

July 5, 2022

**Via Email and Hand Delivery**

Chairperson Eve Bunting Smith  
And Members of the Zoning Board of Appeals  
Town of Greenburgh  
177 Hillside Avenue  
Greenburgh, NY 10607

***Re: Renard Management – Self-Storage Area Variance Application  
42 Hayes Street, Town of Greenburgh (Tax Lot 5.20-6-1) (the “Property”)  
44 Hayes Street, Village of Elmsford (Tax Lot 7.180-57-1)***

Dear Chairperson Bunting Smith and Members of the Zoning Board of Appeals:

As you know, this Firm represents Renard Management (and its affiliate Asset Realty & Construction Group, Inc., the “Applicant”, or together, “Renard”) in connection with the Applicant’s application for a state-of-the-art, fully enclosed, self-storage facility (the “Project”) located at 42-44 Hayes Street (with frontage on Hayes Street, Haven Street and Nepperhan Avenue). This letter updates the Applicant’s Area Variance Application in response to the comments made at the June 16, 2022 meeting.

On June 22, 2022, we received a letter from Carole Walker, ZBA Secretary, outlining your Board’s comments. In response to your Board’s comments, we hereby enclose the following materials:

1. The Comparable Self-Storage Facility Data which provides a list of other buildings in the area and their heights.
2. A Market Study demonstrating the need for self-storage facilities in the area.
3. The Comparable Self-Storage Facility Data Chart (the “Comparable Chart”) which provides five (5) other self-storage facilities in Elmsford and White Plains.
4. A rendering of the building from N. Lawn Avenue.

In addition to the materials we are providing, we wish to clarify the precise number of units based on the revised plans. The proposed project will be approximately 130,000 square feet and provide approximately 925-975 units. Based on the information presented in the Comparable Chart, the Project's number of units is like other self-storage facilities in the area, particularly, Clutter in White Plains. Clutter has a lot size of 30,640 square feet and provides approximately 950 self-storage units, where the Applicant's lot is 45,000 square feet. Clutter offers a similar number of units on a smaller lot size than what the Applicant is proposing. Generally, the number of units provided by a self-storage facility is contingent on the lot size. Mr. Otteau, who specializes in understanding the economics behind specific industrial and commercial uses, such as self-storage facilities, will discuss the Applicant's need to provide 925-975 units and why Renard requires the additional bulk to make the Project economically feasible.

Furthermore, we would like to highlight that Elmsford approved a self-storage facility under construction at 33 West Main Street. This project is going to be six (6) stories, 67 feet high and 156,000 square feet. This is a testament to the future development of the Elmsford Light Industrial District. The construction of this new self-storage facility demonstrates the Applicant's requested height will be conformance with the surrounding area and future development of the neighborhood. It is clear development in Elmsford, which permits a height of 150 feet in the Light Industrial District, could soon tower over the existing buildings in Greenburgh's Light Industrial District. Our client's goal is to conform to the existing conditions in the neighborhood and move productive development forward.

At the next meeting, Renard will be providing testimony from Mr. Christopher Otteau, from the Otteau Group, a real estate consulting firm, to discuss the economic viability of the Project and the necessity to provide the requested massing height and number of storage units.

We look forward to continuing our discuss about the Project with your Board at the July 14, 2022 meeting.

Respectfully submitted,

ZARIN & STEINMETZ

By: David S. Steinmetz (DGA)  
David S. Steinmetz  
Dominique G. Albano

cc: *via email w encls.*  
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