



*NOTICE TO MORTGAGEE, LIENHOLDER, VENDOR OR SELLER:
ORS 215 REQUIRES THAT IF YOU RECEIVE THIS NOTICE,
IT MUST BE PROMPTLY FORWARDED TO THE PURCHASER*

NOTICE OF PUBLIC HEARING TILLAMOOK COUNTY PLANNING COMMISSION

Date of Notice: August 27, 2026

A public hearing will be held by the Tillamook County Planning Commission at 7:00p.m. on Thursday, September 24, 2026, in the Port of Tillamook Bay Conference Center, 4000 Blimp Boulevard, Tillamook, OR 97141 to consider the following:

#851-26-000336-PLNG: Request for conditional use approval of a rural industry operation (continuation of operation of a business office) within an existing dwelling together with Variance request **#851-26-000337-PLNG** to waive the 10-acre minimum property size requirement for operation of a rural industry in the Rural Residential 2-Acre (RR-2) Zone. Located at 38209 Brooten Road, a County road, the subject property is southeast of the Unincorporated Community of Pacific City/Woods, zoned Rural Residential 2-Acre (RR-2) and designated as Tax Lot 1208 of Section 32, Township 4 South, Range 10 West of the Willamette Meridian, Tillamook County, Oregon.

Notice of public hearing, a map of the request area, applicable specific request review criteria and a general explanation of the requirements for submission of testimony and the procedures for conduct of hearing has been mailed to all property owners within 250-feet of the exterior boundary of the subject property for which application has been made at least 28 days prior to the date of the hearing.

Applicable criteria and standards are contained within the Tillamook County Land Use Ordinance Section 6.040: Conditional Use Review Criteria, Section 8.030: Variance Review Criteria, the Tillamook County Comprehensive Plan, and the relevant standards of TCLUO Section 3.010: Rural Residential 2-Acre (RR-2) Zone. Only comments relevant to the criteria are considered relevant evidence.

The hearing will take place at the Port of Tillamook Bay Conference Center with an option for virtual participation. For instructions on how to provide oral testimony at the September 24, 2026, hearing and hearing protocol, please visit the Tillamook County Community Development homepage at <https://www.co.tillamook.or.us/commdev> or call the Department at 503-842-3408 for assistance. The virtual meeting link can be found at the bottom of the Community Development Department homepage as well as a dial in number for those who wish to participate via teleconference.

Written testimony may be submitted to the Tillamook County Department of Community Development, 1510-B Third Street, Tillamook, Oregon, 97141 prior to 4:00 p.m. on the date of the September 24, 2026, Planning Commission hearing. Testimony submitted by 4:00pm on Monday, September 14, 2026, will be included in the packet mailed to the Planning Commission the week prior to the September 24, 2026, hearing. Failure of an issue to be raised in a hearing, in person or by letter, or failure to provide sufficient specificity to afford the decision-maker an opportunity to respond to the issue precludes appeal to the Land Use Board of Appeals on that issue. Please contact the Department at 503-842-3408 as soon as possible if you wish to have your comments included in the staff report that will be presented to the Planning Commission.

Documents and submitted application are also available on the Tillamook County Department of Community Development website (<https://www.co.tillamook.or.us/commdev/landuseapps>) or at the Department of Community Development office located at 1510-B Third Street, Tillamook, Oregon 97141. A copy of the application and related materials may be purchased from the Department of Community Development at a cost of 25 cents per page. The staff report will be available for public inspection seven days prior to the hearing, viewable here: <https://www.co.tillamook.or.us/commdev/landuseapps> or at the Department during business hours.

In addition to the specific applicable review criteria, the Tillamook County Land Use Ordinance, Tillamook County Comprehensive Plan and Statewide Planning Goals which may contain additional regulations, policies, zones and standards that may apply to the request are also available for review at the Department of Community Development.

The Port of Tillamook Bay Conference Center is accessible to persons with disabilities. If special accommodations are needed for persons with hearing, visual, or manual impairments who wish to participate in the hearings, call 1-800-488-8280 ext. 3423 or contact the Department at 503-842-3408 at least 24 hours prior to the hearing so that the appropriate communications assistance can be arranged.

If you need additional information, please contact the Department at 503-842-3408.

Tillamook County Department of Community Development
Sarah Absher, CFM, Director



Enc. Maps

SECTION 6.040: REVIEW CRITERIA:

Any CONDITIONAL USE authorized according to this Article shall be subject to the following criteria, where applicable:

- (1) The use is listed as a CONDITIONAL USE in the underlying zone, or in an applicable overlying zone.
- (2) The use is consistent with the applicable goals and policies of the Comprehensive Plan.
- (3) The parcel is suitable for the proposed use considering its size, shape, location, topography, existence of improvements and natural features.
- (4) The proposed use will not alter the character of the surrounding area in a manner which substantially limits, impairs or prevents the use of surrounding properties for the permitted uses listed in the underlying zone.
- (5) The proposed use will not have detrimental effect on existing solar energy systems, wind energy conversion systems or wind mills.
- (6) The proposed use is timely, considering the adequacy of public facilities and services existing or planned for the area affected by the use.

SECTION 8.030: REVIEW CRITERIA

A VARIANCE shall be granted, according to the procedures set forth in Section 8.020, if the applicant adequately demonstrates that the proposed VARIANCE satisfies all of the following criteria:

- (1) Circumstances attributable either to the dimensional, topographic, or hazardous characteristics of a legally existing lot, or to the placement of structures thereupon, would effectively preclude the enjoyment of a substantial property right enjoyed by the majority of landowners in the vicinity, if all applicable standards were to be met. Such circumstances may not be self-created.

- (2) A VARIANCE is necessary to accommodate a use or accessory use on the parcel which can be reasonably expected to occur within the zone or vicinity.
- (3) The proposed VARIANCE will comply with the purposes of relevant development standards as enumerated in Section 4.005 and will preserve the right of adjoining property owners to use and enjoy their land for legal purposes.
- (4) There are no reasonable alternatives requiring either a lesser or no VARIANCE.

ARTICLE IV
SUPPLEMENTARY REGULATIONS
SECTION 4.005: RESIDENTIAL AND COMMERCIAL ZONE STANDARDS

PURPOSE: In all RESIDENTIAL AND COMMERCIAL ZONES, the purpose of land use standards are the following:

- (1) To ensure the availability of private open space;
- (2) To ensure that adequate light and air are available to residential and commercial structures;
- (3) To adequately separate structures for emergency access;
- (4) To enhance privacy for occupants of residences;
- (5) To ensure that all private land uses that can be reasonably expected to occur on private land can be entirely accommodated on private land, including but not limited to dwellings, shops, garages, driveways, parking, areas for maneuvering vehicles for safe access to common roads, alternative energy facilities, and private open spaces;
- (6) To ensure that driver visibility on adjacent roads will not be obstructed;
- (7) To ensure safe access to and from common roads;
- (8) To ensure that pleasing views are neither unreasonably obstructed nor obtained;
- (9) To separate potentially incompatible land uses;
- (10) To ensure access to solar radiation for the purpose of alternative energy production.

Citizen Tips for Providing Testimony at a Planning Commission Or Board of County Commissioner Hearing

Goal 1 of Oregon's Statewide Planning Goals recognizes the importance of citizen involvement "in all phases of the planning process." One of the principal ways for citizens to be involved is by testifying at local land use hearings. These citizen tips are designed to help citizens prepare and deliver testimony during Tillamook County land use hearing processes.

Know the Process

The Chair of the decision-making body will always read aloud the order of presentation and the process. Presentation is generally as follows:

- Planning Staff Presentation (generally 20 minutes)
 - Questions to Staff by the Decision-Maker
- Applicant's Presentation (generally 15 minutes)
 - Questions to Applicant by the Decision-Maker
- Public Comment Period
 - Generally limited to 3 minutes per person.
- Applicant Rebuttal & Final Statements
- Staff Final Statements
- Public Hearing Closed for Decision-Maker Deliberation
 - No further public testimony accepted.
- Decision-Maker may ask questions of staff.
- Decision-Makers vote on issue.
- Notice of Decision mailed to all parties.

