

November 28, 2022

Martha's Vineyard Commission
c/o Mr. Alex Elvin
Development of Regional Impact Coordinator
The Olde Stone Building
33 New York Avenue
Oak Bluffs, MA 02557

RE: Airport Business Park Parcel 40, 7 South Line Road, Edgartown, MA 02539 (the "**Property**")

Ladies/Gentlemen:

The following proposal for development of the Property at the Airport Business Park is submitted by James Eddy, authorized Member of 7 South Line LLC, a Massachusetts limited liability company with a mailing address of P.O. Box 4835, Vineyard Haven, Massachusetts 02568, (508) 693-2237 office, (508) 246-8866 cell, jim@bigskytent.com (the "**Proposer**"). The Proposer acquired a leasehold interest in the Property pursuant to a Lease and Agreement between the Proposer and the Martha's Vineyard Airport Commission ("**MVAC**") dated September 2, 2022 (the "**Lease**").

1. *Background*

James Eddy is the owner and operator of Big Sky, Inc., d/b/a Big Sky Tent and Party Rentals ("**Big Sky**"), the Island's largest provider of tents and party rental equipment serving the wedding and special events industry. Big Sky has operated within the Airport Business Park for the past 20 years, occupying three locations including 15 East Line Road from 2001-2021, 10 East Line Road ("**10 ELR**") from 2017-present and 26 East Line Road ("**26 ELR**") from 2022 - present.

In September 2022, the Proposer acquired a leasehold interest in the Property and plans to develop a new 27,000 s.f. two-story facility so that Big Sky can consolidate its operations into a single location.

2. *Description of Proposed Development and Use of Property*

The Proposer intends to build a two-story steel frame warehouse building with 14,000 sf of ground level floor-space and 13,000 sf of second level floor-space, for a total of 27,000 sf floor space (the "**Building**"), to be used by Big Sky to consolidate its business operations to a single location and eliminate current exterior storage of equipment (the "**Project**"). The Project will include office space, customer showroom, bathrooms, dishwashing and laundry processing operations, storage space for rental inventory, and parking for company-owned vehicles, employees and customers. The Project will replace Big Sky's current 7,500 sf warehouse building located at 10 ELR and its 10,000 sf warehouse building located at 26 ELR. Upon completion of the Project, Big Sky will vacate the buildings at 10 ELR and 26 ELR and they will become available for lease or purchase. Conceptual site plan, building plan, elevations, parking and traffic flows and drainage plans for the Project are attached as **Exhibit "A"**.

3. *Building Aesthetic*

The Building will employ an "L"-shaped configuration to optimize Big Sky's ability to load and unload vehicles from all areas of the building, while shielding those activities from view of South Line Road. The Building aesthetic will be similar to Proposer's existing building at 10 ELR with cedar shingled exterior walls facing South Line Road, beige aluminum on the non-road-facing sides, brown standing seam roof panels on the road-facing building, and brown aluminum trim and gutters throughout. Landscaping will include granite masonry retaining walls, garden surrounds and entrance stairs together with reclaimed asphalt pavement (RAP) parking areas for maximum water permeability (photos attached as **Exhibit "B"**). The Property will retain vegetative buffers of not less than 20' fronting on South Line Road and 30' adjacent to the East Line Road Extension, as well as approximately 90' buffers on the west and south facing borders of the Property. The proposed placement of the Building on the Property will allow sufficient space in the southwest portion of the Property for possible future use or development.

4. *Parking and Traffic Flow*

The Proposer anticipates 10-20 daily Big Sky vehicle trips to and from the Property during the company's active season beginning in May and continuing through the end of October. The Parking Plan includes 12 parking spaces for customers and employees at the front of the Building (including 2 handicapped spaces), and an additional 11 spaces at the rear of the Building for employee parking and truck parking. The loading dock area also provides space to park up to 10 box trucks. Big Sky conducts customer meetings in its showroom by appointment, so there are typically no more than 3-4 customer vehicles in the parking lot during such meetings. The majority of Big Sky's employees commute to and from work in company-owned trucks or take public transportation. The Parking Plan also includes a customer pickup area on the east side of the Building where customers can load and unload small quantities of rental items that they are picking up at the warehouse.

5. *Existing and Proposed Water Usage/Water Flow*

The Building will include the installation of two commercial dishwashing machines used to wash Big Sky's rental dishware, glassware, flatware and other food service items. The Building will also include installation of four commercial laundry washing machines for laundering Big Sky's rental tablecloth and napkin inventory. Those machines are currently being used by Big Sky at its 10 ELR location and would be moved to the Building in November 2024 at the close of Big Sky's season.

The Airport Business Park provides water service and wastewater treatment for its tenants through its existing infrastructure, and charges tenants for those services on a quarterly basis. Based on Big Sky's water and wastewater usage invoices for 2021, the company currently uses approximately 94,000 gallons of water and generates approximately 86,350 gallons of wastewater annually at its facility at 10 ELR. Big Sky would relocate its current dishwashing and laundry operations from 10 ELR to the Building (including the same machines) and, therefore, Big Sky would anticipate similar water and wastewater usage in the future.

During the 2017 season, the Airport dramatically increased its charges for water and wastewater (by 9 times the amount charged in the prior year), prompting Big Sky to change its tablecloth rental operation from owning inventory and laundering in-house to outsourcing that portion of its business. Beginning in 2018, Big Sky began sub-renting the majority of its tablecloth offerings from several national tablecloth rental companies thereby eliminating the need to launder the majority of its tablecloth rentals in-house, resulting in a reduction in water usage by more than 50%. The current water usage numbers set forth above reflect that reduction.

