



COMMUNITY DEVELOPMENT DEPARTMENT

45175 Ten Mile Road
Novi, MI 48375
(248) 347-0415 Phone
(248) 735-5600 Facsimile
www.cityofnovi.org

ZONING BOARD OF APPEALS STAFF REPORT

FOR: City of Novi Zoning Board of Appeals

MEETING DATE: May 13, 2025

REGARDING: 48050 Grand River Avenue # 50-22-17-226-011 (PZ25-0011)

BY: Alan Hall, Deputy Director Community Development

I. GENERAL INFORMATION:

Applicant

Bank of America

Variance Type

Sign Variance

Property Characteristics

Zoning District: This property is zoned Community Business (B-2)

Location: on Grand River Avenue, west of Beck Road

Parcel #: 50-22-17-226-011

Request

The applicant is requesting variances from the City of Novi Sign Ordinance Sections 28-5(a) and 28-5(d) to allow an additional wall sign and 3 canopy signs (1 wall sign allowed, variance of 4).

II. STAFF COMMENTS:

The applicant, Bank of America, is seeking (4) sign variances

1) To allow (1) additional wall sign with LED illumination

2) To allow (3) additional canopy signs – no illumination proposed

The new signage improves business recognition and wayfinding on the site.

III. RECOMMENDATION:

The Zoning Board of Appeals may take one of the following actions:

I move that we grant the variance in Case No. PZ25-0011 sought by _____, for _____ because Petitioner has shown practical difficulty including _____ requiring _____ on the basis of any of the following:

- a. That the request is based upon circumstances or features that are exceptional and unique to the property and do not result from conditions that exist generally in the city or that are self-created including _____.
b. That the failure to grant relief will unreasonably prevent or limit the use of the property and will result in substantially more than mere inconvenience or inability to attain a higher economic or financial return because _____.
c. That the grant of relief would be offset by other improvements or actions, such as increased setbacks or increased landscaping, such that the net effect will result in an improvement of the property or the project _____.
d. That construction of a conforming sign would require the removal or significant alteration of natural features on the property because _____.
e. The grant of relief will not result in a use or structure that is incompatible with or unreasonably interferes with adjacent or surrounding properties, will result in substantial justice being done to both the applicant and adjacent or surrounding properties, and is not inconsistent with the spirit and intent of this chapter because _____.

The variance granted is subject to:

- 1. _____
2. _____
3. _____
4. _____

Zoning Board of Appeals

Bank of America
Case # PZ25-0011

May 13, 2025

Page 3 of 3

I move that we **deny** the variance in Case No. **PZ25-0011** sought by _____,
for _____ because Petitioner has not shown
practical difficulty because: _____
_____.

- a. That the request is based upon circumstances or features that are not exceptional and/or unique to the property and/or that result from conditions that exist generally in the city or that are self-created including _____

_____.
- b. That the failure to grant relief will not unreasonably prevent or limit the use of the property and/or will not result in substantially more than mere inconvenience or inability to attain a higher economic or financial return because _____

_____.
- c. That the grant of relief would not be offset by other improvements or actions, such as increased setbacks or increased landscaping, such that the net effect will not result in an improvement of the property or the project because _____

_____.
- d. That construction of a conforming sign would not require the removal or significant alteration of natural features on the property because _____

_____.
- e. The grant of relief will result in a use or structure that is incompatible with or unreasonably interferes with adjacent or surrounding properties, will not result in substantial justice being done to both the applicant and adjacent or surrounding properties, and is inconsistent with the spirit and intent of this chapter because _____

_____.

Should you have any further questions with regards to the matter please feel free to contact me at (248) 347-0423.

