

RECEIVED

JAN 29 2014

CITY OF PLEASANTON
PLANNING DIVISION

P14-0027 (CUP)
EXHIBIT B

Description of Business 101 Mobility of the Tri-Valley

101 Mobility of the Tri-Valley is in the business of providing high quality accessibility and mobility solutions to our customers. Whether physically challenged by age or handicapped by accident, our equipment is specifically designed to make life easier and more productive for the individual.

We represent the finest companies in the mobility industry and we sell a wide variety of equipment from stair lifts to scooters. I have attached a page which lists the manufacturers we use and the items we sell.

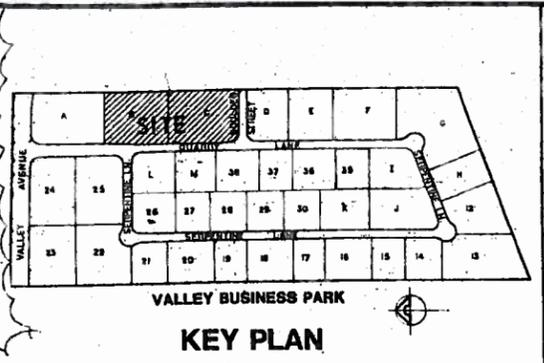
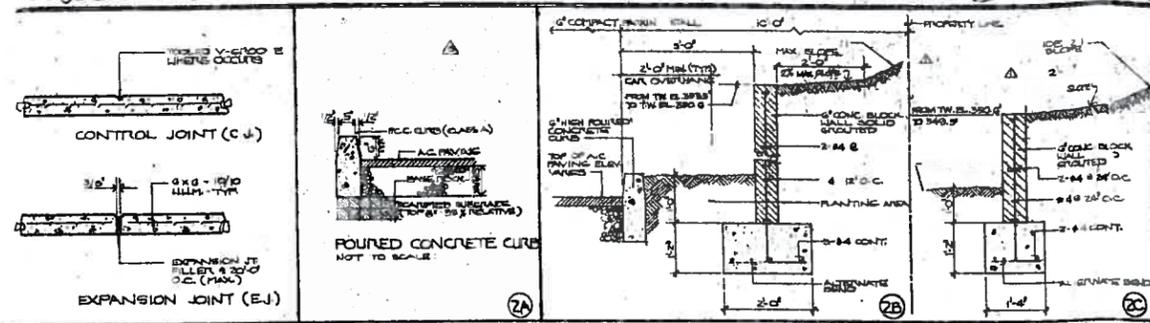
What follows is a description of how we operate our company from our first contact with the customer through final installation of our equipment.

- Customers come to us by a variety of means: by referral from prior customers or individuals who are familiar with us, by visiting our internet website, by meeting one of our sales professionals at a senior conference or by seeing one of our ads in a national magazine. These are just a few of the ways we connect with those that need our services.
- The next step is a face-to-face meeting in the customers' home. This is the best way to determine what the customer wants and which of our products might provide the best solution. From here we develop a design that is specific to the customers' needs and home environment.
- The design, with photographic backup, goes to the manufacturer selected for the job. Discussion and feedback between 101 Mobility and the manufacturer ensures that the product will perform properly in the chosen setting.
- After manufacturing is completed, the product is shipped to our Pleasanton location where we have warehouse and administrative capabilities. Our facility on Quarry Lane operates on normal business hours: M-F 8:00am to 5:00pm.
- Before installation, the Sales and Installation teams meet to discuss the project to ensure that everyone clearly understands the issues involved and the delivery and installation process. Potential safety issues are discussed. Our installers all received factory training by the various manufacturers.
- The installation team consists of one or more individuals depending on the skills required and physical capacity necessary.
- The installation team makes contact with the customer to arrange an installation date. On installation day the equipment is loaded for delivery in our installation trucks which are fully outfitted with all required tools and equipment. The installers also call the customer several hours in advance to let them know when we expect to arrive.
- On arrival, we meet the customer to go over how the installation process will proceed. When the installation is complete, the team holds a training session with the customer to explain the use of the equipment and all safety features. The customer is given the opportunity to display their new knowledge by showing how they operate the equipment.
- Before leaving the job site is returned to its original condition and all waste is removed.