6. *Green Building Technologies*

The Project will incorporate a 60kW Photovoltaic System with roof-mounted solar panels on the south-facing roof of the Building. Based on the Proposer's prior experience with a 39.34kW system at 10 ELR, the proposed system should provide more than enough electricity to meet Big Sky's power needs. The Building will utilize electric heat pumps for heating/air conditioning with full climate control capabilities in the office/showroom areas (1,200 sf) and limited heating capacity (up to 45F degrees) in the warehouse storage areas to prevent freezing of pipes for plumbing and fire suppression systems. The Building will utilize high-efficiency LED lighting throughout and downward shielded exterior lighting fixtures consistent with Dark Sky Standards. The Proposer will install pedestal-ready infrastructure for electric vehicle charging stations in anticipation of electric powered medium duty trucks becoming commercially available in the future. Installation of solar panels on the south-facing roof of the Building will require evaluation and approval by the FAA Obstruction Evaluation Group.

7. *Stormwater*

The proposed Project will utilize reclaimed asphalt pavement (RAP) on the parking lot and retain existing vegetation in the surrounding areas to maximize water permeability. The Proposer will provide a drainage plan capable of handling a 25-year storm and indicating parking lot grades and locations of storm drainage basins.

8. *Employees and Housing*

Big Sky currently has 7 year-round employees and an additional 20-25 seasonal workers from May through October. Big Sky provides housing for up to 16 of those employees in two employee houses. The remaining employees have either year-round or seasonal housing arrangements. It is anticipated that the Project will increase operating efficiencies to support continued moderate business growth without a directly corresponding need for additional employees.

9. *Benefits to the Island Community*

Big Sky has become the Island's largest provider of tent and party rental equipment serving a key role in the Island's wedding and special event industry. Weddings, corporate events and fundraising events draw tens of thousands of people to Martha's Vineyard each year bringing millions of dollars of revenue which support event-related Island businesses such as caterers, wedding planners, florists, lighting companies, event power supply companies, transportation companies, etc., as well as other businesses like restaurants, hotels and retail stores. The Proposer estimates that the wedding industry alone generates over 20 million dollars in annual revenue for event-related Island businesses. In addition, because the peak wedding seasons occur in May-June and September-October, the wedding industry plays a critical role in extending the Island's earning season from 10 weeks of summer to a full 6 months. Big Sky's contribution to the Island's wedding and special event industry provides a significant economic benefit to the Islands' economy.

Big Sky also supports the community by providing tents and rental equipment for fundraising events held by the Island's charitable organizations and nonprofits, helping those organizations achieve their fundraising goals. During the COVID pandemic, Big Sky provided tents to COVID test-sites, food distribution centers, and to restaurants to provide outdoor dining spaces. In addition to those specific examples, the special events industry in general promotes activities (weddings, community events, parties, etc.) that foster a sense of community among the Island's residents and visitors, promoting enjoyment, recreation, and enhancing the overall quality of life of all involved. Big Sky plays a critical role in the continued success of the Island's special events industry, and the proposed Project will allow Big Sky to grow and operate more efficiently in its fulfillment of that purpose.

The Project will bring direct benefits to the Airport by investing over \$3,000,000 into development of the Property and generating over \$140,000 in annual rental income for the

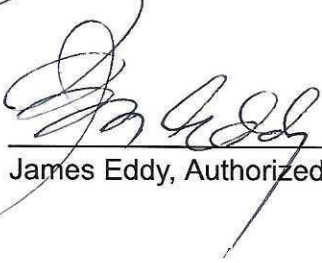
Airport. The Project will further benefit the Airport by helping to alleviate inter-Business Park traffic issues. Big Sky currently stores its dishware, catering equipment and tablecloths at its 10 ELR facility and its tents, tables, chairs, flooring and other equipment at the 26 ELR facility. As a result, loading and unloading Big Sky's vehicles for each event requires numerous inter-Business Park trips between these two facilities. By consolidating operations to a single location near the south entrance to the Business Park, Big Sky will significantly reduce its impact on traffic flow within the Business Park.

Finally, the Project will alleviate some of the Island's backlogged demand for commercial real estate by making the Proposer's other two Airport properties at 10 ELR and 26 ELR available to other Island businesses seeking commercial space.

Very truly yours,

PROPOSER:

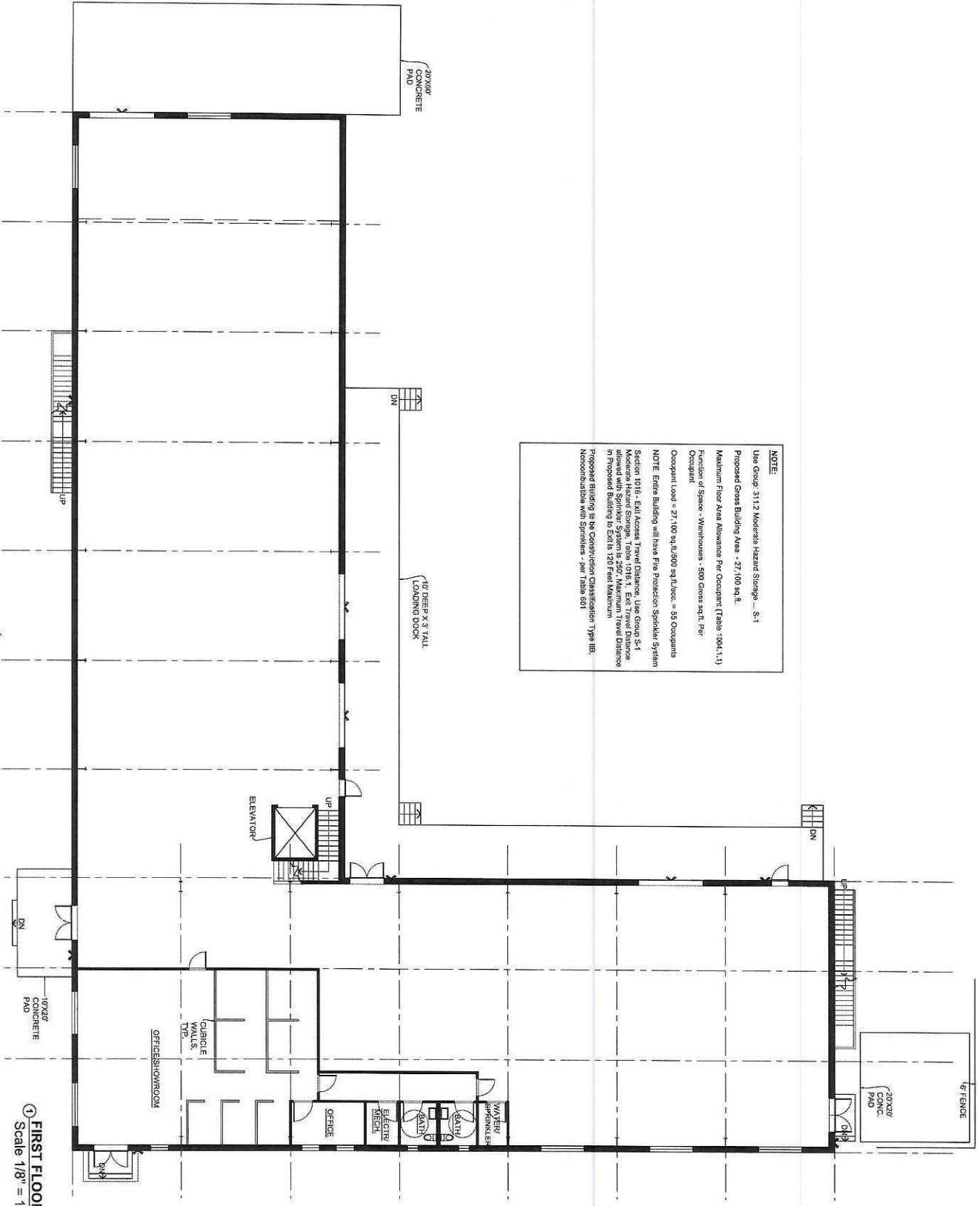
7 SOUTH LINE, LLC

A handwritten signature in black ink, appearing to read "James Eddy", is written over a horizontal line.

James Eddy, Authorized Member

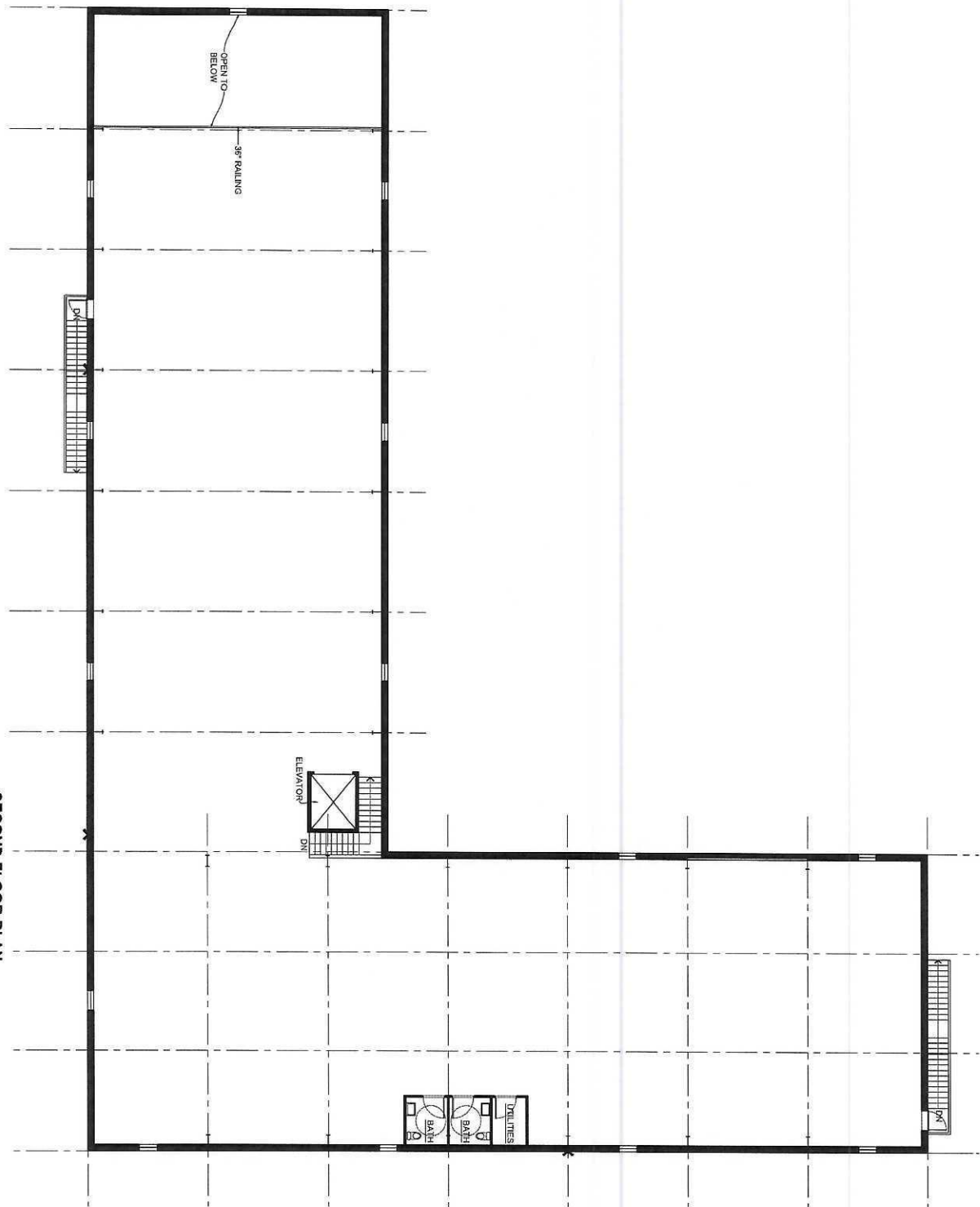
EXHIBIT "A"