Alan Hall – Deputy Director Community Development - City of Novi



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 Novi, MI 48375
 (248) 347-0415 Phone
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ZONING BOARD OF APPEALS APPLICATION

RECEIVED

MAR 18 2025

CITY OF NOVI
COMMUNITY DEVELOPMENT

APPLICATION MUST BE FILLED OUT COMPLETELY

I. PROPERTY INFORMATION (Address of subject ZBA Case)				Application Fee: \$330.00	
PROJECT NAME / SUBDIVISION Bank of America - south wall sign and panels on drive-up canopy				Meeting Date: 5-13-25	
ADDRESS 48050 Grand River Ave		LOT/SUITE/SPACE #		ZBA Case #: PZ 25-0011	
SIDWELL # 50-22- 17 226 011		May be obtain from Assessing Department (248) 347-0485			
CROSS ROADS OF PROPERTY On Grand River Ave between Beck Rd and Wixom Rd					
IS THE PROPERTY WITHIN A HOMEOWNER'S ASSOCIATION JURISDICTION? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO			REQUEST IS FOR: <input type="checkbox"/> RESIDENTIAL <input type="checkbox"/> COMMERCIAL <input type="checkbox"/> VACANT PROPERTY <input checked="" type="checkbox"/> SIGNAGE		
DOES YOUR APPEAL RESULT FROM A NOTICE OF VIOLATION OR CITATION ISSUED? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO					
II. APPLICANT INFORMATION					
A. APPLICANT		EMAIL ADDRESS kdeters@metrosal.com		CELL PHONE NO. 586-557-4189	
NAME Kevin Deters		TELEPHONE NO. 586-759-2700			
ORGANIZATION/COMPANY Metro Signs & Lighting		FAX NO. 586-759-2703			
ADDRESS 11444 Kaltz Ave		CITY Warren		STATE MI	ZIP CODE 48089
B. PROPERTY OWNER <input type="checkbox"/> CHECK HERE IF APPLICANT IS ALSO THE PROPERTY OWNER					
Identify the person or organization that owns the subject property:		EMAIL ADDRESS zac.turnage@cbre.com		CELL PHONE NO. 919-251-1220	
NAME Zac Turnage		TELEPHONE NO.			
ORGANIZATION/COMPANY CBRE/Bank of America		FAX NO.			
ADDRESS 48050 Grand River Ave.		CITY Novi		STATE MI	ZIP CODE 48374
III. ZONING INFORMATION					
A. ZONING DISTRICT					
<input type="checkbox"/> R-A <input type="checkbox"/> R-1 <input type="checkbox"/> R-2 <input type="checkbox"/> R-3 <input type="checkbox"/> R-4 <input type="checkbox"/> RM-1 <input type="checkbox"/> RM-2 <input type="checkbox"/> MH <input type="checkbox"/> I-1 <input type="checkbox"/> I-2 <input type="checkbox"/> RC <input type="checkbox"/> TC <input type="checkbox"/> TC-1 <input checked="" type="checkbox"/> OTHER <u>B-2</u>					
B. VARIANCE REQUESTED					
INDICATE ORDINANCE SECTION (S) AND VARIANCE REQUESTED:					
1. Section <u>28-5(d)</u>		Variance requested		<u>Additional wall signs</u>	
2. Section <u>28-5(a)</u>		Variance requested		<u>Canopy signs over 1 sq foot</u>	
3. Section _____		Variance requested		_____	
4. Section _____		Variance requested		_____	
IV. FEES AND DRAWINGS					
A. FEES					
<input type="checkbox"/> Single Family Residential (Existing) \$220 <input type="checkbox"/> (With Violation) \$275 <input type="checkbox"/> Single Family Residential (New) \$275 <input type="checkbox"/> Multiple/Commercial/Industrial \$330 <input type="checkbox"/> (With Violation) \$440 <input checked="" type="checkbox"/> Signs \$330 <input type="checkbox"/> (With Violation) \$440 <input type="checkbox"/> House Moves \$330 <input type="checkbox"/> Special Meetings (At discretion of Board) \$660					
B. DRAWINGS 1-COPY & 1 DIGITAL COPY SUBMITTED AS A PDF					
<ul style="list-style-type: none"> • Dimensioned Drawings and Plans • Site/Plot Plan • Existing or proposed buildings or addition on the property • Number & location of all on-site parking, if applicable 			<ul style="list-style-type: none"> • Existing & proposed distance to adjacent property lines • Location of existing & proposed signs, if applicable • Floor plans & elevations • Any other information relevant to the Variance application 		



