

ASTERIA GRILL PARKING MANAGEMENT PLAN

PROPERTY INFORMATION

1. **Address:** 502 Ross Drive, Sunnyvale CA 94089
2. **Land use(s):** Eatery - *Restaurant and Bar*

STANDARD OPERATIONS

1. **Current Average Restaurant hours of operation:**

Monday thru Friday:

Prep - 10:00 AM;
Lunch - 11:00 AM to 2:00 PM;
Closed – 2:00 PM to 4:30 PM;
Dinner – 4:30 PM to 9:00 PM

Saturday:

Prep - 11:30 AM;
Lunch-Dinner - 12:00 Noon to 9:00 PM

Sunday:

Closed

2. **Parking facilities:**

- a. **Vehicles:** Total of 62 parking spaces (See *Site Diagram 1A* and *1B*): including 57 Standard Parking Spaces; with a total of 5 Handicapped Spaces, which includes 4 Standard Handicapped Parking Spaces and 1 Handicapped Van Parking Space.
- b. **Bicycles:** 10-12 Total spaces (See *Site Diagram 1B*). There are other areas under review once demand requires additional space.
- c. **Loading/Delivery Zone:** There is a Total of 1 Loading Area, located behind the building, next to the Garbage and Recycling Dumpsters (See *Site Diagram 1B*).

PARKING PLAN

We keep a close eye on the parking situation daily. Most of our customers' carpool to the restaurant. We work very closely with the hotel management, keeping each other informed of potential overflow situations. Contact Mr. Luis Lapidot, Hotel Manager 408-768-3162.

As you are aware, we have just established a **Parking Lease Agreement** with Day's Inn at 504 Ross Drive, Sunnyvale CA. (See **Letter 1**). All of our employees and delivery vehicle are parked next to the swimming pool, near the garbage and recycling bins, leaving the front area for customers. However, if needed in the future, we are able to direct customers to the hotel parking area during these time periods.

Our peak time is at Lunch, from 11AM to 2PM. This is the same period that the hotel guests are away from the facility. If there are overflow in our parking lot, then the customers are redirected to available spaces according to our Managing Overflow guidelines (See below: **MANAGING OVERFLOW**). However, in the past four months we have not had the need to redirect our customers to the hotel spaces.

Asteria Grill is a Bicycle-Friendly facility. A covered area is designated for customers to secure their bicycles. We currently have customers utilizing Google bikes and private bikes using our facility. We anticipate a number of customers will be increasingly utilizing Bicycle Lanes, Paths and Routes to our facility once they are better established.

In addition, a number of customers have been utilizing VTA Stop in front of our facility on No. Mathilda Avenue. Easy access has been established for these customers once the user permit is issued. Additionally, other customers have used Uber, Lyft and taxi services or dropped off by associates to the restaurant.

MANAGING OVERFLOW

Managing Peak Period Overflows: We keep a close eye on the parking situation every day. Especially during peak times. The hotel management keeps us informed as to their occupancy rates as we informed them of our event schedule to jointly manage potential overflow. If there are overflow in our parking lot, we redirect the customers to the pre-agreed to spaces at the hotel parking spaces at 504 Ross Drive (See **Letter 1**). We have not had the need to redirect our customers to the hotel spaces, in the past 4+ months.

Managing Special Events Overflows: We work very closely with the hotel and our Event Clients on all Special Events. Depending on the size and date of the event, we recommend they utilize their **Shuttle Service, Carpool and Alternative Modes of transportation** whenever possible. If they need a Shuttle Service, we are continually reviewing local 3rd party vendors that are qualified to offer this service to our clients. When not feasible, we recommend utilizing a qualified 3rd Party Valet Service to properly manage overflow (See **VALET PARKING** below). A number of our clients have contracts with 3rd Party Valet Services. The 3rd Party Valet Services listed below are the same operations utilized by our clients and are encouraged in utilization of their services when required.

VALET PARKING

The Valet Service will be utilized for Events and Events during Peak Times if needed. The Valet Service will utilize overflow parking areas mentioned above (See **Letter 1** and **Site Diagram 1B**).