***Conceptual Site Plan, Building Plan, Elevations, Parking and Traffic Flow and
Drainage Plan***



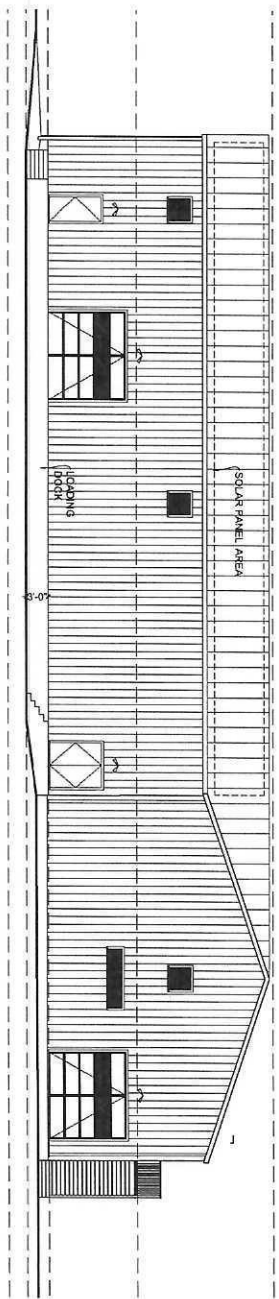
NOTE:
 Use Group 311.2 Moderate Hazard Storage - S-1
 Proposed Gross Building Area - 271,100 sq.ft.
 Maximum Floor Area Allowance Per Occupant (Table 1004.1.1)
 Function of Space - Warehouses - 500 Gross sq.ft. Per Occupant
 Occupant Load = 271,100 sq.ft./500 sq.ft./occ. = 55 Occupants
 NOTE: Entire Building will have Fire Protection Sprinkler System
 Section 1016 - Exit Access Travel Distance, Use Group S-1
 Moderate Hazard Storage, Table 1016.4 - Exit Travel Distance
 Allowed with Sprinkler System is 250' Maximum Travel Distance
 in Proposed Building is 241' 10" (see Maximum)
 Proposed Building to be Construction Classification Type IIB.
 Noncombustible with Sprinklers - per Table 601

① FIRST FLOOR PLAN
 Scale 1/8" = 1'-0"

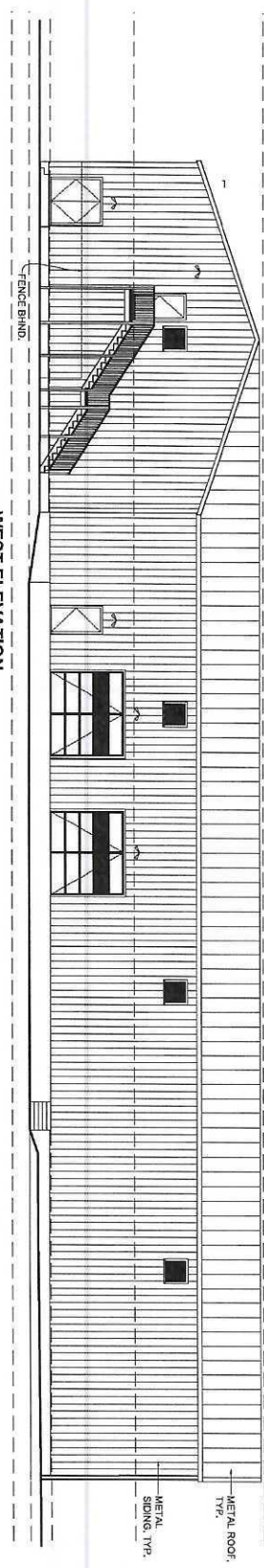


① SECOND FLOOR PLAN
Scale 1/8" = 1'-0"

