

MDM Services, Inc.

Engineering, Environmental, and Construction

MDM
South Florida

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Deerfield Beach,
FL 33442

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**Traffic statement for proposed Shell service station
#467, located at 501 N. SR-7, Plantation, FL 33317.**

**Automated Petroleum & Energy Company, Inc.
(APEC)**

MDM Project #15246; Report Date: June 11, 2021

Respectfully submitted,
MDM Services Inc.



Boris Belfer, MSCE,
Diplomate of Moscow Institute of Transportation (MIIT)

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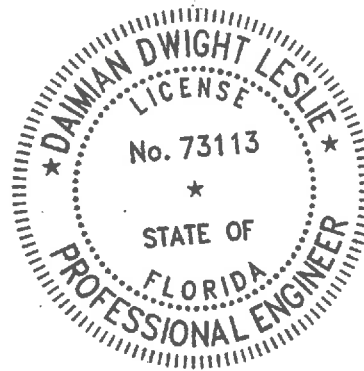
DEC 10 2021

City of Plantation
Planning, Zoning & Economic Development

Digitally signed by



Daimian D. Leslie, P.E.
Fla. Reg. Lic. #73113



DEC 07 2021

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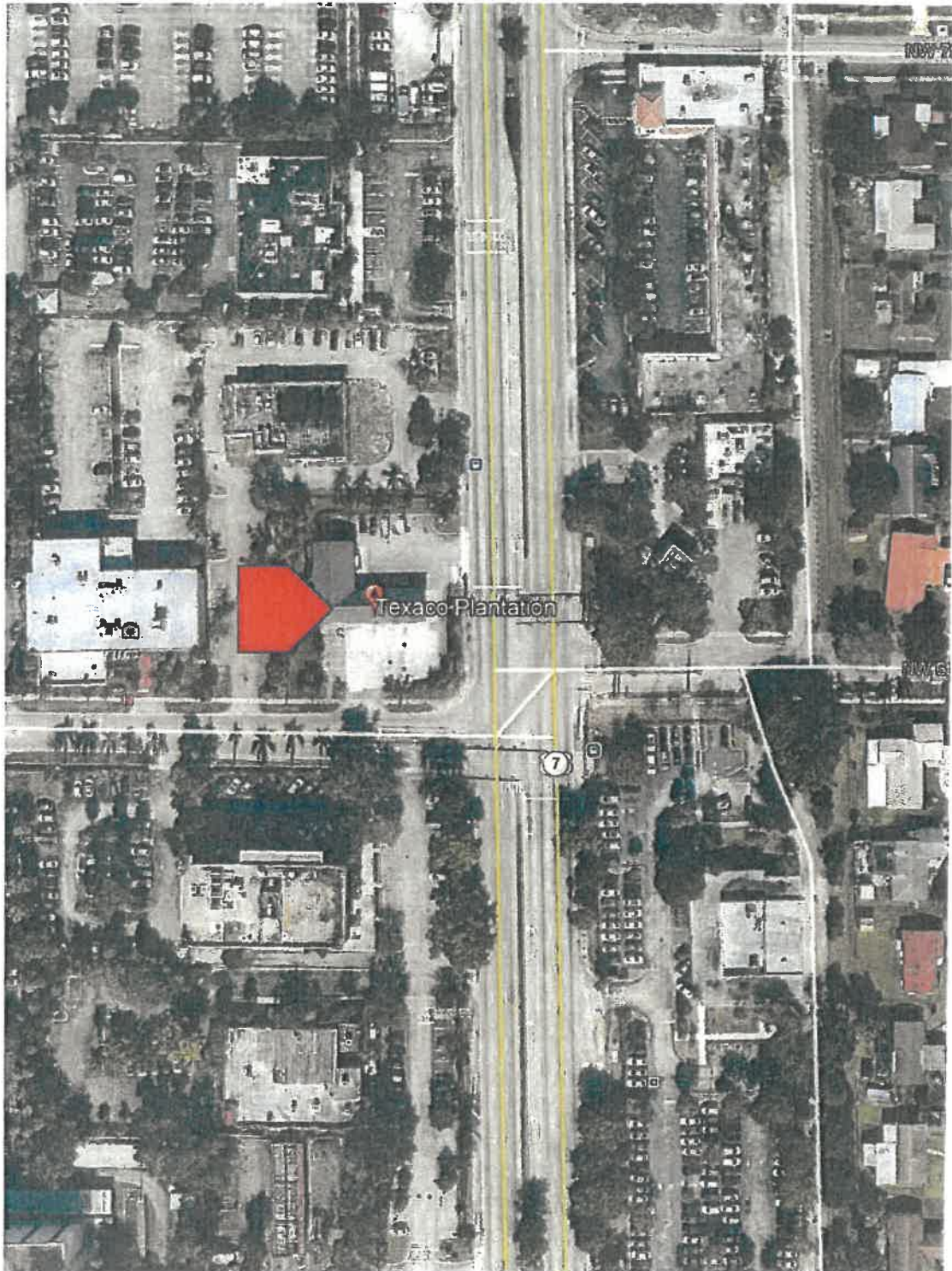
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Vicinity Map (Not to scale)

Subject site location: NW corner of SR 7 and NW 5th St. intersection

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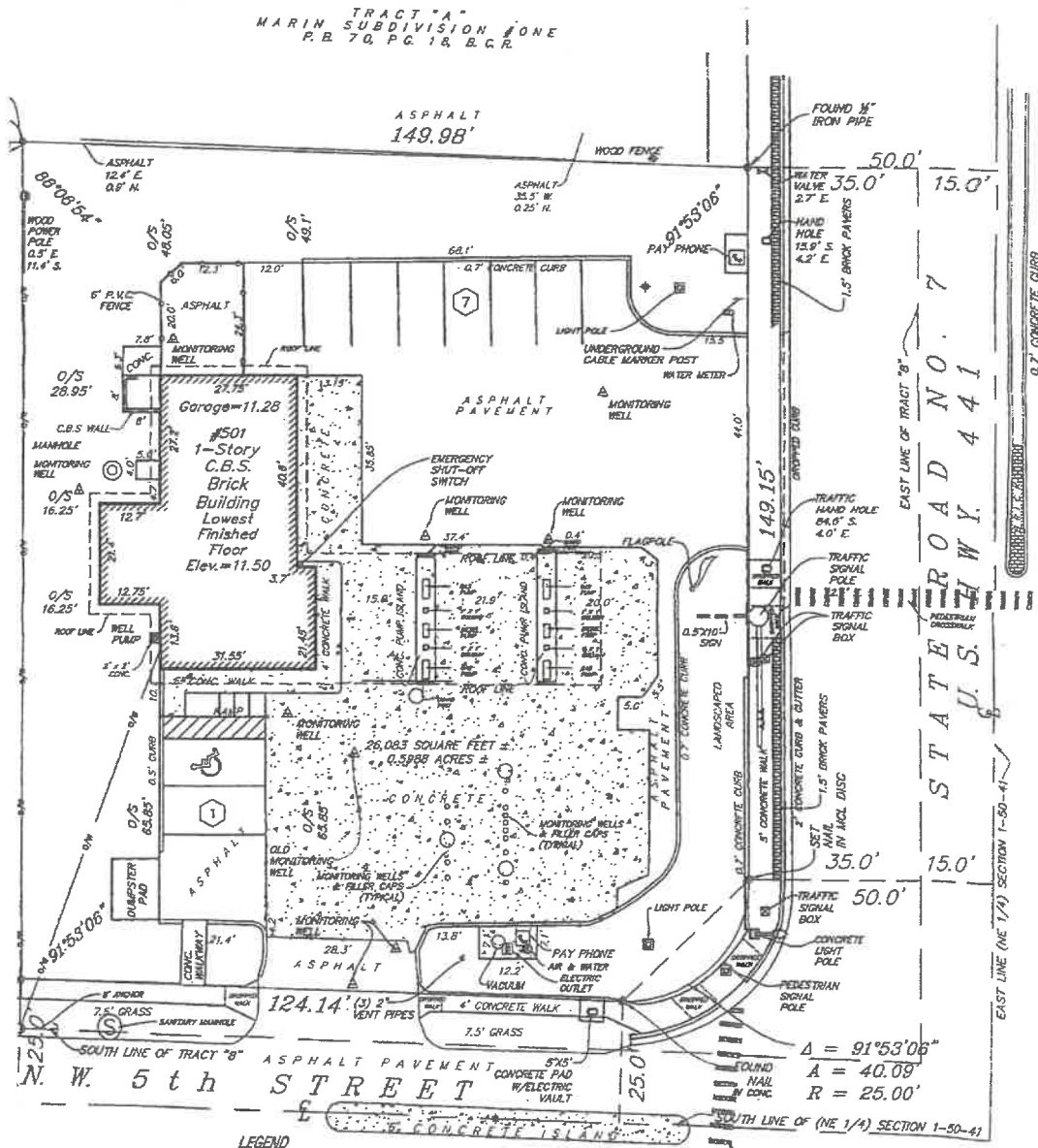
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Existing Texaco gas station had 6 multi-product dispensers (MPD's) with 12 vehicle fueling positions (VFP's) and 2,077 sf convenience store including 3 repair bays as indicated on record drawings (survey). Only 4 MPD's with 8 VFP's are currently operational.