Managing Events, we offer clients a short list of qualified 3rd party Valet Service vendors to choose from. A number of clients have their own contracts with these companies for shuttle and valet services. For events requiring Valet Service, we have 3rd party vendors (See Below List) specialize in Valet Services. The 3rd party vendor is to supply all aspects of Valet Management: 1) insured and bonded, 2) trained uniformed valet attendant(s) and site supervisor(s), 3) Valet Kiosk, signs, traffic control cones and Validation System, and 4) Manage Stack Parking Programs when required. Valet Service vendors include but not limited to the following:

Corinthian International Parking Services, Inc. (CIPS), 2990 S Winchester Blvd, Campbell, CA 95008 (408) 370-7768 Kyle Baldasano, Regional Director (See **Letter 2**)

Lucas Parking Corporation, 2102 Pullman Avenue, Belmont, CA 94002 (See **Letter 3**)

All About Parking, 1139 San Carlos Ave., Suite 311, San Carlos, CA 94070 (650) 508-8886, has offices in Palo Alto, Los Gatos, San Carlos and San Mateo, CA. (See **Letter 4A-D**)

Precision Parking, 620 Taylor Way, San Carlos, CA 94070

ALTERNATIVE MODES OF TRANSPORTATION

Light Rail Station: there are 2 Stations roughly 0.5 miles from the restaurant, 1) **Lockheed Martin Station** on North Mathilda Ave. and **Moffett Park Station** on West Moffett Park Drive in front of Tech Corner complexes. **Light Rail #902** runs every 30 minutes starting at 05:15 AM to 11:00 PM, to Mountain View Station and Winchester Station (See **Site Diagram 2B**).

VTA Bus Stop: *Mathilda and Ross Bus Station # 62279* (Heading South to Downtown) on **Bus #54** is located 5 Feet from the restaurant's Patio Entrance; and *Mathilda and Ross Bus Station # 62266* on **Bus #54** (Heading North to Lockheed Martin Industrial Park) is located across Mathilda Avenue, ca. 100 Feet from the restaurant's Patio Entrance. *Mathilda & Moffett Park Bus Station* is a bit further North on Mathilda Ave., in between Juniper Networks Building and Sheraton Sunnyvale complex (See *Site Diagram 2A* and *2B*).

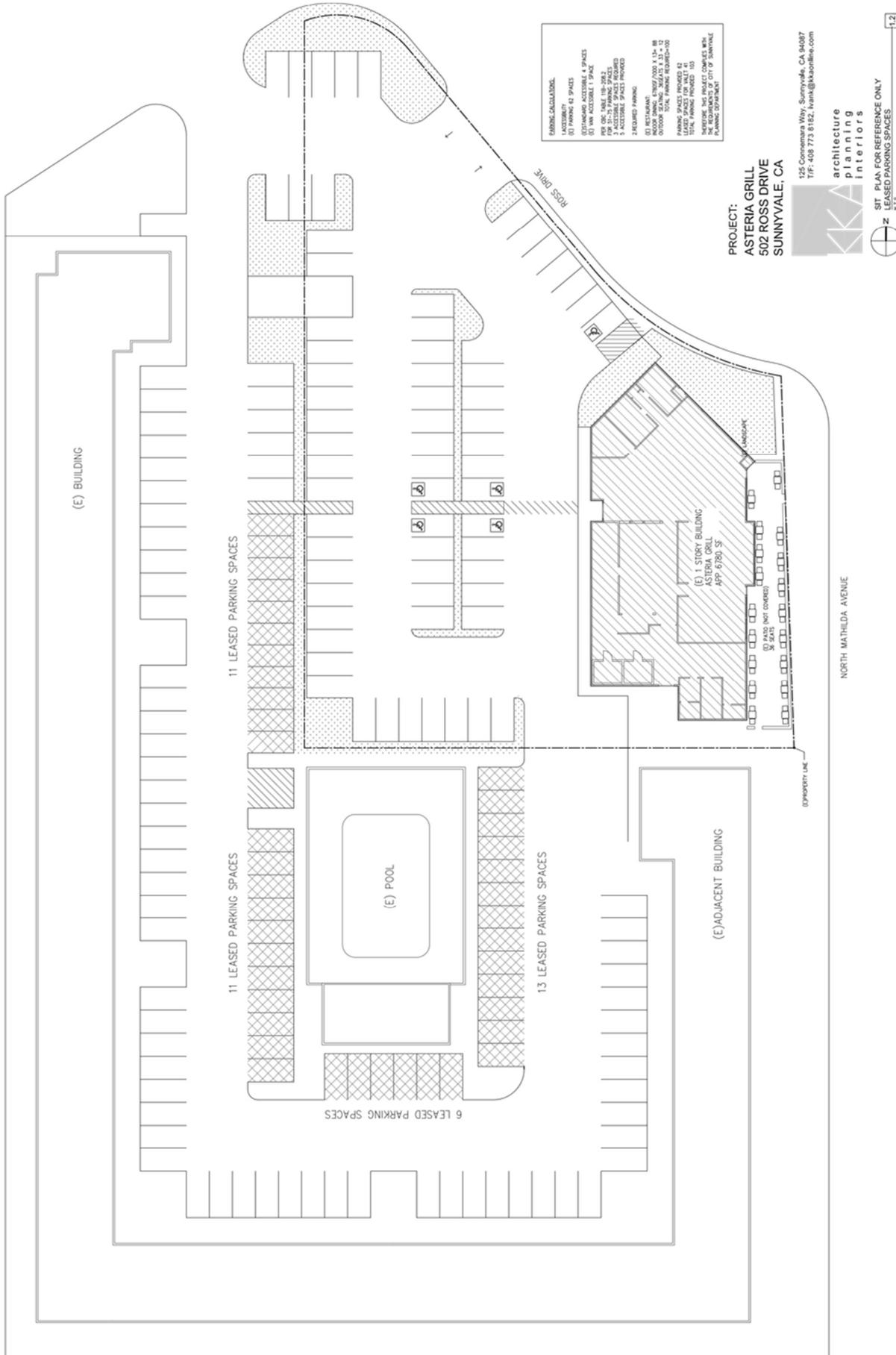
3rd Party Services: We are looking into 3rd Party Services *i.e. Silicon Valley Cab Co. HQ in Sunnyvale; Uber, Lyft and other service providers*, in joint promotions to and from the restaurant.

