

## PZC Narrative

Glen Liquors Inc. seeks to:

- (a) amend BSP #223 to change the existing retail use of 1089 Boston Post Road from one retail use (a barbershop) to another retail use (a liquor store) (see Site Plan attached as Exhibit 1);
- (b) amend the stipulations applicable to the liquor store, as provided below, and
- (c) obtain a waiver of a loading zone under Section 909 of the Regulations.

Glen Liquors proposes to use the first floor (approximately 1,746 sf) for retail sales of wine, beer, spirits and related products and to use the mezzanine (approximately 1320 sf) for storage and possible retail per the plans submitted with this application (Exhibit 2 attached). These plans involve no changes to the second floor and only removal of some non-structural interior walls on the first floor.

Numerous entities have occupied the building in the past 30 years including: the Compleat Angler (retail); Norwalk Saving Society (a financial service use, which was then classified as "retail"), Roundabout (a high-end designer and consignment shop selling women's clothing at a discount, retail) 2004-2010, and Kennedy's Barbershop (retail, Personal Service Business) 2010 to present. In Cal. No. 89-2004 (copy attached as Exhibit 3) the Zoning Board of Appeals approved use of the site by "Roundabout" and authorized PZC to approve use of the property provided same was "retail." Pursuant such authorization PZC approved the Kennedy's barbershop use as well as minor changes to the interior layout at its meeting on July 20, 2010 (copy of relevant portions of the 7-20-10 PZC minutes and PZC Resolution of Approval attached as Exhibit 4). This approval occurred on an administrative basis without any public hearing.

According to the assessor's card (Exhibit 5 attached) the existing building has approximately 3,050 sf of space with about 1,746 sf on the first floor and 1,320 sf on the mezzanine level. The small, .0973 acre, parcel provides six (6) parking spaces on the west side of the building which were deemed by PZC in July 20, 2010 to be adequate for the Kennedy's Barbershop use. The approved plans for Kennedys (Exhibit 6 attached) showed five (5) barber chairs, a manicure/pedicure room, receptionist desk and a staff area on the first floor. The barbershop use could have had seven (7) employees and six (6) customers at a time on the first floor. We also note that a barbershop customer would typically require thirty (30) minutes or more to complete a haircut so that, with waiting customers, the parking demand could readily have exceeded the six (6) on-site parking spaces.

In contrast, Glen Liquors operated for decades in Noroton Heights in an approximately 3,800 sf space (over 65% larger than the first floor of 1089 Post Road) with two employees during normal times and a maximum of three employees during peak demand times (holidays such as: Memorial Day, July 4, Labor Day, Thanksgiving, Christmas and New Year's). Glen's customers take an average of five minutes to shop and complete a sale. Adding three minutes for a customer to park and enter the store and then to exit and leave (total 8 minutes per customer average) allows a single parking space to serve 7.5 customers per hour (60 minutes/8 minutes = 7.5 customers/hour). Accordingly, the six on-site spaces at 1089 Post Road could accommodate 45 customers per hour (6 spaces x 7.5 customers per hour = 45 customers per hour). Glen's analysis of its 2019 sales data indicates the peak time for customer visits at its Noroton

Heights location occurred during the 5 PM hour on weekends when an average of 31.1 customers were served. (see Exhibit 7 attached). Since the six on-site parking spaces have capacity to serve 45 customers per hour, we believe the existing on-site parking can accommodate the proposed use, provided employees park off-site as was stipulated for Kennedy's employees. This analysis does not consider readily available on street parking in front of the site and nearby.

Glen Liquors will be changing its business model to emphasize online and call-in ordering for delivery or store pickup. These changes will substantially reduce the number of customers in the store as well as the time customers spend in the store. Finally, Glen Liquors is moving from a strip mall location to downtown Darien where customers are more likely to park in one spot and walk to various stores for shopping (reducing parking demand at the site) and where there will be substantially more residential apartments in the near future whose occupants will walk to the store. This contrasts with Glen's Noroton Heights location where virtually all customers arrived by automobile.

Based upon the above, the applicant is confident the on-site parking will readily accommodate the anticipated parking demand.

We note that when approving Kennedy's, PZC imposed the following conditions on the barbershop:

- A. All employees must park off-site;
- B. No alcohol may be sold or served on premises;
- C. There will be no signage limiting or restricting the six existing parking spaces for on-site customers only;
- D. All interior fit out would conform to the plans submitted dated 7-7-10;
- E. That the hours of operation will be:
  - i. 9 AM to 6 PM Monday, Tuesday and Wednesday;
  - ii. 9 AM to 6 PM Thursday and Friday;
  - iii. 8 AM to 6 PM Saturday; and
  - iv. 10 AM to 4 PM Sunday. (See Exhibit 4 above).

Glen Liquors is willing to comply with stipulations A. and C. above, but obviously needs to delete stipulation B. We propose to modify the first floor as shown on the plans submitted with this application (Exhibit 2 above) and seek approval to operate according to applicable state law/regulations, which permit retail package store operation between 8 AM and 10 PM Monday thru Saturday and between 10 AM and 5 PM on Sunday. Glen Liquors does not intend to open before 10AM.

Glen also proposes to install a sign on the rounded front vestibule substantially as shown on Exhibit 8 attached, which is substantially similar to Kennedy's existing signage. (see picture Exhibit 9 attached) The applicant will work with the ARB, as necessary, and the zoning enforcement official, to provide detailed sign plans conforming to the Regulations.

Glen Liquors schedules supplier deliveries for the morning when parking demand in the area of the site is minimal. All deliveries involve smaller box trucks, not trailer trucks. Delivery men will use the side door adjacent to the on-site parking spaces. A typical delivery takes less than 10 minutes. Accordingly, a waiver of the loading zone requirement for the site under Section 909 is appropriate.

Glen also anticipates that it will occasionally host wine tastings sponsored by the applicant's suppliers, a customary practice in the Connecticut package store industry. These tastings may be held in the

mezzanine level and will take place after 2 PM to avoid any conflict with the peak demand times experienced by the shared parking lots abutting the property and more likely will occur after 5 PM on weekdays.

The applicant seeks the following:

1. Amendment of BSP #223 to allow a liquor store retail use of the building/site;
2. Modification of the existing stipulations as follows:
  - a. All employees must park off-site;
  - b. There will be no signage limiting or restricting the six existing parking spaces for on-site customers only;
  - c. All interior fit out will conform to the plans dated 5-18-20 (Exhibit 2 attached);
  - d. The hours of operation will be:
    - i. 10 AM to 8 PM Monday thru Saturday and
    - ii. 10 AM to 5 PM Sunday;
  - e. Deliveries will be scheduled during morning hours; and
  - f. Any wine tastings will occur after 2 PM Monday thru Sunday.
3. A waiver of the loading zone requirement pursuant to Section 909.