



Team Ventures Two, LLC Overview

Team Ventures (dba Wash Ashore Car Wash) has been in business since 2017. The business was formed by four long-time friends from the Southcoast, Cape Cod and South Shore with the goal of changing the car wash experience from the ground up. The goal was to build the most ECO friendly car wash in the area utilizing modern, efficient, equipment that provides the highest quality of wash. We also wanted to change the car wash experience and greatly increase the level of customer service that the industry has lacked over the years. We felt that the wash process should be an enjoyable, entertaining, experience for all ages and not one filled with anxiety and distrust. We set out to accomplish all of this while also constructing a facility that fits well aesthetically in the coastal community that we live in, thus avoiding the trend of using a modern steel, glass and concrete structure. This was a challenging goal however we completed construction and opened our first Wash Ashore express car wash and detail center in Plymouth (Cedarville) in 2019. The wash was well received by the community right out of the gate and has grown considerably since. We plan on bringing the same customer experience to Fairhaven. We feel that our operation will be vastly different from the existing options in the area. Some highlights are listed below:

- **Environmentally “Eco” Friendly** – Approx. 95% of the water utilized within the car wash is recirculated in the wash, thus vastly reducing the amount of fresh needed per car for the wash. This reduces the volume of fresh water used to approx.. 13 gallons per car. As a reference, washing a car in the driveway can use 100+ gallons. The wash incorporates an AquaBio microbiological water treatment system, that performs primary and secondary treatment of the water used in the car wash and recirculates in the cleaning process where only the final rinse uses fresh water. The water treatment process is similar to a large-scale wastewater treatment plant. Only, the overflow from this system will be introduced into the sewage system. The quantity of water used and discharged is comparable to a decent sized restaurant. In addition, due to the type of treatment system (biological) only utilize biodegradable soaps and cleaners are utilized. No hazardous materials/liquids.
- **Washes & Unlimited Memberships** – In addition to the ability to purchase one our single wash packages at one of our two automated pay stations, we also offer unlimited monthly memberships. This means that the member can wash their vehicle as many times as they would like over the course of the month. We offer multiple plan levels where our system recognizes the customer’s vehicle and opens the gate automatically allowing them access to the wash tunnel. The plan is tied to the customer’s credit card and is billed monthly. The plans are very popular with there being approx.. 1540 members in Cedarville currently. These plans will pay for themselves if the customer visits the car wash more than once per month. It is a very attractive offering. Our membership program also greatly expedites the process keeping the number of cars on-site to a minimum.
- **Speed & Convenience** – The wash tunnel in Cedarville is 105’ long and can wash up to approx.. 70 cars per hour. The longer the tunnel, the more equipment can be installed at greater separation, which is important to producing a clean car. This also ensures that there will be no long lines waiting to enter. The customer stays in the vehicle during the process and the conveyor carries the vehicle through the wash. We are proposing a 120 feet tunnel in Fairhaven, which will drive up the capacity to approx.. 90



cars per hour ensuring an even better traffic flow through the site. The average experience from start to finish is expected to be less than 5 minutes on a typical day and 10-12 minutes on a busy day.

- **Soft Cloth Cleaning Technology** – The wash utilizes the latest “soft” cloth and Neoglide foam brushes that are gentle on the car’s exterior that can be used on all vehicles, including higher end vehicles.
- **Detailing Services** – In addition to the exterior express wash (tunnel), we offer full range of auto detailing services for those who would prefer that we wash the exterior of the car by hand and/or fully vacuum and clean the interior of their car. The service can be booked in our office on site or via a booking App on our website. We will also offer vacuums, the use of microfiber towels and glass cleaner on site for those “do-it-yourselfers”. We WILL NOT be offering any autobody, painting or auto repair services (no hazardous waste).
- **Construction:** We plan on constructing a building that fits into the charm of Fairhaven’s seaside community. The building will incorporate an insulated concrete structure however the exterior will have the look and feel of a frame Cape Cod building with a peaked roof and Hardi-plank siding and/or shingles. It will also incorporate a two story “captain’s look-out” tower facing the Huttleston Ave. The color scheme will be grey with white trim. We want the building to fit in and not be something that stands out and reflects poorly on the town.
- **Ownership Experience** – Three of the principals graduated from nearby Massachusetts Maritime Academy and have degrees in Marine Engineering. Their professional backgrounds range from the electrical generation, engineering sales and risk engineering for the insurance industry. They are well equipped to operate, maintain the majority of equipment. The fourth is a financial consultant that lives locally in Mattapoisett. The combination of their backgrounds provides a level of expertise that is not seen in the car wash industry.
- **Community Benefit:** Along with providing the community with a great service for their vehicles, Wash Ashore will be creating 10-12 new job opportunities. The business will be staffed with uniformed attendants, supervisors and a manager for the daily operations and to maintain the building, equipment and site to high standards.
- **Traffic Discussion:** One of the reasons we chose the site on Huttleston Ave for our proposed car wash is that the traffic patterns are very similar to our existing site in Cedarville. With that, we feel we can accurately estimate our daily capture rate and predict the number of cars that would be on-site daily and at any one point. A traffic Study was performed during the time frame of Wednesday, April 7th 2021 and Sunday, April 11th 2021. This data shows the average daily traffic count directly in front of the site to be 15,000 cars with an average speed of 33 mph. Traffic counts on the north side of Bridge Street during this same time frame show a daily average of 8000 cars with an average speed of 31 mph. With our estimated capture-rate we expect the average daily wash count to be 200 cars. With the operating hours being approximately 10 hours per day that would put the average hourly washes at 20 cars per hour typically. A car washes throughput, or cars per hour, is a function of the length of the tunnel. We are proposing a tunnel with a length of 120 feet which would allow us to process more than 90 cars per hour. With these conditions the number of cars in line at the wash will be less than 5 at all times. Queuing on the site allows for as many as 26 cars at any one point which would be more than ample for even the busiest of days. Sight lines from the property to the intersection of Bridge Street are greater



than 175 feet to the entrance and greater than 400 feet to the exit. Sight lines looking west down Huttleston Ave are greater than 400 feet from both the entrance and exit of the property. The proposed site has three curb-cuts providing access to the site. We are proposing the closure of the curb-cut closest to the intersection of Huttleston Ave and Bridge St, which will vastly improve the ingress to and egress from the site. Our plans include a one-way entrance and one-way exit, which further improves the traffic flow and safety on and off the site.