Bike Lanes: We have had Google Bikes left at the restaurant by clients who took Uber from here. In addition, it is our understanding that City of Sunnyvale has plan for bike lanes along Mathilda Avenue. In anticipation, we have designated an area near the front entry for installation of a Bike Rack that can hold and secure between 10 to 12 bikes (See *Site Diagram 1B*). If and when capacity is exceeded, there are additional locations under review for additional rack installation.

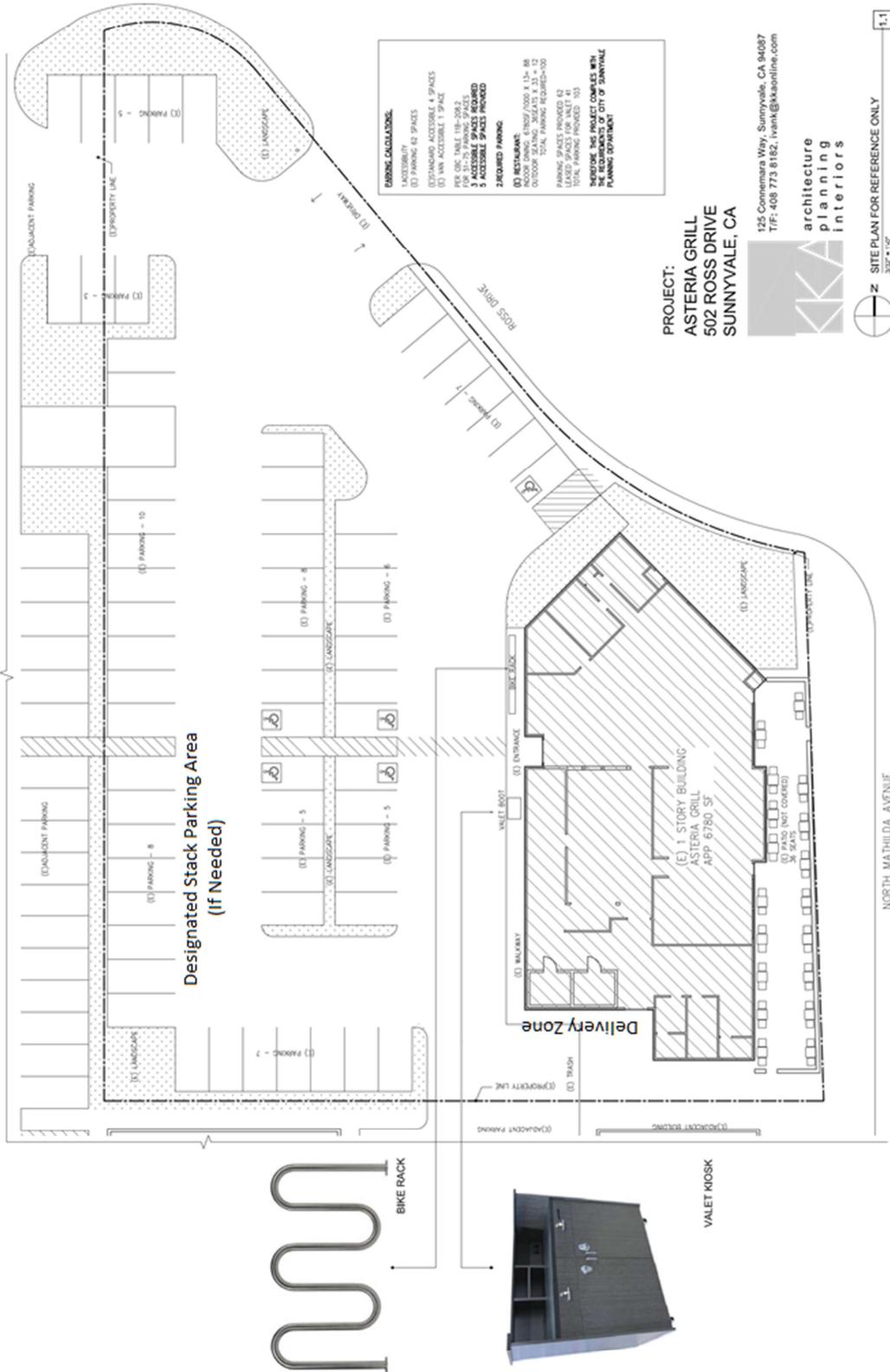
PROMOTION OF ALTERNATIVE TRANSPORTATION

To encourage the use of alternative transportation such as company shuttles, carpool, walking, biking, public transit, Uber, Lyft etc. we review these and other available options with our clients during the Event Planning phase. Additionally, we have highlighting these available options on our new website being developed.

Site Diagram 1A



Site Diagram 1B



PARKING CALCULATIONS:

1 ACCESSIBILITY
 (E) PARKING 42 SPACES
 (E) STANDARD ACCESSIBLE 4 SPACES
 (E) 1 VAN ACCESSIBLE 1 SPACE
 PER CBC TABLE 11B-208.2
 49K-527000 PARKING SPACES
5 ACCESSIBLE SPACES PROVIDED

2 REQUIRED PARKING:
 (E) RESTROOMS
 10000 SQ. FT. 6780/1000 X 15 = 88
 10000 SQ. FT. 30 SEATING 133 X 12
 TOTAL PARKING REQUIRED 100
 (E) PROPERTY LINE
 LEASED SPACES FOR VALET 41
 TOTAL PARKING PROVIDED 103
**EXCEEDS THE PROJECT COMPLEX WITH
 THE CITY OF SUNNYVALE
 PLANNING DEPARTMENT**