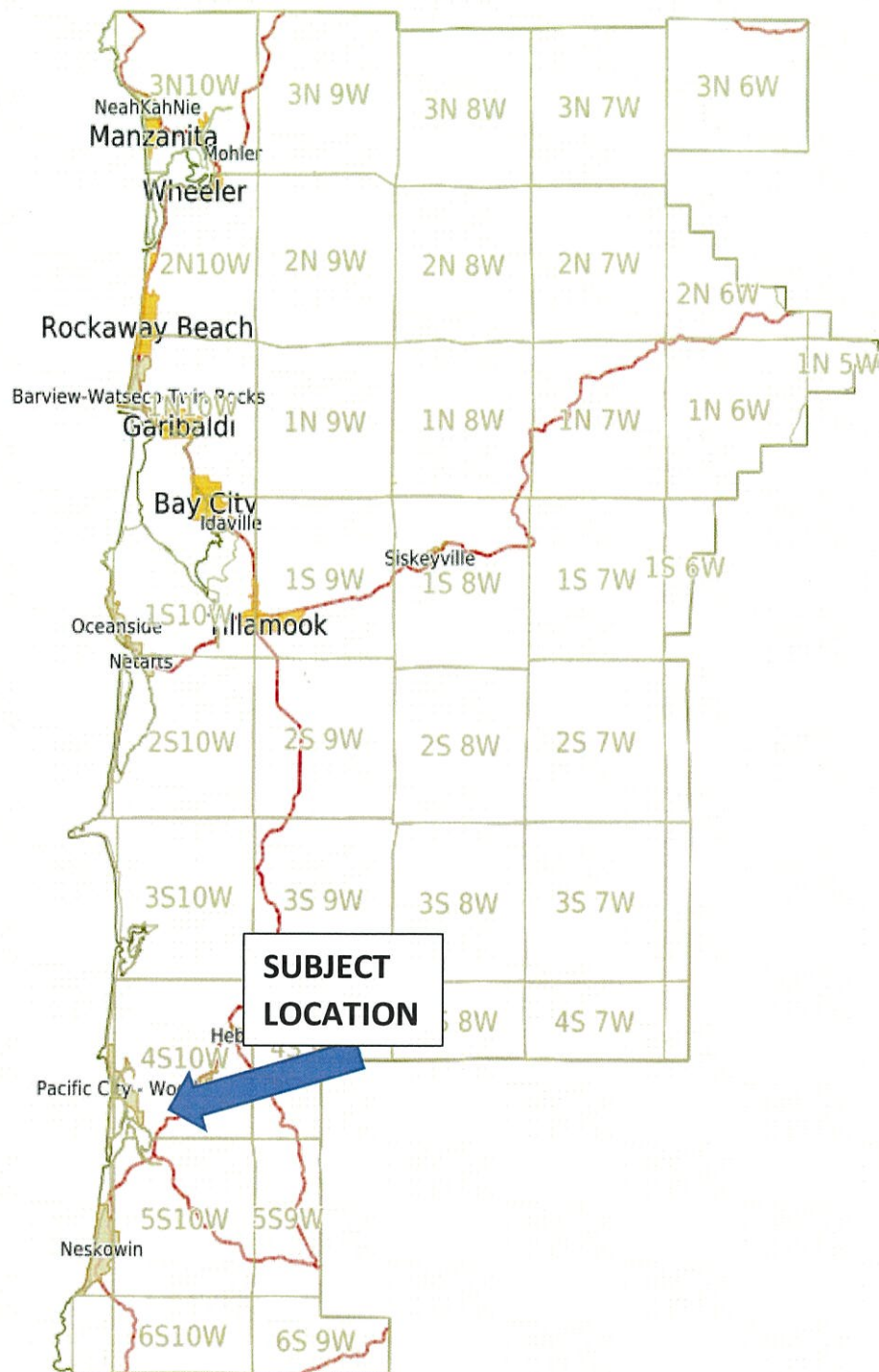
Understand the Issue

- Become familiar with the land use record (application, staff report and hearing materials) found on the Land Use Applications page under the Planning tab of the Community Development website.
- Become familiar with the relevant criteria (included in notice of public hearing).
- Prepare an outline of your testimony to use while testifying and focus testimony to the relevant criteria
- Decisions to approve or deny a request are based on the relevant criteria.
- Know when, where and who you are speaking to.
 - Tillamook County Planning Commission or Board of County Commissioners- depending on nature of request, application review process, and current phase of hearing process.
- Public testimony is generally limited to 3 minutes per person.
- Be sure to state your name and address for the record at the beginning of your testimony to ensure you receive notice of decision after hearing process has ended.

Check Department Website for Updates

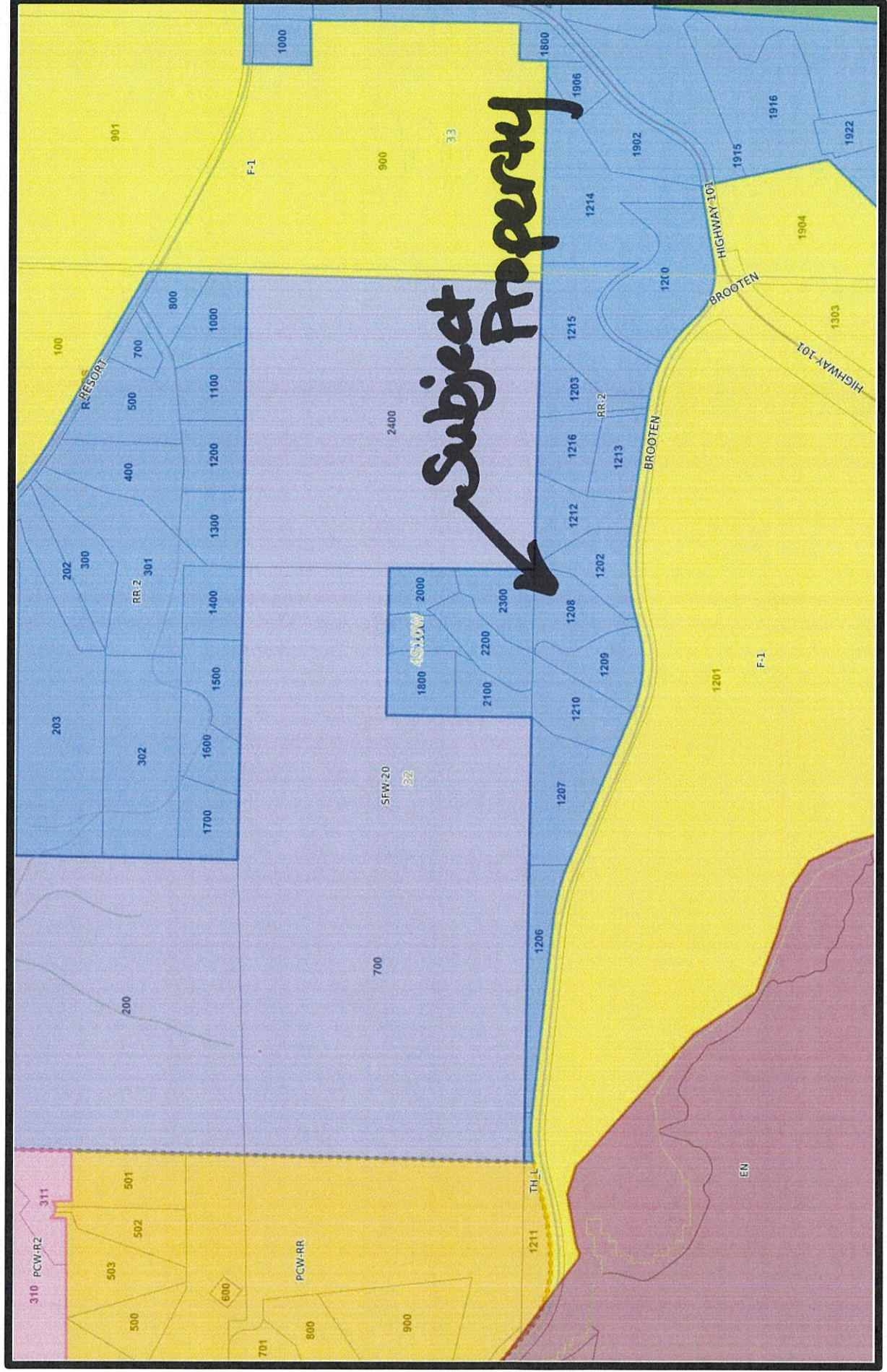
- Visit the Land Use Applications page: <https://www.co.tillamook.or.us/commdev/landuseapps>.
- Follow posted calendar dates for written testimony submittal opportunities if the hearing is ongoing.
- Review additional written testimony received during the open comment periods.
- Review hearing packets and agendas if hearing process is ongoing.
- Review Notice of Decision and remain informed on appeal dates (if applicable).
- All information regarding this application review process will be posted here:
<https://www.co.tillamook.or.us/commdev/landuseapps>

VICINITY MAP



#851-26-000336-PLNG & #851-26-000337-PLNG
GILLAS CONDITIONAL USE & VARIANCE

Map





PLANNING APPLICATION

Applicant ☐ (Check Box if Same as Property Owner)

Name: Oregon Coast Integrated Solutions; IconiPro
Address: 38209 Brooten Rd.
City: Claverdale State: OR Zip: 97112
Email: glenn@iconipro.com 503 965 7555

Property Owner

Name: Joseph Hay Phone: _____
Address: PO Box 670
City: Pacific City State: OR Zip: 97135
Email: _____

OFFICE USE ONLY

Date Stamp

JUN 30 2026

BY: MM. dropoff

☐ Approved ☐ Denied

Received by: _____

Receipt #: _____

Fees: _____

Permit No: _____

851-26-100336-PLNG

Details of Request: Conditional use approval of "rural industries" in RR2 zone with a variance for a lot size smaller than 10 acres.