- The customer is asked to acknowledge their approval of the installation and full understanding of how to operate their new mobility equipment.
- The lead installer follows up several days later to ensure that the equipment is working properly. As a final point, the installer also advises the customer that 101 Mobility will always be available if for any reason the customer feels the equipment is not working properly or they need additional training in proper use.

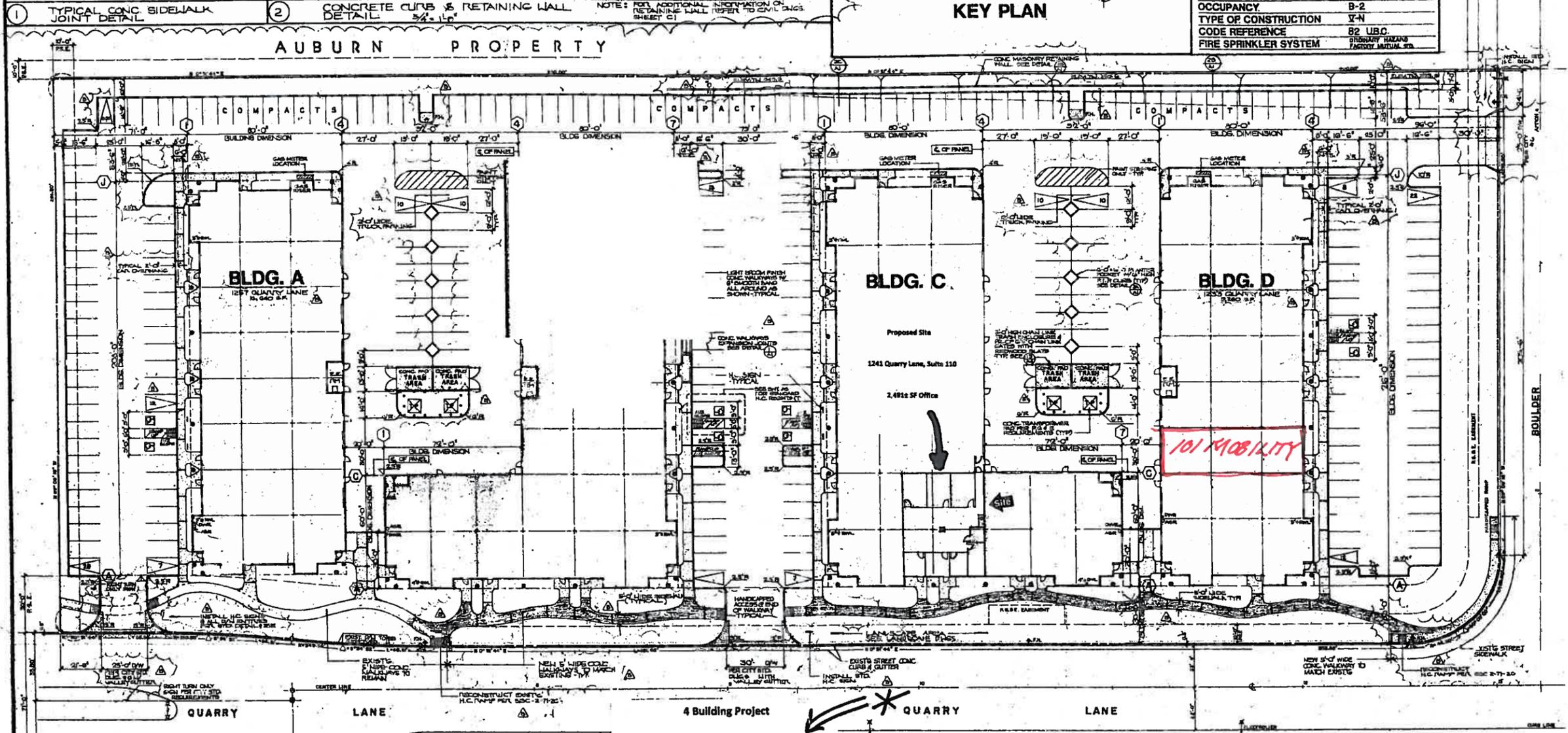
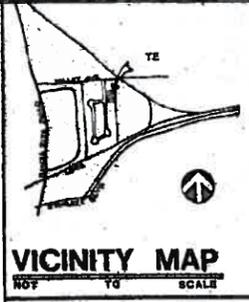
Manufacturers and Products

