

From: [Bike Ranch](#)
To: [COB mail](#)
Subject: [BULK] New message - bikeranch.com
Date: Tuesday, May 7, 2019 8:35:49 AM

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
Stephen Cohen

Email:
[REDACTED]

Message:

As a Pima County resident, and cyclist, I wholeheartedly support the development proposed by Bike Ranch Tucson. Tucson has an excellent reputation among cyclists all over the world, and this development will enhance that reputation. The developers have thoughtfully approached this project and done their best to minimize the footprint of the buildings. I hope you will approve this for the benefit of Pima County residents. Thank you.

This message was submitted from your website contact form:
<http://bikeranch.com>

2521830979

MAY 07 19M0910PC CLK OF PD
252

From: Joan Gucciardo
To: COB_mall
Subject: Issue with Bike Ranch
Date: Tuesday, May 7, 2019 9:22:03 AM

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

My address is 11295 E. Outback Road - which is South of Escalante Rd. We have lived at this address 47 years

My issue with the bike ranch is that it is a Financial Money Making Business in the middle of a Residential area. How can that be allowed? There are beautiful homes there, life time residents, who face issues of noise, vehicle traffic to and from the area, bikes to impede current traffic, noise and lights to interfere with the area wild life. How can you turn a blind eye to this concern. Put yourself in the boots of any of these home owners and try to determine your future, the value of your property, your comfortable quiet life style interrupted by the noise from cars, groups of bikers, splashing in the pool, 60 employees coming and leaving, guests arriving all times of the day and night, certainly garbage service for this size establishment with the noise they generate, out door lights left on for the convenience of those arriving at all hours. I think this is unfair, poorly evaluated and considered without much thought of home owners and those surrounding the area. And then there is the issue of increased traffic around and INTO the Saguaro National Monument. Increased traffic flow - by bike, foot or vehicle will have a negative affect on the Saguaros as seen along road ways. There are so many negative concerns about this project. Please do not ignore these concerns. It is your position to vote on these issues. You were put in charge of making decisions for the public. Thank you for considering another alternative.

Phillip and Joan Gucciardo

MAY 07 19M1005PC CLKCF HP
BR

From: [Bike Ranch](#)
To: [COB mail](#)
Subject: [BULK] New message - bikeranch.com
Date: Tuesday, May 7, 2019 10:21:54 AM

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
Albert Neroni

Email:
[REDACTED]

Message:

Dear Pima County Supervisors, Bike Ranch is a natural outgrowth of Tucson's investment in biking infrastructure. I support this progressive, eco-friendly, and economically beneficial project that will further promote Tucson as a cycling destination. Please vote for the Bike Ranch.

This message was submitted from your website contact form:
<http://bikeranch.com>

2522031120

MAY 07 19M1051 PCD KIF ED

BR

From: D. Corcoran
To: COB mail
Subject: Case P19CU00005 -- Bike Ranch
Date: Tuesday, May 7, 2019 5:09:24 PM

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

Hello,

My name is Deborah Corcoran, and I live at Escalante and Melpomene Way -- barely over a mile from the proposed subject development. I submit for your consideration that the proposed commercial development within the Buffer Overlay Zone Ordinance (BOZO) does NOT meet the intent of the BOZO's purpose. In the interest of time, I will point out only a few of the BOZO sections for which the "Bike Ranch" does not meet the intent:

Paragraph A2 states that any development should "Protect and enhance existing public preserves in Pima County as a limited and valuable resource."

Despite the allowances presented by the developer's plans, the proposed development will damage and destroy the existing low-density buffer to Saguaro National Park.

Paragraph A4 necessitates that the development "Assure the continued existence of adequate wildlife habitat and foster the unimpeded movement of wildlife in the vicinity of Pima County's public preserves."

With the proposed number of buildings, it is virtually impossible to NOT impede the movement of wildlife, particularly hoofed animals and shy creatures like coatimundis, raccoons, badgers, Gila monsters, bobcats, and others that call this area home. In fact, there will be numerous impenetrable barriers for the wildlife. It is obvious in the developer's plans.

Paragraph A5 of the BOZO purpose says to "Provide for an aesthetic visual appearance from and to Pima County's public preserves."

The low-density, natural, mostly untouched Sonoran Desert enjoyed on Old Spanish Trail between 22nd Street and the entrance to Saguaro National Park would abruptly end at the sight of the seventeen 25-foot high buildings and one 30-foot high, massive multi-use building located directly across from the Park's entrance. This would, no doubt, ruin the aesthetic visual appearance from and to Saguaro National Park.

Paragraph A6 of the BOZO purpose requires that the proposed development "Promote a continued economic benefit to the region by protecting the public preserves for the enjoyment of residents and visitors alike."

