






## 11140 New Hampshire Avenue Site Plan No. 81979030A

-  Parker Smith, Senior Planner, Area 2 Division, [parker.smith@montgomeryplanning.org](mailto:parker.smith@montgomeryplanning.org), 301-495-1327
-  Patrick Butler, Regulatory Supervisor, Area 2 Division, [patrick.butler@montgomeryplanning.org](mailto:patrick.butler@montgomeryplanning.org), 301-495-4561
-  Carrie Sanders, Chief, Area 2 Division, [carrie.sanders@montgomeryplanning.org](mailto:carrie.sanders@montgomeryplanning.org), 301-495-4653

Staff Report Completed: 6/22/20

### Description

Request to convert a 2,102-square-foot vacant former bank with a drive-thru into a Dunkin Donuts/Baskin Robbins restaurant with a drive-thru.

Location: 11140 New Hampshire Avenue in Silver Spring.

Zone: CRT-1.5, C-1.5, R-0.25, H-60.

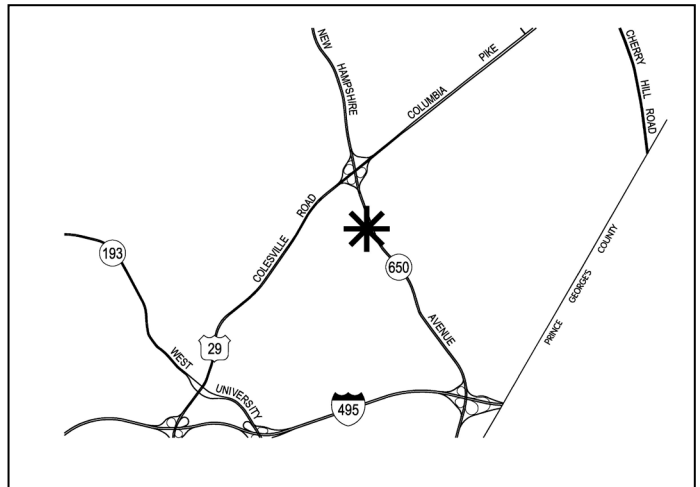
Master Plan: 2014 *White Oak Science Gateway Master Plan*.

Property Size: 4.2 acres.

Application Accepted: April 8, 2020.

Applicant: White Oak Limited Partnership.

Review Basis: Chapter 59, Zoning Ordinance, and Chapter 22A, Forest Conservation Law.



### Summary

- Staff recommends approval with conditions.
- The Application meets the requirements of Chapter 59, the Zoning Ordinance and Chapter 22A, the Forest Conservation Law.
- The Project will provide a crosswalk connecting the Dunkin Donuts/Baskin Robbins pad site to the sidewalk along the west side of New Hampshire Avenue.
- Changes to the structure are limited to new signage and the addition of a rear door to be used for deliveries and trash removal.
- Outside agencies had no comments since the existing building, with a drive-thru, is remaining as is.
- Staff has received one piece of correspondence from a resident, raising concerns about the safety of vehicular circulation on site.

## SECTION 1: RECOMMENDATION AND CONDITIONS

Staff recommends approval of Site Plan Amendment 81979030A to allow conversion of an existing vacant 2,102-square-foot drive-thru bank to a Dunkin Donuts/Baskin Robbins restaurant with one drive-thru window. This site plan amendment application is limited to the 9,450 square foot area of the existing bank and drive-thru, and does not include the medical office or strip mall at the west of the property. All site development elements shown on the latest electronic version as of the date of this Staff Report submitted via ePlans to the M-NCPPC are required.<sup>1</sup> All previous conditions of approval remain in full force and effect, except as modified by the following conditions of approval.

### Density, Height and Housing

1. Density  
The Site Plan Amendment is limited to a 2,102 square-foot restaurant with one drive-thru window, which is in addition to the existing 15,000 square feet of commercial and 54,052 square feet of office that currently exist on the larger Subject Property.
2. Height  
The 2,102 square-foot restaurant with one drive-thru window is limited to a maximum height of 17 feet, as measured from the building height measuring point, as illustrated on the Certified Site Plan.

### Site Plan

3. Site Design
  - a) The exterior architectural character, proportion, materials, and articulation must be substantially similar to the schematic elevations shown on Sheets A-6 and A-7 of the submitted architectural drawings, as determined by M-NCPPC Staff.

### Open Space

4. Public Open Space, Facilities, and Amenities
  - a. The Applicant must provide a minimum of 1,030, which satisfies the minimum 945 square feet of public open space required.
  - b. Before the issuance of final use and occupancy certificates for the retail development, all public use space areas on the Subject Property must be completed.

### Transportation and Circulation/Adequate Public Facility (APF) Review

5. Pedestrian and Bicycle Circulation
  - a) The Applicant must provide one (1) short-term bicycle parking space.
  - b) The short-term space must be an inverted-U rack (or approved equal) installed in a location convenient to the main entrance. The specific location of the short-term bicycle rack must be identified on the Certified Site Plan.

---

<sup>1</sup> For the purposes of these conditions, the term "Applicant" shall also mean the developer, the owner or any successor (s) in interest to the terms of this approval.

6. Validity

The Adequate Public Facility Review (APF) will remain valid for sixty (60) months from the date of mailing of the Planning Board Resolution for the Site Plan.

7. Site Plan Surety and Maintenance Agreement

Prior to issuance of any building permit, sediment control permit, or Use and Occupancy Certificate, the Applicant must enter into a Site Plan Surety and Maintenance Agreement with the Planning Board in a form approved by the M-NCPPC Office of General Counsel that outlines the responsibilities of the Applicant. The Agreement must include a performance bond(s) or other form of surety in accordance with Section 59.7.3.4.K.4 of the Montgomery County Zoning Ordinance, with the following provisions:

- a) A cost estimate of the materials and facilities, which, upon Staff approval, will establish the surety amount.
- b) The cost estimate must include applicable Site Plan elements, including, but not limited to plant material, private sidewalks, and associated improvements of development, including sidewalks, and street trees. The surety must be posted before issuance of any building permit of development and will be tied to the development program.
- c) The bond or surety must be tied to the development program, and completion of all improvements covered by the surety will be followed by a site plan completion inspection. The surety may be reduced based upon inspector recommendation and provided that the remaining surety is sufficient to cover completion of the remaining work.

8. Development Program

The Applicant must construct the development in accordance with the development program table, subject to review and approval by Staff before Certified Site Plan.

9. Certified Site Plan

Before approval of the Certified Site Plan the following revisions must be made and/or information provided subject to Staff review and approval:

- a) Include the development program, and Site Plan resolution on the approval or cover sheet(s).
- b) Add a note stating that "Minor modifications to the limits of disturbance shown on the site plan within the public right-of-way for utility connections may be done during the review of the right-of-way permit drawings by the Department of Permitting Services."
- c) Modify data table to reflect development standards approved by the Planning Board.
- d) Ensure consistency of all details and layout between Site and Landscape plans.
- e) Show on the certified site plan one bicycle parking space in the form of an inverted U-rack.
- f) Add a note to the Site Plan stating that "An on-site pre-construction meeting is required to be set up with the Department of Permitting Services (DPS), Zoning & Site Plan Enforcement Division before any building construction activity occurs on-site. The owner or his designee who has signature authority, and general contractor must attend the pre-construction meeting with the DPS Site Plan Enforcement inspector. A copy of the Certified Site Plan is required to be on-site at all times."
- g) Show on the certified site plan a "Do Not Enter" sign at the egress point to the southeast of the building.
- h) Modify the location of the order point to be further south on the certified site plan.

## SECTION 2: SITE LOCATION

### Site Location & Description

The property (Property or Subject Property), is outlined in white in Figure 1 below, and is located on the west side of New Hampshire Avenue (MD 650), approximately 3,000 feet south of the intersection of New Hampshire Avenue and Columbia Pike (US 29). The Property is located on a pad site within a larger shopping center that also includes a five-story office building and a one-story strip mall. The Property is south of White Oak Shopping Center, and northwest of the Food and Drug Administration (FDA) White Oak campus. The surrounding area is comprised primarily of commercial uses, characterized by strip-mall type shopping centers with large parking lots. Further southwest are single-family residential uses, and further northeast are denser apartment buildings in addition to the office uses associated with the FDA campus.



