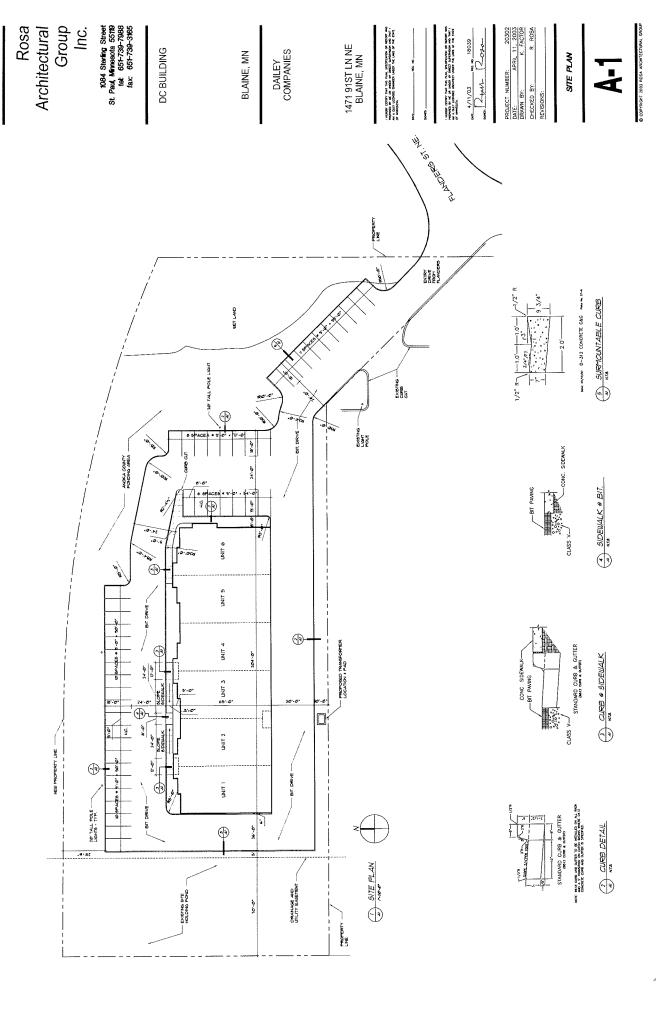
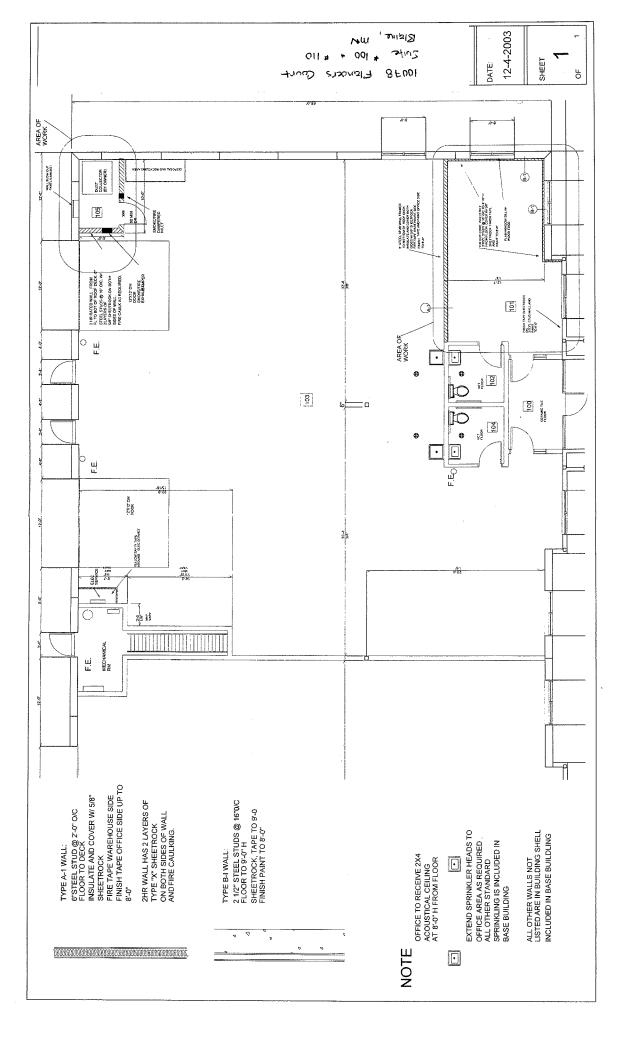