The bicycling industry is decaying, as evidenced by El Tour de Tucson's recent financial difficulties.

CLERK'S NOTE:

COPY TO SUPERVISORS

**COUNTY ADMINISTRATOR
DEVELOPMENT SERVICES**

DATE 5-8-19

BR

May 08 19:08:09 PCT CLK OF RD

Its founder, Richard DeBernardis, has many times described the event as on the edge of financial oblivion. It is doubtful the "Bike Ranch" will provide the economic benefit desired by the county.

Thank you for taking the time to read this email. I sincerely hope -- no, I beg that you vote to disapprove this development.

Regards,
Deborah Corcoran
4151 S. Melpomene Way
85730

From: [Bike Ranch](#)
To: [COB_mail](#)
Subject: [BULK] New message - bikeranch.com
Date: Tuesday, May 7, 2019 10:09:55 PM

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
Dinah Davison

Email:
[REDACTED]

Message:

Greetings, I'm writing to support the development of the Bike Ranch. I'm a PhD candidate in the Dept of Ecology and Evolutionary Biology at the University of Arizona as well as a long-time tenant at 3700 S Old Spanish Trail. As such, I'm familiar with the property, the wildlife in the area and stand to be directly affected by the development. I think the Bike Ranch is an excellent idea and stands to benefit the community, with realistic long-term benefits to the local environment as well. First, Saguaro National Park has established bike loops, and increasing the number of visitors increases park revenue. Second, the property will realistically eventually end up being subdivided into a residential zone at some point. It's unrealistic to assume that such a large plot in a desirable area will continue to house only 7 rental casitas long-term. Such a subdivision will have much larger consequences for the environment than will an eco-resort, where planning is proceeding with the advice of local wildlife experts and in which large tracts of land are being set aside as open desert space. Third, a bike ranch could draw tourists into Tucson, benefiting the broader local economy. Thanks for your attention. Kind regards, Dinah Davison PhD Candidate Department of Ecology and Evolutionary Biology University of Arizona

This message was submitted from your website contact form:
<http://bikeranch.com>

2524093059

MAY 08 19 08 09 PC CLK HP

From: Abigail Hagler
To: COB_mail
Subject: P19CU0005: att Amy Miller, Ramón Valdez, Sharon Bronson, Steve Christy, Richard Elias
Date: Wednesday, May 8, 2019 11:11:39 AM

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

You have already heard the arguments against the proposed bike ranch across from the Saguaro National Park Entrance.

My only message to you is to please, please, please do not permit this project to go forward. Too much is at stake, and the development, with its baggage, will be on this earth forever.

MAY 08 19PM 11:31 PCC/KCF/ED

BR

Katrina Martinez

From: Bernice Edwards <[REDACTED]>
Sent: Thursday, May 9, 2019 2:35 PM
To: COB_mail
Subject: Case P19CU00005 Bike Motel

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

So many think this is a done deal, but each of you need to know that neighbors do NOT want this type of commercial development across from Saguaro National Park!!!

We live at 10880 E. Placita de Pascua, just down Old Spanish Trail from the National Park, and the development of this property will negatively impact many things including safety, pollution, traffic and existing natural landscape. There are already too many pedestrian accidents in Pima county, and this development would most assuredly increase accidents of bicycles, pedestrians and vehicles. Old Spanish Trail is already a bicycle pathway where bicycles do not obey the single file rule and it is already a dangerous problem! Factor in alcohol at the motel and the problem explodes.

Please please please vote NO on Case P19CU00005. There are existing plans to build a hospital at Houghton and Old Spanish Trail. That in itself is going to create problems and the bike motel is just a bit further east on Old Spanish Trail.

Thank you for voting the way the neighbors want which is big "NO"!

Bernice Edwards [REDACTED]

MAY 09 19M0301 PC CLKF RD

(KW)

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR
cc: Development Services
DATE 5/9/19 (KW) [Signature]

Katrina Martinez

From: Bike Ranch <donotreply@godaddy.com>
Sent: Thursday, May 9, 2019 4:28 PM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
M. J. Yee

Email:
[REDACTED]

Message:

Dear Supervisors, I support Bike Ranch. It is needed and very appropriate for this area! I work and live in this area. I also own property close by Bike Ranch. Thank you! M. J. Yeen

MAY 09 15:40:40 PC CLK CF HP

(V)

This message was submitted from your website contact form:
<http://bikeranch.com>

2530186833

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR
cc: Development Services
DATE 5/9/19

Melissa Whitney

From: D. Corcoran [REDACTED]
Sent: Thursday, May 9, 2019 9:46 PM
To: COB_mail
Subject: Case P19CU00005 – Bike Ranch

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

Good Morning/Afternoon,

For your consideration when deciding whether to approve or disapprove the CUP for the subject proposed development:

As an experienced senior auditor for both the Department of Defense and the State of Arizona, I strongly encourage you to be absolutely certain that the reports submitted by the developers/owners (e.g., the traffic report, the environmental report, etc.) were prepared with due diligence by those qualified to do so and who applied the proper methodologies to produce reports with solid, unquestionable results. Anything less would be unacceptable.

