BY 0-Z/GEDNEY OR EQUAL BY ROX TEC.
- Z. CABLE TERMINATORS FOR LFMC SHALL BE ETCO CL2075; OR MADE FOR THE PURPOSE PRODUCTS BY ROXTEC.

- MANUFACTURER FOR BOXES AND COVERS SHALL BE HOFFMAN SQUARE "D", CROUSE—HINDS, COOPER, ADALET, APPLETON, D—7 GEORY, RACO, OR APPROVED FOLIAL

#### SUPPLEMENTAL GROUNDING SYSTEM

- C. STOLEN GROUND-BARS: IN THE EVENT OF STOLEN GROUND BARS, CONTACT SPRING THE FOR REPLACEMENT INSTRUCTION USING THREADED ROD KITS.

#### EXISTING STRUCTURE:

#### CONDUIT AND CONDUCTOR INSTALLATION:

- B. CONDUCTORS SHALL BE PULLED IN ACCORDANCE WITH ACCEPTED GOOD PRACTICE

# Sprint



# **FULLERTON**

DESCRIPTION	DATE	67	REV
David Mills	NY 71 E 716		Ę
FINAL REV.	06/20/19	MK	2
FINAL REV.	03/22/19	MK	1
FINAL	01/16/18	AA	0
90% REVIEW	11/10/17	LA	A

ST23XC258 VOICESTREAM/AMERICAN

TOWER CO 7547 OLIVE BLVD. UNIVERSITY CITY, MO 63130

DO MACRO

SPECIFICATIONS

SP-2



### **Council Agenda Item Cover**

MEETING DATE: November 11, 2019

**AGENDA ITEM TITLE:** Conditional Use Permit – PC 19-06 – Establishment and operation of a

Vehicle Service Facility With Used Vehicle Sales.

AGENDA SECTION: City Manager's Report

**CAN THIS ITEM BE RESCHEDULED?:** Yes

**BACKGROUND REVIEW:** Attached are the relevant documents for the above-referenced C.U.P. application. The applicant is requesting a Conditional Use Permit for a "Vehicle Service Facility with Accessory Used Auto Sales". The proposed use is listed as a conditional use in the General Commercial (GC) District per section 400.510, Subsection A(26): Vehicle Service Facilities. Automobile and light truck sales and leasing is also listed as a conditional use in the General Commercial (GC) District per section 400.510, Subsection A.

Staff and the Plan Commission evaluated the request and considered the review criteria set forth in Section 400.2710 of the zoning code. The review criteria considered and evaluated during the October 23<sup>rd</sup> meeting consisted of the following;

- 1. The proposed use complies with the standards of this Chapter, including performance standards, and the standards for motor vehicle-oriented businesses, if applicable, as contained in Section 400.2730 of this Article;
- 2. The impact of projected vehicular traffic volumes and site access is not detrimental with regard to the surrounding traffic flow, pedestrian safety, and accessibility of emergency vehicles and equipment;
- **3.** The proposed use will not cause undue impacts on the provision of public services such as police and fire protection, schools, and parks;
- Adequate utility, drainage and other such necessary facilities have been or will be provided;
- **5.** The proposed use is compatible with the surrounding area;
- 6. The proposed use will not adversely impact designated historic landmarks or districts

The Plan Commission held the required public hearing and considered the application on October 23, 2019. The C.U.P. was subsequently considered and approved by Plan Commission with a condition that the approval was for the "Vehicle Service" use/operations only and does not allow for "Used Vehicle Sales". As a result, the recommendation of the Plan Commission was to approve an amended conditional use permit request allowing for a "Vehicle Service" facility only and prohibiting used vehicle sales.

A C.U.P. does not require a public hearing at the City Council level. For its approval, this agenda item would require a motion by the City Council.

#### Attachments:

- 1: Transmittal Letter from Plan Commission
- 2: Staff Report and Application Materials

**RECOMMENDATION:** City Manager concurs with the Planning Commission's recommendation.



#### **Department of Planning and Development**

6801 Delmar Boulevard, University City, Missouri 63130, Phone: (314) 862-6767, Fax: (314) 862-3168

October 24, 2019

Ms. LaRette Reese City Clerk City of University City 6801 Delmar Boulevard University City, MO 63130

RE: Application for Conditional Use Permit PC 19-06 – Establishment and operation of a Vehicle Service Facility With Used Vehicle Sales.