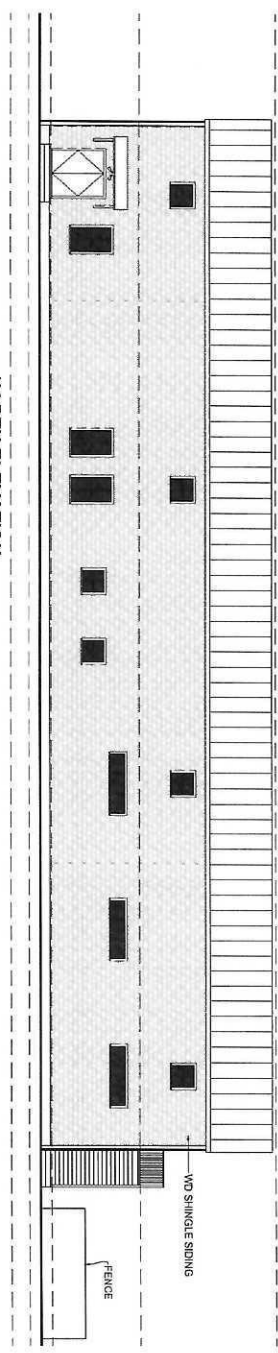
④ SOUTH ELEVATION
Scale 1/8" = 1'-0"



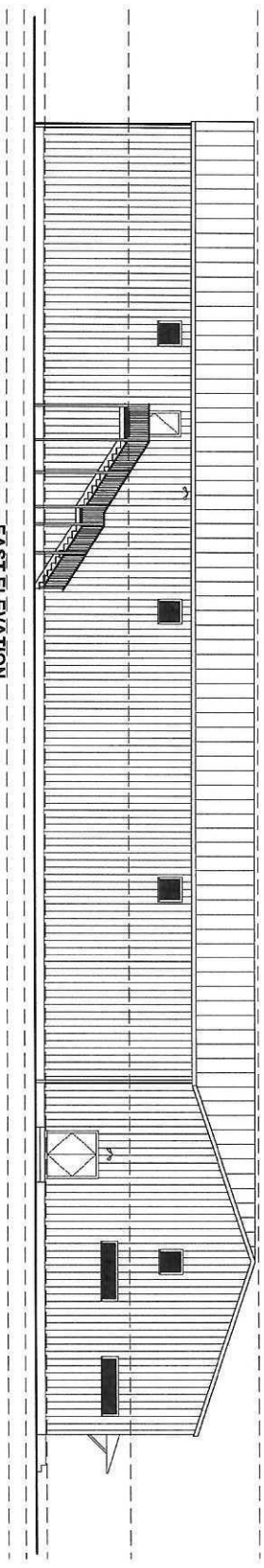
③ WEST ELEVATION
Scale 1/8" = 1'-0"