ZONING BOARD OF APPEALS APPLICATION

V. VARIANCE

A. VARIANCE (S) REQUESTED

DIMENSIONAL USE SIGN

There is a five-(5) hold period before work/action can be taken on variance approvals.

B. SIGN CASES (ONLY)

Your signature on this application indicates that you agree to install a **Mock-Up Sign** ten-(10) days before the schedule ZBA meeting. Failure to install a mock-up sign may result in your case not being heard by the Board, postponed to the next schedule ZBA meeting, or cancelled. A mock-up sign is **NOT** to be actual sign. Upon approval, the mock-up sign must be removed within five-(5) days of the meeting. If the case is denied, the applicant is responsible for all costs involved in the removal of the mock-up or actual sign (if erected under violation) within five-(5) days of the meeting.

C. ORDINANCE

City of Novi Ordinance, Section 3107 – Miscellaneous

No order of the Board permitting the erection of a building shall be valid for a period longer than one-(1) year, unless a building permit for such erection or alteration is obtained within such period and such erection or alteration is started and proceeds to completion in accordance with the terms of such permit.

No order of the Board permitting a use of a building or premises shall be valid for a period longer than one-hundred and eighty-(180) days unless such use is establish within such a period; provided, however, where such use permitted is dependent upon the erection or alteration or a building such order shall continue in force and effect if a building permit for such erection or alteration is obtained within one-(1) year and such erection or alteration is started and proceeds to completion in accordance with the terms of such permit.

D. APPEAL THE DETERMINATION OF THE BUILDING OFFICIAL

PLEASE TAKE NOTICE:

The undersigned hereby appeals the determination of the Building Official / Inspector or Ordinance made

CONSTRUCT NEW HOME/BUILDING ADDITION TO EXISTING HOME/BUILDING SIGNAGE

ACCESSORY BUILDING USE OTHER _____

VI. APPLICANT & PROPERTY SIGNATURES

A. APPLICANT

Ben Dets
Applicant Signature

3-14-25
Date

B. PROPERTY OWNER

If the applicant is not the owner, the property owner must read and sign below:

The undersigned affirms and acknowledges that he, she or they are the owner(s) of the property described in this application, and is/are aware of the contents of this application and related enclosures.

Zac Turnage
Property Owner Signature

3/14/25
Date

VII. FOR OFFICIAL USE ONLY

DECISION ON APPEAL:

GRANTED

DENIED

The Building Inspector is hereby directed to issue a permit to the Applicant upon the following and conditions:

Chairperson, Zoning Board of Appeals

Date



Community Development Department

45175 Ten Mile Road
Novi, MI 48375
(248) 347-0415 Phone
(248) 735-5600 Facsimile
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**REVIEW STANDARDS
SIGN VARIANCE**

The Zoning Board of Appeals (ZBA) will review the application package and determine if the proposed Sign Variance meets the required standards for approval. In the space below, and on additional paper if necessary, explain how the proposed project meets each of the following standards. (Increased costs associated with complying with the Zoning Ordinance will not be considered a basis for granting a Sign Variance.)

Standard #1. Extraordinary Circumstances or Conditions.

Explain how the circumstances or physical conditions applying to the property that do not apply generally to other properties in the same Zone District or in the general vicinity. Circumstances or physical conditions may include:

- a. Shape of Lot.** A sign could not be placed in the location required by the Zoning Ordinance due to the shape, topography or other physical conditions of the lot or due to the location of an existing structure.