*Figure 1- Vicinity Map*





*Figure 2- Aerial*



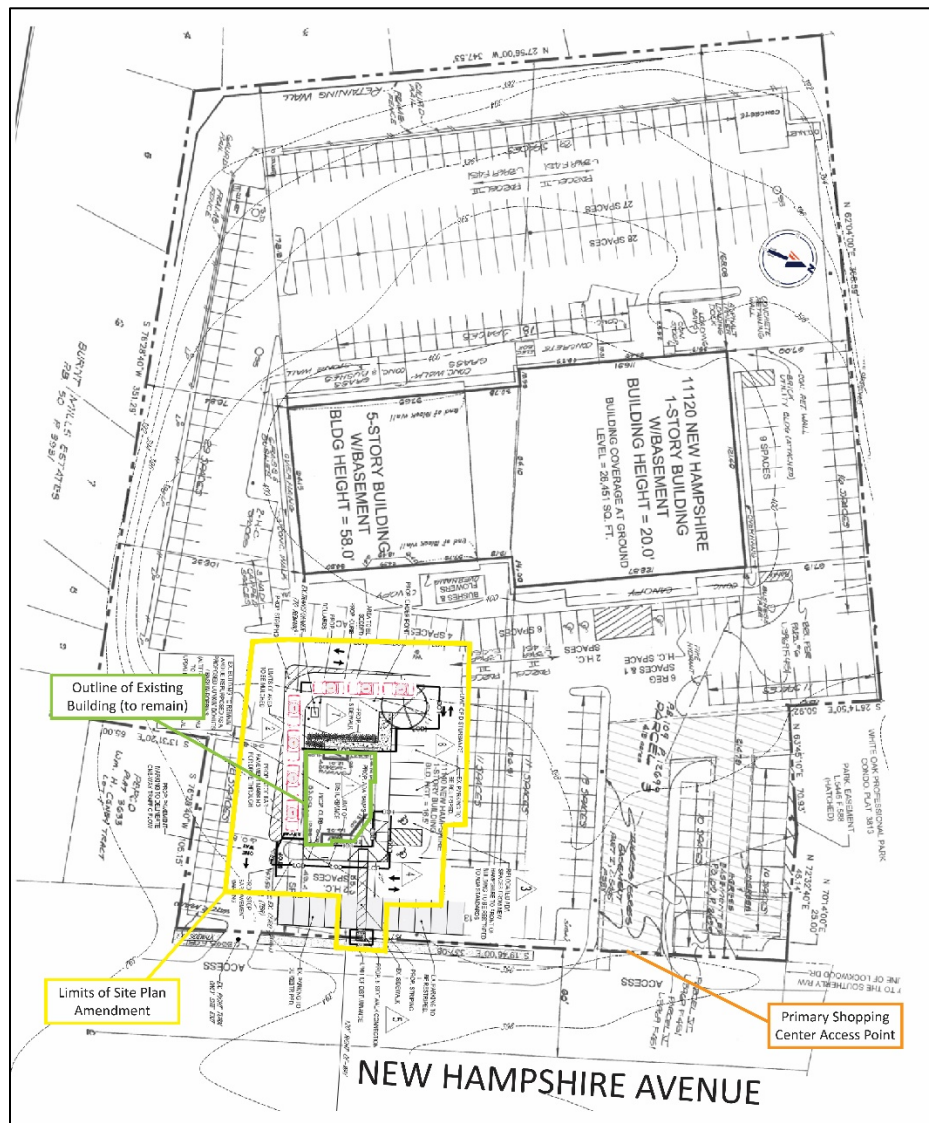
*Figure 3 – Existing Site Photos*

### Previous Approval

On June 21, 1979, the Montgomery County Planning Board approved site plan 819790300, with a 5-story office building, a one-story retail center, and a one-story bank building with a drive-thru lane, as well as 257 surface parking spaces under the C-0 and C-2 zone. The commercial development approved as part of the site plan application totaled 81,118 square feet. In the years following this approval the commercial development was fully implemented.

### **SECTION 3: PROPOSAL**

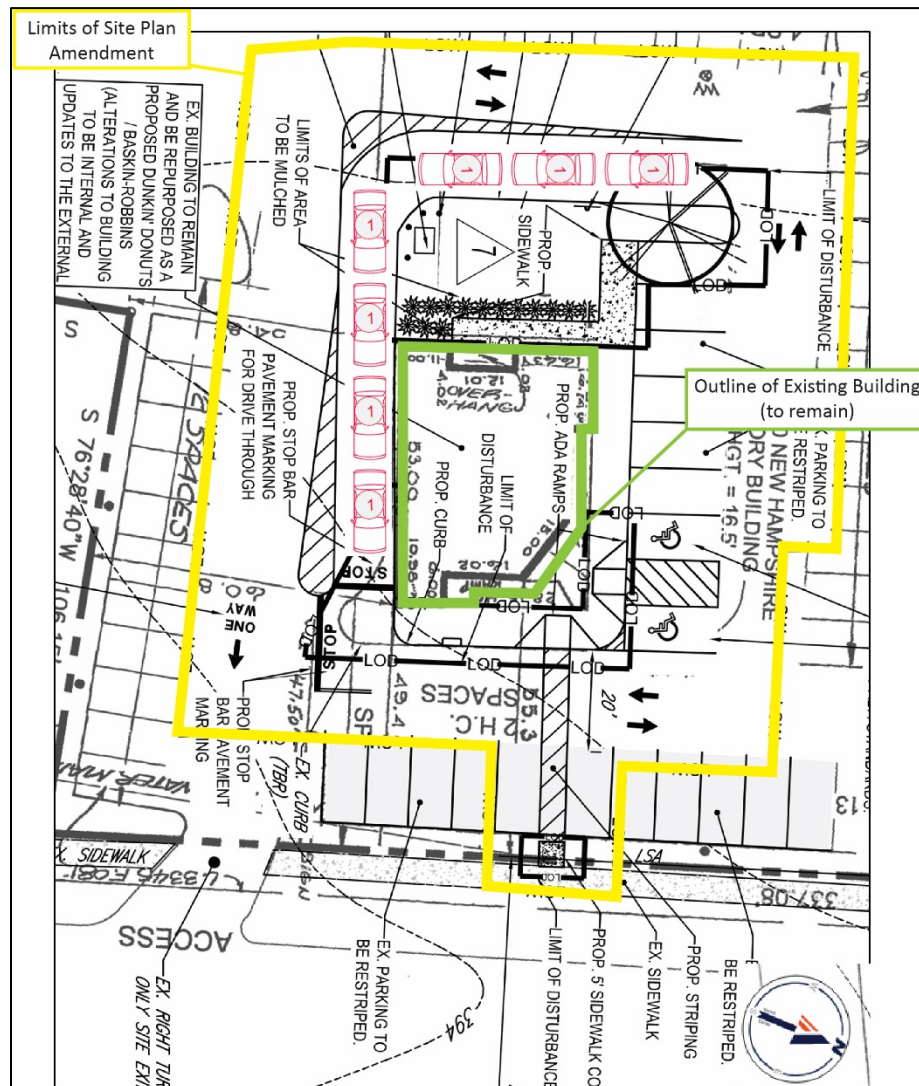
The Applicant is proposing to convert a vacant 2,102-square foot former bank building with a drive-thru to a Dunkin Donuts/Baskin Robbins drive-thru restaurant on the eastern portion of the Property (Site). The Applicant will reconfigure the existing drive-thru area to accommodate a queue length of seven cars, with new striping and curbing that will better separate the drive-thru circulation from the flow of traffic that moves through the parking lot.



*Figure 4 – Full Property Site Plan*



The drive-thru will have a window along the south wall of the building and will wrap around the southwest corner of the building. An ordering station will be installed near the entrance of the drive-thru near the northwest corner of the building. Two handicapped-accessible parking spaces will be relocated, from a row of parking spaces along the eastern edge of the property, to be located directly north of the building, immediately outside the front door. Relocation of these spaces eliminates the need for patrons using the handicapped spaces from crossing the drive aisle. The reconfiguration of the drive-thru to accommodate seven queueing vehicles will result in the elimination of five parking spaces, resulting in a total of 292 parking spaces for the entirety of the site plan area. The existing pedestrian handicapped ramp will be removed and replaced with two shorter ramps at the east and north sides of the building. The Applicant will also install a new pedestrian connection, via a crosswalk, to connect the sidewalk on the west side of New Hampshire Avenue to the entrance of the building.

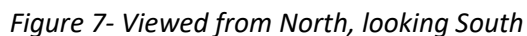


*Figure 5- Proposed Plan*

This project will provide 1,030 square feet of open space, in the form of a sidewalk on the east and north side of the building. The project area is 9,450 square feet, and thus the Applicant is required to provide 945 square feet of open space. Therefore, the Applicant has met the public open space requirements.

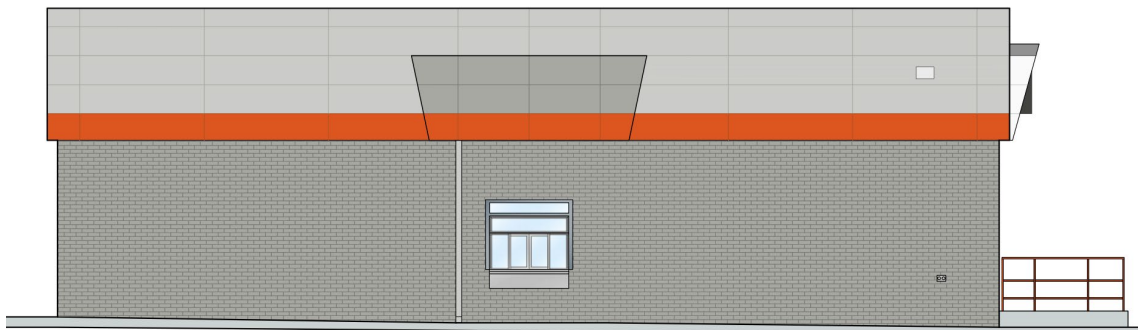


Dunkin Donuts franchises provide a recognizable architectural form, with unique signage and colors making the chain identifiable. The exterior of the building is primarily glass at the east and north walls, to provide light and a welcoming experience for the customers in the serving area. The south and west walls are opaque to screen the kitchen and food preparation areas of the restaurant from the outside.





*Figure 8 – Viewed from East, looking West*



*Figure 9 – Viewed from South, looking North*

#### **SECTION 4: SITE PLAN ANALYSIS AND FINDINGS**

Per Section 7.3.4 of the Zoning Ordinance,

1. *When reviewing an application, the approval findings apply only to the site covered by the application.*
2. *To approve a site plan, the Planning Board must find that the proposed development:*
  - a. *satisfies any previous approval that applies to the site;*

The originally approved site plan, 819790300, includes the existing drive-thru bank site. This proposal does not substantially change the existing structure, and therefore is in compliance with the previous approval.