PROJECT:
ASTERIA GRILL
502 ROSS DRIVE
SUNNYVALE, CA

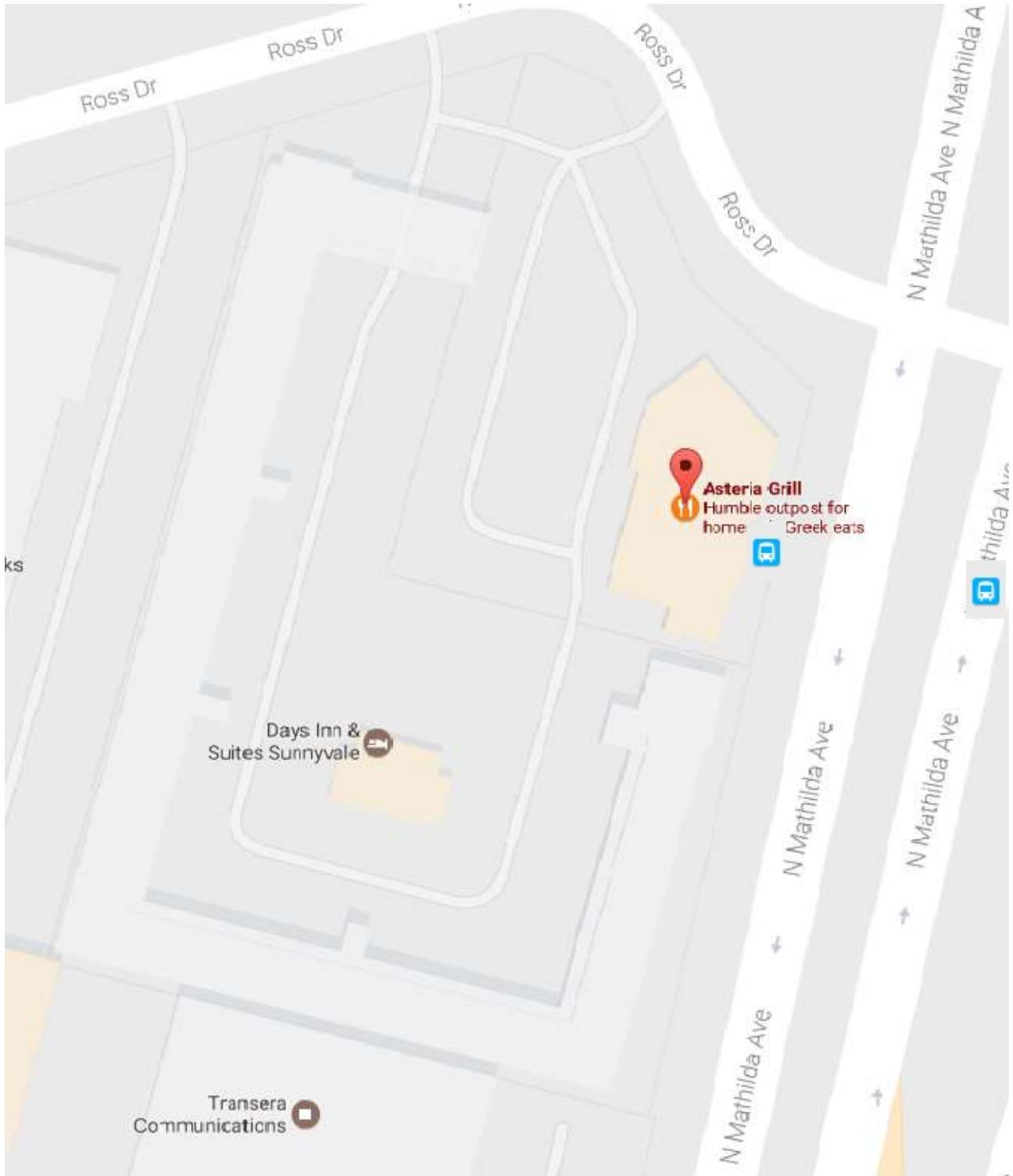
125 Conemaugh Way, Sunnyvale, CA 94087
 TFF: 408 773 8182, ivank@kkaonline.com



