



Metro

Los Angeles County
Metropolitan Transportation Authority

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January 18, 2018

TO: BOARD OF DIRECTORS

THROUGH: PHILLIP A. WASHINGTON PAW
CHIEF EXECUTIVE OFFICER

FROM: JOANNE PETERSON JP
CHIEF HUMAN CAPITAL & DEVELOPMENT OFFICER

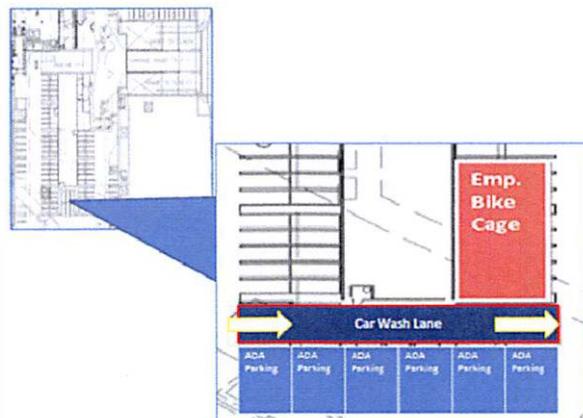
SUBJECT: UNION STATION EAST GARAGE AMENITY – MOBILE CAR WASH

ISSUE

Metro, through our property manager for Union Station will introduce a mobile car wash service in the Union Station East garage for a three-month trial period starting in late January or early in February.

DISCUSSION

Morlin, our property manager for Union Station is charged with introducing appropriate retail, restaurant and other tenants to the property to improve the customer experience and generate revenue for Metro. The Mobile Car Wash is a convenience for riders and parking customers and a potential future revenue source. Currently, Morlin, is wrapping up negotiations with a vendor (Spiffy). It will be located in an underutilized area of P1 parking.



We have agreed to a trial period for this amenity after confirming that the service is both environment and drought friendly. The 3-month trial of this service will start in late January or early February.

We anticipate the majority of car wash customers will be among the 1,400 individual monthly parkers and 450 daily parkers, including travelers and other Union Station visitors.

Lease terms for most Union Station tenants are the greater of a base monthly rent or an agreed percentage of gross sales. Because sales volume for this new service is difficult to forecast, Morlin is negotiating Metro's revenue to be 8% of gross sales during the 3-month trial period. If the tenant and Metro agree to continue the service, base monthly rent and percentage rent terms will be subject to negotiation.

Our cost to make this space available has been minimal – including minor facility changes (removed two parking spots, wheel stops, bollards and signs, repainted ADA Parking stripes, added some lighting) to create a lane just south of the parking office and employee bike parking cage.

NEXT STEPS

Staff will work with Morlin to cross promote the amenity, and will evaluate the success of the trial to determine if Metro wishes to continue with the amenity.

ATTACHMENT

A: Spiffy Promotional Material

**ATTACHEMENT A:
Spiffy Promotional Material**

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