The Subject Property is also subject to approved preliminary plan 119792200, which approved 69,790 square feet of office and retail development. The proposed amendment does not affect any conditions of approval of the preliminary plan, which were limited to roadway dedication, slope and drainage easements, and approval of a detailed site plan.

- b. *satisfies under Section 7.7.1.B.5 the binding elements of any development plan or schematic development plan in effect on October 29, 2014;*

Not applicable.

- c. *satisfies under Section 7.7.1.B.5 any green area requirement in effect on October 29, 2014 for a property where the zoning classification on October 29, 2014 was the result of a Local Map Amendment;*

Not applicable.

- d. *satisfies applicable use standards, development standards, and general requirements under this Chapter;*

The project does not involve any change to square footage and does not include any substantial changes to the existing structure. The existing building conforms to the development standards and general requirements of the Zoning Ordinance.

Development Standards	Required	Provided
Max. Building Height	60-feet	30-feet
Public Open Space (min.)	0%	10% (1,030 square feet) <sup>2</sup>
<b>Lot &amp; Density</b>		
Lot Area	N/A	9,450
Lot width at front building line	N/A	330
Lot width at front lot line	N/A	330
<b>Density (max.)</b>		
Density, FAR	<1.0	0.22 <sup>3</sup>
Building Area (square feet)		2,102 square feet
<b>Placement – Principal Building Setbacks (min.)</b>		
Front setback	0 feet	60 feet
Side street setback	0 feet	N/A
Rear setback, Alley	4 feet	N/A
<b>Build-to Area, max. setback and min % of building façade</b>		
Front Setback	20 feet	60 feet, modification requested
Building in front of street BTA	70%	100%, modification requested
Side Street Setback	20 feet	modification requested
Building in Side Street BTA	35%	modification requested
<b>Building Orientation</b>		
Entrance Facing Street or Open Space	Required	modification requested

<sup>2</sup> The total public open space provided consists of 2,570 sq. ft. on-site and 2,500 sq. ft. off-site

<sup>3</sup> As calculated for the Subject Property



Development Standards	Required	Provided
Entrance Spacing (max.)	100 feet	N/A
<b>Transparency, for Walls Facing a Street or Open Space</b>		
Ground story, front (min.)	40%	East Elevation: 55%
Blank Wall, front (max.)	35 feet	East Elevation: 18 feet
Ground Story, north side, (min.)	25%	North Elevation: 67%
Blank Wall, north side (max.)	35 feet	North Elevation: 17 feet
Ground Story, side/rear (min.)	35 feet	West Elevation: N/A South Elevation: N/A
Blank Wall, side/rear (max.)	35 feet	West Elevation: N/A South Elevation: N/A
<b>Parking Lot Area Canopy Coverage</b>	25%	No changes proposed to landscape and lighting

Parking Compliance under the CRT Zone, Zoning Code Section 59.6.2.4.B			
Existing and Proposed Uses and Square Footage	Minimum Parking Permitted	Maximum Parking Permitted	Parking Proposed
Office: 9,320 sf	2/1,000 sf GFA = 20 spaces	3/1,000 sf GFA = 30 spaces	All on-site parking is shared
Medical Office: 39,266 sf	1/1,000 sf GFA = 40 spaces	4/1,000 sf GFA = 160 spaces	
Retail: 30,430 sf	3.5/1,000 sf GFA = 109 spaces	6/1,000 sf GFA = 186 spaces	
Restaurant: 2,102 sf	4/1,000 sf for patron use = 8 spaces	12/1,000 sf for patron use = 24 spaces	
	Total: 177 spaces	Total: 400 spaces	Total: 292 spaces

Per Section 59.4.5.3.C.3., the Applicant is requesting modification of the build-to-area requirements. Footnote b. generally states that the Planning Board may modify the build-to-area requirements during Site Plan review, if the Planning Board finds that the plan deviates from the build-to-area requirements only to the extent necessary to accommodate the physical constraints of the site or the proposed land use, and if the proposed design elements engage the surrounding publicly accessible spaces such as streets, sidewalks and parks. Staff supports this finding, given that the existing bank and drive-thru are being converted to a Dunkin Donuts, the proposed improvements to the marking and circulation, and the right out only from the drive-thru and onto New Hampshire Avenue help satisfy the intent of the standard by discouraging thru movement of vehicles between the building and the sidewalk on New Hampshire Avenue and promote connectivity with the sidewalk and New Hampshire Avenue, in addition to providing connectivity to the additional public open space that will be provided along the front of the existing building.

According to the use table in Section 59.3.1.6 a restaurant is a permitted use in the CRT zone, and a drive-thru is a limited use given certain conditions. Per Section 59.3.5.14.E2.a., the conditions of the limited use are:

*i. A Drive-Thru, including the queueing area, must be located a minimum of 100 feet from any property that is vacant or improved with a residential use in the Agricultural, Rural Residential, or Residential Detached zones.*

The only adjoining property within 100 feet of the proposed drive-thru and queueing area is an R-60 zoned property that is developed with a PEPCO substation in a residential-style building.

*ii. For a Restaurant with a Drive-Thru, access to the site from a street with a residential classification is prohibited.*

The site is accessed from New Hampshire Avenue, which is not a residentially classified street.

*iii. A drive-thru service window, drive aisle, or queueing area located between the street and the front main wall of the main building is prohibited.*

The drive-thru service window and queueing area are located on the west and south sides of the building, which is not between the building and New Hampshire Avenue. The drive-thru stacking lane wraps around the south and west sides of the building, and is not in the area between the building and New Hampshire Avenue to the east.

There is an existing drive aisle (to remain) that runs between the building and New Hampshire Avenue, which was approved as part of the original site plan in 1979 and has been in use since the construction of the shopping center. Due to the existing configuration of the building and the larger shopping center, this drive aisle functions as a part of the larger circulation network of the shopping center and serves as an exit only to southbound New Hampshire Avenue.

*iv. A drive-thru service window, drive aisle, or stacking area may be located between the street and the side wall of the main building on a corner lot if permanently screened from any street by a minimum 3-foot-high wall or fence.*

Not applicable.

*v. Site plan approval is required under Section [7.3.4](#).*

The present application fulfills this requirement.

*vi. A conditional use application for a Drive-Thru may be filed with the Hearing Examiner if the limited use standards under Section [3.5.14](#).E.2.a.i through Section [3.5.14](#).E.2.a.iv cannot be met.*

Not applicable.

e. *satisfies the applicable requirements of:*

i. *Chapter 19, Erosion, Sediment Control, and Stormwater Management; and*

The proposed improvements to the existing bank building are limited to a change of signage and the addition of an exterior door at the rear of the building that will serve as access to the new kitchen. These improvements involve less than 5,000 square feet of disturbance; therefore, the project does not require any permits under Chapter 19.

ii. *Chapter 22A, Forest Conservation*

Environmental Guidelines

The site contains no streams or their buffers, wetlands or wetland buffers, steep slopes, 100-year floodplains, or known occurrences of rare, threatened or endangered species. There are no forests or specimen trees on the property.

Forest Conservation

The project is exempt from submitting a forest conservation plan as a modification to an existing developed property. An Exemption (No. 42020127E) was approved on March 12, 2020.

The plan as submitted is in conformance with the Environmental Guidelines and complies with Chapter 22A, the Forest Conservation Law.

f. *provides safe, well-integrated parking, circulation patterns, building massing and, where required, open spaces and site amenities;*

The project's improvements to the parking lot surrounding the proposed Dunkin Donuts increase the safety of the parking lot. The extension of the drive-thru queueing area will result in the elimination of five parking spaces, bringing the total for the site to 292 spaces, which remains above the 257 parking spaces originally approved. Two handicapped parking spaces will be relocated from their location along New Hampshire Avenue to the north side of the building, directly outside of the building entrance to improve access directly to the building.

This Dunkin Donuts pad site shares a parking lot with a variety of uses, including an Office Depot and a medical office, each to the west of the pad site. These uses have ample parking provided at their rear, to the west of the office building and strip mall. The parking lot is accessed via a turn in from New Hampshire Avenue to the north of the site. To the south of the project site, there is a right-turn, exit only onto New Hampshire Avenue. As part of this application, this egress point will be made to be more clearly an exit-only access.

Also proposed is a new pedestrian connection between the building and the sidewalk that runs along the western side of New Hampshire Avenue. This will provide safe access to the building for pedestrians from New Hampshire Avenue, and help improve the pedestrian experience in an otherwise auto-oriented shopping center.

The drive-thru has an entrance to the northwest of the site, and bends around the southwest corner of the building to meet where the existing bank drive-thru exists along the southern wall of the building. At the end of the drive-thru, at the southeast corner of the building, is a stop

line. If turning right out of the drive thru, there is another stop line that ensures that drive-thru patrons safely turn left to merge safely into the parking lot traffic before moving to the right-only exit onto New Hampshire Avenue. The design of this drive-thru increases the safety of the vehicular circulation by more clearly separating the drive-thru stacking area from the parking lot drive aisles. The drive aisle to the south of the building will be improved with striping indicating that the drive aisle is one-way. Cars will be forced to move slowly and deliberately through the drive-thru, to not conflict with the vehicular circulation of the parking lot.