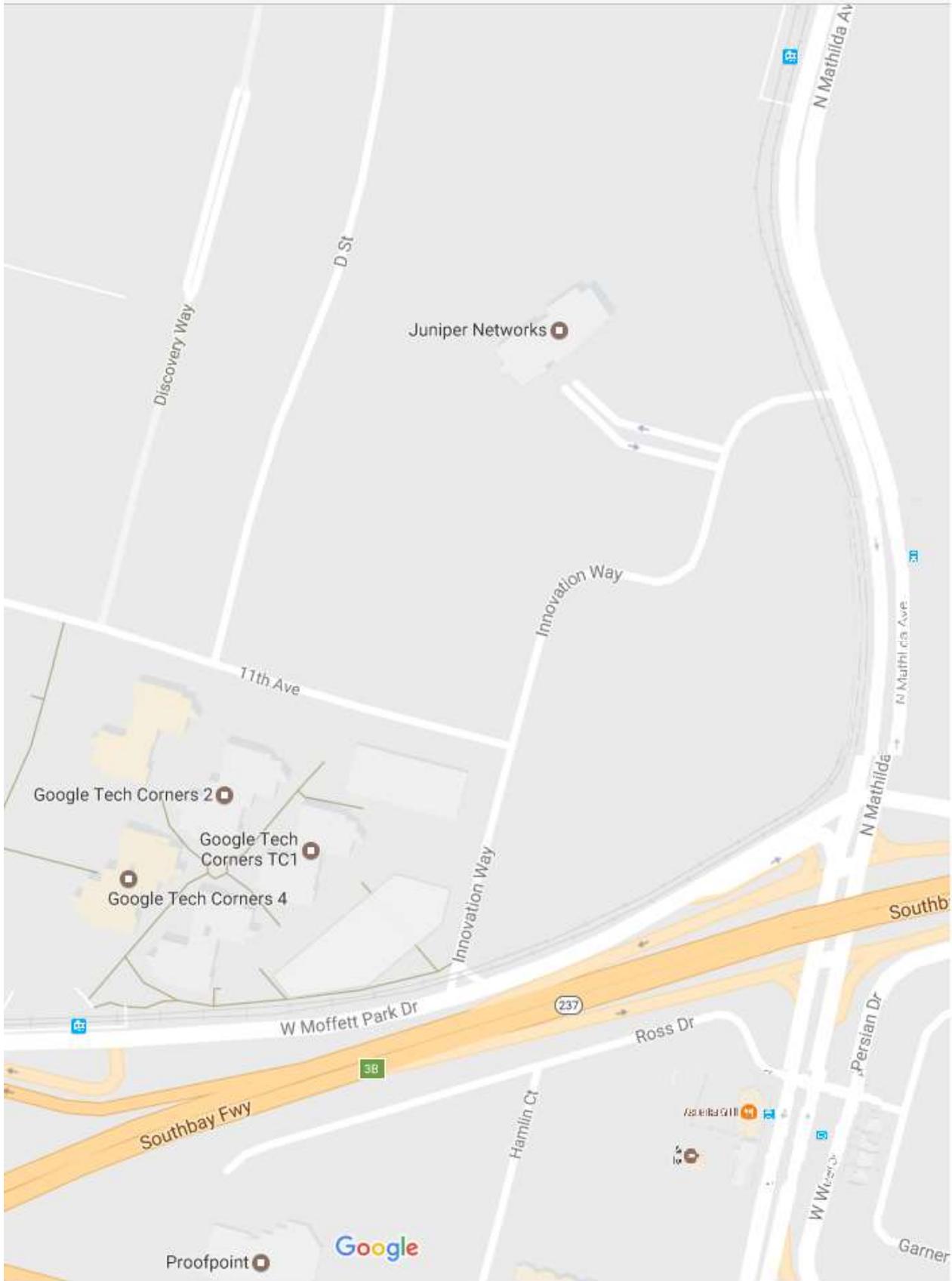
architecture
 planning
 interiors

1:1
 SITE PLAN FOR REFERENCE ONLY
 3/24/17

Site Diagram 2A



Site Diagram 2B



Letter 1

Parking Space Lease Agreement

This Agreement is made and entered in this 17th day of January, 2017, between Mr. CK Shah of Sundowner Inn hereinafter referred to as "Landlord" and Emrah Gures of Asteria Bar and Grill, Inc. hereinafter referred to as "Tenant".

WHEREAS, Landlord desires to lease to Tenant and Tenant desires to lease from Landlord the premises generally described as 504 Ross Drive, Sunnyvale, CA 94089, it is herein agreed as follows:

1. Landlord hereby leases to Tenant upon availability, parking space located at the premises described above and designated as space surrounding the Pool and center plants for a term of 20 years or until current tents of 502 Ross Drive, Sunnyvale, CA 94089 vacate said premises, beginning January 17, 2017 and ending January 31, 2037.
2. Tenant agrees to pay the stipulated rent of \$100 per year in advance on the 31st day of January each year to Landlord or his agent by mail or in person to Landlord or his agent at their respective addresses as noted above.
3. Upon receiving any payment of parking space rent in cash, Landlord agrees to issue a receipt stating the name of Tenant, the amount of rent paid, the designation of the parking space and the period for which said rent is paid.
4. Tenant affirms his understanding that Landlord does not furnish attendants for the parking of automobiles, and if any employee of Landlord shall, at the request of the Tenant, handle, move, park or drive any vehicle placed in the parking area, then, and in every case, such employee shall be deemed the agent of Tenant, and Tenant, not the Landlord, shall be liable for any loss, damage, injury or expense that may be suffered or sustained in connection therewith or arising from the acts of Tenant or any employee who may be acting as agent of Tenant.
5. Landlord is not responsible for items left in any vehicle parked in the designated space.