Thank you,

Deborah Corcoran

4151 S Melpomene Way, Tucson, AZ 85730

MAY 10 10:19AM 09-05 PCC CLK OF HD

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR

DATE 5/10/19 MW
cc: Development Services

Melissa Whitney

From: Paula Johnson [REDACTED]
Sent: Friday, May 10, 2019 12:59 PM
Subject: SAVE SAGUARO NATIONAL PARK

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

TO WHOM IT MAY CONCERN:

IN REGARD TO THE ABOVE SUBJECT; SO MUCH BEEN SAID, TO THE POINT OF AD NAUSEAM, THAT THERE IS LITTLE I COULD ADD. THUS, I SHALL KEEP IT SIMPLE.

JUST BECAUSE YOU CAN [CHANGE THE CONFIGURATION OF THIS MAGNIFICENT LANDSCAPE] DOESN'T MEAN YOU SHOULD.

SINCERELY,

PAULA M JOHNSON

CONCERNED EAST SIDE CITIZEN
(BETWEEN HOUGHTON AND OLD SPANISH TRAIL)
4635 S PASEO MELODIOSO,
TUCSON, AZ 85730

MAY 10 12 59 PM '19 PCC CLK OF PD
JW

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR

DATE 5/10/19 ALW
cc: Development Services

Melissa Whitney

From: Bike Ranch <donotreply@godaddy.com>
Sent: Saturday, May 11, 2019 12:13 PM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

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[Click here to reply](#)

Name:
Sophie Ho

Email:
[REDACTED]

Message:

My name is Sophie Ho, my husband and I own the Ba-Dar Restaurant on Broadway Blvd. in Tucson. After hearing and seeing the article about the "Bike Ranch", I thought what a wonderful idea for our city. Everything about Tucson makes it a perfect attraction to further our destination image.

This message was submitted from your website contact form:
<http://bikeranch.com>

2538920965

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR

DATE 5/13/19 *allw*
cc: *Development Services*

Melissa Whitney

From: Bike Ranch <donotreply@godaddy.com>
Sent: Sunday, May 12, 2019 2:13 PM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

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[Click here to reply](#)

Name:
Sally Bass

Email:


Message:

I believe this is a worthy proposal , eco friendly & will not harm the local area as would an expansion of a housing project .Fear of change tends to bring hysteria to the positive aspects of this proposed cycle resort.

This message was submitted from your website contact form:
<http://bikeranch.com>

2540481167

MAY 13 19 08 20 PCD KCF HD
calw

TO: Pima County Board of Supervisors

FROM: Ann K. Effinger

DATE: May 12, 2019

RE: P19CU00005 EL CORTIJO, LLC

Our residence/property lies within 1000 feet of the proposed bike "ranch" boundary line on the west side of S. Saguaro Shadows Drive. The proposed resort will probably have minimal impact on our view of the Rincons or (hopefully) our privacy.

One of the main concerns I have is the impact on the "suburban ranch" concept. When one buys property in an area so zoned, one expects the zoning to be honored. Who would have thought that a "conditional use" would even be considered, much less would allow a 2-story 49-unit plus restaurant, a bar, 2-story "bike barn," etc. in an SR area ESPECIALLY right across from the Saguaro National Park – East entrance along a well-traveled, high-speed (I consider 45 mph that hardly anyone obeys to be high-speed), poor visibility corridor!?

Another concern: What is the capacity of the resort? Of the bar and restaurant? How many guests would be accommodated in a casita? Two? Four? Six? A dozen? Forty-nine units times two or four guests versus 49 times ten or twelve makes a big difference. Guests far away from sites and city activities won't be satisfied with "complimentary" van transportation. They will want their own vehicle. Is the County prepared to widen Old Spanish Trail, perhaps E. Escalante, put in traffic lights, pedestrian crossing lights/safety features? It is certain that cyclists would be using the Park in larger numbers which will increase the safety issues for vehicles and, to some extent, horseback riders and hikers.