- g. substantially conforms with the recommendations of the applicable master plan and any guidelines approved by the Planning Board that implement the applicable plan;*

This area is identified in the 2014 *White Oak Science Gateway Master Plan* as an area of “transitional development.” It envisions the commercial areas near the intersection of Lockwood Drive and New Hampshire Avenue to be redeveloped over time as a pedestrian-friendly, mixed-use area. By converting a vacant building to community-serving retail with improved pedestrian access, the proposed amendment substantially conforms with the recommendations of the Master Plan that the private sector should be encouraged to redevelop, redesign and invest in older commercial centers while preserving community-serving retail and creating a more walkable community. Furthermore, the repurposing of the existing, vacant retail building does not preclude a larger redevelopment of the shopping center in the future. Thus, the proposed Site Plan is in substantial conformance with the Master Plan.

- h. will be served by adequate public services and facilities including schools, police and fire protection, water, sanitary sewer, public roads, storm drainage, and other public facilities. If an approved adequate public facilities test is currently valid and the impact of the development is equal to or less than what was approved, a new adequate public facilities test is not required. If an adequate public facilities test is required the Planning Board must find that the proposed development will be served by adequate public services and facilities, including schools, police and fire protection, water, sanitary sewer, public roads, and storm drainage;*

The proposed Property is subject to the White Oak Local Area Transportation Improvement Program (LATIP), which proscribes trip generation rates by land use and square footage. Both the bank and the proposed use are classified as “Retail” under the LATIP, which generates three trips per 1,000 square feet; this equates to six trips based on the site's existing square footage. As the use is not changed under this proposed development, there is no net change in the number of trips generated, based on the LATIP methodology.<sup>4</sup> Additionally, police, fire protection, water, sanitary sewer, public roads and storm drainage remain adequate. Thus, all public facilities are adequate to serve the proposed development.

- i. on a property in a Rural Residential or Residential zone, is compatible with the character of the residential neighborhood; and*

Not applicable, the Subject Property is zoned CRT-1.5 C-1.5 R-0.25 H-60.

---

<sup>4</sup> 2017 Local Area Transportation Review Guidelines, Appendix 4: [https://montgomeryplanning.org/wp-content/uploads/2017/12/LATR-Guidelines-Production-Final\\_122017-PRODUCTION-WEB.pdf](https://montgomeryplanning.org/wp-content/uploads/2017/12/LATR-Guidelines-Production-Final_122017-PRODUCTION-WEB.pdf)

- j. *on a property in all other zones, is compatible with existing and approved or pending adjacent development.*

The Property is compatible with existing and approved or pending adjacent development. The proposed restaurant with a drive-thru function is converted from a former bank and drive-thru, and does not constitute a substantial change to the existing compatibility of the project within the shopping center.

3. *To approve a site plan for a Restaurant with a Drive-Thru, the Planning Board must also find that a need exists for the proposed use due to an insufficient number of similar uses presently serving existing population concentrations in the County, and the uses at the location proposed will not result in a multiplicity or saturation of similar uses in the same general neighborhood.*

The applicant has submitted a Statement of Need outlining the need for a restaurant at the subject location. According to the Statement of Need there is a need for a Dunkin Donuts/Baskin Robbins at this location for the following reasons:

- The proposed location is underserved relative to nearby market clusters.
  - Demographics of the area, with 94,000 customers within 7 minutes and a median household income of \$70,000 in the area.
  - The closest Dunkin Donuts is 3.1 miles away.
  - The number of competitors in the area and sales volume of those stores demonstrates the ability to support a Dunkin Donuts/Baskin Robbins.
  - White Oak is underserved by Dunkin Donuts/Baskin Robbins and is seen as a “donut hole” in market penetration that needs to be filled.
  - The Dunkin Donuts/Baskin Robbins complements and would be an added amenity to the existing Medical Office Building and Retail.
4. *For a property zoned C-1 or C-2 on October 29, 2014 that has not been rezoned by Sectional Map Amendment or Local Map Amendment after October 30, 2014, if the proposed development includes less gross floor area for Retail/Service Establishment uses than the existing development, the Planning Board must consider if the decrease in gross floor area will have an adverse impact on the surrounding area.*

Not applicable, the Subject Property is not zoned C-1 or C-2.

## **SECTION 5: COMMUNITY CORRESPONDENCE**

The Applicant has met all proper signage, noticing and pre-submission meeting requirements for the submitted Applications.

Staff has received correspondence from a concerned resident, who raised concerns about the safety of circulation in the parking lot and the interaction of the drive-thru with other parking lot traffic. To address these concerns, the applicant will provide striping indicating that the drive aisle south of the building is one-way, and clearly separate the drive-thru from the drive aisle. Additionally, the applicant will improve the exit of the drive-thru with two stop lines. The first stop line is at the exit of the drive-thru, and the second is after a right turn, forcing drive-thru traffic to stop before merging into the drive

aisle south of the property and proceeding to the right-turn-only exit out of the shopping center onto New Hampshire Avenue southbound.

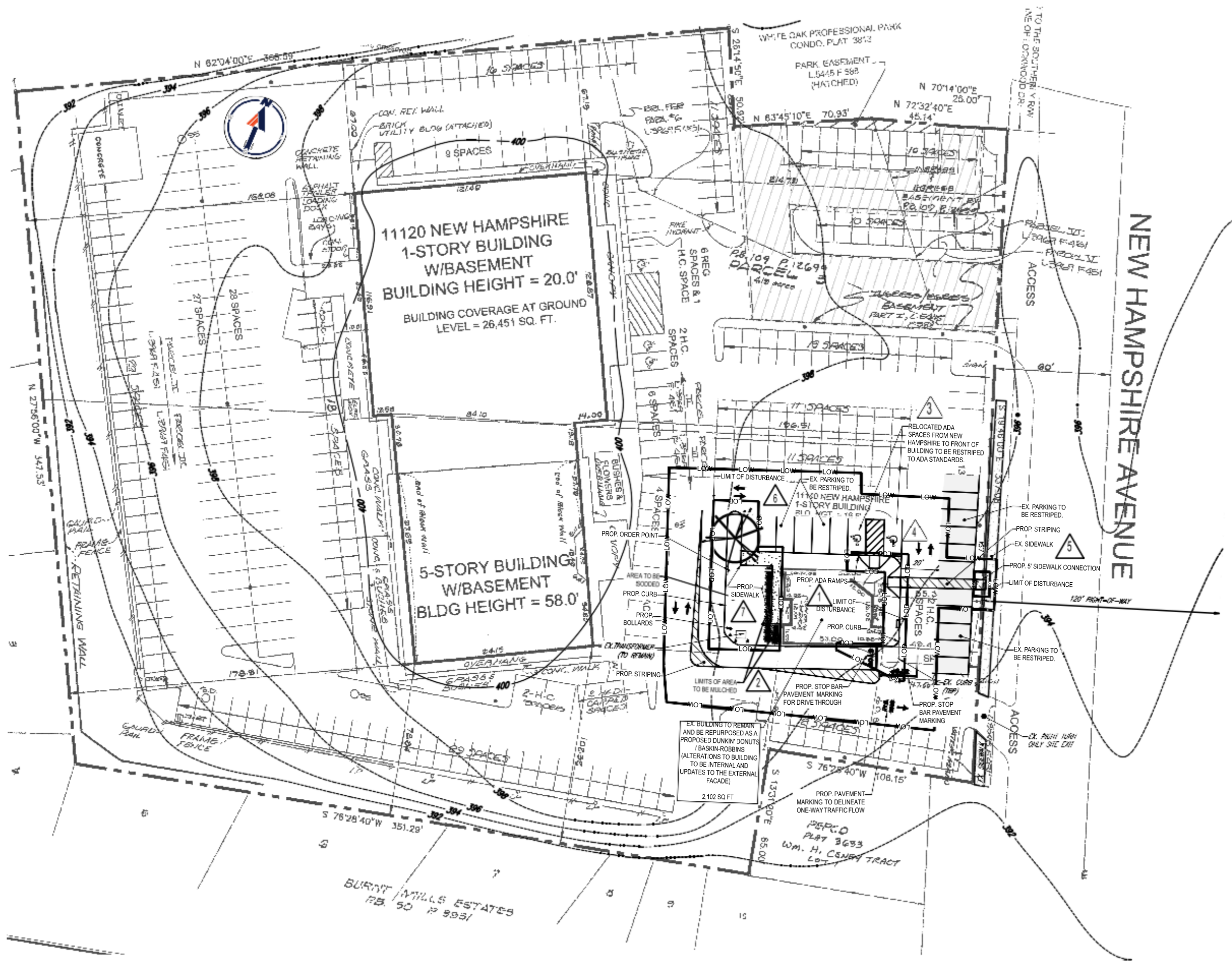
#### **SECTION 6: CONCLUSION**

The Application meets all requirements of the Zoning Ordinance, and conforms with the Master Plan. The Application has been reviewed by other applicable County agencies, all of whom have recommended approval of the plan. Therefore, Staff recommends approval of the Site Plan Amendment with the conditions listed at the beginning of the Staff Report.

#### **ATTACHMENTS:**

1. Site Plan
2. Applicant's Statement of Need
3. Citizen Letter of Concern

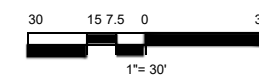


**NOTE:**

- ALL SITE FEATURES SHOWN HEREON AS EXISTING ARE AS SURVEYED ON LAND TITLE SURVEY NO. BS 12-025-D DATED SEPTEMBER 18, 2012 AS PREPARED BY DEWBERRY. CURRENT EXISTING SITE CONDITIONS HAVE NOT BEEN FIELD VERIFIED.