RECORD LAND SURVEY

The South 135 feet of Tract 3,
FLORIDA FRUIT LANDS CO. SUBDIVISION
P.B. 2, Pg. 17, D.C.R.



Record Drawing (originally approved condition, not to scale)

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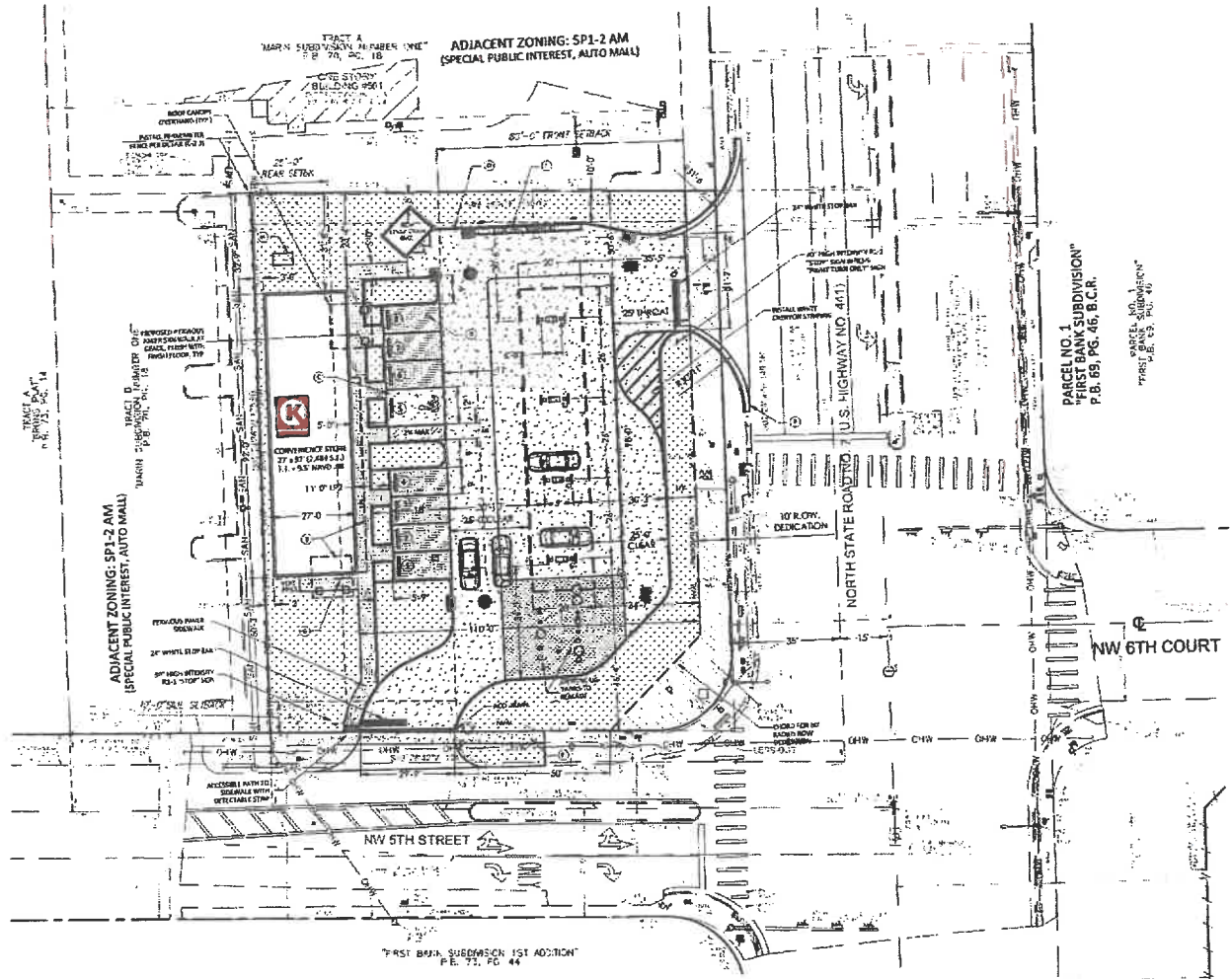
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Proposed gas station will have 4 MPD's with 8 VFP's, new 2,484 sf convenience store and no repair bays.



Proposed Improvements (not to scale)

Gas stations have unique economics of non-destination retail which relies on opportunity and convenience of spontaneous gasoline purchases, where most of the customers arrive by car.

Once the driver sees a gas station sign, they need time to check the fuel gauge, make a purchase decision, look at the back mirror, slow down, look at the side mirror, change the lane, slow down and make a turn. Therefore, frontage visibility and accessibility remain the most important factors after traffic counts.

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In accordance to FDOT Design Manual Exhibit 212-7, the sight distance is **625 ft.** at 40 mph max. posted speed, 45 mph design speed, 6-lane divided highway, with less than 22 ft. median.

In accordance with ITE "Transportation and Land Development" the study area for mini-mart or convenience grocery with or without gas pumps should be **660 ft.** from access drive.

City of Plantation Code Sec. 27-613.3. (26) c. stipulates the following. ***Gasoline service stations select potential sites based primarily on roadway passerby traffic patterns and the number of existing stations serving same, and consequently, have an increasing number of customers who do not live or work in the city, and thus they do not provide a service to the city's residents or satisfy a community need within the city.***

Convenience stores seek locations with a variety of favorable characteristics, including high traffic counts past the proposed site. However, for convenience stores the increase in customer traffic does not correlate to more customers on the road — since they are already on the road and visit a convenience store because it is on their way and convenient.

Even though the additional trips to existing gas station location are not anticipated, the effects of proposed gas station on existing Level of Service (LOS) for SR 7 and NW 5th St. are examined below.

The directional trip distribution and traffic assignment for proposed Shell Gas Station Improvements project are based on knowledge of study area and regional trip attractions, proximity of project access points to major streets, observed travel patterns, examination of surrounding roadway network characteristics and review of current traffic volumes, as summarized below.

A 1999 article in the Appraisal Journal by Steven P. Smalley, PhD, talked about good vehicular maneuverability throughout the envelope. He was correctly pointing to the need for large turning radius, less potential friction and jockeying among cars entering and egressing the station. On rare occasion the drivers would perform a complicated maneuvering to reach a gas station on opposite side of street and then return back to designation route.

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SR-7 is major highway, adjacent to subject site. 7-Eleven on east side of SR-7 would satisfy the northbound motorist's need for fuel, therefore only southbound traffic will be considered in calculations. Based on most recent Florida Department of Transportation (FDOT) Transportation Data and Analytics Office Report the southbound traffic on SR-7 is 22,500 tpd.

Traffic volume on NW 5th St. may be derived from FDOT Generalized Annual Average Daily Volumes for Florida's Urbanized Areas, Table 1, as following.

For Class 2 (25 mph posted speed) 2-lane undivided LOS "E" non-state signalized roadway. $15,600 \text{ tpd} \times 90\% \times 80\% = 11,232 \text{ tpd}$.