Type II

- ☐ Farm/Forest Review
- ☐ Conditional Use Review
- ☐ Exception to Resource or Riparian Setback
- ☐ Nonconforming Review (Major or Minor)
- ☐ Development Permit Review for Estuary Development
- ☐ Non-farm dwelling in Farm Zone
- ☐ Foredune Grading Permit Review
- ☐ Neskowin Coastal Hazards Area

Type III

- ☐ Detailed Hazard Report
- ☒ Conditional Use (As deemed by Director)
- ☐ Ordinance Amendment
- ☐ Map Amendment
- ☐ Goal Exception
- ☐ Nonconforming Review (As deemed by Director)
- ☐ Variance (As deemed by Director)

Type IV

- ☐ Ordinance Amendment
- ☐ Large-Scale Zoning Map Amendment
- ☐ Plan and/or Code Text Amendment

Location:

Site Address: 38209 Brooten Rd, Claverdale, OR 97112

Map Number: 4S 10 32 1208
Township Range Section Tax Lot(s)

Clerk's Instrument #: _____

Authorization

This permit application does not assure permit approval. The applicant and/or property owner shall be responsible for obtaining any other necessary federal, state, and local permits. The applicant verifies that the information submitted is complete, accurate, and consistent with other information submitted with this application.

Property Owner Signature (Required)

Applicant Signature

6/17/26

Date

6/21/2025

Date

In 2013 property owners, Joseph and Wendy Hay began construction of a building on their property, tax lot 1208. The building was designed as a type of duplex with living space upstairs and a business office on the lower level. The building is built into the slope of the property, which allows the living space on the upper level to be accessed by a separate upper driveway. Upon completion in 2014 the property owner's business, IconiPro moved into the office space in the lower level and has operated in that space since then. The upper level has been rented as long term housing since completion in 2014. In July 2017, the applicant, Glenn Gillas purchased IconiPro from his employer after working for the business for 3 years. Gillas has continued to operate IconiPro from the same building space on tax lot 1208. This year Gillas began the process of purchasing tax lot 1208 from Hay, but has run into conflict with the zoning that no one seemed to be aware of previously.

IconiPro Security and Alarms is a low voltage electrical company that provides service all along the Oregon coast and has operated since 1995. They provide services to both residential and commercial clients. Their services include residential and commercial security alarms, commercial fire systems, video surveillance, access control, and 24/7 system monitoring. IconiPro currently runs service out of three company vehicles that all begin their day from the office on tax lot 1208 and serve customers from Astoria to Florence. The property allows for quick access to Highway 101 for all service vehicles.

IconiPro's office is quiet, because much of the daily operations take place outside of the building on location. The office currently employs two full-time office administration employees and one part-time accounting employee. The day-to-day operations of IconiPro do not interfere or negatively affect neighboring properties. Eight private properties and the Tillamook County Transfer Station share a common driveway off Brooten Road. IconiPro's driveway is the second driveway off the common driveway just after the transfer station's driveway. IconiPro's presence on tax lot 1208 does not create excess dust for any other properties. Twice a year all the property owners on the driveway pay for the entire driveway to be regraded. IconiPro pays as two property owners for the road grading because tax lot 1208 has two driveways off the main driveway. The northern driveway is used to access the living space on the upper level.

IconiPro employs six Tillamook County residents and the building on tax lot 1208 serves as one long term residential rental unit. The lower level of the existing building cannot be rented out as a residential unit, because it does not have a kitchen or shower. The two levels of the building are not connected internally in any way to allow it to operate as one larger residential unit. IconiPro wishes to continue to operate their business from tax lot 1208 and rent out the upper level residential unit as a long-term rental.

Conditional Use Review Criteria Responses from Applicant

1. The use is listed as a Conditional Use in the underlying zone, or in an applicable overlying zone.

Tax lot 1208 is zoned Rural Residential 2 acre (RR2) and is 2.42 acres in size. In Tillamook County land use planning code section 3.010 "rural industries" is listed as a conditional use in Rural Residential zones but does require it to be on a contiguous ownership of 10 or more acres, for this reason we are also asking for a variance on lot size.

Tillamook County Land Use Ordinance Section 3.030(2b) Rural Industrial Zone says, *"Commercial service activities requiring large outdoor storage space, including the sale and repair of cars, trucks, farm equipment, heavy machinery, and marine craft; the storage of construction, plumbing, heating, paving, electrical and painting materials; and parking for trucks as part of a construction or shipping operation."*

IconiPro operates as a low voltage electrical company. They operate on tax lot 1208 in office space located in the lower level of an existing building on the property. We believe our operations fit into the definition found in the above listed ordinance in section 3.030. We are also requesting a variance for the lot size. In land use ordinance section 3.010(3q) Rural Residential 2 Acre under uses permitted conditionally, rural industries are permitted conditionally on a contiguous ownership of 10 or more acres. Our lot is only 2.42 acres.

2. The use is consistent with the applicable goals and policies of the Comprehensive Plan.

Goal 5: Tax lot 1208 does not include any wetlands or fish habitat. The business operations of IconiPro Security and Alarms does not involve any employees working on the property outside the building. The business uses the office space inside and the parking areas. Technicians work in the field and not at the property itself.

Goal 9: IconiPro currently employs six full time employees and one part time employee. Six of those employees live in Tillamook County.

Goal 10: IconiPro has continued to use the living space upstairs as a long-term rental for those working in Tillamook County. The lower level of the current building on tax lot 1208 was not built to be lived in. The lower level does not connect to the upper level from the inside in any way. The lower level consists of two offices, a half bathroom, and a garage with a utility room at the back. There is not a kitchen, shower, or closets in the lower level of the building. The building was built to accommodate an office downstairs and a living space upstairs. Keeping IconiPro operating in the lower level on tax lot 1208 will not take away from available housing in the county.

Goal 11: Tax lot 1208 has a septic system and a well. Electric is already connected to the property by Tillamook PUD. Nestucca Rural Fire District services the area.

3. The parcel is suitable for the proposed use considering its size, shape, location, topography, existence of improvements and natural features.

The property has a septic system and well operating on it. Electrical lines are also connected. The property is sloped with a downward slope towards Brooten Road. Nestucca Bay and farm pastures are located across Brooten Road from the property. The South Tillamook County transfer station is located to the southeast of the property with property lines abutting each other. Single family homes are located to the north and west of the property.

Tax lot 1208 was improved in 2014 with the construction of one building. The building consists of a 2 bedroom/2 bath living space on the upper level and an office space on the lower level. The property was designed with two driveways, the upper driveway located on the north and highest point of the sloped property is used to access the living space and the lower driveway is used to access the lower level/office space. Upon completion the property owner moved his low voltage electrical company operations to the lower level of the newly constructed building and has rented out the living space above to full time tenants up until this year, 2026.

Tax lot 1208 needs a variance to operate as rural industrial because it does not meet the lot size requirement of 10+ acres. It is 2.42 acres.

4. The proposed use will not alter the character of the surrounding area in a manner which substantially limits, impairs or prevents the use of surrounding properties for the permitted uses listed in the underlying zone.

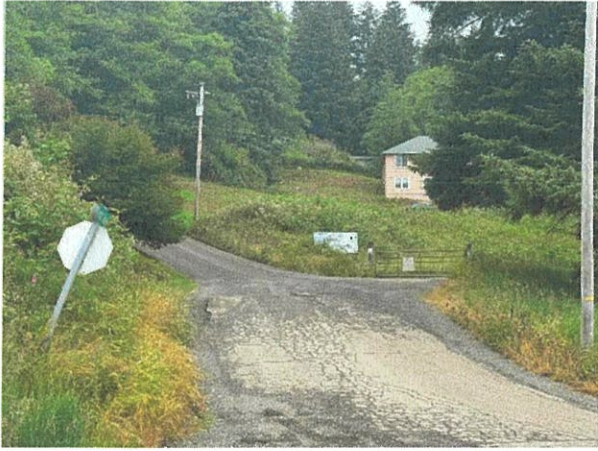
IconiPro Security Alarms has operated on tax lot 1208 since 2014. Glenn Gillas, applicant, purchased the security business in 2017 from the property owner and has continued to operate the business on tax lot 1208 through a rental agreement with the property owner. The operation of IconiPro on tax lot 1208 does not affect allowed uses on surrounding properties and has encountered no problems since operations began in 2014. The applicant was not aware of the violations of permitted uses on the property until the property sale process began earlier this year.

5. The proposed use will not have detrimental effects on existing solar energy systems, wind energy conversion systems or windmills.

There are no known solar energy systems, wind energy conversion systems or windmills in the surrounding area.

6. The proposed use is timely, considering the adequacy of public facilities and services existing or planned for the area affected by the use.

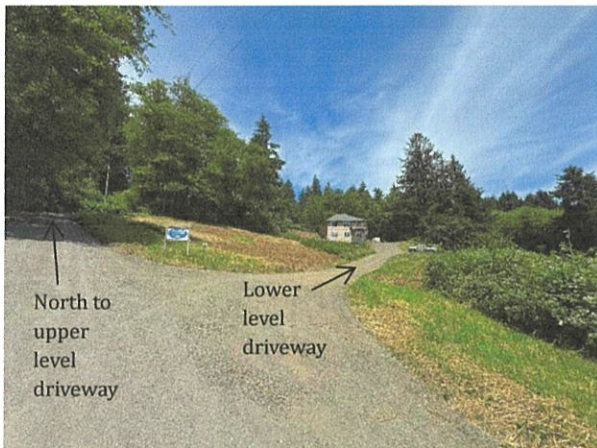
The applicant does not have plans to add or need any additional public services for the lot. The lot does not need water or sewer services. The lot currently receives power, garbage service, and fire service without problem.



View from Brooten Road looking north up the common driveway for 9 properties.
Building on lot 1208 can be seen from road.