LAND TITLE SURVEY NO. BS 12-025-D

- TOPOGRAPHY SHOWN HEREON PER MONTGOMERY COUNTY GIS. GRID 214NE01.

**LEGAL DESCRIPTION**

All that certain property located in Montgomery County, Maryland, more particularly described as follows:

**PARCEL ONE:**

Being Parcel "5" of WHITE OAK MALL as shown on plat of subdivision recorded in Plat Book 103 at Plat No. 12999 among the Land Records of Montgomery County, Maryland.

**PARCEL TWO (Easement Parcel):**

TOGETHER WITH 101-exclusive easements for roadways, walkways, ingress and egress, vehicular parking or the common areas contained in Grant of Easements and Covenants and Restrictions Affecting Land by and between Safeway Stores, Incorporated, and Fotis Zourdos and Company dated January 27, 1972 and recorded June 16, 1973 in Liber 3903 at Folio 451 among the said Land Records.

The legal description set forth herein describes the same property as the property insured in the fire contract bearing No. 12-01168 dated July 27, 2012, issued by Commercial Land Title Insurance Company.

**LOCATION MAP**

SCALE: 1" = 2000'

Copyright  
ADD THE MAP PEOPLE  
PERMIT USE NO. 20602153-5

**LIST OF AMENDMENT ITEMS**

- |  |   |
|--|---|
| 1. CONVERSION OF AN EXISTING ONE-STORY STRUCTURE FROM A BANK DRIVE-THRU TO A DUNKIN' DONUTS/BASKIN-ROBBINS DRIVE-THRU INCLUDING NEW SIGNAGE AND THE ADDITION OF A REAR DOOR. | 5. INSTALLATION OF A PEDESTRIAN CROSSWALK TO CONNECT THE EXISTING STRUCTURE WITH THE ADJACENT SIDEWALK ON NEW HAMPSHIRE AVENUE. |
| 2. RECONFIGURATION OF DRIVE-THRU STACKING AREA AND NEW STRIPING TO ACCOMMODATE SEVEN CARS.   | 6. REDUCTION OF SURFACE PARKING IN THE IMMEDIATE VICINITY OF THE DRIVE-THRU BY FIVE (5) SPACES.                                 |
| 3. RELOCATION OF TWO HANDICAPPED-ACCESSIBLE PARKING SPACES FROM A ROW OF PARKING SPACES ALONG THE SOUTHERN EDGE OF THE SITE.   | 7. LANDSCAPE IMPROVEMENTS   |
| 4. REPLACEMENT OF EXISTING HANDICAPPED-ACCESSIBLE RAMP ON THE NEW HAMPSHIRE AVENUE SIDE OF THE BUILDING WITH A SHORTER CURB RAMP.  |   |

SITE DATA TABLE		
ZONE:		C-0, C-0, R-90
SITE AREA:		185,977 SF
BLDG. COVERAGE		26,374 SF
PARKING:		
	REGULAR	228
	COMPACT	87
	HANDICAPPED	10
	TOTAL	325 (REQ. PARKING 257)
	MOTORCYCLE	6
	BICYCLE	16
BUILDING DATA		
COMMERCIAL		
	1ST FLOOR	15,000 SF
	BASEMENT	15,000 SF
OFFICE BUILDING		
	1ST FLOOR	11,374 SF
	2ND -5TH FLOOR	42,708 SF
	TOTAL	54,052 SF

**SITE DATA TABLE NOTE:**

SITE DATA TABLE PROVIDED FROM APPROVED SITE PLAN 819790300 DATED NOVEMBER 1979 AS PREPARED BY DEWBERRY NEALON & DAVIS ENGINEERS ARCHITECTS PLANNERS SURVEYORS AND APPROVED BY M-NPPC ON JANUARY 23, 1980.

**BOHLER**  
SITE CIVIL AND CONSULTING ENGINEERING  
LAND SURVEYING  
LANDSCAPE ARCHITECTURE  
SUSTAINABLE DESIGN  
PERMITTING SERVICES  
TRANSPORTATION SERVICES

**REVISIONS**

REV	DATE	COMMENT	DRAWN BY
1	02/27/2020	INTAKE COMMENTS	LMT
2	05/08/2020	PER MNCPPC COMMENTS	BLF
			LW
			BLF



THE FOLLOWING STATES REQUIRE NOTIFICATION BY EXCAVATORS, DESIGNERS, OR ANY PERSON PREPARING TO DISTURB THE EARTH'S SURFACE ANYWHERE IN THE STATE OF VIRGINIA, MARYLAND, THE DISTRICT OF COLUMBIA, AND DELAWARE CALL 811 (VA 1-800-245-4444) (PA 1-800-245-1777) (DC 1-800-257-7777) (DE 1-800-552-7001) (MD 1-800-257-7777) (DE 1-800-282-8555)

**NOT APPROVED FOR CONSTRUCTION**

THIS DRAWING IS INTENDED FOR MUNICIPAL AND/OR AGENCY REVIEW AND APPROVAL. IT IS NOT TO BE USED FOR CONSTRUCTION UNLESS INDICATED OTHERWISE.

PROJECT No.: MB192003  
DRAWN BY: LMT  
CHECKED BY: BLF  
DATE: 03/13/2020  
CAD ID: ECP

**PROJECT:**

**DUNKIN' DONUTS / BASKIN-ROBBINS**  
**#81979030A**

FOR  
**WHITE OAK LTD. PARTNERSHIP**  
C/O GUARDIAN REALITY MANAGEMENT, INC.  
LOCATION OF SITE:

11140 NEW HAMPSHIRE AVENUE  
MONTGOMERY COUNTY  
SILVER SPRING, MARYLAND  
WSSC GRID: 214NE01  
TAX MAP: J061

**BOHLER**

16701 Melford Blvd., Suite 310  
Bowie, Maryland 20715  
Phone: (301) 809-4500  
Fax: (301) 809-4501  
MD@BohlerEng.com

**B. L. FOX**

PROFESSIONAL ENGINEER  
MARYLAND LICENSE NO. 3796

**SHEET TITLE:**

**SITE PLAN**

**SHEET NUMBER:**

**C-03**

REVISION 2 - 05/08/2020

**Developer's Certificate**

I, the undersigned, agree to warrant all the features of the Site Plan Approval No. 81979030A including Approved Construction Program, and Certified Site Plan.

Guardian Reality Management, Inc. William Carbaugh

Developer: \_\_\_\_\_ Designer: \_\_\_\_\_

Address: 8000 Executive Boulevard, Suite 400 North Bethesda, MD 20852

Phone: (240) 372-0678

Signature: \_\_\_\_\_

**PROFESSIONAL CERTIFICATION**  
I, BRADFORD L. FOX, HEREBY CERTIFY THAT THESE DOCUMENTS WERE PREPARED OR APPROVED BY ME, AND THAT I AM A DULY LICENSED PROFESSIONAL ENGINEER UNDER THE LAWS OF THE STATE OF MARYLAND. LICENSE NO. 3796, EXPIRATION DATE: 11/02/2021

## **STATEMENT OF NEED**

In connection with our request for approval of an amendment to approved site plan 8-79030 to convert the existing Retail Bank with a Drive-Thru to a “Restaurant with a Drive-Thru”, please find the attached market information demonstrating that a need exists for the proposed use due to an insufficient number of similar uses presently serving existing population concentrations in the County. As shown by the attached materials, the uses at the location proposed will not result in a multiplicity or saturation of similar uses in the same general neighborhood.

### **MARKET INFORMATION DEMONSTRATING NEED**

1. Site Information – the proposed location is underserved relative to nearby market clusters as shown by the site map.
2. Demographics – the demographics are strong and will support a Dunkin Donuts/Baskin Robbins or similar restaurant of the type proposed.
  - a. 94,000 customers within 7 minutes
  - b. Median Household Income is \$70,000 in the trade area
3. 10 Closest Existing Assets – closest Dunkin is 3.1 miles away.
4. Competitor Locations – only 7 competitors within 0.5 mile radius; the sales volume of those stores demonstrates the ability to support a Dunkin Donuts/Baskin Robbins.
5. DD/BR Locations – White Oak area underserved by Dunkin Donuts/Baskin Robbins – White Oak is a “donut hole” in market penetration that needs to be filled.
6. Site Overview – the Dunkin Donuts/Baskin Robbins compliments and would be an added amenity to the existing Medical Office Building and Retail (Planet Fitness and Office Depot).