Not Applicable Applicable If applicable, describe below:

It is essential for the bank to have a wall sign on the south elevation facing Grand River Ave. It is also necessary for the bank to have clearance panels and "Drive-Thru ATM" panels on the existing drive-up canopy for information purposes. The south wall sign is replacing an existing sign, and it is small (under 15 sq feet). The proposed panels on the canopy are 2.87 sq feet each. Panels that are only 1 sq foot might be difficult to read. These signs are replacing existing signs essentially "like for like."

and/or

- b. Environmental Conditions.** A sign could not be placed in the location required by the Zoning Ordinance without removing or severely altering natural features, such as trees, topography, drainage courses or encroaching upon stormwater facilities.

Not Applicable Applicable If applicable, describe below:

and/or

- c. Abutting Property.** A sign could not be reasonably seen by passing motorists due to the configuration of existing buildings, trees, signs or other obstructions on an abutting property.

Not Applicable Applicable If applicable, describe below:

d. Scale of Building or Lot Frontage. A sign that exceeds permitted dimensions for area and/or height could be considered appropriate in scale due to the length of the building frontage (wall sign only) or length of the lot frontage (ground sign only).

Not Applicable Applicable If applicable, describe below:

The proposed 14.97 sq foot wall sign facing Grand River Ave is appropriate because it is facing a major thoroughfare, and it is a replacement wall sign. The proposed four 2.87 sq foot panels on the canopy are appropriate due to the multiple lanes in the bank's existing drive-up canopy. If the signs were only 1 sq foot, they would possibly be difficult to read. The proposed canopy panels are intended for informational and directional purposes rather than for advertising purposes.

e. Not Self-Created. Describe the immediate practical difficulty causing the need for the Variance was not created by the applicant or any person having an interest in the sign, sign structure, or property.

Not Applicable Applicable If applicable, describe below:

Bank of America is going through a sign remodel to reflect their new branding. They have an existing south elevation wall sign and panels on the canopy. We are replacing these signs "like for like". The need for a variance was not created by the property owner. The need for the variance came about because Bank of America is rebranding their signage.

Standard #2. Limit Use of Property.

Explain how the failure to grant relief will unreasonably prevent or limit the use of the property and will result in substantially more than mere inconvenience or inability to attain a higher economic or financial return.

The bank needs a wall sign on the south elevation because Grand River Ave is the only major thoroughfare that the bank faces. The bank needs the "Drive-Thru ATM" and clearance panels on their multi-lane canopy. If the canopy signs were only 1 sq foot, then they may be difficult to read. The proposed 2.87 sq foot canopy panels are essential to make navigation easier for the bank's customers.

Standard #3. Adverse Impact on Surrounding Area.

Explain how the Sign Variance will not result in a use or structure that is incompatible with or unreasonably interferes with adjacent or surrounding properties, will result in substantial justice being done to both the applicant and adjacent or surrounding properties, and is not inconsistent with the spirit and intent of this chapter.

The proposed signs are replacing existing signs "like for like." The proposed signs are small. The wall sign is 14.97 sq feet, and the canopy panels are 2.87 sq feet. Therefore, if this ZBA request is granted, it will not have a negative impact on any surrounding properties.

SITE OVERVIEW



Item	Description	Qty	Page #
EXT-001	C1 1ng Push-thru Letters On Backer	1	3,4
EXT-002	B2-ng D/F Illuminated Monument	1	5,6
EXT-003	Dang Push-thru Letters On Backer	1	7,8
EXT-004	P1ng D/F Directional	1	9
EXT-005	P1ng D/F Directional	1	10
EXT-006	Existing Directional - Remove	1	11
EXT-006a	P1ng D/F Directional	1	12
EXT-007	P1ng D/F Directional	1	13
EXT-007a	Electronic Canopy Signs - Remove	1	14
EXT-008	SS2ng - Directional Regulatory (Do Not Enter)	1	15,16
EXT-008a	SS2ng - Directional Regulatory (Do Not Enter)	1	15,16
EXT-009	SS1ng - Informational Regulatory (Clearance Sign)	1	14,16
EXT-010	SS3ng - Directional Regulatory (Drive thru ATM)	1	14,17
EXT-010a	SS1ng - Informational Regulatory (Clearance Sign)	1	14,16
EXT-011	SS3ng - Directional Regulatory (Drive thru ATM)	1	14,17
EXT-012	Entrance Graphics - Not in Scope	1	13
EXT-013	Entrance Graphics - Not in Scope	1	18
ATM1	ATM - Leave as is	1	19
ATM2	ATM - Leave as is	1	19
ATM3	ATM - Leave as is	1	19