Zoning and Location Map Case File No. 12-0001









January 10<sup>th</sup>, 2012

City of Blaine

Conditional Use Permit

To whom this may concern,

Thank you for your time, the purpose of this letter is to apply for a conditional use permit for the property located at 100078 Flanders Court units #100 and #110 to act as an indoor showroom for a primarily online moped/car dealership. Minnesota Used Car Sales and Minnesota Mopeds is currently located in Blaine and has gone through the CUP process previously with our current location but due to growth it is time to expand and try to reach out towards a more visible location.

Initially beginning as My Campus Scooter back in 2008 in Mankato, with a swift change in the economy and automotive industry, being successful in today's market while still providing customers with the value they deserve is becoming more and more difficult. Because of this it is no surprise that the structure of the typical "Car Dealership" has needed to change. With a focus on overhead control, online marketing and going green, customers are finding out that less is more!

In comparison we are not your typical used car dealer; with a very small car inventory we put a focus on mopeds and our special car brokering/agent process which reduces on hand inventory and overall costs. This increased activity helps create further opportunities for sales and service. Because some of our mopeds are above 50cc it is necessary for this location to be permitted to allow for automotive sales and light repair in order to properly purchase inventory through national auctions and wholesalers while still being able to service customers vehicles.

With a strong background in web-design and e-commerce, the bulk of business will be conducted online reducing the in store traffic and need for an actual "sales lot". Typically on average we will hold 5-10 cars indoors along with a variety of 20-30 mopeds and power sports vehicles. With a smaller inventory overhead will still low bringing more savings to each customer, while still being able to keep all inventory indoors. We have a strong relationship with our moped distributors and in many cases our products get directly dropped shipped from warehouses on the west coast directly to our customers, once again cutting down on in store traffic.

In regards to automobile sales; we will have a car dealer's license and specializing more so as an agent/broker then a retailer. With an inventory of 10 or so vehicles, there will be just enough variety to create interest in buyers and show them the buying capability and competitive pricing that we can offer. In most cases we will find a prospective buyer and assist them with the entire car purchasing process from start to finish helping them out with everything from financing to determining what car is the perfect vehicle for them.

Our typical inventory of mopeds will be a mix of new and used, ranging from 50cc-250cc and everything in between. The price points vary from \$750 - \$2000 per moped pending the make and model. When it comes to used cars, our niche market is composed of buyers that want a lightly used and well maintained vehicle with 50-100,000 miles ranging from \$5,000 - \$20,000 dollars.

As we have learned over the past 2 years in our current location, that being able to provide not only top notch customer service but also mechanical service is a key contributor to an all around business model. This allows prospective buyers to have a piece of mind knowing that not only can they buy from us but they can also have their vehicle serviced or repaired by us as necessary. This new location has the proper setting and layout to allow for a small service division that would only be involved in light repairs, vehicle prep and PDI of new/used mopeds being sold.

This business model has been successful for the last 2 years and due to that success we hope you allow this conditional use permit for an indoor sales showroom and light repair, so we can expand our business and remain in the City of Blaine. We conduct 75% of our transactions online and will neither affect the surrounding businesses or community if this use is permitted. While all inventories will be available to view online and remain stored indoors readily available to view in the showroom, our presence offline should not create any issues. I feel that not only is the city of Blaine a great city for our business, but that the people of Blaine also enjoy the products and quality of service we have offered over the last 24 months.

Thanks for your consideration,

Jacob Lesley President

**Daniel Pfister** 

Vice President