IN WITNESS, WHEREOF, the parties hereto have executed this Agreement on the date first above written.



Landlord
Mr. CK Shah
504 Ross Drive
Sunnyvale, CA 94089
408-734-9900
sale@Sundowner.com



Tenant
Mr. Emrah Gures
502 Ross Drive
Sunnyvale, CA 94089
408-747-1888
info@AsteriaGrill.com

Letter 2

Intro and Sample

Subject: Intro and Sample
From: Kyle Baldasano <kyle@corinthianparking.com>
Date: 2/7/2017 6:53 PM
To: "info@asteriagrill.com" <info@asteriagrill.com>

Charly,

It was good talking to you on the phone earlier.

Corinthian International Parking Services, Inc. has been a valet parking provider for over 25 years in the Bay Area. We provide first class valet parking services at hospitals, restaurants, shopping centers, corporate clients and other facilities regularly throughout the Bay Area. We have even provided valet parking at Yahoo before and have great references from there!

We would provide top tier insurance policies in relation with our services at Asteria Grill. I can provide any entity or organization with a policy naming them as additional insured if required.

A sample event cost:

A 3-hour event (5:00pm – 8:00pm):
120 people (estimated 100 vehicles)
Estimating that 55 cars self-park
Estimating that 45 cars will utilize valet parking

Being prepared for 45 cars we will require 3 valet parking attendants and 1 supervisor.

The supervisor would always stay at the front to open door, pass out tickets and greet your guests.

Attendants would arrive at 4:30pm and plan on departing around 8:30pm.

Estimated cost = \$720.00

I hope this helps. If you require anything else or have any other questions or concerns please do not hesitate to contact me with any question or concerns.

Sincerely,

Kyle Baldasano
Regional Director
Corinthian Parking and Transportation
Office (408) 370-7768 x.104
Mobile (408) 981-5894
Kyle@corinthianparking.com
www.corinthianparking.com

Letter 3

LUCAS PARKING CORPORATION
COMMERCIAL PARKING - SECURITY - CONSULTING SERVICES
2102 Pullman Avenue, Belmont, CA 94002
Bus. (650) 921-4110 · Fax (650) 631-8073

February 2, 2017

Asteria Grill
Charly Dekoning
502 Ross Drive
Sunnyvale, CA 94089

Dear Charly,

Thank you for your call of inquiry regarding valet parking services. Lucas Parking Corporation handles all aspects of the service including management, payroll, employer contributions, California sick pay mandates, liability and theft insurance, worker's compensation insurance, uniforms and other general equipment. You asked about both regular service as well as part time or on call service.

If you choose to staff at least four nights per week, perhaps Wednesday through Saturday or any other grouping of your choice, I can staff a valet attendant at your front door for an all-inclusive cost of \$99 per night. Customers would help subsidize the cost through a nominal per car charge of \$10 flat rate, no time limit.

We can also do on call service or less than the four night minimum for a cost of \$49 per man hour plus a per diem cost of \$195 for insurance. The per car rate of \$10 would be the same.

If you have interest, my partner can make a return visit to determine exactly how and where the overflow vehicles would be parked.

Thank you,

Nick Lucas
Lucas Parking Corporation
www.lucasparking.com
650-921-4120

Letter 4A



"Specializing in first and last impressions"

February 8th, 2017

Dear Charly,

Thank you for the opportunity to provide this proposal for valet parking services for Asteria Grill. AAP has been providing valet services on the Peninsula since 1995. Our aim is to optimize the valet service for your business and provide your restaurant's guests, a high-quality and indispensable service. I look forward to discussing the following proposal with you at your earliest convenience.