## Attachment 2

## SITE PACKAGE REPORT

SITE ID: 29396

Cert Dev\_MD\_White Oak\_11140 New Hampshire

SITE NAME: Ave

## SITE INFORMATION

**SITE ADDRESS** 11140 New Hampshire Avenue, White Oak, MD 20901

**SITE COORDINATES** -76.9902043779103 , 39.03743207109341

**SITE TYPE** FS-PAD/BUILDING

**DRIVETHRU** Y

**BRANDS** Dunkin' Donuts

**FRANCHISEE**

## TRADE AREA QUALITY SCORE

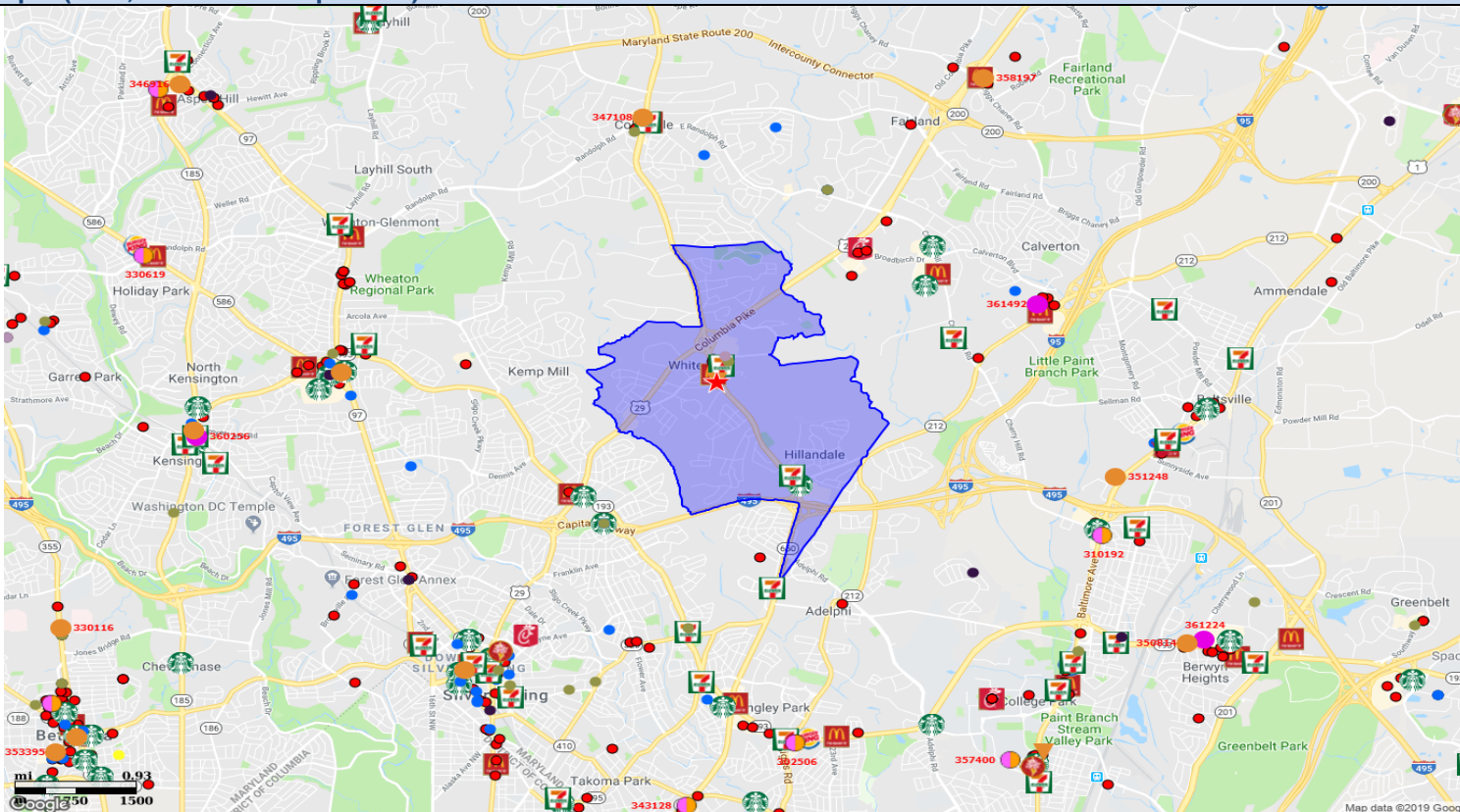
**MINI MARKET NAME** 511039 - White Oak-Burtonsville

**MINI MARKET FOCUS** Balanced

**TARGET AREA ID** 13101

**TARGET AREA TIER** Tier 2

## Map 1 (EAB, GDT and Competitors)



## Legend

## Sites

- DD
- BR
- DD-BR

## Stores

- DD
- BR
- BR-DD

## Competitors

- MC DONALD'S
- BURGER KING
- CHICK-FILE-A
- BOJANGLES' FAMOUS CHICKEN
- HARDEE'S
- STARBUCKS
- CARIBOU COFFEE
- BIGGBY COFFEE
- SCOOTER'S COFFEEHOUSE
- TIM HORTONS
- KRISPY KREME DOUGHNUTS
- SHIPLEY DO-NUTS
- WAWA
- CUMBERLAND FARMS
- CIRCLE K
- 7-ELEVEN
- QUICK CHECK
- ROYAL FARMS
- QUICK TRIP
- RACETRAC PETROLEUM
- DAIRY QUEEN
- COLD STONE CREAMERY
- MARBLE SLAB CREAMERY
- CARVEL ICE CREAM & BAKERY
- OTHERS

Source: STI Popstats, 2018 Q1 Estimates and Projections

©2019 Tango Management Consulting LLC

5/29/2019

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.

## Attachment 2

## SITE PACKAGE REPORT

**SITE ID:** 29396  
 Cert Dev\_MD\_White Oak\_11140 New Hampshire Ave  
**SITE NAME:**

Default TA:	0.25 MILE	1 MINUTE	2 MINUTES	3 MINUTES	4 MINUTES	5 MINUTES	7 MINUTES	Current Trade Area	DMA BENCHMARK
<b>Demographics</b>									
Total Population	394	2,965	10,987	18,712	24,889	39,989	94,256	22,219	6,986,708
Land Area	0	0	1	3	5	8	18	4	12,770
Population Density	2,062	8,074	7,530	5,859	4,975	5,174	5,342	5,104	547
Median Household Income	\$109,994	\$77,993	\$76,426	\$79,142	\$84,305	\$86,469	\$84,742	\$79,702	\$96,902
Household Density	679	3,501	2,796	2,163	1,807	1,798	1,859	1,868	205
Race - White %	30.5%	24.4%	26.3%	28.2%	34.2%	35.7%	36.1%	29.4%	58.7%
Race - Black %	39.1%	56.2%	47.9%	47.3%	41.1%	35.5%	33.2%	44.4%	23.5%
Race - Asian %	7.0%	6.8%	7.7%	8.8%	9.1%	10.1%	9.9%	9.3%	8.6%
Race - Other %	23.4%	12.6%	18.1%	15.8%	15.5%	18.7%	20.7%	16.9%	9.3%
Ethnicity - Hispanic %	30.6%	16.6%	23.3%	19.6%	19.5%	24.0%	27.0%	21.1%	12.8%
Population Age 0-13	80	684	2,361	3,846	4,972	7,988	18,475	4,495	1,251,890
Population Age 14-24	48	301	1,420	2,512	3,363	5,417	12,355	2,997	1,020,298
Households with Children	61	360	1,428	2,342	3,092	4,848	10,936	2,782	803,810
Effective Population	401	2,205	8,929	15,549	21,263	35,821	81,657	19,057	6,018,645
Effective Population Index	102	74	81	83	85	90	87	86	86
<b>Daytime Demographics</b>									
Daytime Population	550	2,171	10,926	17,933	24,686	37,338	76,226	21,152	7,655,934
Total Establishments	23	64	308	413	657	931	1,476	559	178,257
Total Employees	412	1,153	5,844	7,876	11,430	16,901	28,724	9,581	3,643,268
Employees as a % of Residential Population	104.6%	38.9%	53.2%	42.1%	45.9%	42.3%	30.5%	43.1%	52.2%
White Collar Employees	211	499	2,410	3,543	5,098	7,617	13,061	4,212	1,412,937
<b>Retail Demographics</b>									
Retail Trade Establishments	1	6	33	39	61	82	121	51	19,599
Total GLA	0	0	145,000	313,750	582,500	582,500	990,000	495,000	275,277,500
QSR - Donuts	0	0	0	0	0	0	0	0	52
QSR - Ice Cream	0	0	0	0	0	0	0	0	247
<b>Existing Asset Base</b>									
DD Only EAB QTY	0	0	0	0	0	0	1	0	168
DD/BR EAB QTY	0	0	0	0	0	0	0	0	73
BR Only EAB QTY	0	0	0	0	0	0	0	0	20

Note: CY Current Year 2018

Source: STI Popstats, 2018 Q1 Estimates and Projections

©2019 Tango Management Consulting LLC

5/29/2019

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.