Approximately the same number of trips may be calculated based on land use, by distributing the trips generated from 1 sq.mi. area located between Florida Turnpike, SR 7, Broward Blvd. and W. Sunrise Blvd.

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Hypothetically, while the number of pumps in post-development condition remains the same the commercial retail area should increase from 2,077 sf to 2,484 sf.

In accordance with ITE, Trip Generation Manual, 10-th Edition, Volume 2: Data. Land Use 853, Convenience Market with Gasoline Pumps, pg. 335 the average rate of vehicle trip ends based on 1,000 sf GFA is 624.20, with 50% entering, 50% exiting.

Assuming that adjacent roadway network would operate at full capacity, the existing site potentially may be capable of capturing $624.20 \text{ tpd} \times 2,077 \text{ sf} / 1,000 \text{ sf} = 1,296.5 \text{ tpd}$, in comparison with proposed site $624.20 \text{ tpd} \times 2,484 \text{ sf} / 1,000 \text{ sf} = 1,550.5 \text{ tpd}$. The difference of 254 tpd constitutes 0.75% increase to 33,732 tpd in 2020, which is significantly less than 6.25% background annual traffic decrease from 2019, indicated by latest available Florida Department of Transportation (FDOT) Transportation Data and Analytics Office Report.

In accordance with FDOT Generalized Annual Average Daily Volumes for Florida's Urbanized Areas, Table 1, for 6-lane divided Class I highway with 40 mph posted speed has capacity of 58,400 tpd at LOS "C", which significantly exceed the anticipated traffic.

Considering the above referenced data and based on our advanced expertise in design of gasoline distribution facilities MDM Services, Inc. strongly believes that proposed site revitalization consisting of service station re-development will not negatively affect the existing roadway network.

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**Concise traffic report, market study and economic
impact analysis for proposed Shell service station
#467, located at 501 N. SR-7, Plantation, FL 33317.**

**Automated Petroleum & Energy Company, Inc.
(APEC)**

MDM Project 15246; Report Date: February 1, 2021

Respectfully submitted,
MDM Services Inc.

Boris Belfer, MSCE,
Diplomate of Moscow Institute of Transportation

Digitally signed by

Daimian D. Leslie, P.E.
Fla. Reg. Lic. #73113

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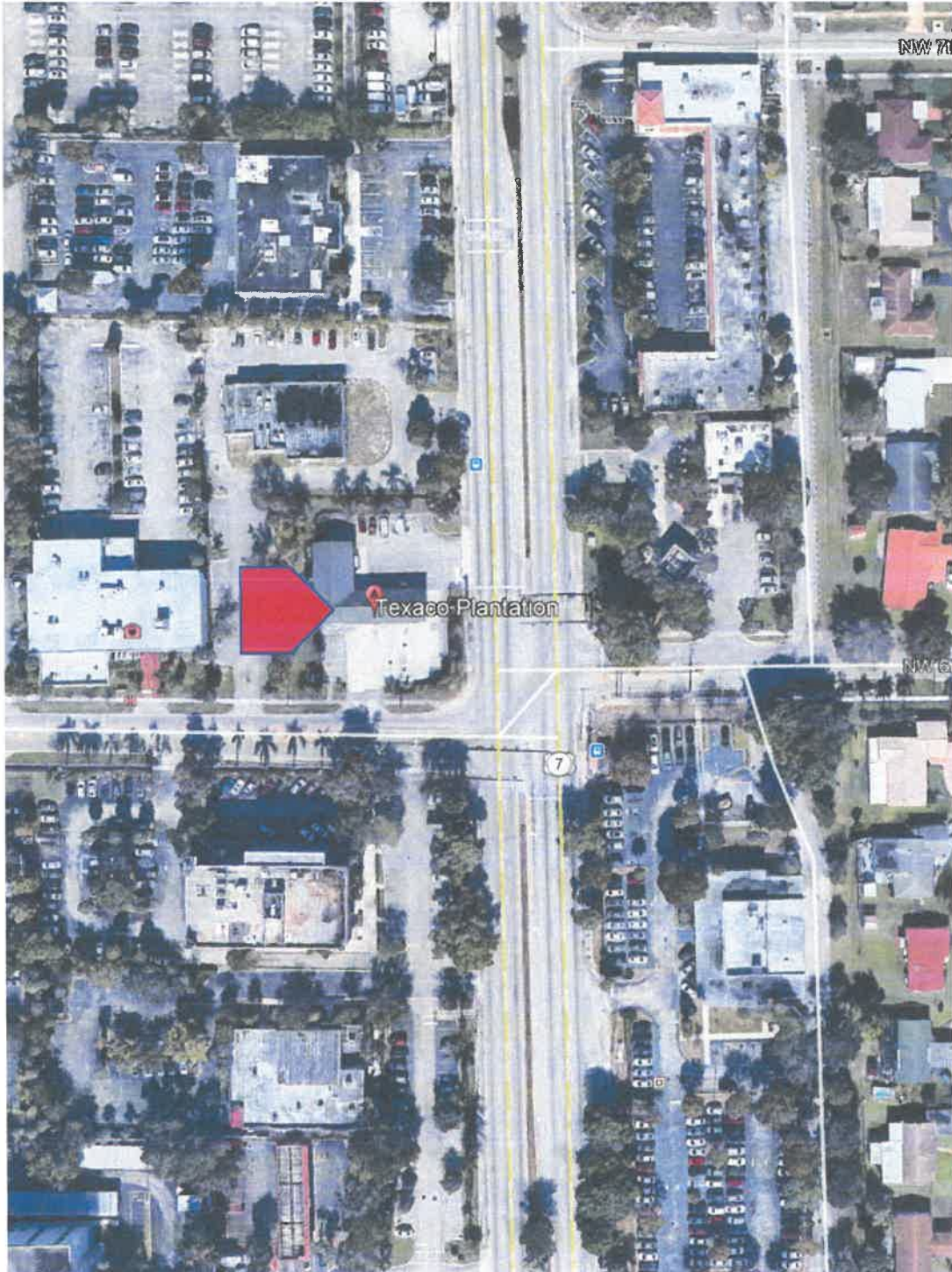
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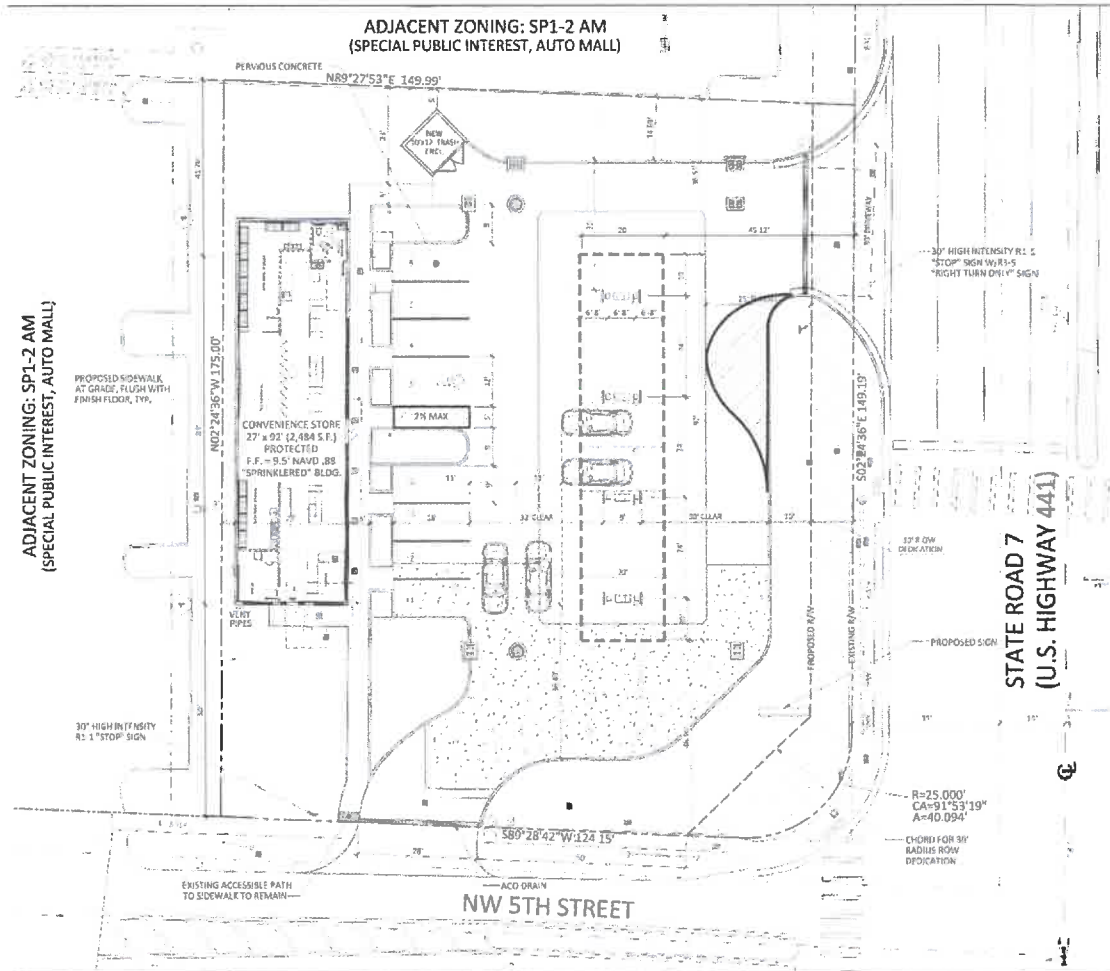
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Proposed gas station will have modern multiple product dispensers with 8 vehicle fueling positions and new double wall underground tanks with state of the art fuel distribution system, fuel monitoring and leak detection; new ADA compliant 2,484 sf convenience store; 1,960 sf canopy resistant to tropical storms and hurricane, new dumpster/trash enclosure conforming to waste management requirements with loading zone; compressed air and vacuum, proper traffic circulation, pavement marking, adequate energy efficient lighting, drainage sufficient for storm water quality and quantity treatment, as indicated on proposed site plan and no repair bays. Building architecture, hardscaping, landscaping and signage will be consistent with City of Plantation Codes and regulations. 10' along entire property line and 30' corner clip will be dedicated to SR-7 R/W. 30' driveway (minimum required for WB-62FL gasoline truck) will be located 129' away from intersection.



