

April 29, 2021

Andrew Walser
Phone: 952. 945.7220
Email: awalser@walser.com

VIA EMAIL TO:

City of Bloomington
Planning Commission
Attn: Glen Markegard, Planning Manager
1800 West Old Shakopee Road
Bloomington, MN 55431
gmarkegard@BloomingtonMN.gov

Re: Walser Bloomington Toyota – Letter of Commitment

Dear Mr. Markegard,

On behalf of Walser Automotive Group, LLC (“Walser Automotive”), please allow me to confirm our strong commitment to construct a first-class automobile sales and service facility, office structure and parking ramp at 4217 and 4401 American Blvd West in Bloomington.

Walser Bloomington Toyota (“Walser Toyota”) is Walser Automotive’s flagship dealership. Its sales volume and level of annual revenues and profits are the highest by a wide margin among our 24 rooftops throughout the three states in which Walser Automotive operates. Walser Toyota is aging and has outlived its economically useful life. In addition, the profitability of this dealership easily warrants the large investment Walser Automotive intends to make in this project.

Furthermore, Toyota Motor North America, Inc. (“TMNA”) is requiring that Walser Toyota be rebuilt to conform to TMNA’s facility standards. TMNA will not stand for a further delay on this project, so it is imperative we see it through to completion.

To confirm TMNA’s requirements, we will deliver to you a letter from the manufacturer requiring that Walser Automotive rebuild this dealership according to TMNA’s specifications. Further, we will provide you with a letter from the lead financial institution of our banking syndicate, Bank of America, N.A., evidencing Walser Automotive’s ability to finance a project of this scale.

Lastly, with this project, Walser Automotive intends to relocate its corporate headquarters from Edina to Bloomington. The new, expanded dealership will require an increase in headcount within Walser Toyota in both sales and service. In addition to the expanded staffing level of the dealership itself, moving the corporate office to this site will relocate between 125 and 150 office jobs to Bloomington.

Speaking for myself personally and all of us at Walser Automotive, we are very excited to see this project get off the ground. The rebuilt Walser Toyota will be a dealership and office building worthy of being our flagship store. I look forward to working with the City of Bloomington to make this project a reality.

Best regards,



Andrew Walser
Chief Executive Officer
Walser Automotive Group

August 25, 2021

John Brennan
Phone: 952.653.3575
Email: jbrennan@walser.com

VIA EMAIL TO:

City of Bloomington
Planning Commission
Attn: Glen Markegard, Planning Manager
1800 West Old Shakopee Road
Bloomington, MN 55431
gmarkegard@BloomingtonMN.gov

Re: Addendum to Walser Bloomington Toyota – Letter of Commitment

Dear Mr. Markegard,

On behalf of Walser Automotive Group, LLC (“Walser Automotive”), please accept this letter as further confirmation of our unwavering commitment to construct a first-class automobile sales and service facility, office structure and parking ramp at 4217 and 4401 American Blvd West in Bloomington (the “Project”).

This letter is an addendum to the letter provided to you by Walser Automotive dated April 29, 2021. By this letter, Walser Automotive attests that it has the financial strength to either (a) finance the construction of the Project in full compliance with approved plans in connection with case # PL202100042, or (b) self-finance construction of said Project with its cash reserves.

Best regards,



John R. Brennan
Senior Vice President – Legal and Accounting
Walser Automotive Group


TOYOTA

Sent via FedEx and
E-mail to pwalsen@walser.com

Toyota Motor Sales USA, Inc.
Chicago Regional Office
2350 Sequoia Drive
Aurora, IL 60506-6212
630.907.0150
630.907.6326 Fax

May 6, 2021

Mr. Paul M. Walser
Walser Bloomington Toyota
4401 American Blvd. West
Bloomington, MN 55437

Dear Paul,

In order to provide for future sales and UIO growth new dealership minimum facility space requirements were revised in July 2020. Walser Bloomington Toyota does not meet 2020 Toyota Facility Guidelines.

A copy of your dealership's Minimum Facility Guide report is attached for your review.

2020 Facility Guidelines			
	Actual Facility	Minimum Required	Variance
Service Stalls	28	██████	██████
Total Bldg (Sq ft)	49,763	██████	██████
Total Adj Land (Acres)/sq ft	465,411	██████	██████
Image USA II	Non-Compliant	Compliant	

Per your Toyota Dealer Agreement, Section X. 4., you ("Dealer") acknowledged that your current facility is substantially deficient in minimum space and appearance requirements. You further agreed to correct the facility deficiencies by completing construction of a new Image USA II facility by December 31, 2020.

Toyota is looking for you to follow-through with your express contractual commitment to resolve the facility deficiencies as soon as possible.

If you have any questions, please contact me at 630.248.5652 or jamie.farley@toyota.com.

Sincerely,

Jamie Farley
Market Representation Manager

Enclosure