Dear Ms. Reese,

At its regular meeting on October 23, 2019 at 6:30 pm in the Heman Park Community Center, 975 Pennsylvania Avenue, the Plan Commission conducted a public hearing on the above-referenced application by GBG Transportation, LLC for a Conditional Use Permit in the "GC" – General Commercial District.

By a vote of 6 to 0, the Plan Commission recommended approval of the application subject to the following condition;

1) Approval of Vehicle Service Facility Only. No Vehicle Sales allowed with the Conditional Use Permit.

Cirri Moran, Chairperson

Sincerely

University City Plan Commission



**Department of Planning and Development** 6801 Delmar Boulevard, University City, Missouri 63130, Phone: (314) 862-6767, Fax: (314) 862-3168

### **STAFF REPORT**

(Revised City Council Report)

(	rtoviced city council	rroporty
MEETING DATE:	Plan Commission: City Council:	October 23, 2019 November 11, 2019
FILE NUMBER:	PC 19-06	
COUNCIL DISTRICT:	3	
Location:	8550 Olive Bouleva	ard
Applicant:	GBG Transportation	n LLC
Property Owner:	8550 Olive LLC	
Request:		rmit (C.U.P.) for a proposed icility with Accessory Used Car Sales)
COMPREHENSIVE PLAN CONF		
STAFF RECOMMENDATION [ ] Approval [ ] Approva	ıl with Conditions ir	n Attachment A [x] Denial
ATTACHMENTS: A. Application Packet		

**Existing Zoning:** GC – General Commercial

Existing Land Use: Unoccupied Building – Former Gas Station/Service Facility

No change – "GC" District Proposed Zoning: Proposed Land Use: No change – Commercial

Surrounding Zoning and Current Land Use:

North: GC: Commercial, (Commercial - FLU)

East: GC/SR: Commercial/Residential (Commercial/Residential - FLU)

Woodlands/Golf Course (Parks/Recreation/Open Space - FLU) South: PA:

West: GC: Commercial

### **Existing Property**

The existing building at 8550 Olive Boulevard consists of an approximate 2,800 square foot commercial building that was originally constructed and housed a gas station and repair facility. The building currently consists of an office area and three accessible repair bays. The fuel pumps have been removed from the facility. The parcel is approximately .48 acres with an impervious parking area of approximately 16,000 square feet. The property is zoned General Commercial and abuts commercial and residential uses.







### **Applicant's Request**

The applicant is requesting a Conditional Use Permit for a "Vehicle Service Facility with Accessory Used Auto Sales". The proposed use is listed as a conditional use in the General Commercial (GC) District per section 400.510, Subsection A(26): Vehicle Service Facilities. Automobile and light truck sales and leasing is also listed as a conditional use in the General Commercial (GC) District per section 400.510, Subsection A.

### **Process – Required City Approvals**

<u>Plan Commission.</u> Section 400.2700.C of the Zoning Code requires that C.U.P. applications be reviewed by Plan Commission. The Plan Commission shall make a recommendation to the City Council for their consideration. A public hearing is required at the Plan Commission meeting.

<u>City Council.</u> Section 400.2700.D of the Zoning Code requires that C.U.P. applications be reviewed by City Council for the final decision, subsequent to the public hearing and recommendation from Plan Commission. In conducting its review, City Council shall consider the staff report, Plan Commission's recommendation, and application to determine if the proposed C.U.P. application meets the requirements of the Zoning Code.

### **Other Processes**

<u>Traffic Commission</u> - The review criteria for a C.U.P. includes the impact of projected vehicular traffic volumes and site access with regard to the surrounding traffic flow, pedestrian safety, and accessibility of emergency vehicles and equipment. In its capacity as an advisory commission on traffic related matters as per Section 120.420 of the Municipal Code, the Traffic Commission may be concerned with the parking and traffic impact of the project.

### **Analysis**

The potential "Vehicle Service Facility" use would appear to have minimal impact on the surrounding neighborhood and uses based upon its location and original use. As a result, the use impact of the use itself seems to be minimal because of the existing commercial uses associated with the site. However, hours of operation of the business would need to be identified to further evaluate the potential impact of the new business.

The Automobile Sales would further intensify the original use of the building. In addition, Section 400.530 (Other Development Standards) of the zoning code states that "Used automobiles, trucks, trailers, boats or recreational vehicles may be sold only in conjunction with, and on the same lot or site as the sale of new vehicles and under the same business ownership or management." Based upon the non-presence of a new vehicle dealership waiver of this requirement would have to be a condition of approval.