View from common driveway off Brooten looking north at the driveway to the transfer station on the right and the building on lot 1208.



Driveway to IconiPro off common driveway.



At beginning of driveway to lower level/office entrance and parking.



Front of building from IconiPro driveway.
Showing both levels of building. Resident
driveway at top left.



Looking south back down towards Brooten Road
from office entrance.



Small parking area at the entrance to IconiPro.



Entrance view of lower level of building/office
space.



View of north/upper level driveway for lot 1208.



View of driveway for upper level/residence of building.



West side view of building, which shows the upper level entrance and lower level parking down the hill to the south.

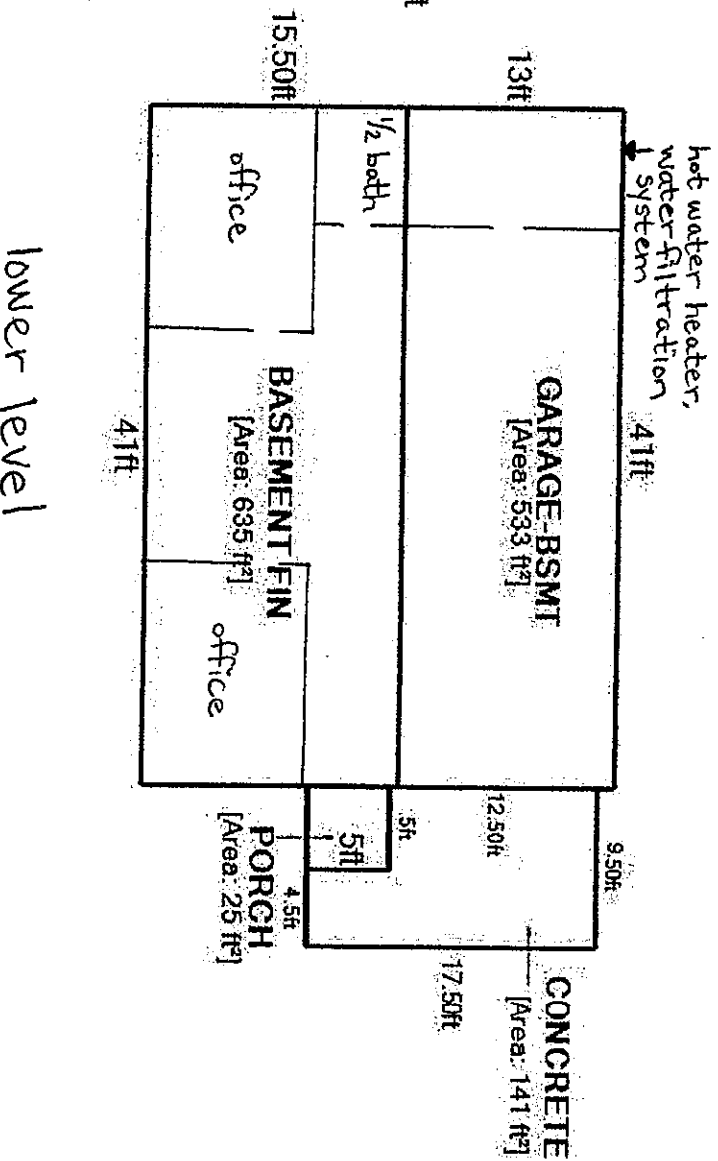
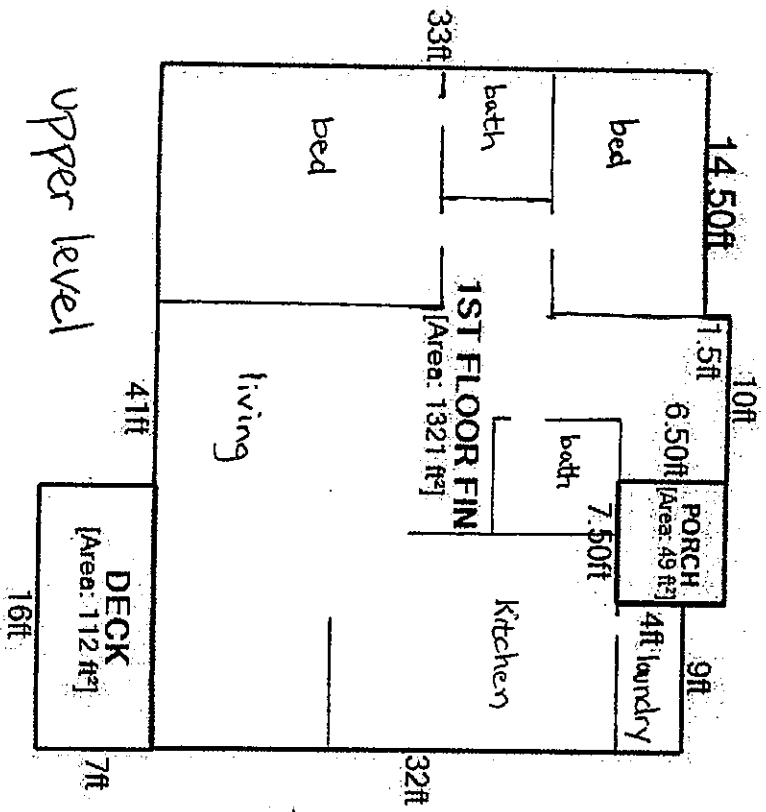


View from north end of the property looking south to Brooten Road. Upper level/residential entrance can be seen in left of picture.



Parking area and front of upper level of building for residential use.

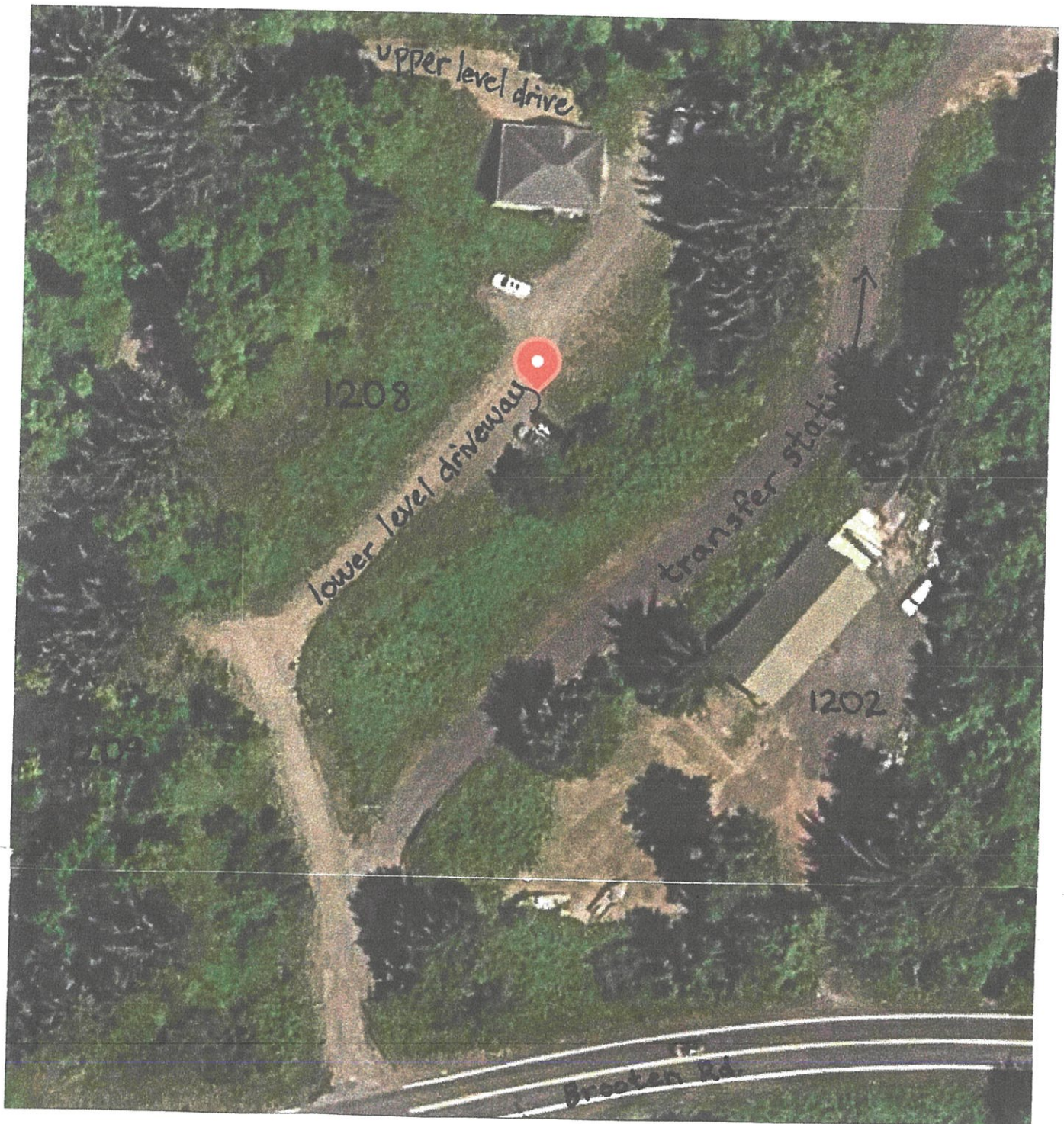
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ACCT: 391803
SITUS: 38209 BROOTEN RD, COUNTY
BY: WH 03/05/14