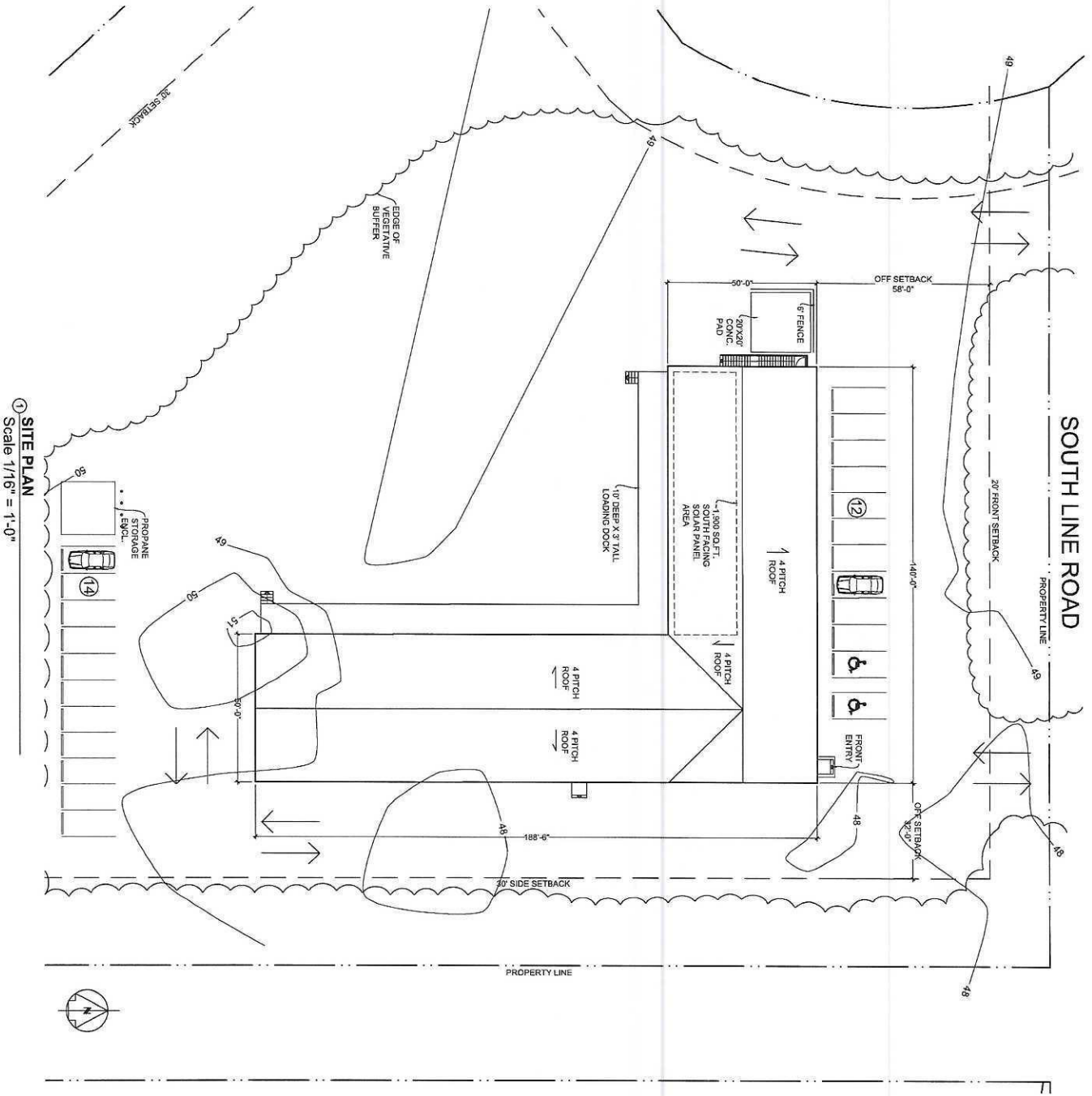


② NORTH ELEVATION
Scale 1/8" = 1'-0"



① EAST ELEVATION
Scale 1/8" = 1'-0"



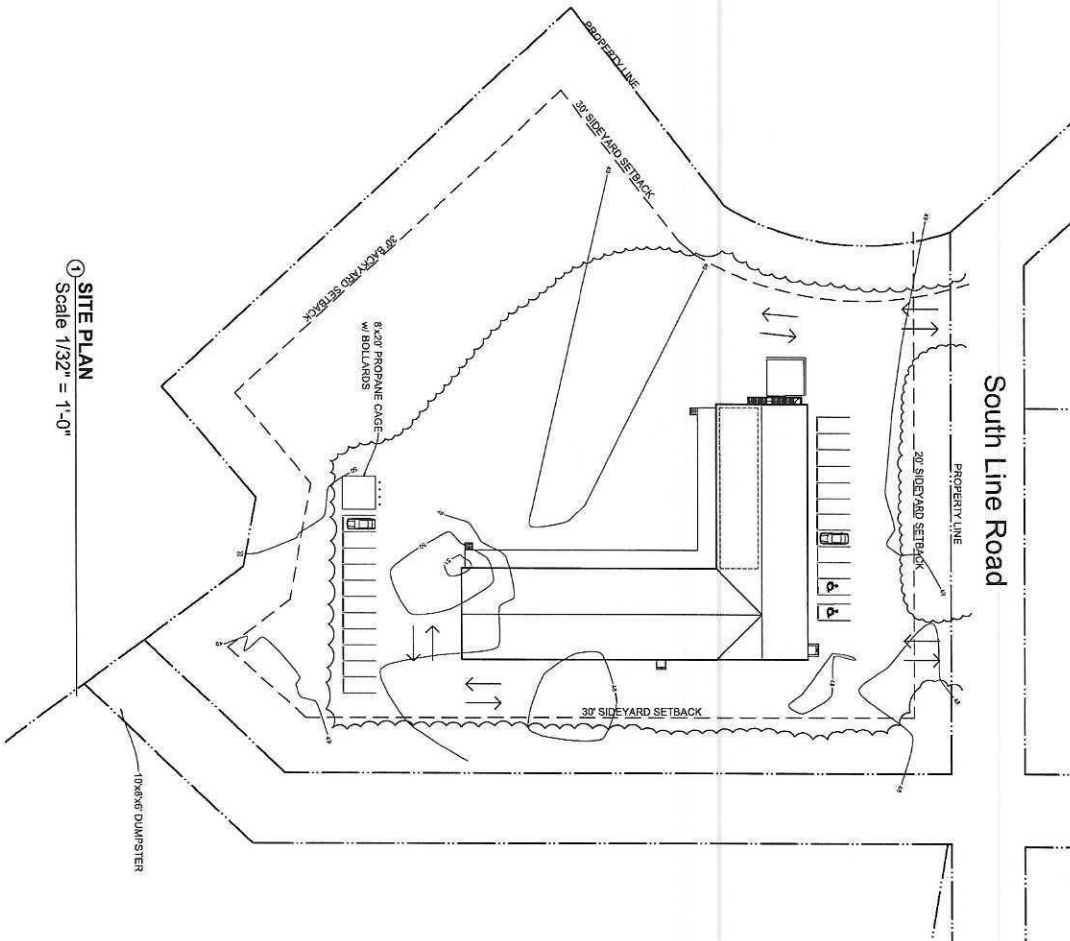


① SITE PLAN
Scale 1/16" = 1'-0"