If approved the projected parking for the combined "Vehicle Service Facility and Used Auto Sales Use" would be approximately 15 required spaces. That ratio is based upon 2 spaces for the Auto Sales, 12 spaces for the vehicle repair and one additional space for operations.

Public Works & Parks: NA

<u>Fire Department:</u> NA Police Department: NA

### **Public Involvement**

A public hearing at a regular Planning Commission meeting is required by the Zoning Code. The public hearing notice for the current proposal was published in the newspaper 15 days prior to the meeting date and was mailed to property owners within 300 feet of the subject property, exceeding the required distance of 185 feet. Signage was also posted on the subject property with information about the public hearing. Any member of the public will have an opportunity to express any concerns by writing in or attending the Planning Commission meeting.

### **Review Criteria**

When evaluating a Conditional Use Permit the applicant is required to ensure that the following criteria is being met in accordance to the provisions set forth in Section 400.2710 of the Zoning Code. The Criteria is as follows;

- 1. The proposed use complies with the standards of this Chapter, including performance standards, and the standards for motor vehicle oriented businesses, if applicable, as contained in Section 400.2730 of this Article;
- **2.** The impact of projected vehicular traffic volumes and site access is not detrimental with regard to the surrounding traffic flow, pedestrian safety, and accessibility of emergency vehicles and equipment;
- **3.** The proposed use will not cause undue impacts on the provision of public services such as police and fire protection, schools, and parks;
- **4.** Adequate utility, drainage and other such necessary facilities have been or will be provided;
- **5.** The proposed use is compatible with the surrounding area;
- 6. The proposed use will not adversely impact designated historic landmarks or districts; and
- 7. Where a proposed use has the potential for adverse impacts, sufficient measures have been or will be taken by the applicant that would negate, or reduce to an acceptable level, such potentially adverse impacts. Such measures may include, but not necessarily be limited to:
  - **a.** Improvements to public streets, such as provision of turning lanes, traffic control islands, traffic control devices, etc.;
  - **b.** Limiting vehicular access so as to avoid conflicting turning movements to/from the site and access points of adjacent properties, and to avoid an increase in vehicular traffic in nearby residential areas;
  - **c.** Provision of cross-access agreement(s) and paved connections between the applicant's property and adjacent property(ies) which would help mitigate traffic on adjacent streets;
  - **d.** Provision of additional screening and landscape buffers, above and beyond the minimum requirements of this Chapter;

- **e.** Strategically locating accessory facilities, such as trash storage, loading areas, and drive-through facilities, so as to limit potentially adverse impacts on adjacent properties while maintaining appropriate access to such facilities and without impeding internal traffic circulation;
- **f.** Limiting hours of operation of the use or certain operational activities of the use (e.g., deliveries); and
- **g.** Any other site or building design techniques which would further enhance neighborhood compatibility.

### Findings of Fact (Section 400.2720)

The Plan Commission shall not recommend approval of a conditional use permit unless it shall, in each specific case, make specific written findings of fact based directly upon the particular evidence presented to it supporting the conclusion that the proposed conditional use:

- 1. Complies with all applicable provisions of this Chapter;
- **2.** At the specific location will contribute to and promote the community welfare or convenience;
- **3.** Will not cause substantial injury to the value of neighboring property;
- **4.** Is consistent with the Comprehensive Plan, neighborhood development plan (if applicable), the Olive Boulevard Design Guidelines (if applicable), and any other official planning and development policies of the City; and
- **5.** Will provide off-street parking and loading areas in accordance with the standards contained in Article **VII** of this Chapter

### Staff Recommendation

Based on the preceding considerations, staff is of the opinion that the proposed use of this property to accomidate the "Vehicle Service Facility" would not be determental to the surrounding parcels. The proposed use is consistent with the intended use of the building and would not impact neighboring properties. However, approval of the vehicle service facility should have restrictions on the number of vehicles that can be stored on-site and require appropriate screening. Staff further believes the accessory used auto sales would not be consistent with the intent of the zoning ordinance.

Staff is recommending denial of the request based upon the "Accessory Use Auto Sales" component that would further intensify the outdoor operations.