Proposed Improvements (not to scale)

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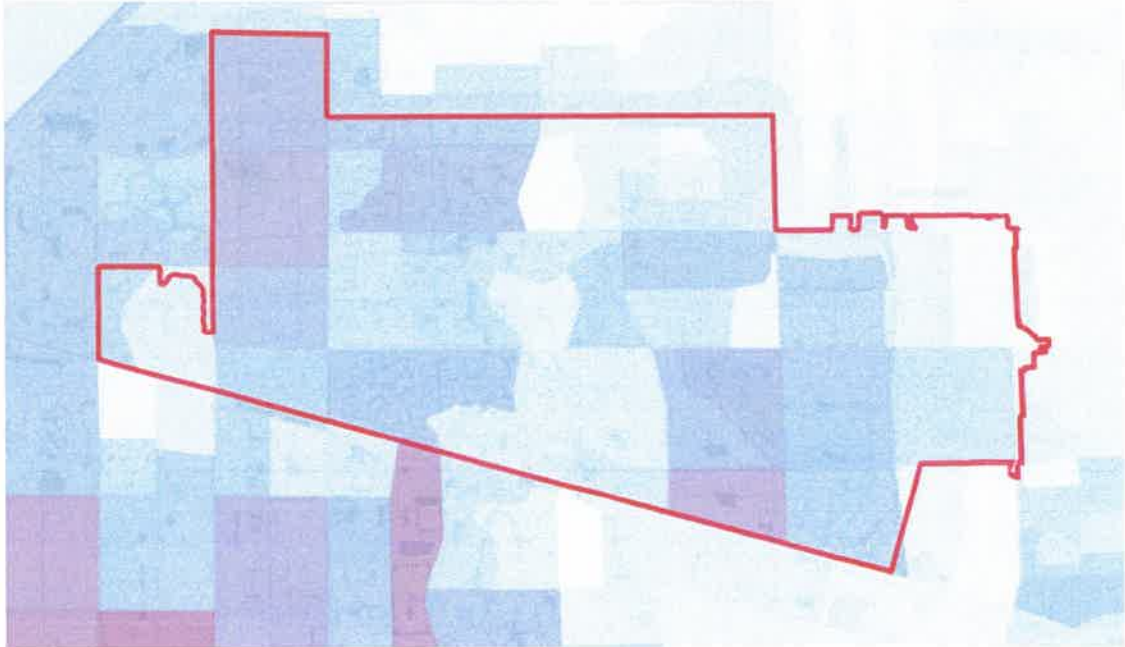
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City of Plantation occupies land area of 21.97 square miles, has average population density of 4,321 people per square mile and average household size is 2.5 people [1]. The average car ownership in the City of Plantation is 2 cars per household [2]. Nearly 90% of US households report spending money on gasoline, an average of nearly \$3000 per year.



3 - mile radius market

$4,321 / 2.5 \times 2 = 3,456.8$ cars per square mile

$3 \text{ mile radius}^2 \times \pi = 9 \times 3.1415 = 28.3$ square miles

$3,456.8 \times 28.3 = 97,827.4$ cars, potentially exist within

There are 45 gas stations within 3 miles radius

$97,827.4 \text{ cars} / 45 = 2,174$ local cars per gas station

1 - mile radius market

$1 \text{ mile radius}^2 \times \pi = 1 \times 3.1415 = 3.1415$ square miles

$3,456.8 \times 3.1415 = 10,860.0$ cars, potentially existing within 1 mile radius

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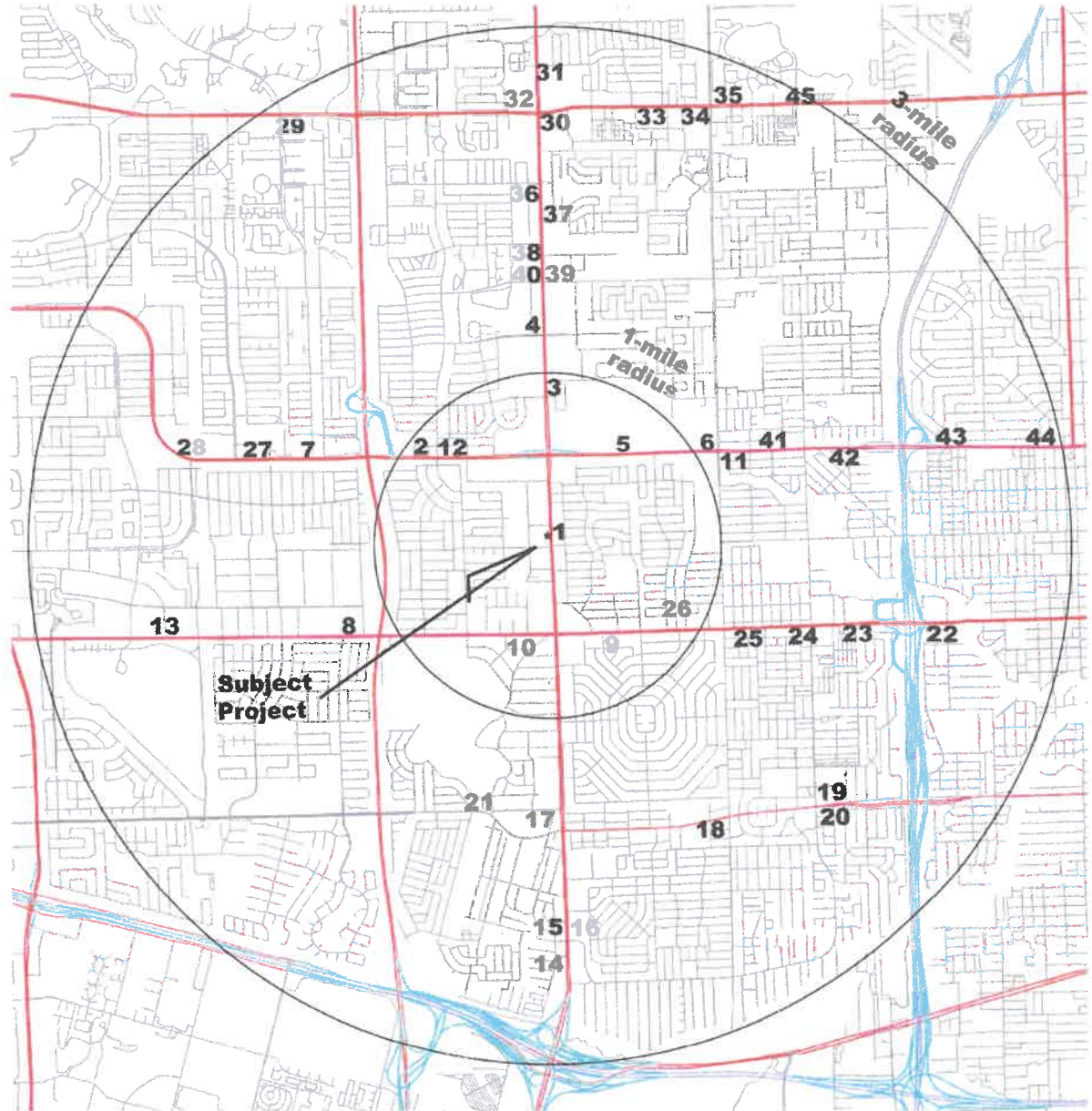
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Definition of the study area