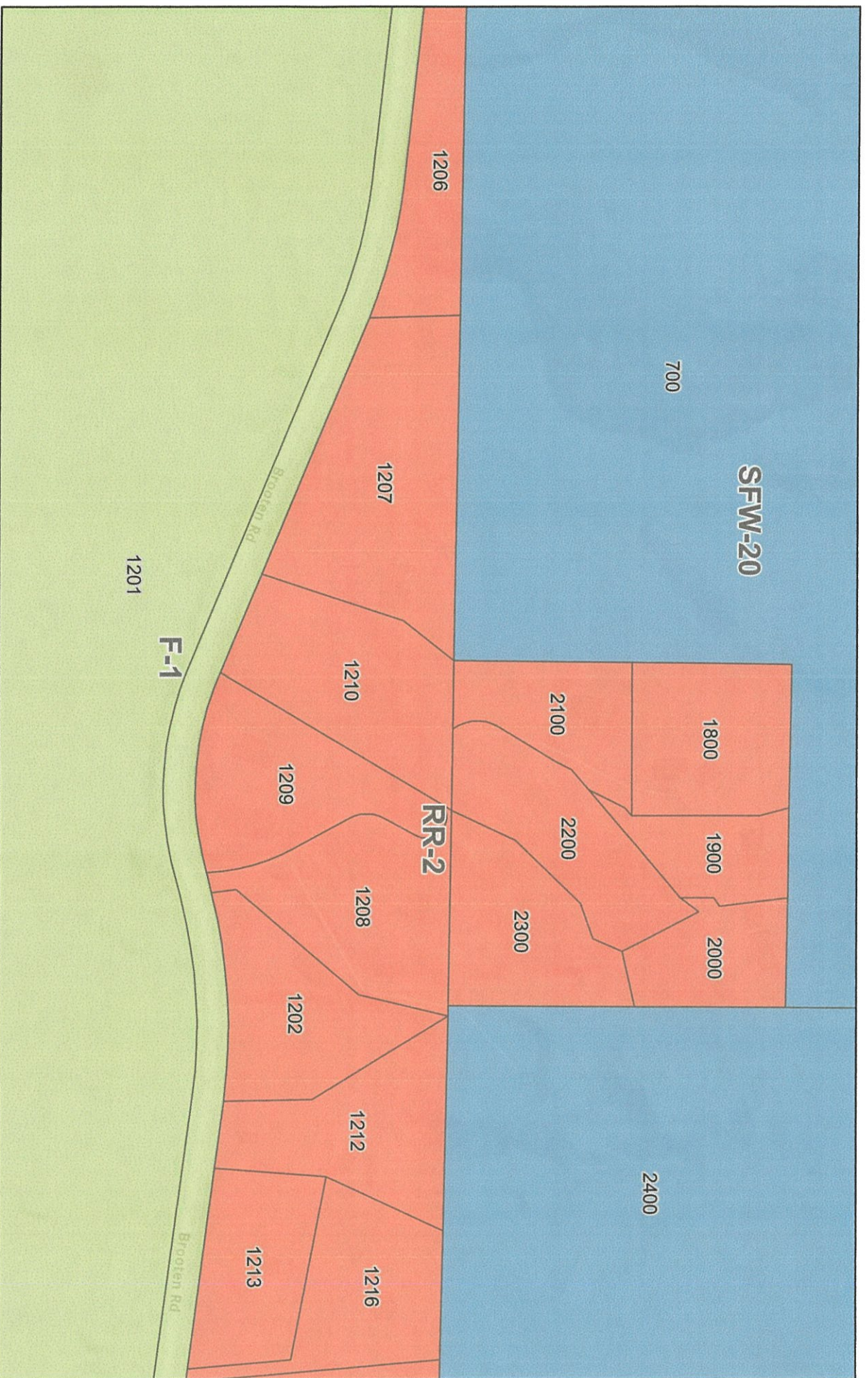
38209 BROOTEN RD, CLOVERDALE, OR 97112

REFERENCE # 2026-06-15-23097

CONFIRM



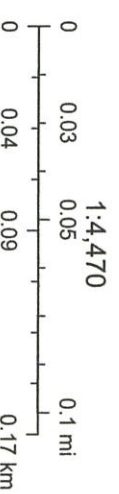
Tillamook County Maps



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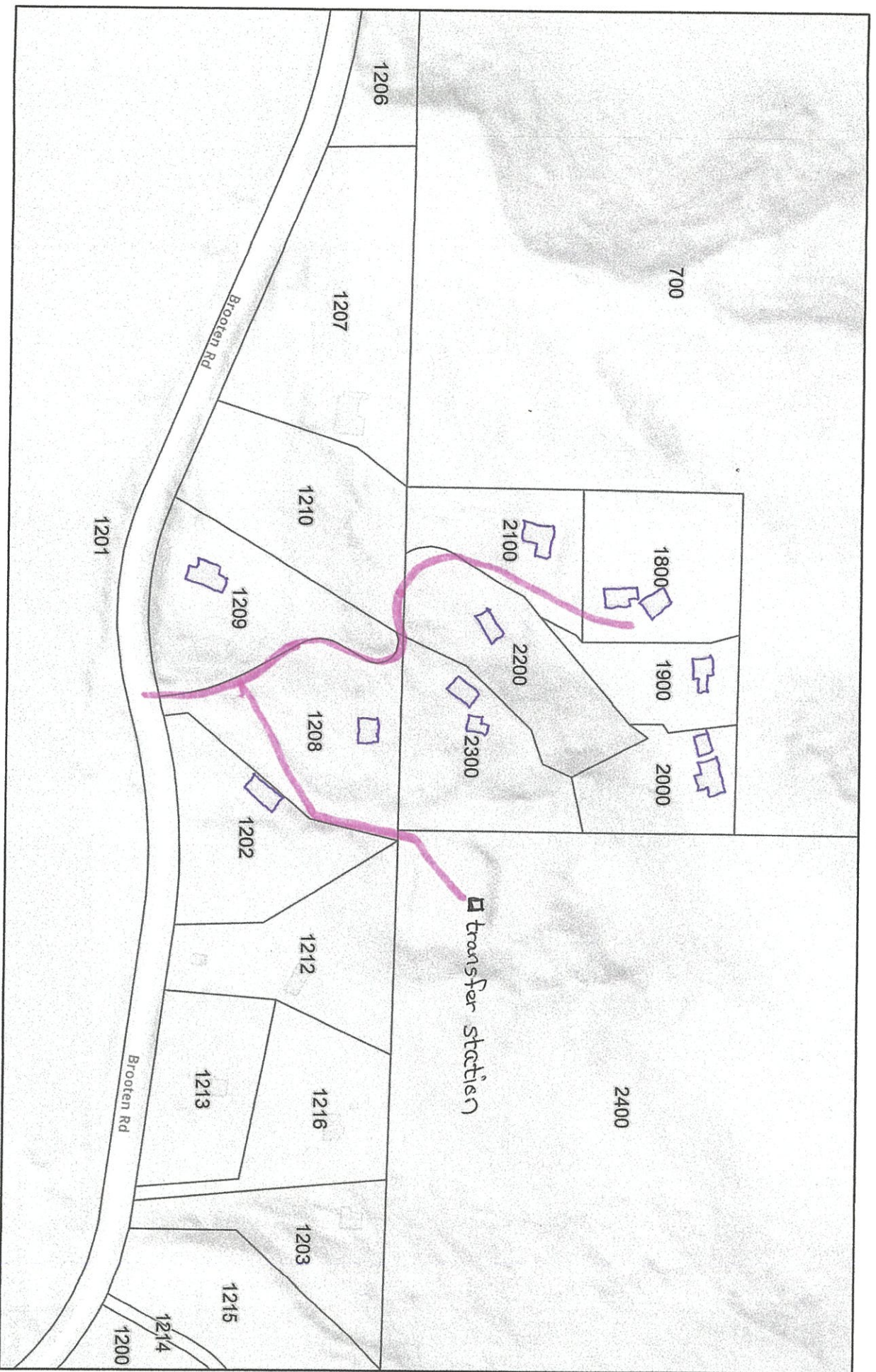
Taxlots City Limits