Several of the SR properties in this area are designated for horses. It is one of the few areas left on the east side of Tucson where a rider can access pleasure riding washes, i.e. the Pantano Wash, by crossing E. Escalante instead of trailering a distance. To do so, however, is even now high-risk. There is a 45-mile speed limit, but traffic is almost always faster. There are horse caution signs which are hardly ever heeded by cars OR cyclists even when a horse and rider are in sight at Pure Paint and Escalante. It would only be more risky by adding to the traffic.

Since I have lived here, I've heard of the Buffer-Overlay Zone which was supported (approved?) by Pima County some time ago. It seems that protecting natural areas is a popular idea until someone comes up with a plan that waves dollar signs, additional revenue to the county coffers. Does the anticipated revenue to the County from this venture equal or surpass the safety improvements that would be necessary to accommodate the increase in vehicular, pedestrian, and cycling traffic? Would one group of the population have an advantage of access to a natural area over other users? Would there be danger of over-use? Suppose this enterprise is a passing fad and fails? What is the risk factor? Would this open a door for more commercial development, i.e. souvenir shops, cafes? What happens to the other half of El Cortijo, LLC property?

My hope is that you will consider the myriad of issues, including the impact on everyone, not just the benefit to the developers and one segment (cyclists) of the population.

Sincerely, Ann K. Effinger

MY 1319MB20PC0K1E RD
M

Melissa Whitney

From: Joann Kuehn [REDACTED]
Sent: Monday, May 13, 2019 9:12 AM
To: COB_mail
Subject: case p19cuooooo5

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Sent from Mail for Windows 10

Supervisor alley miller an the ret of the board , please please do not approve of the bike ranch. I live in the area off Escalante an old Spanish trail, an believe me when you are driving down Escalante or old Spanish trail it is a traffic hazard bikers ride side some times twenty at a time an they do ride outside of the line an due to double yellow lies you have to wait some times a long period of time before you can get around them. I always fear for them an my self the last ting I ever want to do is hit some one. Also when I had to paint my house I had to paint it a certain color due to your regulations so the color would not affect the night sky when they were seeing them for the telescopes, another issue I don't know if any one has address is freeman road coming into old Spanish trail is also a concern with the traffic an bikes there is not a lot of room to maneuver. Saguaro monument is such a special jewel to Tucson please keep it uncongested an free for all. The night are sacred here an do not need for lights an congestion, thank you for letting me give you my thought, jo ann an Ernest kuehn

May 13 19:03:18 PC CLKFB
allu

Melissa Whitney

From: Bike Ranch <donotreply@godaddy.com>
Sent: Sunday, May 12, 2019 9:31 PM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
Greg Milward

Email:


Message:
Please support the Bike Ranch Tucson... Thanks, Greg Milward

This message was submitted from your website contact form:
<http://bikeranch.com>

2540681183

MAY 13 19:08:20 PCD KCF BD
MD

Melissa Whitney

From: Coyoterunn [REDACTED]
Sent: Monday, May 13, 2019 3:10 PM
To: COB_mail
Subject: P19CU00005 – EL CORTIJO LLC – SOUTH OLD SPANISH TR.

Categories: Purple Category

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

John Fenlon

1781 S. Monument Trail

Tucson, AZ 85748-7803

May 13, 2019

Attn: Clerk of the Board

Pima County Board of Supervisors

Pima County Administration Building

130 W. Congress

Tucson, AZ 85701

RE: Protest of requested conditional use permit for a resort to be located at Old Spanish Trail and Escalante, adjacent to Saguaro National Park, east.

Pima County Board of Supervisors:

I respectfully request that the board deny the conditional use permit for the proposed resort across from Saguaro National Park East and at the deepest part of the buffer zone. As a former Operations Manager for Doubletree Hotel at Reid Park, I can tell you that this commercial development will have a negative impact on its neighbors and the park. It will be a 24/7, 365 day a year operation.

I am not opposed to bikes or to the concept of a bike resort. If the resort were to be located one mile away from the park, outside the buffer zone, I would not have any objection. This is the third attempt for approval in five years. The first two times it was opposed by the Park Superintendents and then County Supervisor Ray Carroll.

CLERK'S NOTE:

COPY TO SUPERVISORS

COUNTY ADMINISTRATOR

DATE 5/13/19 allw
cc: Development Services

MAY 13 19M0313P001K0F00
allw

I would hope that your vote will take into account those who will be impacted the most. Vote "no" to a conditional use permit for the Bike Ranch.

Sincerely,

John Fenlon

Sent with ProtonMail Secure Email.