There are 45 gas stations within 3-mile radius, which indicates a significant market that has been already established by other companies, see listing below.

1 – 7-Eleven: 640 N State Rd 7, Plantation, FL 33317

2 – Mobile: 4691 W Sunrise Blvd, Fort Lauderdale, FL 33313

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- 3 – Valero: 1200 N State Rd 7, Fort Lauderdale, FL 33313
- 4 – Chevron: 1601 FL-7, Lauderhill, FL 33313
- 5 – Marathon: 3591 W Sunrise Blvd, Lauderhill, FL 33311
- 6 – Exxon: 3101 W Sunrise Blvd, Fort Lauderdale, FL 33311
- 7 – Chevron: 5601 W Sunrise Blvd, Plantation, FL 33313
- 8 – Citgo: 5271 W Broward Blvd, Plantation, FL 33317
- 9 – Valero: 3690 W Broward Blvd, Fort Lauderdale, FL 33312
- 10 – Wawa: 13 S State Rd 7, Fort Lauderdale, FL 33317
- 11 – Marathon: 3090 W Sunrise Blvd, Fort Lauderdale, FL 33311
- 12 – Shell: 4701 W Sunrise Blvd, Plantation, FL 33313
- 13 – Chevron: 6901 W Broward Blvd, Plantation, FL 33317
- 14 – Chevron: 2099 S State Rd 7, Fort Lauderdale, FL 33317
- 15 – 7-Eleven: 1991 S State Rd 7, Davie, FL 33317
- 16 – Shell: 2020 S State Rd 7, Davie, FL 33317
- 17 – Speedway: 4200 Peters Rd, Fort Lauderdale, FL 33317
- 18 – Chevron: 3100 Davie Blvd, Davie, FL 33355
- 19 – Sunshine: 2691 Davie Blvd, Fort Lauderdale, FL 33312
- 20 – Mobil: 2690 Davie Blvd, Fort Lauderdale, FL 33312
- 21 – 7-Eleven: 4451 Davie Blvd, Fort Lauderdale, FL 33317
- 22 – Marathon: 1776 W Broward Blvd, Fort Lauderdale, FL 33312
- 23 – Racetrac: 2300 W Broward Blvd, Fort Lauderdale, FL 33312
- 24 – Wawa: 2700 W Broward Blvd, Fort Lauderdale, FL 33312
- 25 – 7-Eleven: 2990 W Broward Blvd, Fort Lauderdale, FL 33312
- 26 – Mobil: 3311 W Broward Blvd, Fort Lauderdale, FL 33312
- 27 – Mobil: 6099 W Sunrise Blvd, Plantation, FL 33313
- 28 – Amerika: 6481 W Sunrise Blvd, Plantation, FL 33313
- 29 – 7-Eleven: 5590 W Oakland Park Blvd, Lauderhill, FL 33313
- 30 – Chevron: 3990 W Oakland Park Blvd, Fort Lauderdale, FL 33311
- 31 – 7-Eleven: 3398 N State Rd 7, Lauderdale Lakes, FL 33319
- 32 – Shell: 3101 N State Rd 7, Lauderdale Lakes, FL 33319
- 33 – Racetrac: 3101 N State Rd 7, Lauderdale Lakes, FL 33319
- 34 – Mobil: 3100 W Oakland Park Blvd, Lauderdale Lakes, FL 33311
- 35 – Chevron: 3099 W Oakland Park Blvd, Oakland Park, FL 33311
- 36 – Exxon - 2599 FL-7, Lauderhill, FL 33313
- 37 – Chevron: 2400 FL-7, Fort Lauderdale, FL 33313
- 38 – Marathon: 2099 N State Rd 7, Fort Lauderdale, FL 33313
- 39 – Mobil: 1900 FL-7, Lauderdale Lakes, FL 33313
- 40 – Shell: 1901 NW 40th Ave, Fort Lauderdale, FL 33313

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- 41 – BP: 2801 W Sunrise Blvd, Fort Lauderdale, FL 33311
- 42 – Valero: 2400 Sunrise Blvd, Fort Lauderdale, FL 33311
- 43 – Mobil: 1565 W Sunrise Blvd, Fort Lauderdale, FL 33311
- 44 – Chevron: 1095 W Sunrise Blvd, Fort Lauderdale, FL 33311
- 45 – Valero: 2699 W Oakland Park Blvd, Oakland Park, FL 33311

Two concepts may be applied for gas station market analysis: a ring study and drive-time study. One-mile ring may be identified as the primary market and a three-mile ring may be identified as the secondary market. However, since most of the customers arrive by car, the automobile has a more pronounced influence on the geographic shape of urban areas and retail trade areas than any other factor. Therefore, drive time is a more appropriate method of delineating a trade area than a ring study.

Under City of Plantation Code Sec. 27-613.3. Supplemental regulations to the Master List of State Road 7 Subdistrict Uses, the project is described as (26) Service station.

Service stations are a special class of land use, distinguished by unique characteristics related to their physical appearances, their need for specialized structures, their hours of operation and both the noise and traffic they generate. While recognizing the need for such use, the city intends to preserve its community appearance, to safeguard and enhance property values of surrounding residential, commercial and industrial areas and to reduce potential safety conflicts which arise between motorists and pedestrians in connection with such use.

Code Sec. 27-613.3. (26) c. stipulates the following. ***Gasoline service stations select potential sites based primarily on roadway passerby traffic patterns and the number of existing stations serving same, and consequently, have an increasing number of customers who do not live or work in the city, and thus they do not provide a service to the city's residents or satisfy a community need within the city.***

The Appraiser Institute agrees in part that Gas stations have unique economics of non-destination retail which relies on opportunity and convenience of spontaneous gasoline purchases.

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For convenience stores, the increase in customer traffic in stores doesn't correlate to more customers on the road—they are already on the road and visit a convenience store because it is on their way and convenient. Convenience stores seek locations with a variety of favorable characteristics, including high traffic counts past the proposed site. In neighborhoods, convenience stores have the tightest shopping radius of any retail establishment and the people in and around the stores reflect the community.

Gas stations have unique economics of non-destination retail which relies on opportunity and convenience of spontaneous gasoline purchases. Once the driver see a gas station sign, they need time to check the fuel gauge, make a purchase decision, look at the back mirror, slow down, look at the side mirror, change the lane, slow down and make a turn. Therefore, frontage visibility and accessibility remains the most important factors after traffic counts. In accordance to FDOT Design Manual Exhibit 212-7, the sight distance is 625 ft. at 40 mph max. posted speed, 45 mph design speed, 6-lane divided highway, with less than 22 ft. median.

Rarely driver would perform a complicated maneuvering to reach the gas station on opposite side of street and then return back to designation route. A 1999 article in the Appraisal Journal by Steven P. Smalley, PhD, talked about good vehicular maneuverability throughout the envelope. He was correctly pointing to the need for large turning radius, less potential friction and jockeying among cars entering and egressing the station.