Highways World_Hillshade

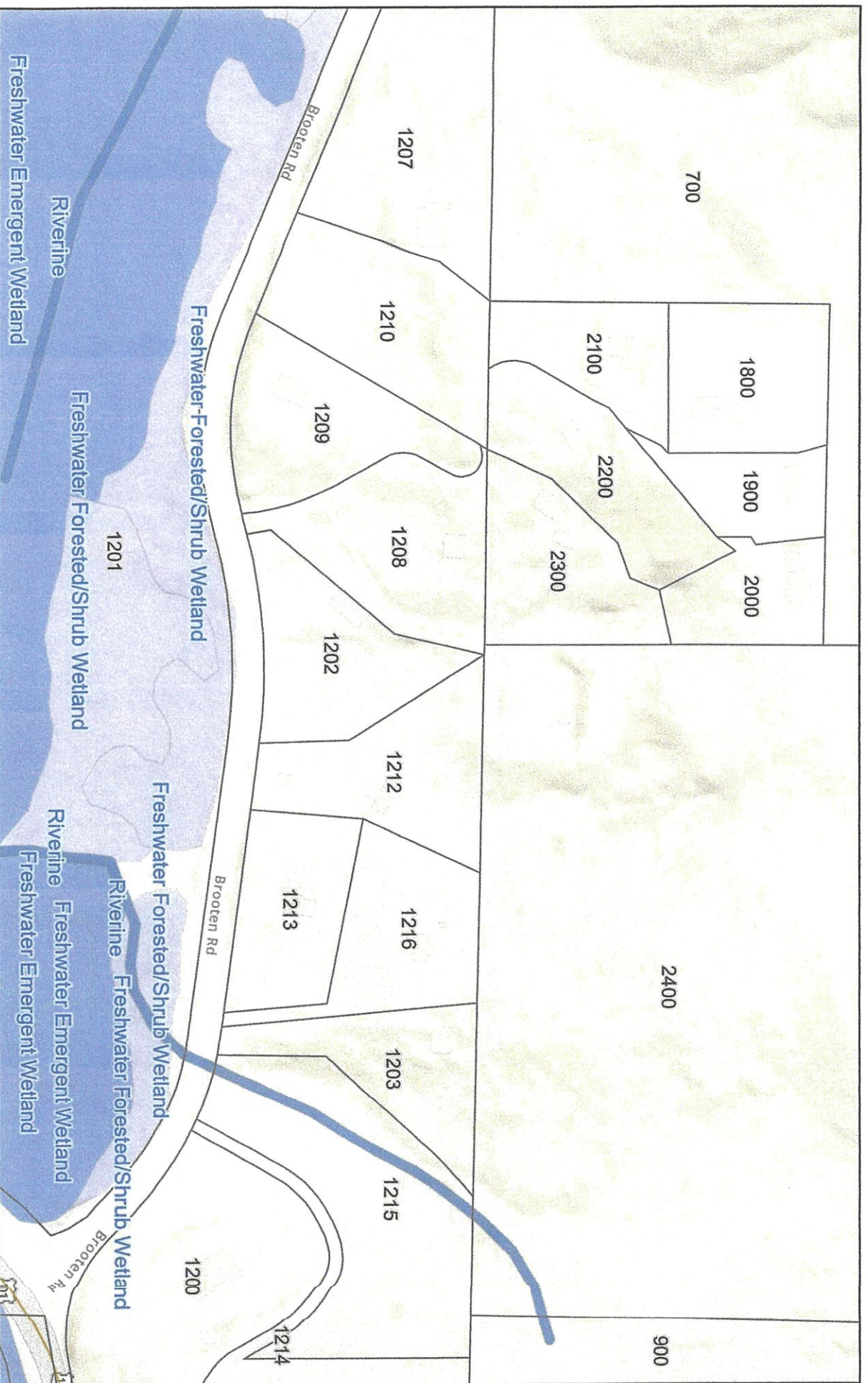


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Tillamook County Maps



Tillamook County Maps



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- Taxlots
- Highways
- National Wetlands Inventory
- Riverine
- Freshwater Emergent Wetland
- Freshwater Forested/Shrub Wetland
- Freshwater Pond
- Estuarine and Marine Wetland
- Lake
- Estuarine and Marine Deepwater
- World_Hillshade

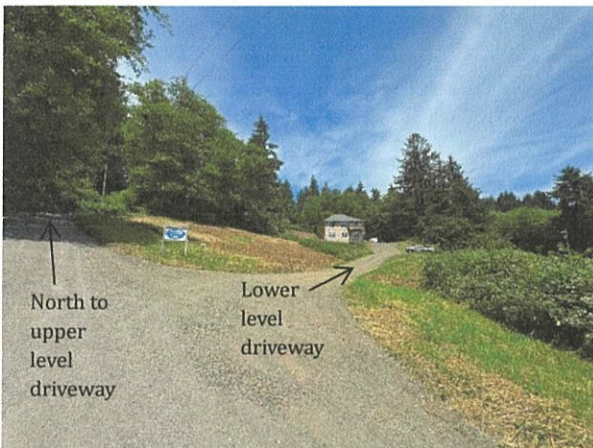
Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, © OpenStreetMap contributors, and the GIS User Community, Sources: Esri, Vantor, Airbus DS,



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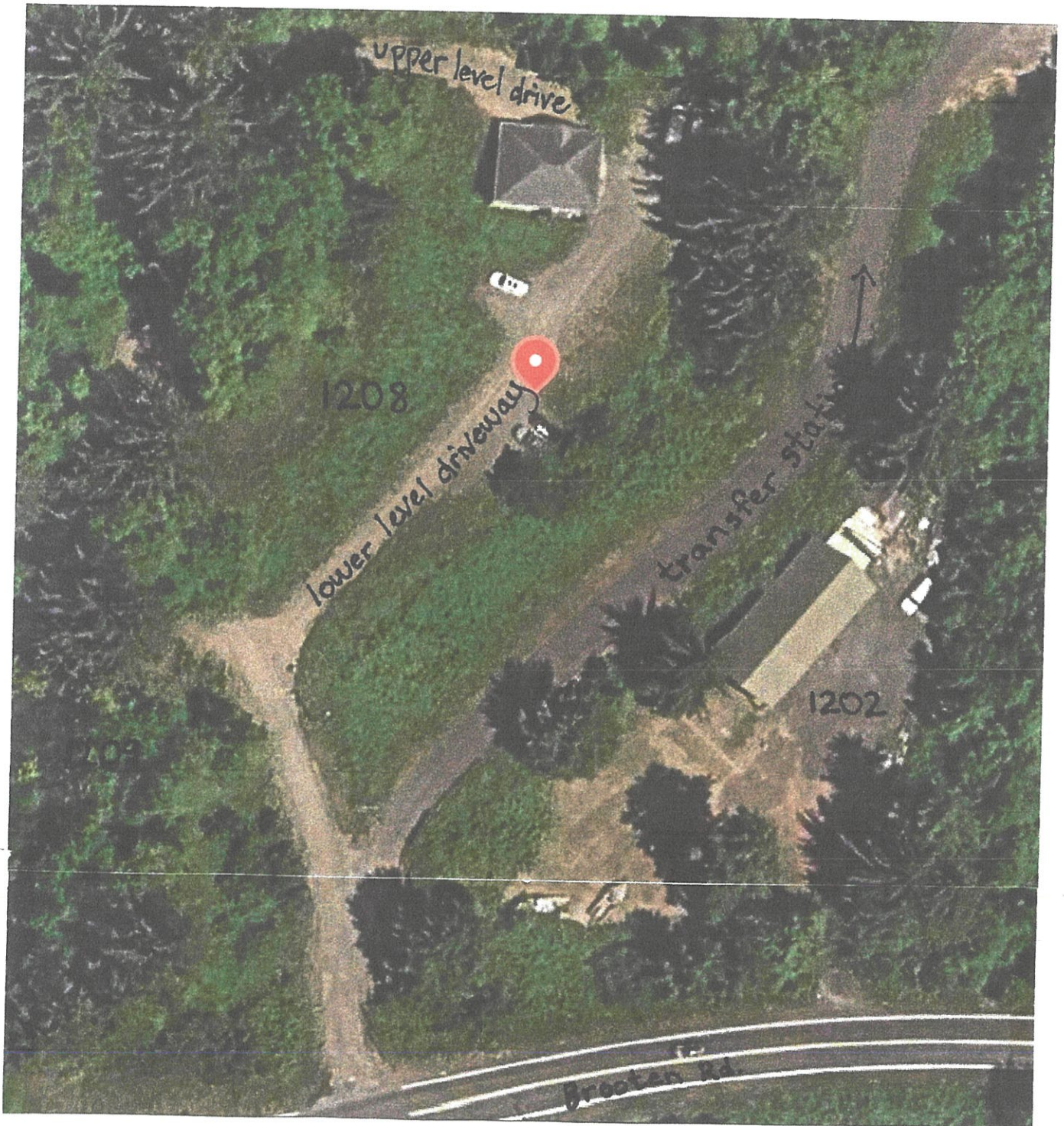


