



Store Development

123 S. Front St., 3rd Floor Memphis, TN 38103
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Letter of Transmittal

June 5, 2024

City of Colorado Springs
Department of Planning and Development
30 S. Nevada Ave.
Colorado Springs, CO 80903
Phone 719-385-5905

RE: ***Commercial Building Plans Submittal
AutoZone Project # 3448
339 N. Academy
Colorado Springs CO 80909***

AutoZone is proposing to remodel the existing building at the above referenced address for use as an auto parts store which will also function as an AutoZone Super Store. The proposal is to have about 4000 SF for customer foot traffic and 25,820 for supplementary shelving that requires AutoZoner assistance. The building totals approx. 29,830 SF. The zoning permits the retail sales. Since this location was previously a retail store the nature of the use will not change.

This will be an AutoZone Super Store which is simply a larger version of our typical AutoZone retail store. The primary difference is that the Super Store allows us to be better able to say "Yes, we've got it." to our customer by providing a greatly expanded assortment (80K-100K SKUs vs. 20K-25K SKUs in a regular store). Having this wide selection of parts is important because it creates a competitive advantage. There is a wide breadth of different vehicles on the road today, and they all need parts specific to that vehicle's brand, model, and year of production. While AutoZone cannot make this significant an investment in most places, it can here because we believe there is enough customer density to draw into this store for this to be profitable. AutoZone further leverages this investment by opening access to the expanded assortment to adjacent stores through store to store transfer.

AutoZone provides the option to deliver parts to adjacent Stores and Commercial Customers when requested by customer. These deliveries are conducted by store employees using pickup trucks or vans, the same types of vehicles driven by consumers. These would be much like store to store transfers done by most other retailers except they would be conducted quicker and with small vehicles. Semi-truck traffic will be limited to one daily delivery to the Store from our DC to replenish inventory.

Please note that all product sales are conducted in this location, either by direct sales to customers, or delivered to commercial customers. We will deliver products to stores from this location for customers who ordered from regional AutoZone stores, but the sale will be made at this location.



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Super Stores also offer additional economic benefits to the local community. They provide additional employment to the residents of the community where the store is located. The average Super Store has **30** more employees than AutoZone's regular stores.

Super Stores further provide an added economic boost by creating retail gravity by pulling in consumers from other communities because of the greatly expanded product offering.

AutoZone prides itself in working with communities as a good corporate citizen.

If you have any questions please contact me.

Sincerely,
AutoZone Inc.

DocuSigned by:

Phil Pecord

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Phillip Pecord

Architect

AutoZone Store Development