Stratus

onestratus.com

8050 Tyler Boulevard
Mentor, Ohio 44060

888.503.1569

CLIENT:

BANK OF AMERICA

ADDRESS:

48050 Grand River Ave
Novi, MI 48374-1221

PAGE NO.:

2

ORDER NUMBER:

1220846

SITE NUMBER:

48050

ELECTRONIC FILE NAME:

K:\ACCOUNTS\BIBANK OF AMERICA\2024\MI\48050_Novi\4306_48050_Novi_R2.cdr

PROJECT NUMBER:

4306

PROJECT MANAGER:

Michele Homer

Rev #

Req #

Date/Artist

Description

Original

488991

08/14/24 SV

Rev 1

491561

08/26/24 NPP

Rev 2

512462

01/29/25 SV

Acced setback measurements

Rev #

Req #

Date/Artist

Description

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EXT-003 PUSH-THRU LETTERS ON BACKER (INLINE)

SOUTH ELEVATION

Existing SQ. FT.	15.3
Proposed SQ. FT.	15.0

EXISTING CONDITIONS



EXISTING 1'-8" x 9'-2" SIGNAGE TO BE REMOVED & REPLACED
WALL TO BE PATCHED & PAINTED AS REQUIRED



PROPOSED SIGNAGE

Scale: 1/4"=1'-0"

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Mentor, Ohio 44060
888.503.1569

CLIENT: BANK OF AMERICA	PAGE NO.: 7
ADDRESS: 48050 Grand River Ave Novi, MI 48374-1221	

ORDER NUMBER: 1220846	PROJECT NUMBER: 4306
SITE NUMBER: 48050	PROJECT MANAGER: Michele Homer
ELECTRONIC FILE NAME: K:\ACCOUNTS\BIBANK OF AMERICA\2024\MI\48050_Novi\4306_48050_Novi_R1.cdr	

Rev #	Req #	Date/Artist	Description	Rev #	Req #	Date/Artist	Description
Original		488991	08/14/24 SV				
Rev 1		491561	08/26/24 NPP				