Katrina Martinez

From: Bike Ranch <donotreply@godaddy.com>
Sent: Tuesday, May 14, 2019 9:54 AM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
James Bradley

Email:
[REDACTED]

Message:

Dear Pima County Supervisors, I am writing this letter in support of the Bike Ranch Project. Given the continuing issues we have with climate change, it is imperative that we we support projects that have set a high standard for sustainable design and an eco-friendly presence within our environment. These projects become catalysts for change, something our society desperately needs. Combining this with the cycling culture of health and well-being, this will create a destination that is highly sought after and promotes the Tucson area. Please vote yes for the Bike Ranch. My address is: 5305 NE 67th Street Seattle, WA 98115

MAY 14 19:05:57 PC CLK OF BD



This message was submitted from your website contact form:
<http://bikeranch.com>

2546298278

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR
CC: Development Svcs. *[initials]*
DATE 5/14/19 *[initials]*

Katrina Martinez

From: Bike Ranch <donotreply@godaddy.com>
Sent: Tuesday, May 14, 2019 10:15 AM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
Jeanna Stone

Email:
[REDACTED]

Message:

I fully support this project, both because of it's eco-friendly intentions and its intended support of the Saguaro National Park.

MAY 14 19M1058P01 K0F RD



This message was submitted from your website contact form:
<http://bikeranch.com>

2546319173

Katrina Martinez

From: Bike Ranch <donotreply@godaddy.com>
Sent: Tuesday, May 14, 2019 10:16 AM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

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[Click here to reply](#)

Name:
Sarah Wortman

Email:


Message:

Excited to hear about the proposed bike ranch near Tucson! I can already see a spectacular vacation plan in the works! Let us know when this project is approved and when you'll be open for business

MAY 14 19M1058PC CLK OF PD



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This message was submitted from your website contact form:
<http://bikeranch.com>

2546319963

Katrina Martinez

From: Bike Ranch <donotreply@godaddy.com>
Sent: Tuesday, May 14, 2019 10:17 AM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.


[Click here to reply](#)

Name:
Bron Heintz

Email:
[REDACTED]

Message:

RE: P19CU00005 Dear Pima County Supervisors, Bike Ranch is a natural outgrowth of Tucson's investment in biking infrastructure. I support this progressive, eco-friendly, and economically beneficial project that will further promote Tucson as a cycling destination. Please vote for the Bike Ranch.

MAY 14 19 10 58 PCK OF ED


This message was submitted from your website contact form:
<http://bikeranch.com>

2546320735

Katrina Martinez

From: Bike Ranch <donotreply@godaddy.com>
Sent: Tuesday, May 14, 2019 11:30 AM
To: COB_mail
Subject: [BULK] New message - bikeranch.com

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

[Click here to reply](#)

Name:
Meaghan McDonald

Email:
[REDACTED]

Message:

Dear Pima County Supervisors, I am writing in support of the proposed Bike Ranch project in Tuscon. Eco resorts help fuel an appreciation for our nation's natural areas through the celebration of human interaction in a safe and responsible way. The Bike Ranch has potential to be a beautiful destination for families and bike enthusiasts all over the world. I would love the chance to experience Tuscon in this way. Thank you for your support, please vote for the Bike Ranch. My address is 3819 37th ave SW Seattle, WA. Best, Meaghan McDonald

MAY 14 19 01 08 PM CCLKC-HD

(M)

This message was submitted from your website contact form:
<http://bikeranch.com>

2546378588

CLERK'S NOTE:
COPY TO SUPERVISORS
COUNTY ADMINISTRATOR
Cc: Development Svcs.
DATE 5/14/19 (RM)

Katrina Martinez

From: boyceje [REDACTED]
Sent: Tuesday, May 14, 2019 12:31 PM
To: COB_mail
Subject: P19CU00005 – EL CORTIJO LLC – SOUTH OLD SPANISH TR.

This message and sender come from outside Pima County. If you did not expect this message, proceed with caution. Verify the sender's identity before performing any action, such as clicking on a link or opening an attachment.

Jean Boyce

1781 S. Monument Trail

Tucson , AZ 85748-7803

Parcel No.: 205 43 0360 5

May 14, 2019

Attn: Clerk of the Board

Pima County Board of Supervisors

Pima County Administration Building

130 W. Congress

Tucson, AZ 85701

RE: Protest of requested conditional use permit for a resort to be located at Old Spanish Trail and Escalante, adjacent to Saguaro National Park, east.

P19CU00005 – EL CORTIJO LLC – SOUTH OLD SPANISH TR.

Pima County Board of Supervisors:

I have lived in the buffer overlay zone (BOZ) near Saguaro National Park East (SNPE) for 27 years. Over that time I have been involved with the comprehensive plan, the Sonoran Desert Conservation Plan and the community effort in 1994 to secure the areas codes, covenants and restrictions (CCRs) to limit zoning changes and uncontrolled development to the area. I ask that the Board deny the request for a conditional use permit for the proposed resort development (Bike Ranch) immediately adjacent to the entrance of SNPE.