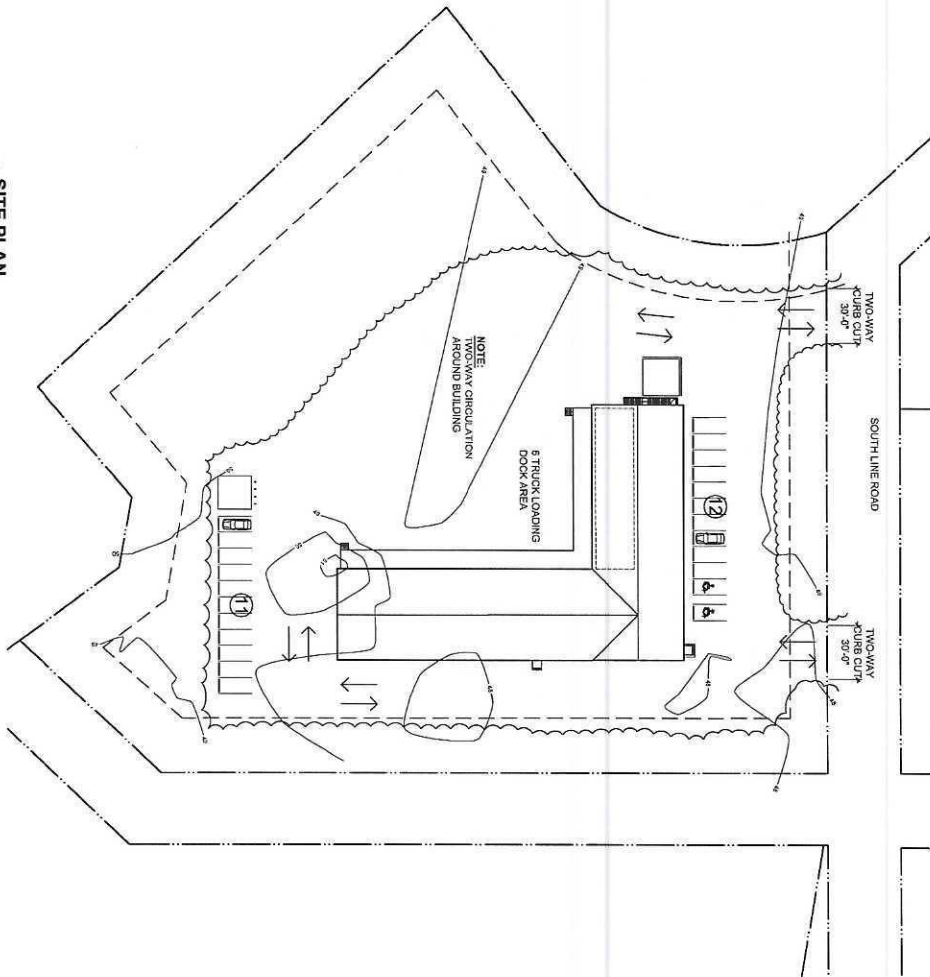
SHEET INDEX

- A01..... Site Plan
- A02..... First Floor Plan, Second Floor Plan
- A03..... Exterior Elevations & Section
- E01..... Light & Security Plan
- L01..... Landscapes, Planting, Drainage
- B01..... Buffers, Setbacks, Utilities
- C01..... Parking, Circulation Plan



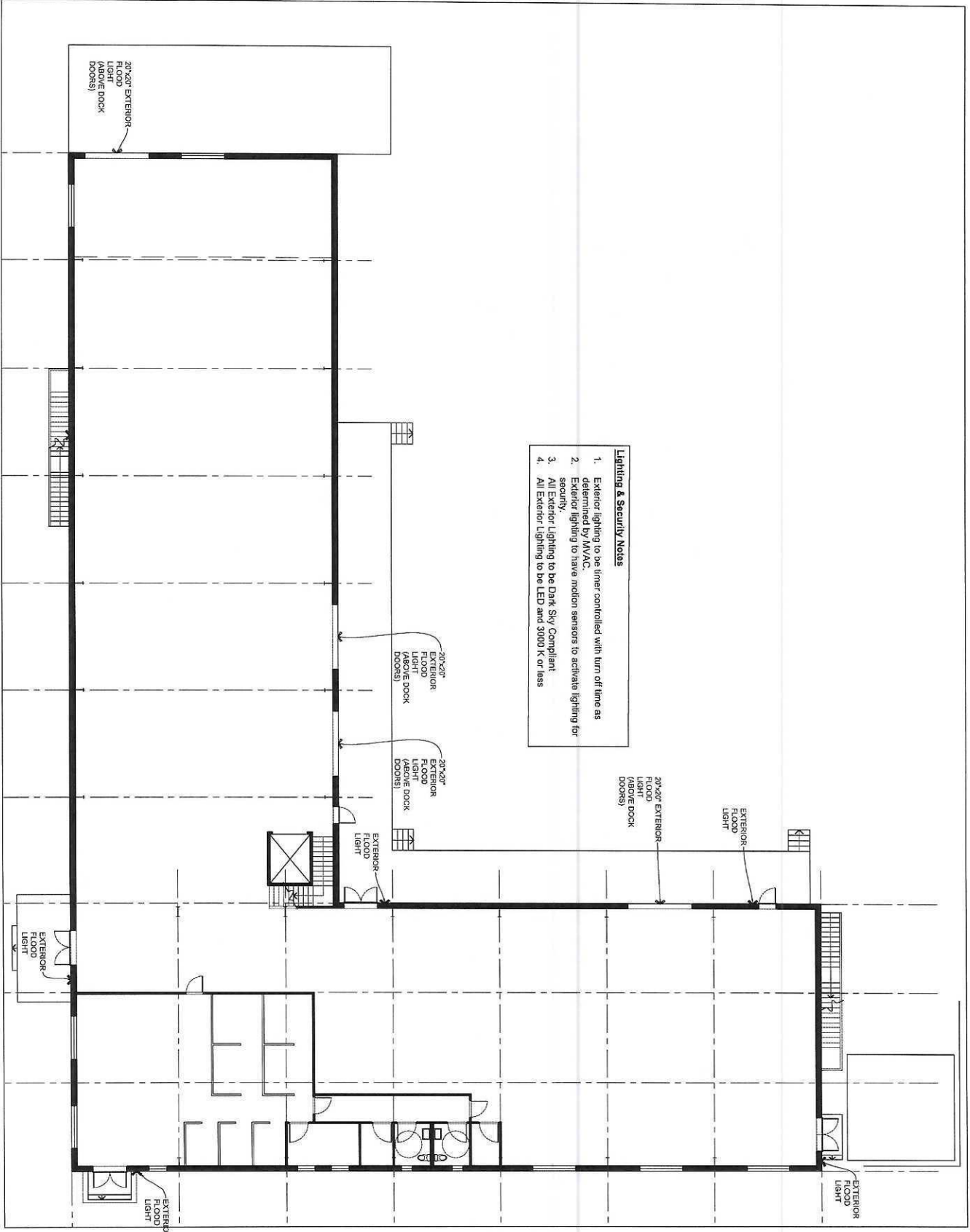
① SITE PLAN
Scale 1/32" = 1'-0"