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EXT-007a SMALL S-TYPE REGULATORY DIRECTIONAL/ INFORMATIONAL SIGNS

EXT-009 NORTH ELEVATION @ CANOPY

EXT-010

EXT-010a

EXT-011

EXISTING CONDITIONS

REMOVE ONLY **EXT-007a**

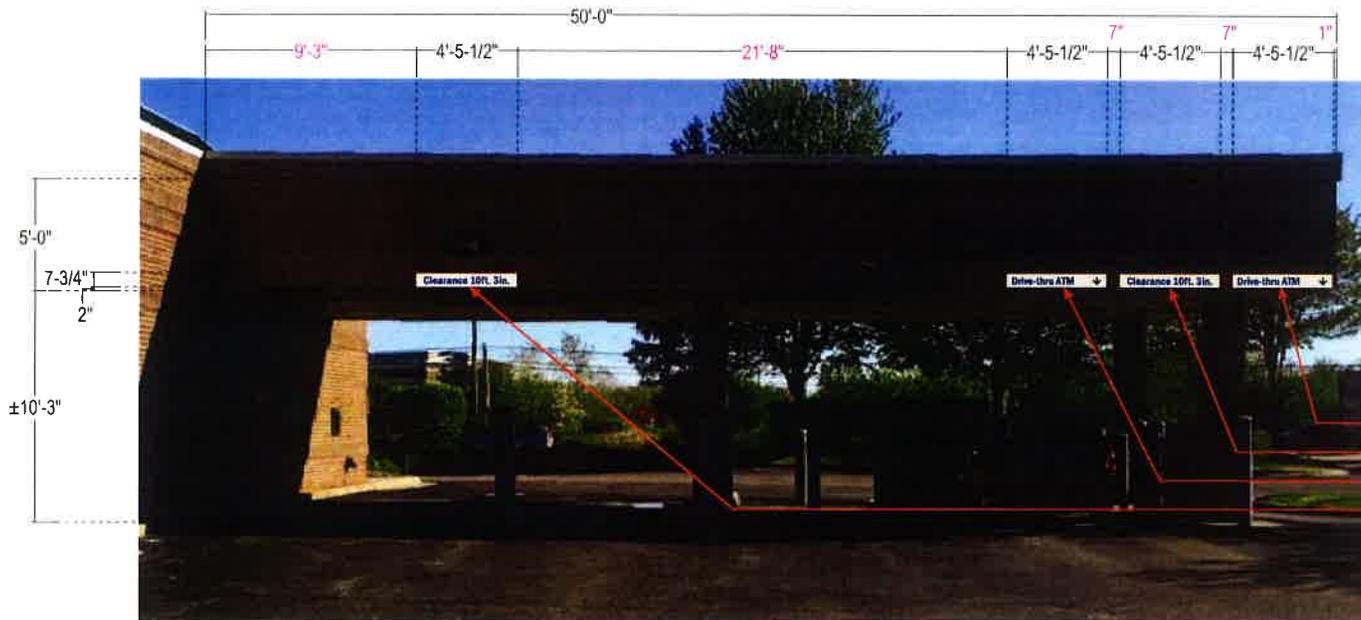
REMOVE AND REPLACE **EXT-009**

REMOVE AND REPLACE **EXT-010**

REMOVE AND REPLACE **EXT-011**



EXISTING SIGNAGE TO BE REMOVED & REPLACED
WALL TO BE PATCHED & PAINTED AS REQUIRED



- EXT-011** REMOVE AND REPLACE
- EXT-010a** NEW SIGN
- EXT-010** REMOVE AND REPLACE
- EXT-009** REMOVE AND REPLACE

PROPOSED SIGNAGE

Scale: 3/16"=1'-0"

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CLIENT: BANK OF AMERICA	PAGE NO.: 14
ADDRESS: 48050 Grand River Ave Novi, MI 48374-1221	

ORDER NUMBER: 1220846	PROJECT NUMBER: 4306
SITE NUMBER: 48050	PROJECT MANAGER: Michele Homer
ELECTRONIC FILE NAME: K:\ACCOUNTS\BIBANK OF AMERICA\2024\MM48050_Novi 4306_48050_Novi_R1.cdr	

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Rev 1	491561	08/26/24	NPP				

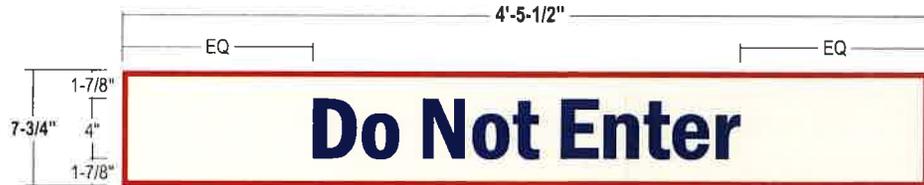
PRINTS ARE THE EXCLUSIVE PROPERTY OF STRATUS. THIS MATERIAL SHALL NOT BE REPRODUCED, COPIED, EITHER WHOLLY OR PARTIALLY, WITHOUT THE PREVIOUS WRITTEN CONSENT OF STRATUS.