The directional trip distribution and traffic assignment for proposed Shell Gas Station Improvements project are based on knowledge of study area and regional trip attractions, proximity of project access points to major streets, observed travel patterns, examination of surrounding roadway network characteristics and review of current traffic volumes, as summarized below.

SR-7 is major highway, adjacent to subject site. 7-Eleven on east side of SR-7 would satisfy the northbound motorist's need for fuel, therefore only southbound traffic will be considered in calculations. Based on most recent Florida Department of Transportation (FDOT) Transportation Data and Analytics Office Report the southbound traffic on SR-7 is 24,000 tpd.

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Under the specific research of Appraisal Institute, Convenience Stores and Retail Fuel Properties: Essential Appraisal Issues, Second Edition by Robert E. Bainbridge, MAI, SRA, the traffic capture rate is $27.901 \times ADT \wedge (-0.738)$; CR = 1.633%. Then, captured trips (trip ends) TE = $24,000 \times 1.633\% = 392$ tpd.

Assuming the most popular cars in USA are utilizing approximately 12 gal. tanks and average price in Broward county is \$2.43 per gallon, the revenue from gasoline purchase on subject site may be $392 \text{ tpd} \times 12 \text{ gal} \times \$2.43 / \text{gal} = \$11,430.72$ per day, or $\$11,430.72 / \text{day} \times 261 \text{ working days} = \$2,983,417.92$ per year.

The profit split of a gas station between inside sales of convenience store items and gas in the United States, is 3.85% for inside sales and 96.15% for gas, i.e. revenue from inside sales should add \$114,861.59, making total annual revenue \$3,098,279.51

Level of Competition and Competitive Positioning

Subject gas station is located on the west side of major road (SR-7). Vehicles traveling northbound on SR-7 will not delay their trips by making complicated maneuvering on intersection to get gas at subject gas station and then to get back on the road.

Therefore, based on our expertise in gas station design we assume that subject site will capture only southbound traffic and will not compete with 7-eleven on NE east side of SR-7 and NW 6th Ct. or Valero on NE corner of SR-7 and NW 12th St.

Competitive positioning is especially important for drop-in customers and is more important for convenience retail concepts, such as convenience stores, than for destination concepts. A first position location is the one that the customer reaches first in the direction of travel. Therefore, subject gas station will "outposition" WAWA proposed at SW corner of SR-7 and Broward Blvd. Chevron gas station on NW corner of SR-7 and NW 16th Street, City of Lauderhill is outside of primary market range (1-mile radius or immediate vicinity).

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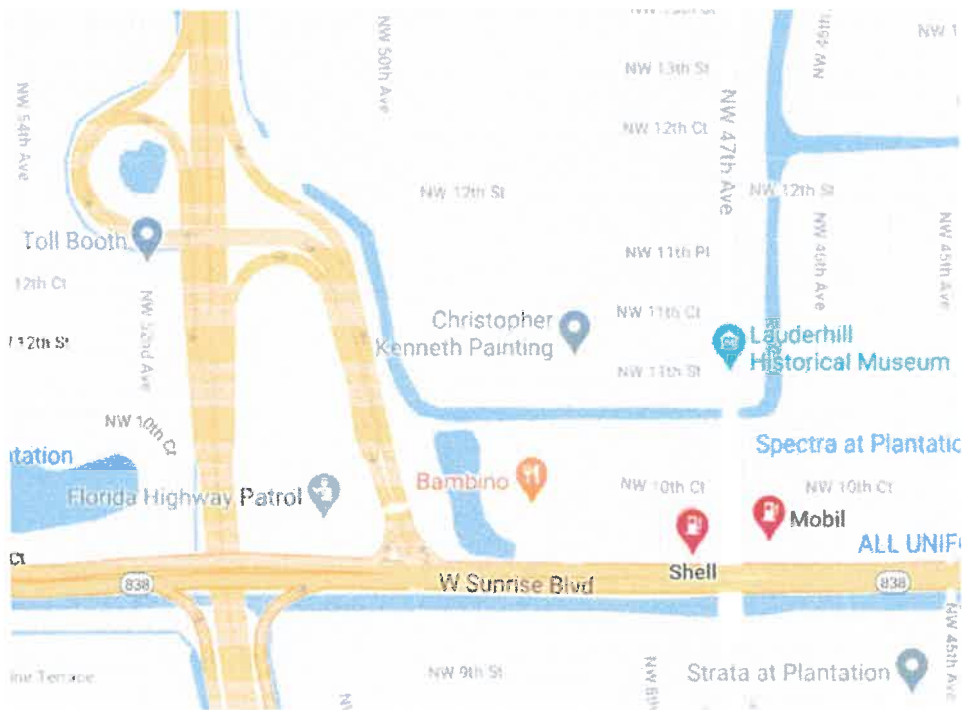
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Shell on NW corner of NW 47th Ave. and W. Sunrise Blvd. and Mobil on NE corner of NW 47th Ave. and W. Sunrise Blvd. are outside of primary market range and are most likely to capture westbound traffic going towards Fla. Turnpike.

Marathon gas station at Swap Shop on north side of Sunrise Blvd. is capturing westbound traffic and does not affect the subject site.

Valero gas station located east of SR-7 on south side of Broward Blvd. is capturing east bound traffic and does not affect the subject site.

While excellent access, easy maneuverability, good parking is essential, the orientation and screening of the structures is equally important. When it comes to Co-Branding, the layout of the site is almost no different from their layout criteria for a freestanding store without the gas component. Circle K and Shell, among others, have established minimum criteria that must be met before sites can carry their brand. The push by all companies is that the store envelope is such that the sites are economically viable from the start.



Shell, Mobil

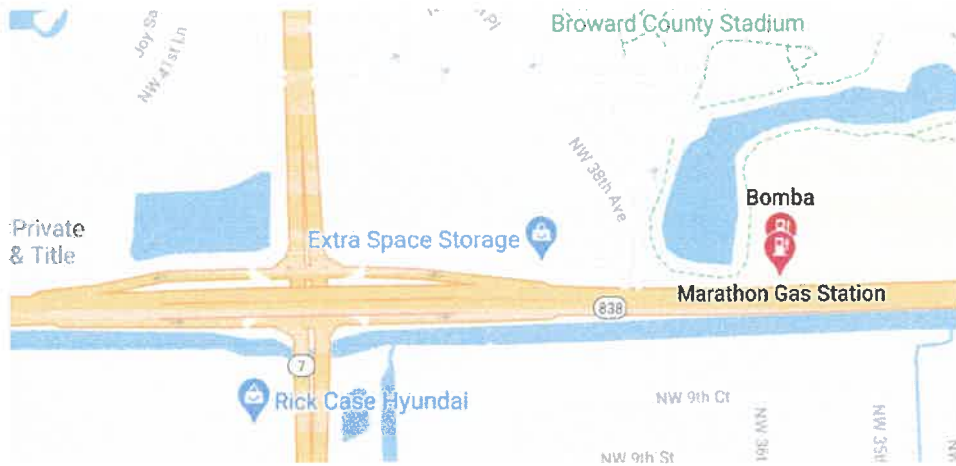
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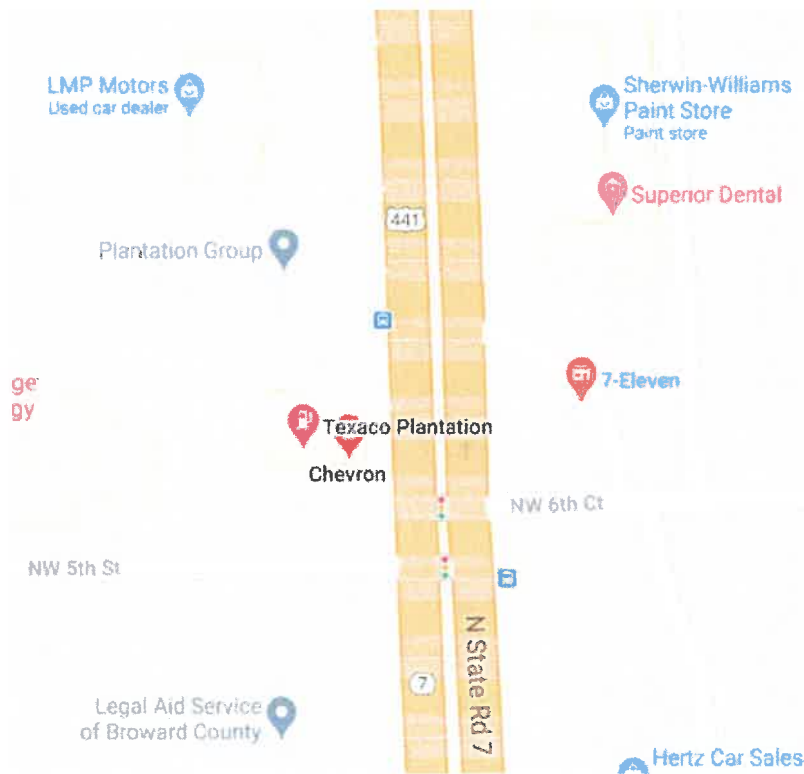
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Marathon