## Attachment 2

## SITE PACKAGE REPORT

**SITE ID:** 29396  
**SITE NAME:** Cert Dev\_MD\_White Oak\_11140 New Hampshire Ave

EXISTING ASSET BASE (10 CLOSEST EAB - BASED ON DRIVE DISTANCE)																
NO	PC	ADDRESS	SITE TYPE	DRIVE THRU	BRANDS	OPEN DATE	NETWORK NAME	CONTACT	PHONE	CELL	E-MAIL	ROOFTOP AWS TTM	ROOFTOP AWS YTTM	STRAIGHT LINE DISTANCE	DRIVE DISTANCE	DRIVE TIME
1	347108	13424 New Hampshire Ave, Silver Spring, MD	SC-END CAP	N	Dunkin Donuts	2008-11-16	SAMEER AILAWADI	Sameer Ailawadi	(908)9 17-8747		sameer.ailawadi@gmail.com			2.8	3.1	6.2
2	361492	11601 Beltsville Dr, Beltsville, MD	SC-END CAP	N	Baskin Robbins	1977-08-29	F & MG	Gracy Triza Rozario	(301)2 54-4522		rozariogracy@yahoo.com			2.9	4.2	8.5
3	358197	13804 Outlet Dr, Silver Spring, MD	FS-PAD/BUILDING	Y	Dunkin Donuts	2018-12-28	LUIS GROUP	Boris Lander	240463 1404		boris.lander@luisgroup.net			3.9	4.3	8.6
4	310192	9701 Baltimore Ave, College Park, MD	FS-PAD/BUILDING	N	Dunkin Donuts - Baskin Robbins	1999-04-19	DDC MANAGEMENT LLC	Konstantino Skrivanos	(508)7 68-6200	(508)688 -0542	info@dekkgroup.com			3.7	4.7	9.4
5	357400	4211 Knox Rd, College Park, MD	COLLEGE & UNIV	N	Dunkin Donuts - Baskin Robbins		DC COFFEE KINGS, LLC	Rafey (Ray) Omar	(443)2 61-7002		rafey.omar@gmail.com			4.7	5.3	10.6
6	350786	8401 Colesville Rd, Silver Spring, MD	STOREFRONT-IN LINE	N	Dunkin Donuts	2012-09-29	WASHAM INVESTORS LLC	Parag Patel	(410)9 71-0270		parag00@aol.com			3.7	5.6	11.3
7	302506	2057 University Blvd E, Hyattsville, MD	FS-PAD/BUILDING	N	Dunkin Donuts - Baskin Robbins	1992-10-01	SAMEER AILAWADI	Sameer Ailawadi	(908)9 17-8747		sameer.ailawadi@gmail.com			3.8	5.8	11.3
8	351248	10260 Baltimore Ave, College Park, MD	SC-END CAP	N	Dunkin Donuts	2013-08-10	DC COFFEE KINGS, LLC	Rafey Omar	(443)2 61-7002		rafey.omar@gmail.com			3.6	5.9	10.9
9	300354	2405 Reedy Dr, Wheaton, MD	SC-END CAP	N	Dunkin Donuts	1959-04-28	LUIS GROUP	Boris Lander	(301)4 38-2650	(240)463 -1404	boris.lander@luisgroup.net			3.3	6.9	12.6
10	343128	6851 New Hampshire Avenue, Takoma Park, MD	FS-PAD/BUILDING	Y	Dunkin Donuts - Baskin Robbins	2007-02-28	SAMEER AILAWADI	Sameer Ailawadi	(908)9 17-8747		sameer.ailawadi@gmail.com			4.4	6.9	13.7

Source: STI Popstats, 2018 Q1 Estimates and Projections

©2019 Tango Management Consulting LLC

5/29/2019

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.

## Attachment 2

## SITE PACKAGE REPORT

SITE ID: 29396

Cert Dev\_MD\_White Oak\_11140 New Hampshire

SITE NAME: Ave

Ave

COMPETITOR LOCATIONS (15 CLOSEST) - DD										
NO	ID	NAME	ADDRESS	CITY	STATE	ZIP CODE	SALES VOLUME	STRAIGHTLINE DISTANCE	DISTANCE	DRIVE TIME
1	214014227	MC DONALD'S	11146 NEW HAMPSHIRE A #1202282	SILVER SPRING	MD	20904-2604	\$2.5-2.75 MILLION	.1	.1	.2
2	630098523	7-ELEVEN	11303 LOCKWOOD DR	SILVER SPRING	MD	20904-2608	\$3.25-3.5 MILLION	.2	.3	.7
3	435875487	PIZZA CASTLE	11279 NEW HAMPSHIRE AVE # B	SILVER SPRING	MD	20904-2647	\$0.25-0.5 MILLION	.2	.4	.8
4	520636259	POPEYES LOUISIANA KITCHEN	11311 LOCKWOOD DR	SILVER SPRING	MD	20904-2608	\$0.5-0.75 MILLION	.2	.4	.7
5	461296949	WHITE OAK CONVENIENCE STORES	11407 LOCKWOOD DR	SILVER SPRING	MD	20904-2610	\$1-1.25 MILLION	.2	.4	.7
6	554520288	SUBWAY	11211 NEW HAMPSHIRE AVE # A	SILVER SPRING	MD	20904-2641	\$0.25-0.5 MILLION	.3	.4	.7
7	939442109	BOSTON MARKET	11297 NEW HAMPSHIRE AVE	SILVER SPRING	MD	20904-2631	\$1.5-1.75 MILLION	.2	.4	.7
8	311021398	7-ELEVEN	10203 NEW HAMPSHIRE AVE	SILVER SPRING	MD	20903-1412	\$2.75-3 MILLION	1.2	1.2	2.3
9	122255672	CHEESESTEAK MIKES	10222 NEW HAMPSHIRE AVE	SILVER SPRING	MD	20903-1411	LESS THAN \$250,000	1.2	1.2	2.4
10	612835330	STARBUCKS	10155 NEW HAMPSHIRE AVE	SILVER SPRING	MD	20903-1713	\$1-1.25 MILLION	1.3	1.5	3.1
11	815221130	DOMINO'S	10145 NEW HAMPSHIRE AVE	SILVER SPRING	MD	20903-1713	\$0.75-1 MILLION	1.3	1.5	3.1
12	253497085	MC DONALD'S	106 UNIVERSITY BLVD W	SILVER SPRING	MD	20901-2440	\$4-4.25 MILLION	1.7	2	4.1
13	707740599	SUBWAY	10121 COLESVILLE RD # 10	SILVER SPRING	MD	20901-2426	\$0.25-0.5 MILLION	1.6	2.1	4.3
14	587261975	STARBUCKS	10103 COLESVILLE RD	SILVER SPRING	MD	20901-2426	\$1-1.25 MILLION	1.7	2.1	4.2
15	970187936	PAPA JOHN'S PIZZA	108 UNIVERSITY BLVD W	SILVER SPRING	MD	20901-2440	\$1.5-1.75 MILLION	1.7	2.1	4.2

COMPETITOR LOCATIONS (15 CLOSEST) - BR										
NO	ID	NAME	ADDRESS	CITY	STATE	ZIP CODE	SALES VOLUME	STRAIGHTLINE DISTANCE	DISTANCE	DRIVE TIME
1	423178774	SWEET FROG	11211 NEW HAMPSHIRE AVE # A	SILVER SPRING	MD	20904-2641	\$0.5-0.75 MILLION	.3	.4	.7
2	431290090	HEAVENLY CREATED DESSERTS LLC	9235 LIMESTONE PL	COLLEGE PARK	MD	20740-3943	LESS THAN \$250,000	3	4.4	8.8
3	630048122	COLD STONE CREAMERY	821 ELLSWORTH DR	SILVER SPRING	MD	20910-4438	\$0.75-1 MILLION	3.4	5.4	10.8
4	715706846	STONE PIERRE	9324 GEORGIA AVE	SILVER SPRING	MD	20910-1726	\$0.75-1 MILLION	3.4	5.6	10.1
5	438055864	BELLA FROZEN YOGURT	6504 AMERICA BLVD # 101	HYATTSVILLE	MD	20782-2172	\$0.25-0.5 MILLION	5.1	5.8	11.5
6	690183710	COLD SLAB ICE CREAM	3500 EAST WEST HWY # K2	HYATTSVILLE	MD	20782-1997	LESS THAN \$250,000	5.1	5.9	11.8
7	736095802	SWEET & COOL ICE CREAM	5018 BRANCHVILLE RD	COLLEGE	MD	20740-2254	LESS THAN	4.4	6	12

Source: STI Popstats, 2018 Q1 Estimates and Projections

©2019 Tango Management Consulting LLC

5/29/2019

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.



## Attachment 2

		SOCIALS		PARK			\$250,000			
8	399815596	MOORENKOS ICE CREAM CAFE	8030 GEORGIA AVE # B	SILVER SPRING	MD	20910-4900	\$0.25-0.5 MILLION	3.9	6.4	12.8
9	409282853	TASTEE ICE CREAM	11160 VEIRS MILL RD # B200	WHEATON	MD	20902-2520	\$0.75-1 MILLION	3.4	7	13
10	434942933	TCHOU MICHAEL	15430 OLD COLUMBIA PIKE	BURTONSVILLE	MD	20866-1723	\$0.75-1 MILLION	5.8	7	13.8
11	316266949	CARVEL EXPRESS	11160 VEIRS MILL RD	WHEATON	MD	20902-2538	\$0.25-0.5 MILLION	3.4	7	13
12	378720379	COLD STONE CREAMERY	7314 BALTIMORE AVE	COLLEGE PARK	MD	20740-3206	\$0.5-0.75 MILLION	4.8	7.2	14.4
13	269918298	MI-PATRIA RESTAURANT	5906 RIGGS RD	HYATTSVILLE	MD	20783-3235	\$0.25-0.5 MILLION	5.2	7.6	15.2
14	378478226	COLD STONE CREAMERY	13600 BALTIMORE AVE # 304	LAUREL	MD	20707-9496	\$1.25-1.5 MILLION	7	9	18
15	724542934	CLASS 520 ICE CREAM	4917 ELM ST	BETHESDA	MD	20814-2905	\$0.75-1 MILLION	6.9	9.9	19.8