1. Aqua Creek – Pool Lifts
2. Bruno – Stair Lifts, Vertical Platform Lifts, Auto Lifts, Turnable Vehicle Seats
3. Harmar – Stair Lifts, Auto Lifts, Vertical Platform Lifts, Ramps, Pool Lifts
4. Liko – Patient Lifts
5. Mobility – Auto Lifts
6. National Ramp – Ramps
7. Romedic – Patient Lifts
8. Sterling – Stair Lifts



PROJECT ANALYSIS

| | |
|--|------------------------------------|
| LAND AREA (5.15 AC) | 222,809 S.F. ± |
| BLDG. AREA | 77,230 S.F. ± |
| BLDG. COVERAGE | 34.68 % |
| PARKING PROVIDED | 258 |
| FULL SIZE | 167 |
| COMPACT | 93 |
| HANDICAPPED | 8 |
| PARKING RATIO | 1/300 S.F. ± |
| LANDSCAPE AREA (GROSS) | 54,279 S.F. ± |
| (PLANTING, MAINTENANCE, OUTDOOR PATIOS, PLANTER BOX, ETC.) | |
| LANDSCAPE COVERAGE | 24.36 % |
| PAVING AREA (GROSS) | 91,300 S.F. ± |
| (PARKING, DRIVEWAYS, STORAGE, DOCK RAMPS, ETC.) | |
| PAVING COVERAGE | 40.98 % |
| OCCUPANCY | B-2 |
| TYPE OF CONSTRUCTION | V-N |
| CODE REFERENCE | 82 U.B.C. |
| FIRE SPRINKLER SYSTEM | STANDARD HAZARD FACTORY MUTUAL 5th |



MASTER SITE DEVELOPMENT PLAN

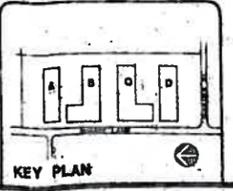
SCALE: 1"=20'-0"
 IF NOT REDUCED



- NOTES:**
- 1) AUTOMATIC FIRE SPRINKLER SYSTEM PLANS TO BE REVIEWED BY THE FIRE DEPARTMENT PRIOR TO INSTALLATION. SEPARATE PERMIT REQUIRED.
 - 2) SEE CIVIL ENGR'S FOR SITE GRADING AND SITE UTILITIES LAYOUT.
 - 3) SHADDED AREA OF 5'-0" WIDE BOULDER INDICATES LIMIT OF CONSTRUCTION OF SIDEWALK PER CITY STD. CONCRETE CITY DESIGN.
- LEGEND:**
- INDICATES NUMBER OF PARKING SPACES PROVIDED
 - INDICATES NUMBER OF HANDICAPPED SPACES PROVIDED
 - INDICATES BUILDING CONSTRUCTION GRID LINES (REFER TO BLDG. FLOOR PLANS)
 - INDICATES REVISION MARK PER CITY CONVENTS.