SMALL S- TYPE REGULATORY DIRECTIONAL/ INFORMATIONAL SIGNS

Scale: 1-1/2"=1'-0"



EXT-009 SS1ng - Informational Regulatory 2.9 sq. ft. 3/8" typical
EXT-010a QUANTITY: 2



EXT-008 SS2ng - 1 line Directional Regulatory 2.9 sq. ft. 3/8" typical
EXT-008a QUANTITY: 2

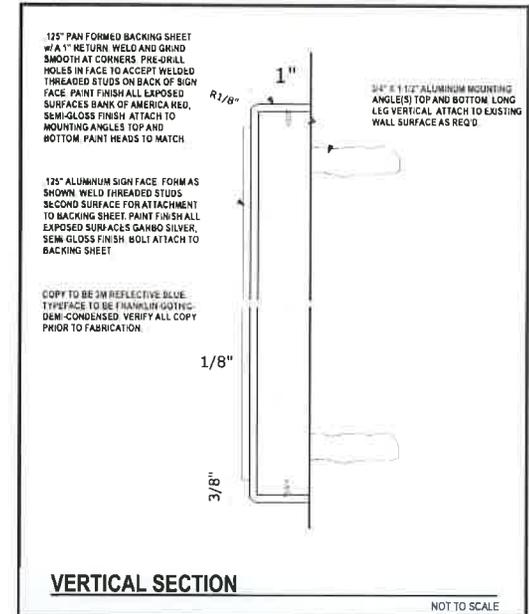
- BACKER:** .125 pan formed aluminum w/ 1" return; Weld & grind smooth at corners
 Pre-drilled holes in face of backer to accept studs from sign face
 Painted Red - semi gloss finish
- FACE:** .125 aluminum sign face painted Garbo Silver - semi gloss finish
 Threaded rods welded to backside to bolt into 1" deep backer
- COPY:** 3M Reflective blue vinyl; Typeface - Franklin Gothic Demi Condensed
- WALL MATERIAL:** To be provided from survey
- INSTALL:** Backer to have 3/4" x 1-1/2" alum. mounting angles top & bottom installed to backer using SS c/s flat head screws thru returns
 Attach flush to wall surface; Lag into blocking



COLOR PALETTE

- Mathews Red MP49696
Akzo Nobel Sign 20129
- Mathews Garbo Silver
MP02650R14405 LVG Full gloss
- 3M 680-75 Reflective Blue

WALL TYPE	CMU, BRICK	PRE-CAST CONCRETE, CONCRETE	PREFERRED FOR ALL WALL TYPES WHEN POSSIBLE	EIFS WALL W/ FOAM INSULATION
SECTION				
ANCHOR TYPE	Ø1/2" SLEEVE ANCHOR (Ø3/8" BOLT) 2" MIN EMBEDMENT	Ø3/8" EXPANSION ANCHOR 2-1/2" MIN EMBEDMENT	Ø1/4"-3/8" THREADED ROD	Ø1/4" 3/8" THREADED ROD W/ ALUMINUM OR PVC COMPRESSION SLEEVE



Patch and repair existing wall surface to like new condition. For brick or stone walls fill holes with matching silicone. Repaint to match existing color finish. Measure and verify clearance height prior to fabrication - deduct 2" from actual height for sign copy. Field verify dimensions of the sign & surrounding space shown in the proposed image. If the field verification indicates that the sign will not fit, an IFR should be submitted for modification by Monigle Associates prior to any manufacturing.