Received Department of Community Development Department of Community Development City of Community Development Of Community Development University City and City Of University City Development APPLICATION FOR CONDITIONAL USE PERMIT

Oniversity Delmar Source

APPLICATION FOR CONDITIONAL USE PERMIT

University City, Missouri

Oniversity City

O

1	Address/Location of Site/Building: 8550 Olive Boulevard, University City, Missouri 63132						
2.	Zoning District (check one):						
SR	LR MR HR HRO X GC LC CC IC PA PD						
3.	Applicant's Name, Corporate or DBA Name, Address and Daytime Telephone:  GBG Transportation LLC, 1215 Bluegrass Dr, St Louis, MO 63137 (314) 884-0748						
4.	Applicant's Interest in the Property:OwnerOwner Under ContractTenant* Other* (explain):						
of the coreprese	be Note: Zoning Code Section 34-131.1 requires that the application may only come from one (1) or more owners of record or owners under contract of a lot of record (or zoning lot), or their authorized entative. If you are applying as a tenant, tenant under contract or other, you must attach a letter from the stating you are an authorized representative of them and they give you permission to file this application additional Use on their behalf.						
5.	Owner's Name, Corporate or DBA Name, Address and Daytime Telephone, if other than Applicant:						
	Owners name: 8550 Olive LLC, 1780 Burns Avenue, St Louis MO 63114						
6.	Please state, as fully as possible, how each of the following standards are met or will be met by the proposed development or use for which this application is being made. Attach any additional information to this application form.						
	a) Complies with all applicable provisions of the University City Zoning Code (e.g. required yards and setbacks, screening and buffering, signs, etc.).						
	Yes, please see attachment.						
	b) At the specific location will contribute to and promote the community welfare or convenience.						
	Our planned use for the above listed property will enhance community welfare by providing a convenient						
	location for light vehicle service and repair as well as vehicle sales.						

Please see attached notes	
Tiedse see attached notes	
) Is consistent with the Co ther official planning and	mprehensive Plan, neighborhood development plan (if applicable), and any development policies of the City.
Yes, we believe the plan	ned use is consistent with planning and development policies.
e) Will provide off-street particles of the University City Zo	arking and loading areas in accordance with the standards contained in Article ning Code
Yes, off street parking ar	nd loading areas will be provided and comply with zoning standards.
Please see attached note:	S.
iption of the proposed Cont, the company and/or the company and/or the comment of employees that to the proposed use and subflecisions. 2) Estimated imp	bmit twelve (12) copies of a memo detailing the following information: ditional Use, in narrative form. Please include historical information about the granization. Explain why this particular site was chosen for the proposal, will be working at the site, state the hours of operation, explain other features mit any other information that will help the Plan Commission and City Councact of the conditional use on the surrounding properties and adjacent streets,
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8550 Olive, LLC.

1780 Burns Ave.

St. Louis, MO, 63114

Date: 9/27/2019

Property: 8550 Olive Blvd. St. Iouis, MO, 63132

The intention of this letter is to give GBG Transportation, LLC. Authorization on behalf of the 8550 Olive, LLC. The permission to apply for a conditional use permit on the property 8550 Olive Blvd. St. louis MO, 63132.

8550 Ølive, LLC.

Max Tsai

Owner

# Knowing What to Look For (Before You Even Begin) Will Save You Time, Effort and Mor



# No statement was ever truer

sales and finance. Over the course of my career I have had extensive training and have gained many useful skills. I feel that the last ten to go to the next level in the and has prepared me for my desire I have spent the last 18 years in the Automotive Industry working in years have been the most rewarding Financial Industry

As manager of the Finance & Insurance Departments at several automotive dealerships, I was responsible for "Special Finance" catering to the sub-prime clientele where I quickly developed the skills of matching the right person to the right vehicle with the right lending source. I became known as a "Special Finance Guru". I spent a considerable amount of time managing leads and creating new business. My Experience has taught me that **Knowing what to look for**, not only saves time and money. It helps to increase the bottomline.

I have developed a strategy and GAME Plans to accomplish desired goals. I will refer to this plan as the "Gold Plan". The chart below represent a snap shot and timeline of this "GAME PLAN".











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Units Sold 15

\$48,000-\$68,000 Profits 1st Ninety Days

\$80,000-\$105,000	25	2
Profits	Units Sold	Team

3rd Ninety Days

ω	Team
40	Units Sold
\$128,000-\$168,000	Profits

# GAME PLAN continued

is one of the components that separate me from the crowd My process: proven to be very effective over the years. strategy. There are five key elements of my strategy that has applying the principles of a well thought out customer Implementing the GAME PLAN is not complete without