Sincerely,

Steve Sirianni

Letter 4B



"Specializing in first and last impressions"

OUR HISTORY

We are a local company with homegrown owners and employees. After starting our first company in 1995, we grew to become the Premier Valet Parking Company in San Francisco Bay Area, providing services to many of the prestigious top 100 restaurants, operating over fifteen parking garages in San Francisco, and running the parking for the San Francisco Giants. As our reputation grew, so did our relationships with our restaurant clientele. Through these relationships, we developed a very successful private events business, eventually providing our services to heads of state, royalty, celebrities, religious figures, and CEO's. These successful relationships led to our company being awarded other exclusive contracts to historic landmarks like the Carolands Mansion, Kohl Mansion, and the Circus Club to name a few. We are also the exclusive valet company for the San Francisco 49ers' Foundation.

In 2005, we were invited by the Classic Residence by Hyatt to participate in a national bid process to provide valet service to their new luxury senior living community in Palo Alto. We were awarded the valet contract, and at this time we started a new company specifically for the Peninsula called All About Parking, Inc. We currently park over 30,000 cars a month and after twelve years of service, we now provide a multitude of added value services to their residents.

In 2012, the American Ratings Corporation, an independent company, surveyed and interviewed over 400 current and past clients about the quality of our service. All About Parking received some of the highest scores in the history of American Ratings Corporation and became the first and only Diamond Certified Valet parking company in the Bay Area. We now hope to add you to our list of satisfied clients.

Currently, we operate valet for some of the most successful businesses in the world, parking thousands of cars per day around the Bay Area, including Tesla, Facebook, and Apple to name a few. They demand high end customer service and we deliver.

Letter 4C



ALL
ABOUT
PARKING

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OUR TRAINING

We know having a company of employees who always go above and beyond is only possible with intelligent hiring and exceptional training. Our applicants undergo a Department of Justice background check and mandatory drug test; they must have clean driving records, solid references, a working cell phone and an e-mail address in addition to being English-language proficient in order to qualify for employment.

Once an employee's application is accepted, he/she is put on probation for sixty (60) days and is required to read and learn our employee handbook, certification handbook, and account specific handbooks. Our employee handbook explains everything he/she will need to know about our company and our philosophies, our certification handbook contains everything we think is vital to educate our valets to become parking professionals, and our account specific handbooks contain all the unique protocols and safety procedures for each individual account. All new employees from date of hire must successfully complete our sixty (60) day certification process in order to remain employed with our company. To successfully complete our program, an employee has to achieve an 80% or higher pass rate on our handbook written exam, and have successfully answered an FAQ test pertaining to each account. Once an employee meets all the requirements of our certification process, he is awarded a Certificate of Achievement in front of all our employees. We understand employee recognition is vital to the success of a business.

Our valets are dressed in a client-approved uniform which includes a smile; they understand that flawless etiquette is our distinction. Our employees open doors and are trained to enhance members' and visitors' experiences upon arrival and departure. Our employees assist customers and visitors with loading/unloading of items, and are trained with the mechanics of all types of wheelchairs and walkers. Our valets are professionally trained drivers who are taught to operate all makes and models of vehicles. And, because of their FAQ training, our valets are able to answer your guests' questions and give directions intelligently.

Letter 4D



**ALL
ABOUT
PARKING**

"Specializing in first and last impressions"

VALET PROPOSAL – Various events with varying volumes of cars

<u>Scope of Service:</u>	Complimentary valet parking service for Asteria Grill customers at 502 Ross Drive, Sunnyvale
<u>Days and hours of Service:</u>	Varying
<u>Description of Service:</u>	Our valet station will be setup in the parking lot, near the front entrance of Asteria. Our attendants will initially assist guests into available spaces within the lot. When those spots are full, we will greet, help out of car, and ticket visitors. We will then park their cars in the stackable areas within the lot, then in the additional lots Asteria provides as well as on Ross Dr. Our attendants will retrieve the car and bring back to the valet stand when requested.
<u>Service Inclusions:</u>	Valet parking services will include payment of wages, workers' compensation insurance, employers' taxes and standard Garage Keepers' insurance policy.
<u>Hourly Rate:</u>	Thirty-three (\$33.00) dollars per hour per attendant – minimum event charge is \$250
<u>Staffing:</u>	1 valet for every 15 cars that need to be valeted (not including cars that will park in your existing lot spaces), we can adapt as we learn more at each event.