Texaco, 7-Eleven

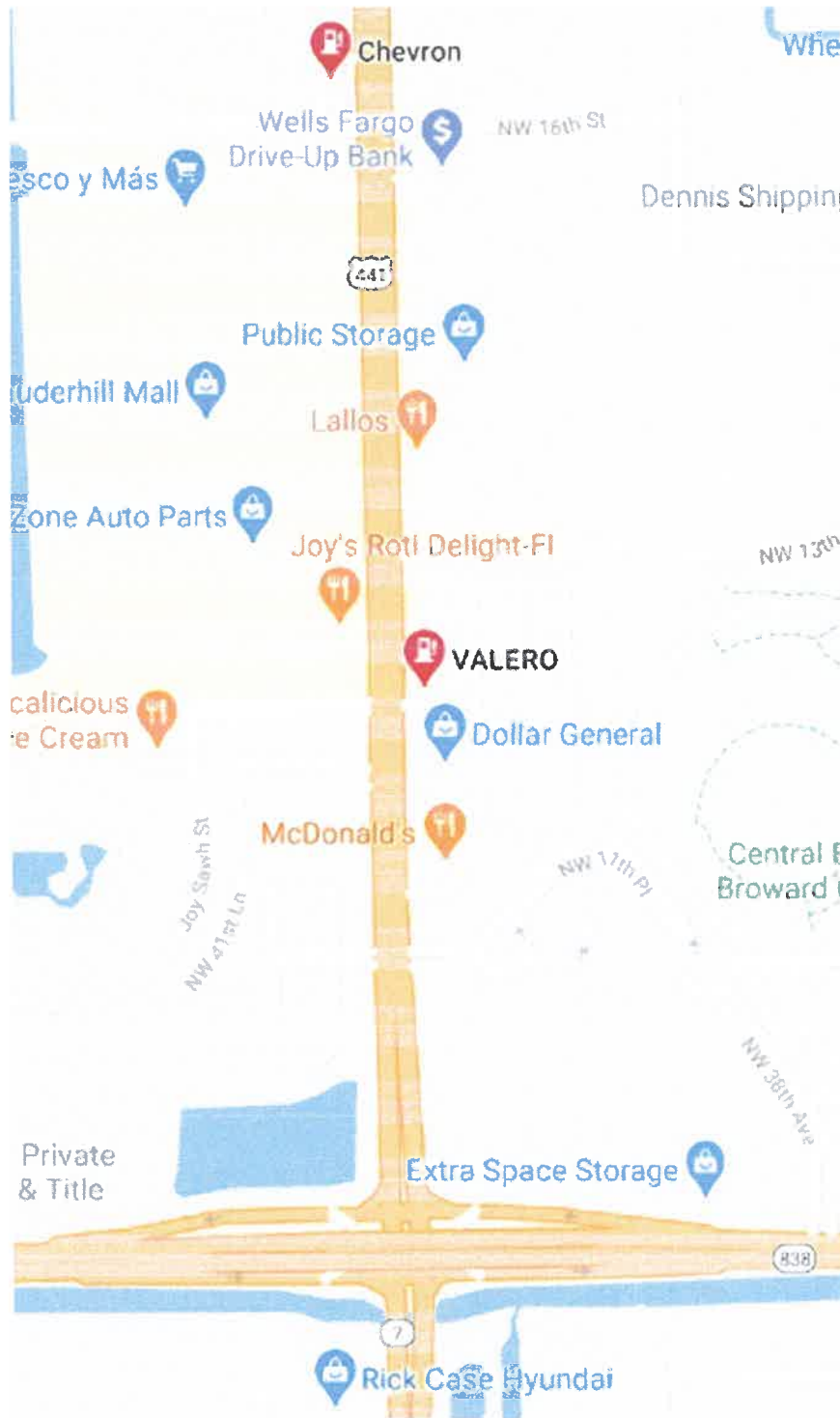
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Valero, Chevron

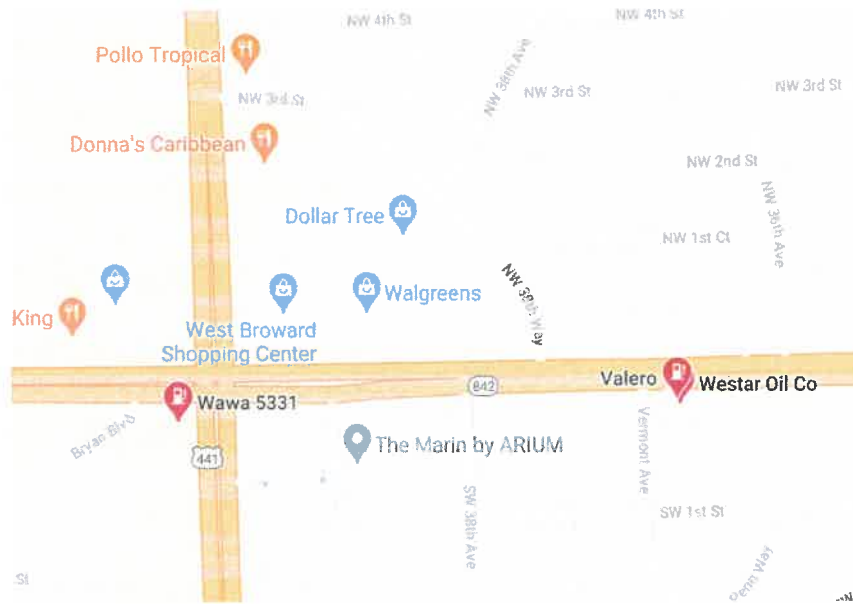
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Wawa, Valero

In accordance to Broward County Property Appraiser's data the subject gas station was built by Texaco, Inc. in 1967. Competing site across the street was acquired by Southland Corp. from Barnett Bank S. FL. in 1984 and converted to 7-eleven gas station. Apparently, the marketing study was performed using the same assumptions statistically known as Monte-Carlo method, widely used to select a location of future gas stations. Even though 7-eleven site across the street was not originally designed specifically as gas station and had only 4 fueling positions very unfavorably stacked in double row with no side access, the 23500 tpd of northbound traffic (500 tpd less than southbound on Texaco) is sufficient for this business to remain functional today.

Automated Petroleum & Energy Co. (APEC) was founded in 1981 by William McKnight still acting president. The company owns over 400 gas stations in the State of Florida. The estimated investment into development of subject site will be approximately \$3 million.

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APEC price.

Due to successful marketing strategy APEC did over \$1 billion in total revenue over the past year. While the competition in gasoline distribution sees consistently fixed net profit margins of less than 2% over the past decade, APEC has a fair advantage of vertical integration and greater flexibility in pricing by supplying the petroleum products to APEC owned gas stations.

Crude oil is produced worldwide from various locations, such as tradition oil wells, deep-sea (ocean) wells, oil shale fracturing, and Canadian tar sands. The cost to produce a barrel varies from about \$20 per barrel in Saudi Arabia's deserts to \$90 per barrel for some deep-water wells. The price of crude at the time of report cost \$55 per barrel or $\$55 / 42 = \1.30 per gallon.