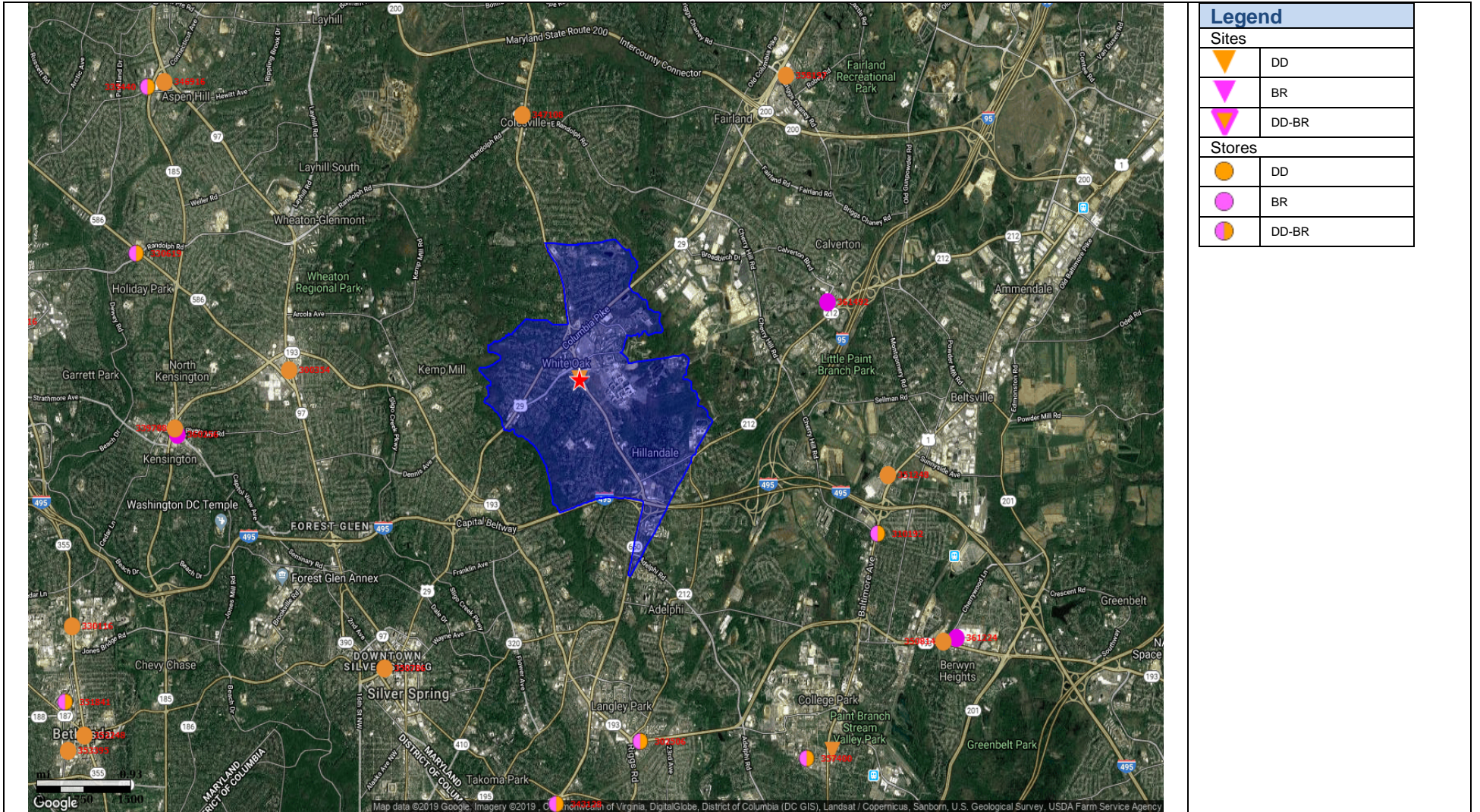
**Source: STI Popstats, 2018 Q1 Estimates and Projections**

**©2019 Tango Management Consulting LLC**

**5/29/2019**

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.

## Attachment 2



**Source: STI Popstats, 2018 Q1 Estimates and Projections**

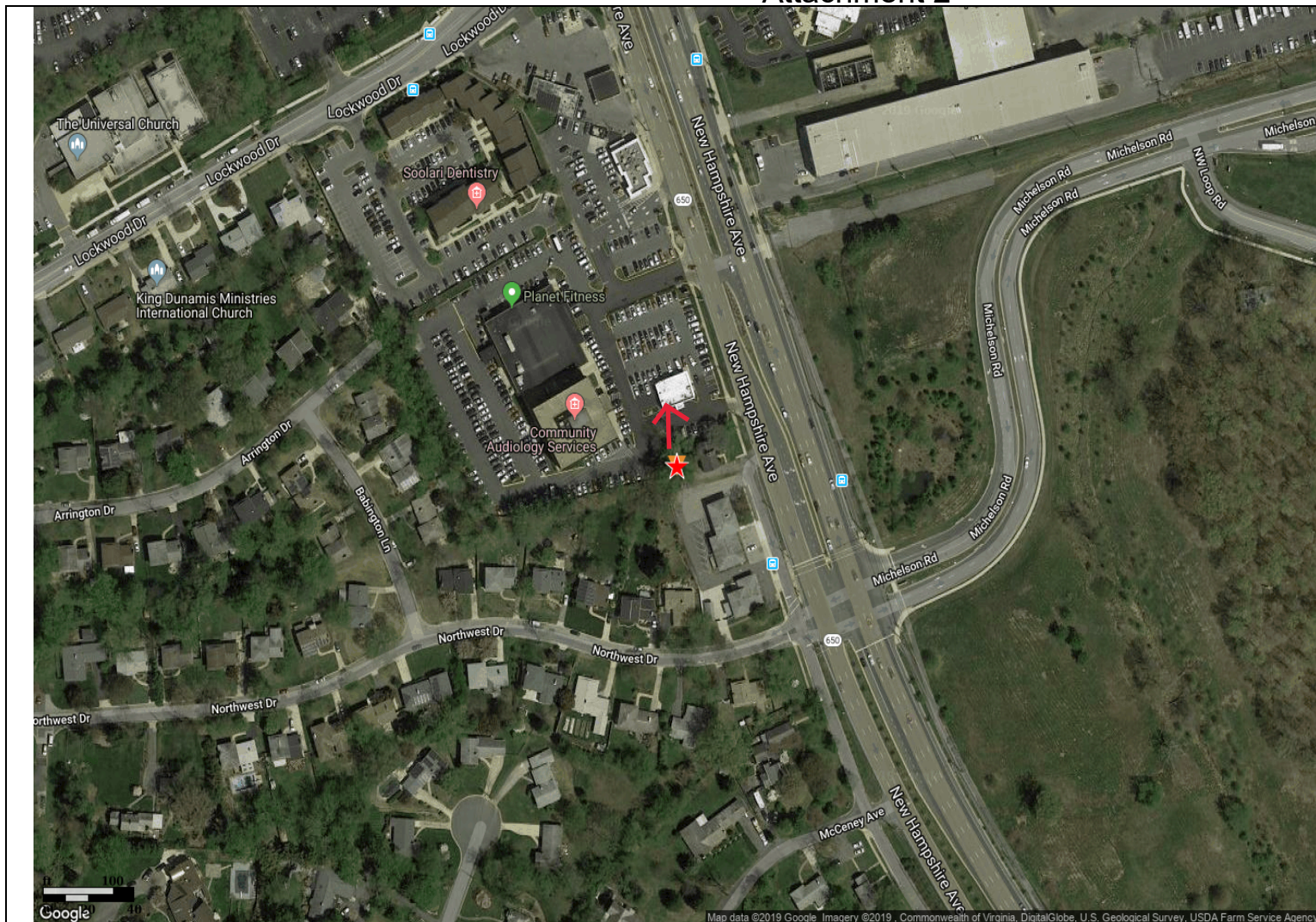
©2019 Tango Management Consulting LLC

**5/29/2019**

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.



## Attachment 2



Legend	
Sites	
	DD
	BR
	DD-BR
Stores	
	DD
	BR
	DD-BR

Source: STI Popstats, 2018 Q1 Estimates and Projections

©2019 Tango Management Consulting LLC

5/29/2019

This information is provided to you as an additional tool in your search for and assessment of potential Dunkin' Donuts locations in a territory. It was obtained from third-party sources. We have not verified the information, and we urge you to do so as part of your due diligence. We also urge you to independently verify the site and competition information contained in the comparison. You should not rely on the information we supply. We do not represent or guarantee in any way that a certain level of demographics (e.g., population, etc.) or site characteristics means we will or will not approve a particular trade area and site for development or translates to a certain level of financial performance, and you may not draw any such inferences based upon any of the information we provide to you. The only financial claims we make are historical sales figures by region, and they are set forth in our FDD. We do not share any other historical financial information, including performance of individual stores, and we do not provide forward-looking financial projections for proposed development of any kind -- and no Dunkin' Brands representative is authorized to make financial claims, promises or projections. There are a number of factors that affect a store's financial performance, including your performance as a franchisee. Our approval of a location is not a guarantee or representation of any kind that the store will be profitable or attain a certain level of sales.

### **Attachment 3**

As a resident of the neighborhood directly behind the shopping plaza where Dunkin Donuts would like to convert a bank building to a drive thru and eat-in restaurant, I would request that the planning commission actually analyze the site for appropriateness. In my experience the parking lot at that location is unmanageable as is. The majority of visitors are for medical and other services in the mid-rise building at the back of the lot. It is a tight fit and people drive poorly. In addition, the multi-use buildings on the service road just east of the plaza are slated for more medical offices. The overflow for their visitors is sure to go either into the plaza or into our neighborhood. Dunkin Donuts seems to enjoy putting their shops into unwieldy locations (see wheaton and colesville as examples), but as a community we do not need to accept this. The location is not fit for drive thru traffic and needs restructuring to safely accommodate restaurant traffic.

Sincerely,

Leah Chaillet-Hines