- application and credit report. moments to complete a preliminary review of the customer's 1. Prepare for the customer interview by having a thorough knowledge of my financing sources and taking a few
- what it will accomplish, and how long it will take. 2. Orient the customer to what the financing process entails
- confirm its completeness and accuracy. 3. Validate the application with the customer line-by-line to
- present options. understanding of how their past actions will affect their 4. Review credit reports with customers (again, line-by-line) to learn the story behind the data, and to give them a clear
- what will now be my complete understanding of income, credit, vehicle needs, down payment and trade equity. 5. Prepare the customers for the sale and close based on

customers will insure a greater closing ratio and increased Using this strategy 100% of the time with 100% of the

# **Developing New Business**

profits and customer satisfaction

dealerships today. These departments can increase vehicle deliveries by 25% with an average gross of \$2,500 success, and without a team that is prepared for those who otherwise would not have walked through the door and also sale more, particularly used inventory. Special Special finance is the fastest growing profit center in challenges, the department will suffer. key components to a special finance department that finance is a very complex business. There are many vita perfect time to bring in new customers (new business) to fully take advantage of this opportunity. This is the some dealerships haven't had the proper tools or training per unit. As subprime lending conditions have improved have to be managed and monitored daily to achieve

# Increased Profits

net profit. Plus, increase business for parts and service. within a franchise. The special finance department will give A well-run special finance department works like a franchise \$100,000-\$200,000 gross profit monthly with a 50 percent customers more financing options and bring in an additional

# As your Sub-prime Guru I will:

- Generate new business Implement your program or one of my "Game Plans"
- Be personal and transparent Relentlessly follow-up on unsold opportunities
- Please review my resume below

### Objective

various technological software. ering tenacity to complete tasks, and solid knowledge of strong negotiating skills, superior interpersonal skills, unwav-To obtain the position of Sales Account Manager, utilizing my

### Profile

through hard work and analytical thinking tional achievements. Demonstrates loyalty to organization that lends well to team building efforts as well as organizaand sales strategies. Diplomatic and enthusiastic personality education and ability to learn and manage myriad marketing Extremely adept sales professional with strong liberal arts

### Education

Bachelor of Science, Sociology Certificate Obtained University of Iowa (Iowa City, Iowa) The College of Automotive Management (Santa Ana, CA)

# Professional Experience

### 2011 - 2012 Special Finance Mana uffenberg Auto Group (O'Fallon, Illinois

advertising campaigns, which included internet aftermarket products, and sustained successful customized automotive financing, lease programs, Regularly coached sales teams, structured and marketing and promotion of special events

# Resume - continued

### 2007 - 2011 Special Finance Manager Allen III Auto Sales (St. Louis, Missouri)

Structured and customized automotive financing and aftermarket products for varied buyer base.

Generated nearly \$30,000 in monthly revenue by appropriately costing special finance packages for those with subprime credit history.

Created and sustained successful advertising campaigns, which included internet marketing and

promotion of special events.

Knowledgeable of state regulations regarding current financial trends and lender programs.

Regularly coached sales team of new finance and lease programs, particularly the benefits of dealership's financing and extended warranties.

### 2005 - 2007 Special Finance Manager Pacific Honda (San Diego, CA)

Completed full sales lifecycle for client base, which included securing approved financing for clientele.

Maintained over 90% CSI and was one of the top producers in the department.

Maintained a low denial ratio, resulting in preferred referrals and fortitude of existing relationships, and consistently strived to reach a more expanded market.

# SOFTWARE KNOWLEDGE

Dealer Track Sales and F&I, Sales Maker, ProMax, Reynolds & Reynolds, Word, Excel and ADP operating systems.

### eorge Hopper

352 Archer Drive. University City, MO 63132

mail: ghop86@gmail.com

REFERENCES: Available Upon Request



## To Hire George Hopper

- Unyielding personal values and ethics
- Ability to build strong rapport with internal and external customers
- Strong selling skills with creativity to differentiate myself from the competition
- Reliability and dependability
- Ability to generate profit and create loyal customers
- Unmistakeable knowledge of the products and myself
- Commitment to succeed
- Constant production of results
- Quick thinking, quick acting and placing the right action to the right situation
- Finding solutions to overcome problems



K - 3 - 14

Brian Gilbert is a St Louis native who grew up in University City. Upon graduation from **University City High** School, Brian went to **Xavier University of** Louisiana and graduated with a degree in Accounting. Shortly after graduation, Brian worked for Anheuser isch Inc as a

K - 3 - 15

marketing representative in Chicago. Later, he continued his sales & marketing career in car sales. In 2002 he returned to St Louis and has remained in the auto industry in sales as well as finance.