MAY 12 1988

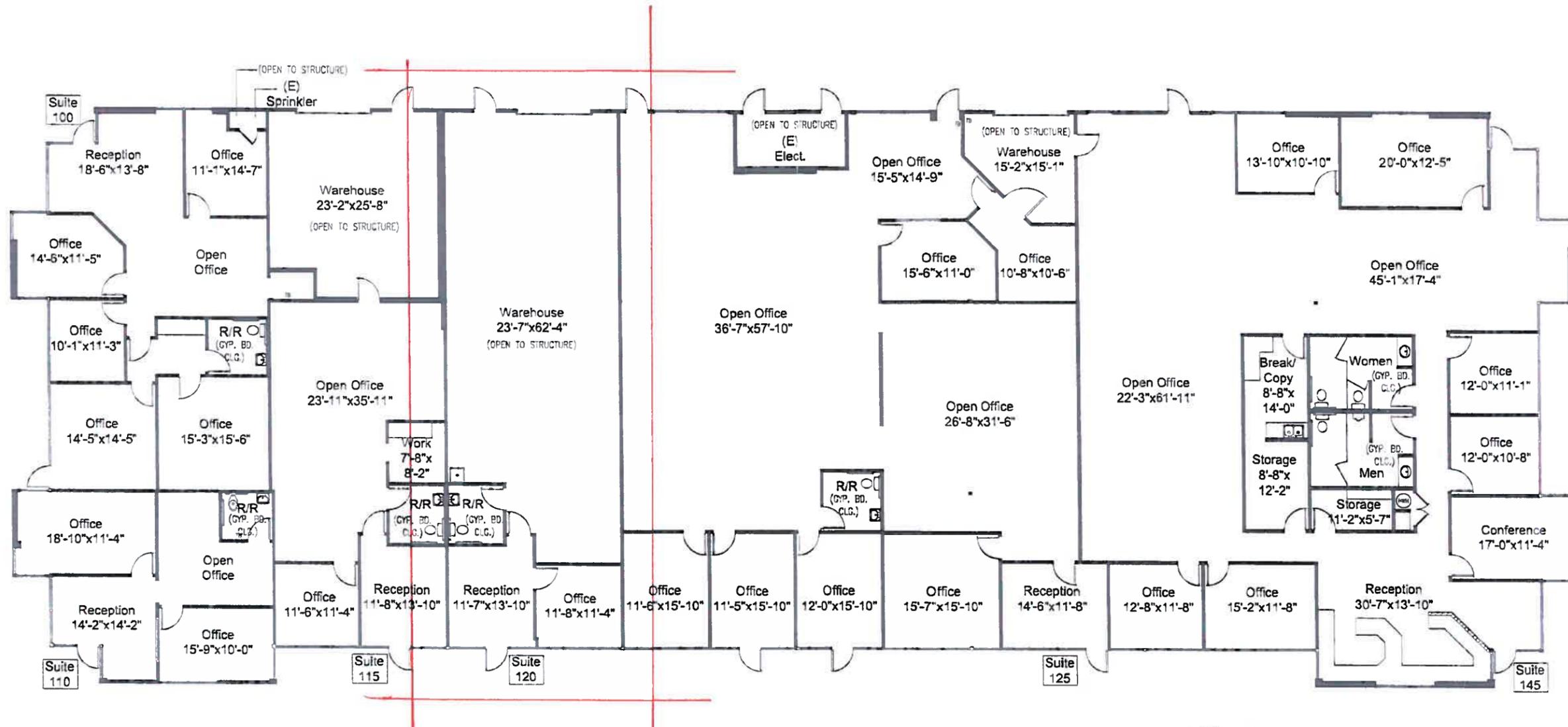
FOR CONSTRUCTION



VINCENT C. WONG
 ARCHITECT C-12308
 CONSULTING ENGINEER

PROJECT: QUARRY BUSINESS CENTER BLDG. B
 LOCATION: QUARRY LANE & BOULDER ST., PLEASANTON, CA

| | | |
|-----------------------------------|------------------------|-----------|
| DATE SUBMITTED FOR CITY APPROVAL | DATE | 1-2-88 |
| DATE APPROVED PER CITY COMMISSION | SCALE | 1"=20'-0" |
| DATE APPROVED PER CITY COMMISSION | QUARRY BUSINESS CENTER | |
| DATE APPROVED PER CITY COMMISSION | CLIENT | |
| DATE APPROVED PER CITY COMMISSION | APPROVED | |



| Building - 1233 | |
|-----------------|---------------|
| Suite | Sq. Footage |
| 100 | 1,931 |
| 110 | 971 |
| 115 | 1,934 |
| 120 | 1,934 |
| 125 | 2,773 |
| 140 | 2,229 |
| 145 | 5,508 |
| Total: | 17,280 |



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Quarry Business Center

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