MAY 14 19PM 01 COB PC CLK CF BD



I attended the Conditional Permit Hearing on April 4, 2019 and have read the hearing officers findings. Though his decision to recommend approval for the project sites technical compliance with the applicable zoning/plan rules, that does not mean it is a good fit for the location. I disagree with a number of his statements and some of the issues he has used to form his decision:

To my knowledge, most people are not opposed to all potential, non-single family residence, uses on the property. They are objecting to a major commercial development in the very heart of the BOZ.

The reasons behind the 2014 recommendation of denial focused heavily on the lack of effort at neighborhood and stakeholder outreach. To the best of my knowledge, and from talking to many of the neighbors in the area, since the 2014 decision there has been no significant, good faith outreach effort to the neighbors by the developer.

The Hearing Administrator says the decision should not be driven by the raw size or vocal nature of one side versus the other. The neighbors and the community have a right to express their concerns at the public hearing regarding the area they live in.

The very fact that so many of the area residents are engaged and vocal about their opposition is exactly what the Board of Supervisors needs to take into consideration. It is a big part of the decision process and is why there are public hearings for conditional use permits. More weight should be given to the concerns and opinions of the affected Pima County tax paying residents in deciding conditional use permits.

A high density resort facility in this area would not sufficiently comply with the intent of the buffer zone and will have a negative impact on the Saguaro National Park visitor's experience and local residents. This area is deliberately "low density", as is appropriate in the transition area between urban development and public preserves. The buffer zone is only one mile wide and it is not unreasonable to respect that area and maintain its integrity for the sake of the entire community. Please do not approve a conditional use permit for this type of high density, commercial development at this location.

Thank You,

Jean Boyce

Sent with [ProtonMail](#) Secure Email.

April 24, 2019

Supervisor Sharon Bronson
130 W. Congress 11th Floor
Tucson, AZ 85701

Re: P19CU00005 El Cortijo, LLC

Supervisor Bronson,

I am a member of the Save Saguaro National Park group. I analyzed the financial viability of the bike ranch. As background, I was a commercial lender for 30 years, 25 of which were here in Tucson.

Prior to beginning my analysis of this project, I had to go on a journey of discovery to answer the questions "who are these applicants" and "what is their relevant experience". Typically, this information is provided by the developers, but in this case absent public meetings in which the questions could be asked and answered directly, it has become my challenge to search public records to develop a profile of their work and development experience. Here are my findings. Today Kelley Matthews is 59 years old, while John Peter Lasher, her husband is 63. In 2014, Kelly was described in a newspaper article as a retired "designer". Her husband's occupation is unknown. The couple owned and operated two nonconcurrent restaurants (Soleil and Sur Real) at Skyline and Campbell for a combined period of approximately 10 years. The only real estate development project that I was able to find was a retail building which was leased to multiple art galleries and their personal restaurants. This building, which was constructed and managed by the applicants was sold in late 2006.

In my professional opinion, the construction and management of a single retail building does not qualify them for the more complex bike ranch development buildout nor for the complexities of motel management. Unless there are more developments than I was able to locate, in my opinion the couple are relative neophytes in developing properties. To successfully complete a challenging project like the bike ranch dictates prior building experience of motel-like developments. This is the reason that motel/hotel chains will commonly use the same general contractors for out-of-locality builds. Experience matters. On this basis alone, in my opinion the applicants' inexperience in developing complex commercial properties poses significant risk as it relates to their ability to successfully complete the construction of this project.

APR 24 19PM 18 PCD/KDF



It should also be recognized that online the couple's development entity, El Cortijo lists one employee. It seems likely that the plan is that the development construction will be overseen by Matthews and Lasher personally. In my opinion, however at a minimum support staff consisting of a construction supervisor/ engineer or architect as well as a financial officer are deemed essential. The size and complexity of this development dictate a strong oversight team.

But the story continues. I recalled that the developers had used the legal system to overturn an unfavorable board of adjustment's decision on an adjacent parcel (Phase 2). My inquiries to locate this Pima County Superior Court case decision led me to an unexpected discovery. The applicants and their businesses were found multiple times in the data base. There were 10 cases, which spanned a period of 29 years. In my opinion based upon the number of lawsuits in which the applicants and development company were involved, this area should be thoroughly evaluated and understood.

In 7 of the cases one or both applicants or El Cortijo, LLC were defendants. Of these, two were cases in which the plaintiffs were different architectural firms. A third case was a 3-year case in which Louis Murphy and Catalina Foothills Estates were the plaintiffs. This case is noteworthy because the Murphy family were the major landowners in the Tucson foothills. In another case a California-based general contracting company was the plaintiff.