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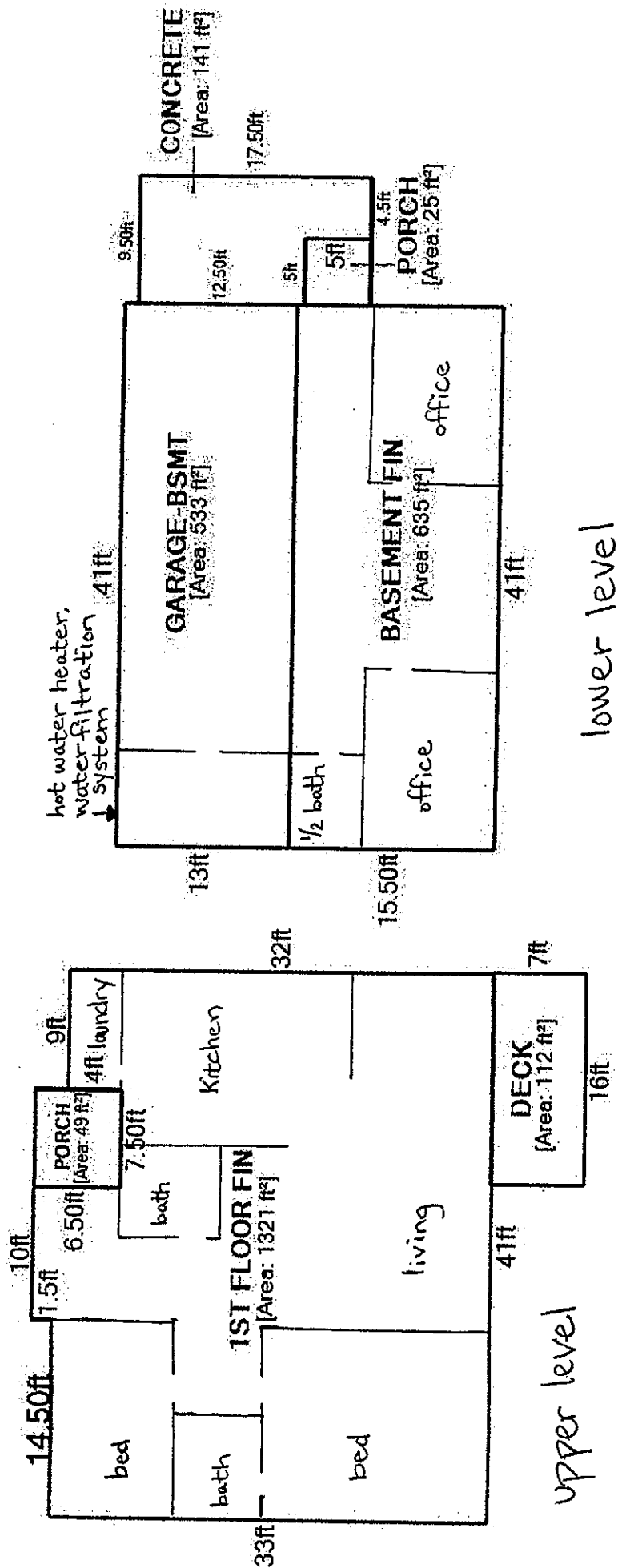
38209 BROOTEN RD, CLOVERDALE, OR 97112

REFERENCE # 2026-06-15-23097

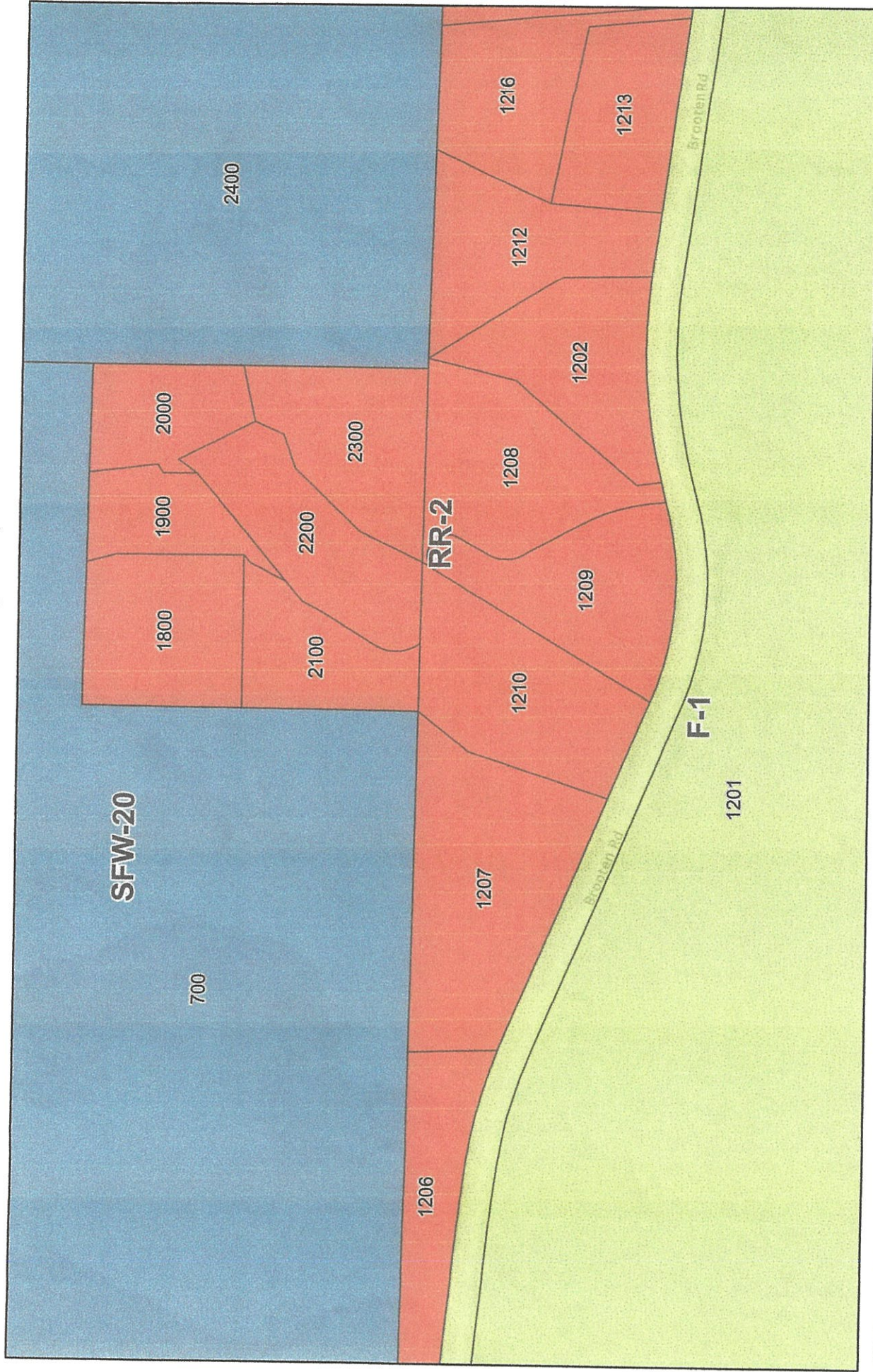
CONFIRM



MAP ID: 4S 10 32 1208
ACCT: 391803
SITUS: 38209 BROOTEN RD, COUNTY
BY: WH 03/05/14

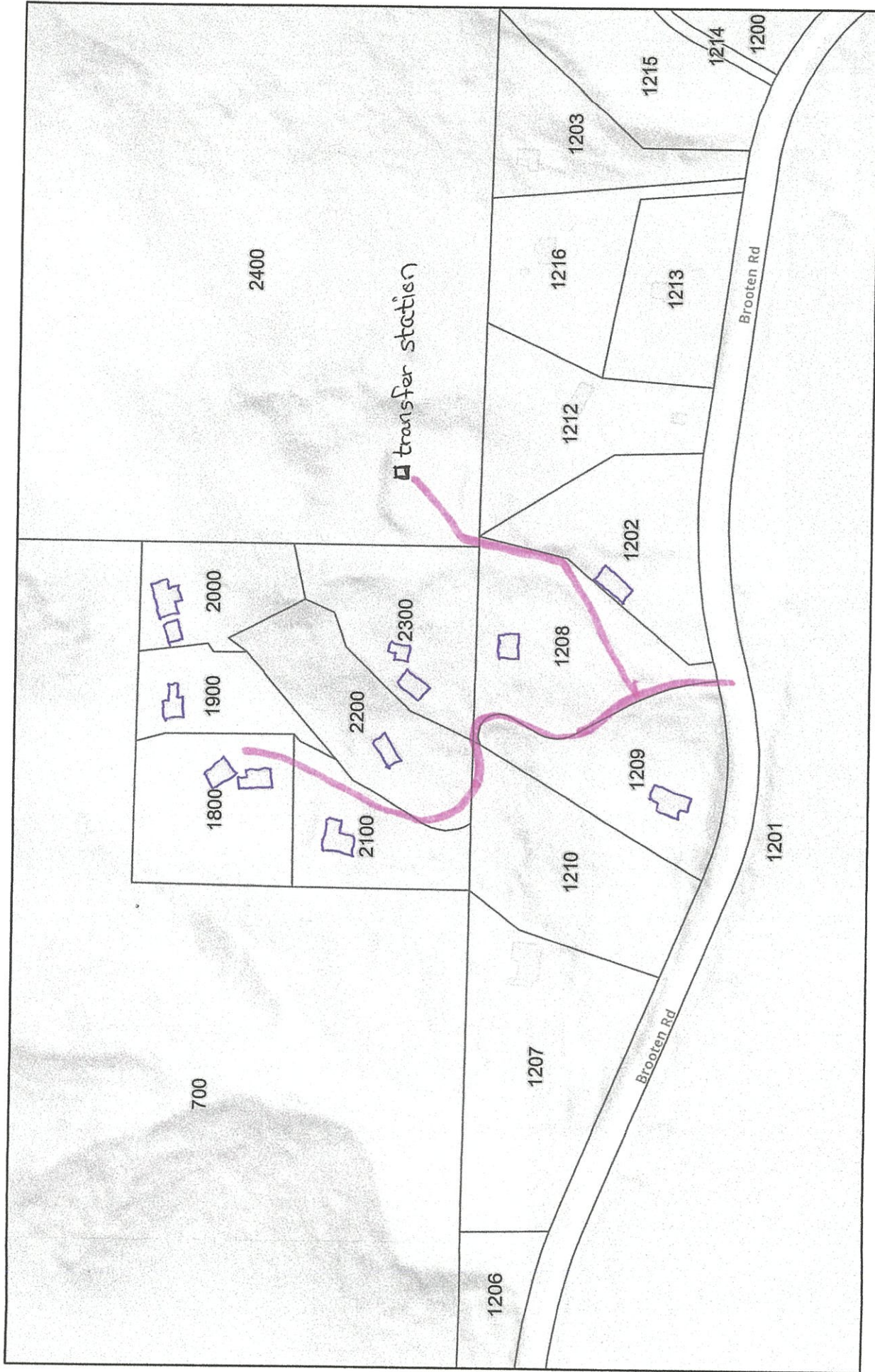


Tillamook County Maps



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Tillamook County Maps



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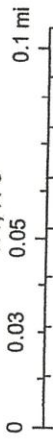
Taxlots