① SITE PLAN
Scale 1/32" = 1'-0"



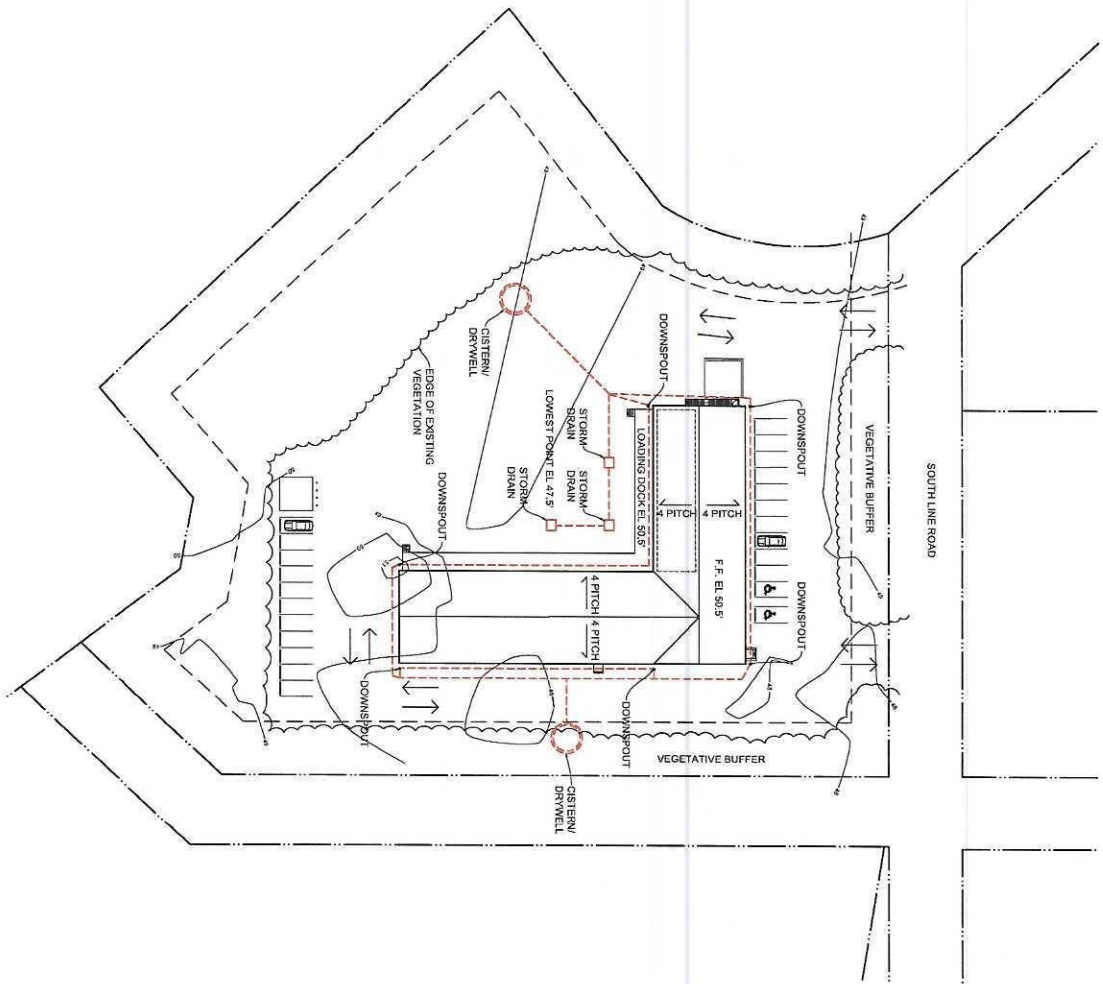
Parking Notes

1. Twenty Three (21) 9'x20' standard parking spaces
2. Two (2) accessible spaces with 5' wide access provided
3. Six (6) truck spaces at Loading Dock



- Lighting & Security Notes**
1. Exterior lighting to be timer controlled with turn off time as determined by MVAC.
 2. Exterior lighting to have motion sensors to activate lighting for security.
 3. All Exterior Lighting to be Dark Sky Compliant
 4. All Exterior Lighting to be LED and 3000 K or less

① **FIRST FLOOR PLAN**
Scale 1/8" = 1'-0"



① SITE PLAN
Scale 1/32" = 1'-0"

Landscaping Notes

1. A 20' deep boulevard strip of native ground cover and trees will be maintained at the front lot line of the property.
2. Graded areas along the driveway and parking will be kept with low ground cover planting

Drainage Notes

1. All storm water from roof and parking areas to be retained on property with storm drains and drywell
2. Maximum slope on graded area to be 12 to 1 (3 to 1 is allowable maximum) except sloped areas at loading dock.

EXHIBIT "B"

***Photos of 10 East Line Road Demonstrating Proposed Building and Landscape
Aesthetic***