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 Mentor, Ohio 44060
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CLIENT: BANK OF AMERICA	ORDER NUMBER: 1220846	PROJECT NUMBER: 4306
ADDRESS: 48050 Grand River Ave Novi, MI 48374-1221	SITE NUMBER: 48050	PROJECT MANAGER: Michele Homer
PAGE NO.: 16	ELECTRONIC FILE NAME: K:\ACCOUNTS\BIB\BANK OF AMERICA\2024\MI\48050_Novi\4306_48050_Novi_R1.cdr	

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Original	488991	08/14/24 SV	
Rev1	491561	08/26/24 NPP	

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SMALL S- TYPE REGULATORY DIRECTIONAL/ INFORMATIONAL SIGNS

Scale: 1-1/2"=1'-0"

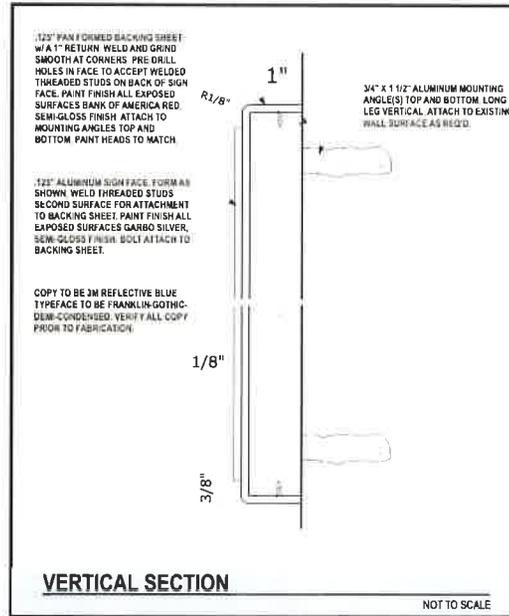


- BACKER:** .125 pan formed aluminum w/ 1" return; Weld & grind smooth at corners
Pre-drilled holes in face of backer to accept studs from sign face
Painted Red - semi gloss finish
- FACE:** .125 aluminum sign face painted Garbo Silver - semi gloss finish
Threaded rods welded to backside to bolt into 1" deep backer
- COPY:** 3M Reflective blue vinyl; Typeface - Franklin Gothic Demi Condensed
- WALL MATERIAL:** To be provided from survey
- INSTALL:** Backer to have 3/4" x 1-1/2" alum. mounting angles top & bottom installed to backer using SS c/s flat head screws thru returns
Attach flush to wall surface; Lag into blocking

COLOR PALETTE

-  Matthews Red MP49696
Akzo Nobel Sign 20129
-  Matthews Garbo Silver
MP02650R14405 LVG Full gloss
-  3M 680-75 Reflective Blue

WALL TYPE	CMU, BRICK	PRE-CAST CONCRETE, CONCRETE	PREFERRED FOR ALL WALL TYPES WHEN POSSIBLE	EFS WALL W/ FOAM INSULATION
SECTION				
ANCHOR TYPE	#1/2" SLEEVE ANCHOR @ 3" BOLT 2" MIN EMBEDMENT	#3/8" EXPANSION ANCHOR 2 1/2" MIN EMBEDMENT	#1/4"-3/8" THREADED ROD	#1/4"-3/8" THREADED ROD W/ ALUMINUM OR PVC COMPRESSION SLEEVE



Patch and repair existing wall surface to like new condition. For brick or stone walls fill holes with matching silicone. Repaint to match existing color finish. Measure and verify clearance height prior to fabrication - deduct 2" from actual height for sign copy. Field verify dimensions of the sign & surrounding space shown in the proposed image. If the field verification indicates that the sign will not fit, an IFR should be submitted for modification by Monigle Associates prior to any manufacturing.



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CLIENT:
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ADDRESS:
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PAGE NO.:
17

ORDER NUMBER:
1220846

SITE NUMBER:
48050

ELECTRONIC FILE NAME:
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PROJECT NUMBER:
4306

PROJECT MANAGER:
Michele Homer

Rev #	Req #	Date/Artist	Description
Original	485991	08/14/24 SV	
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Rev #	Req #	Date/Artist	Description

VERIFY THE EXISTING PROPERTY OF STRATUS. THE MATERIAL SHALL NOT BE COPIED, REPRODUCED, OR OTHERWISE APPLIED WITHOUT THE WRITTEN CONSENT OF STRATUS.