City Limits

Highways

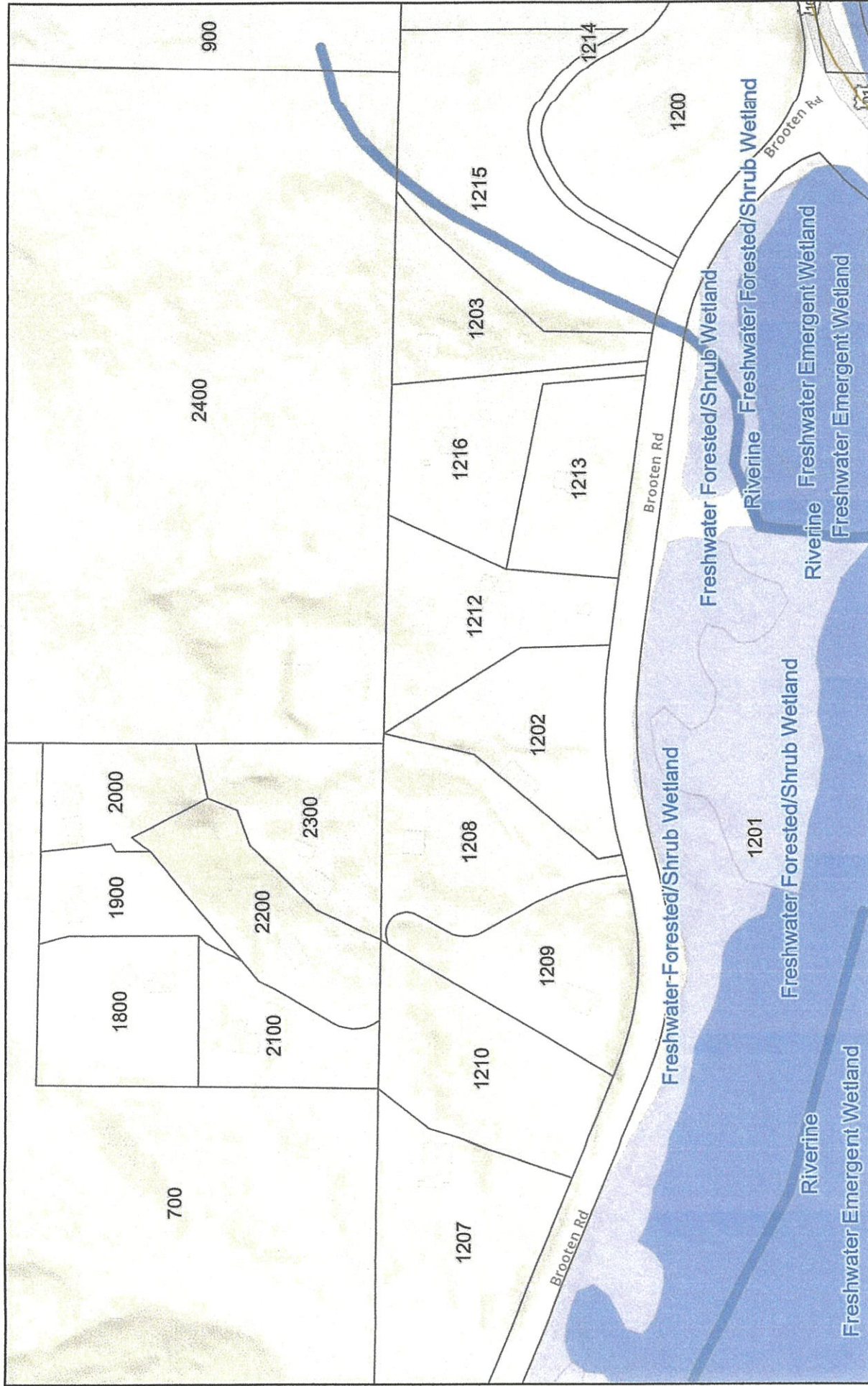
World_Hillshade

1:4,470



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Tillamook County Maps



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Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, OpenStreetMap contributors, and the GIS User Community. Sources: Esri, Vantor, Airbus DS,



PLANNING APPLICATION

Applicant ☐ (Check Box if Same as Property Owner)

Name: Oregon Coast Integrated Solutions i Iconipro
Address: 38209 Brooten Rd.

City: Cloverdale State: OR Zip: 97112
Email: glenn@iconipro.com 503 965 7555

Property Owner

Name: Joseph Hay Phone: 503 679 9029
Address: PO Box 670
City: Pacific City State: OR Zip: 97135
Email: _____

OFFICE USE ONLY	
Date Stamp	RECEIVED
	JUL 06 2026
BY:	<u>SAT</u>
☐ Approved	☐ Denied
Received by:	
Receipt #:	
Fees:	
Permit No:	
<u>851-26-000337</u> -PLNG	

Request: Variance request for use of a rural industrial in RR2 zone with only 2.42 acres instead of the required 10 acres under Conditional Use in RR2 zone.

Type II

- ☐ Farm/Forest Review
- ☐ Conditional Use Review
- ☐ Variance
- ☐ Exception to Resource or Riparian Setback
- ☐ Nonconforming Review (Major or Minor)
- ☐ Development Permit Review for Estuary Development
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Type III

- ☐ Detailed Hazard Report
- ☐ Conditional Use (As deemed by Director)
- ☐ Ordinance Amendment
- ☐ Map Amendment
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- ☐ Nonconforming Review (As deemed by Director)
- ☒ Variance (As deemed by Director)

Type IV

- ☐ Ordinance Amendment
- ☐ Large-Scale Zoning Map Amendment
- ☐ Plan and/or Code Text Amendment

Location:

Site Address: 38209 Brooten Rd, Cloverdale, OR 97112

Map Number:	4S	10	32	1208
	Township	Range	Section	Tax Lot(s)

Clerk's Instrument #: _____

Authorization

This permit application does not assure permit approval. The applicant and/or property owner shall be responsible for obtaining any other necessary federal, state, and local permits. The applicant verifies that the information submitted is complete, accurate, and consistent with other information submitted with this application.

Property Owner Signature (Required)

Applicant Signature

7/1/26

Date

7/1/26

Date

Variance Review Criteria

1. Circumstances attributable either to the dimensional, topographic, or hazardous characteristics of a legally existing lot, or to the placement of structures thereupon, would effectively preclude the enjoyment of a substantial property right enjoyed by the majority of landowners in the vicinity, if all applicable standards were to be met. Such circumstances may not be self-created.

IconiPro operates on tax lot 1208 in office space located in the lower level of an existing building on the property. We believe our operations fit into the definition of Rural Industries, which is a conditional use in an RR2 zone. In land use ordinance section 3.010(3q) Rural Residential 2 Acre under uses permitted conditionally, rural industries are permitted conditionally on a contiguous ownership of 10 or more acres. Our lot is only 2.42 acres. We are requesting a variance for the lot size. Without a variance IconiPro will not be able to operate their business in a building that was built in 2014 for the very purpose of operating a business in the lower level and a residence in the upper level of the building.

2. A VARIANCE is necessary to accommodate a use or accessory use on the parcel which can be reasonably expected to occur within the zone or vicinity.

Without a variance for the lot size requirement for the conditional use of Rural Industries in an RR2 zone for lot 1208 IconiPro will have to move their offices, will not be able to purchase tax lot 1208 for the current owner, and the lower level of the existing building will remain vacant.

3. The proposed VARIANCE will comply with the purposes of relevant development standards as enumerated in Section 4.005 and will preserve the right of adjoining property owners to use and enjoy their land for legal purposes.

IconiPro has operated on tax lot 1208 since 2014 when the existing building was completed. The continued operations of IconiPro on tax lot 1208 will not affect adjoining property owners. IconiPro and the property owner have always worked to be a beneficial neighbor on a common driveway used by eight additional property owners.

4. There are no reasonable alternatives requiring either a lesser or no VARIANCE.

Without the variance and approved conditional use of Rural Industries in the RR2 zone, IconiPro will not be able to continue operating on tax lot 1208 in a building that was designed and built for the purpose of operating a business in the lower level and a

residence in the upper level. The lower level of the existing building on tax lot 1208 is not equipped with the necessities of a residential unit; i.e. shower, closets, kitchen. The two levels of the building are not connected internally in any way, and it would be costly to do so in order to utilize the whole building as a single unit.