Refining is the process that turns crude oil into gasoline and diesel. Refining cost varies depending upon the final product's specifications and the additives used to enhance it. Summer gasoline has low vaporization rates, which must eliminate excessive air pollution. Further, gasoline is made at different power and performance levels called octanes (i.e. 87, 89, & 93) – the higher the octane, the higher the cost to manufacture. When refined oil products leave the refinery facility, their prices are called "Refinery Gate Prices".

Both gasoline and diesel have added detergents, which clean engines and enhance performance. These additives also increase cost. Cost to refine gasoline varies between \$.40 and \$.70 per gallon, depending on whether summer or winter formulas are being used. An average cost to refine gasoline is \$.60 per gallon. The cost to refine diesel is \$.49 per gallon.

Crude and refined product values are determined not only by production costs, but also by supply and demand factors determined daily by commodity traders at the New York Mercantile Exchange.

Distribution and marketing cost includes transportation of the finished products (gasoline and diesel) from the refineries to central distribution points (petroleum racks) around the country, trucking from racks to retail outlets (convenience stores, gasoline stations, marinas, etc.), and retailing of the products to motorist. Transportation methods include pipelines, railcars, ships, and trucks. Retail cost includes labor, utilities, and petroleum equipment.

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Approximate cost for gasoline transportation and marketing is \$.27 per gallon. Diesel, since it is a heavier product, requires higher transportation and equipment costs. In this example, diesel distribution costs \$.49 per gallon.

The products sold to resellers, as they leave their distribution terminals are called "The Rack Prices". Oil products when sold by resellers to retailers at the service station level are called the "Dealer Tank Wagon Price."

Excise taxes, which are used for the building and repair of roads and highways, are levied at both the national and state levels. Traditionally, federal taxes are allocated to the states, which combine them with their collections for highway improvement projects. In accordance to 2019 report from Office of Economic and Demographic Research, the gasoline excise tax is 56.3 cents per gallon in Broward County of which 56.2 cents per gallon goes to Highway Trust Fund - to pay for infrastructure and transportation costs (\$689,992.13). Diesel taxes are higher (\$.52 per gallon) because most diesel is used by heavier trucks, which cause more wear and tear on highways.

Branded stations might be part of vertical integration (from the refinery to the forecourt). Resellers have other arrangements that may include guarantees to move a certain number of gallons per week, which allows the resellers greater flexibility in pricing. Independent retailers who are flagged (branded) but have low volume sales may not be as competitive in the market place.

Expenses

Based on data from the 2017 Annual Retail Trade Survey for NAICS Code 447, Gasoline stations, the Estimated Detailed Operating Expenses of U.S. Retail Firms by Kind of Business are listed below.

Percent	Item
35.6 %	Payroll
7.3 %	Fringe benefits
0.5%	Contract labor
0.6%	Equipment
0.3%	Packaging material

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2.5%	Other supplies
0.2%	Software
0.7%	Data processing
0.2%	Commission
0.9%	Communication
2.6%	Equipment repair
2.0%	Maintenance
0.6%	Equipment lease
7.8%	Land & Building lease
4.1%	Electricity
0.4%	Fuels
1.1%	Utilities (Water, Sewer, etc.)
0.4%	Shipping
1.3%	Promotions
1.8%	Professional/Technical services
10.1%	Amortization & Depreciation
2.1%	License
16.8	Other operating expenses

A typical convenience store would usually provide 15 jobs to the City, split about equally between full- and part- time workers. Here it would cause spending of \$1,344,653.31, training and career opportunities for many residents of local communities.

Working in a convenience store has been a rite of passage for millions of people in the United States, either as a first job, an early job or as a career. Nearly one in five Americans (19%) say they have worked in a convenience store and most found their experience to be valuable as a career opportunity, or in gaining workplace experience, per an October 2017 national consumer survey by NACS.

The survey found that 84% of those who worked in a convenience store agree the job experience helped them develop a foundation for their careers, and over three in four (77%) said that they would recommend working in a convenience store to others, particularly as a first job. Most (53%) said they worked at convenience store while in high school (24%) or pursued higher education like college (29%).

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In terms of business value, most consumers (89%) agree that learned a lot about how to work with different people while working in a convenience stores, and 70% appreciated that their employer offered a flexible work schedule.

In accordance to the survey, adult Americans who had never worked at a convenience store were equally positive about the potential opportunities available to employees. They said that convenience stores offer good first jobs for those looking to enter the industry and these jobs are a potential path toward managing or owning a small business.

Convenience stores clearly are attractive business opportunities for Americans of all ethnicities, religions and genders. Because of their small size and overall retail footprint, the cost of owning or renting the space is much less than other larger retail formats. Often, an entire family is involved in operations and can help reduce the cost of outside labor, which can make an otherwise marginally unprofitable store profitable.

Ethnic Americans also find the convenience store industry attractive because the concept of convenience stores is embraced worldwide. There are about 1 million convenience stores in the world and, often, new Americans familiar with the convenience store concept can adapt and run a store in the United States.

Convenience stores are a small business success story. The convenience store industry has more entrepreneurs than virtually any other industry. The majority of convenience stores (63%, or over 97,000 stores) are one-store operations, true mom-and-pop small businesses. It's also not uncommon for many convenience store companies to be owned and operated by the or even sixth generation of family members. Also, convenience stores create economic stability and growth.

Convenience stores are responsible retailers in the community, creating store-level sales practices for "age-sensitive products". Convenience stores have embraced responsible sales training at a rate much higher than other formats. They conduct 4.5 million ID checks for age-restricted products every day, more than anyone in the country. By comparison, the Transportation Security Administration (TSA) conducts about 2 million ID checks a day.

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On average, a convenience store operator invests \$4.27 million to open a new store in a rural neighborhood. With this large investment, they have a stake in the community's success and seek to enhance it.

Legal rulings (including Middlesex, CT, Superior Court, 2007) have noted that "any project that would remove an existing eyesore (empty lot, closed or under maintained business, empty building, etc.) and replace it with a modern facility which would fit in well" . . . [would] "enhance the value of the properties in the vicinity. "

Besides a successful business potentially increasing property values, convenience stores also can decrease the tax burden related to residential property taxes.

The average convenience store collects \$1.28 million in taxes for local, state and federal governments. This includes property taxes, payroll taxes, sales taxes and taxes assessed on a variety of products sold at convenience stores. Moreover, these taxes are collected in a small footprint. In our case, where total lot size is 26,090 square feet, the new convenience store should generate about \$49 per square foot per year in taxes, a figure that compares favorably to even the busiest large-format stores.

In 2017, National Association of Convenience Stores (NACS) became the first retail-focused association to partner with the American Red Cross to advance community giving in stores and assist in disaster recovery efforts. Convenience stores are in every community and often the only business open in times of an episodic event, able to provide food and fuel to those in need. Similarly, the Red Cross is a community-based network of nearly 270 chapters and 36 Blood Services regions that respond to an emergency every 8 minutes.

Since 2017, NACS members harnessed their compassion to donate more than \$34 million for disaster relief and nearly \$48 million to Red Cross relief overall.

NACS also works with National Safe Place, an organization to help youth (under 21) in peril to get help from their situation. Safe Place provides professional training to convenience store employees to identify and aid children who seek assistance. In tandem with Plantation Elementary School and community awareness programs, the new store will display signage to alert those in need that the store is a designated Safe Place.

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In my personal experience, I had to use the gas stations a few times when I had trouble on the road and once - as place of refuge, when I was attacked by aggressive dog on early weekend morning and every other business in vicinity was closed.

Convenience stores are one of the few 24/7 businesses that provide needed food, fuel and refreshment for millions of Americans, especially night shift workers such as first responders (police officers, firemen, hospital workers), factory workers, and restaurant employees. Increasingly, Americans working later shifts depend upon convenience stores, which are often the only stores open to serve them as well as taxi drivers and travelers driving long distances.

Foot traffic is expected from Plantation General Hospital and numerous medical buildings immediately south of NW 5th Street, adjacent Career Training Institute and residences to the west. Employees of multiple car dealerships located north of subject site on west side of SR-7 are also expected to frequently use the gas station and convenience store.

Considering the above referenced data and based on our advanced expertise in design of gasoline distribution facilities MDM Services, Inc. strongly believes that proposed site revitalization consisting of service station re-development will have positive economic impact on community.

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