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State of fact

CITY OF CLEARLAKE

To whom it may concern:

Regarding the intended business to be conducted at 14585 Olympic drive in Clearlake. It is to be conducted as an online automobile sales dealership and operated solely in that manner. However, the Department of Motor vehicles requires that the city recognize me as an automotive dealership and may have cars on the sight without restrictions, in order to issue the license. I am currently self-employed as an automobile wholesale dealer. I buy cars and run them through the auction. Some of you may want to know my general background in the automobile field. I currently have 12 years total experience in this field. I worked for 10 years in the past in a dealership. Then for 20 years I worked in the field of technology. In 2018 I decided to get back into the automobile industries. At which time I worked for 2 years at a dealership while taking online courses on all aspects of this type of business. As you know the automobile industry has grown and has now advance into technology. Which means people are now buying car from their home without having to go to a dealership. I decided to move forward into this area of the retail. Because of my experience in Auto sales and of course my technology background I feel this will be ideal for Me.

This is my site plan description. I have leased a building at 14585 Olympic Drive suite A, in Clearlake Ca where I will be conducting business in this way. I will sell vehicles strictly online without a car lot. I will be advertising to the general public. They will contact me letting me know that they are interested in purchasing a vehicle. I will then locate one or two vehicles for them to consider. I will email product information and photos of the cars. Once they make their choice to buy their new vehicle, I will then get them pre-qualified for financing unless it is a cash deal. The next stage is to purchase the vehicle through major auctions which I have access to as a dealer. Because I will not have the overhead that the big dealers have, I will be able to keep the cost to the customer down. The vehicle then will have to be reconditioned before it's delivered to the customer. Once there has been an approval, e-docs will be ready for the customer to sign. The last of the e-docs will not be signed until the customer test drives the vehicle. This will be strictly an online business, with no car lot at the above-mentioned location. There will be a display parking area with signs for two vehicles. This is required by DMV sometimes the customer might want to pick up the vehicle at my office and do the paperwork there.

I am a veteran and have been a part of this community for the past 26 years. I would appreciate your help in this matter.

Sincerely


Tom Ealey