In cases where the applicants were the plaintiffs in which they originated the lawsuits, there was one case of particular interest. The case contained 880 pages. Kelley Matthews was the sole plaintiff, but the defendants were numerous and included a recognized Tucson loan broker and a private investor group comprised of local doctors, Tucson businessmen, and pension and profit-sharing plans. This case is insightful in that it shows that at least on one occasion the applicants used a private investor group, with proceeds utilized to purchase vacant land.

There is a shortcoming of using private investor financing. They may not use supplemental reports such as independently-prepared feasibility studies, which are important tools that can assist the developer as well as the lender. In this case in the absence of a formal feasibility study, in order to evaluate the financial viability of the bike ranch, I assumed the task of performing a basic feasibility analysis to include the standard information that such a study would ordinarily contain. This evaluation included an analysis of the business concept i.e. the bike ranch; a site location study; a market evaluation of the community-need for the proposed project; and finally, a review of biking trends.

First, I evaluated the applicants' business model. Bike resorts are common vacation destinations; however, most are family-oriented with some onsite trails, access to forests and waterways, but often involve bike-friendly villages or communities which families can explore. A smaller segment of bike-centric projects is designed for avid

motocross cyclists, with several onsite courses and trails. In most cases, the family and motocross bike resorts were in areas with moderate summer climates. In the case of the bike ranch with the fitness and training facilities, however it is likely that this will attract mostly dedicated cyclists in the age range of 25-45 who will use local public biking trails. Due to this development's unique target user group, financial comparisons are unavailable. For this reason, the bike ranch presents greater financial risk. The concept is unique and untested. This risk is further increased by Tucson's extreme heat from May through October. Biking guests will likely be scarce during this period.

The location of the bike ranch also warrants scrutiny. Generally, the factor that has the greatest impact on a motel's profitability/success is its location. Most often prime sites are centrally located and nearby to good restaurants, local sites and attractions (- San Xavier, Tubac, Tumacacori, Biosphere, Desert Museum, Old Tucson, El Presidio, Mt. Lemmon, Saguaro National Park-West, Sabino Canyon, Phoenix, Grand Canyon, Nogales Mexico ; U of A ; soccer/TEP baseball); and shopping (premium outlet mall). In Tucson, this would suggest the best motel/hotel sites are closer to the central or center-west sides, particularly due to the proximity to I-10. The bike ranch site does not fit this profile. It is in an isolated area on Tucson's far east side. Bike ranch guests will likely be staying there exclusively for biking activities, without consideration given to the convenience of attractions and other services. This remote location should be a concern to the developers because it is not convenient to other amenities that most visitors are seeking. **The location is the major risk factor in the bike ranch's financial viability. In my opinion, it is in the wrong location.**

Due to my knowledge that there were multiple Tucson resort failures after 2008, I then examined the hotel industry locally. The Westin La Paloma (debt of \$240MM) and the Doubletree Hotel at Reid Park (debt of \$52MM) filed Chapter 11 reorganization bankruptcies, while the Hilton El Conquistador, the area's oldest resort (debt of \$19.7MM) and the Marriott Starr Pass, Tucson's largest resort (debt of \$145MM) were foreclosed and taken over by the lenders. A September 23, 2017 article in the Arizona Daily Star (*Slow Tucson Hotel Market Recovery Accelerates*) reports that while Tucson's hotels began to recover in 2015, for the years 2015-2016 the progress was slow. Tucson gains in room average daily rates (ADR) have exceeded the national average ADR rate increases since 2016, but at the end of 2017 were still not back to the 2007-2008 levels according to the general manager of the Marriott Starr Pass. For 2018 and 2019, ADR's are expected to continue to improve.

This article does point out that 600 new rooms to serve the Tucson convention business market will be added downtown by 2019. The site selection for the new hotels as well as the more recent hotels (Marriott Starr Pass and Dove Mountain) support my conclusion that the proposed bike ranch site is in the wrong location. In my opinion, these new hotels will represent stiff competition to the bike ranch due to their superior location in proximity to I-10, Tucson's main attractions, the premium outlet mall, U of A, soccer and baseball sports fields, the downtown and Campbell restaurant corridor, and easy access

to Tucson's bike loop. These hotels offer new facilities and rooms and are under recognized hotel chains which are often sought-after lodging attributes.

Finally, an online lodging forecast beyond 2019 (attached) cautions about an economic slowdown in late 2019 or 2020. The article recommends that hotels should perform a stress test by reducing revenues by 30 percent to assess the impact to the bottom line; and accordingly developing a contingency plan to immediately implement if ADR's and occupancy levels begin to slip.

With the likely significant debt load of the bike ranch, an economic downturn would be devastating to the project and, in my opinion, unrecoverable. The Tucson lodging industry's failures as discussed above represent another adverse risk factor to this project's financial viability. It is noteworthy that according to Michael Marks the applicants' representative, the bike ranch developers are expecting an occupancy level of 70 percent, which is an industry standard goal; however, in reality actual Tucson occupancy rates for 2017 and 2018 were 61.1 and 63.9 percent, respectively (attached).

My analysis then examined the community's need for another lodging facility in Tucson. The source of this information is the Arizona Office of Tourism's Lodging Performance report for the last quarter of 2018, Tucson had on average approximately 5600 unutilized lodging rooms per day. This represents 36 percent of the community's total lodging units. Tucson simply does not need this project. As an aside, however this analysis points out significantly higher risk relating to this motel's unfavorable location, now that the actual daily number of unutilized lodging rooms has been defined. The likelihood of visitors selecting the bike ranch is further diminished by the fact that the average daily room rate is \$108 for the entire Tucson lodging population.

Finally, the trends in the biking industry need to be examined, since this is the concept around which the bike ranch is centered. A March 3, 2019 article in the Arizona Daily Star regarding the \$180,000 past due payment owed to Pima County by El Tour de Tucson was concerning. The bike race organizer reported that ridership in El Tour had fallen by 30 percent over the past 10 years, which he reported was comparable to the declines at similar events nationwide. In the April 27, 2019 Arizona Daily Star, it was reported that the 2019 El Tour race is planned, but currently is without a major sponsor, but is expected to cost up to \$1.3 million. GoFundMe efforts have had limited success.


This trend of a declining interest in cycling is also documented in an industry publication, Bicycle Retailer. In 2017, wholesale units of all bike-types shipped to retailers was at a 10-year low. Similarly, in 2018 the wholesale units of bikes shipped to retail stores was down another 10 percent from 2017. The publication attributes the decline to the baby boomers aging out of the market. This begs the question of the possibility that the applicants have missed the bicycle market peak which is now in decline for cycling enthusiasts.

This analysis hasn't taken into consideration the challenging issues that would arise if the proposed development is only partially completed during construction or if a business failure later occurs. Under either of these scenarios, the approved special use permit specifically limits the use to a bike ranch. It is questionable whether the project could be converted to an alternate use, but in any event the project itself would limit other uses due to the unique layout of the development. It should be recognized that while Pima County has input at this stage, in the event of a foreclosure or business failure, it is questionable as to whether the county would continue to have jurisdiction. In any event it would be complicated and chaotic. The unfortunate casualties would be Saguaro National Park, the bordering neighborhood, and the surrounding SR community.

This project has excessive risk in each of the areas that were examined. It is not deemed to be a financially viable project. In my opinion the applicants' limited experience in commercial development poses a serious threat to the successful construction of the bike ranch. As well due to the apparent lack of hotel management experience in their backgrounds, this is a serious omission that begs the question of their ability to effectively manage the hotel. As stated earlier, in my opinion the lawsuits of the applicants/development company warrant thorough evaluation when considering your vote on this project. I encourage you to carefully consider the possible adverse consequences that a failure of this project would have on the visitor experience to Saguaro National Park and the surrounding area. For these reasons, **I strongly urge you to vote "no" on this project.**

Respectfully,

Charlene Shumaker


3435 S. Spanish Terrace
Tucson, AZ 85730

Bike Ranch Partial Forecast

\$2,857,130	Forecasted annual revenues (1.)
-2,500,000	Payroll-2014 Matthews/Lasher forecast (2.)
-3,651,250	Interest expense forecast (3.)
<hr/> (\$3,294,120)	Deficit before other operating expenses

Assumptions

1. Forecasted annual revenues: Estimated \$250 average daily room rate (38% premium over \$180 average suite rate of four hotels (attached). Per a 2013 USA Cycling Economic Impact Report by Daniel J. Larson Ph.D. at the University of Oklahoma, team biking visitors spend \$713 for food and lodging combined over a 4.4 day/night period. This results in daily expenditures of \$162; allowing \$50 for meals, **the estimated actual daily room rate is \$112.**
2. Payroll: Matthews/Lasher 2014 estimate (attached).
3. Interest expense: Based on estimated construction cost of \$31.75MM (127,000 sq.ft. @ \$250 per sq.ft.); 11.5% estimated interest rate, with 30-35% equity (attached- see page 3 permanent loan rates).

Based on assumptions 2. and 3., **the breakeven room rate to cover only payroll and interest expense is \$538**, which compares unfavorably to Ventana Canyon suite rates of \$469 and \$619.