



Council Member Lynette Gibson McElhaney  
Frank H. Ogawa Plaza #1  
Oakland, CA 94612

Dear Council Member Lynette Gibson McElhaney:

Eagle Environmental & Construction (EEC) is a local Bay Area environmental and construction developer/contractor that employs 25 local residents. We strongly support Terminal Logistics Solutions in its effort to bring the new bulk commodities terminal project to reality. TLS has our trust and support. We believe they are committed to the community, and we have every confidence that they will deliver a project that is safe, environmentally sound, and economically viable.

EEC (since we are an environmental firm) understands the concerns with including coal as one of the bulk commodities shipped through this terminal, but think they have been pretentious. Nearly any discussion of fossil fuel—especially coal—invokes immediate unthinking emotional reaction opposition, regardless of the facts. From coal's impacts on local air quality to its effect on global warming, the rhetoric surrounding this project has been riddled with mistakes and exaggerated claims. Further, it has neglected the much larger impacts of the coal that already moves through our city on its way to other destinations.

We all share the concerns and issues of climate change and global warming. The goal of achieving greater use of renewable energy remains, and while we support that goal, the transition to renewables will take years to achieve. In the meantime, the global market demands for coal remain. This project will handle only EPA-compliant coal, the cleanest low-sulfur coal available. This will actually improve emissions compared to the far lesser grades of coal in other parts of the world.

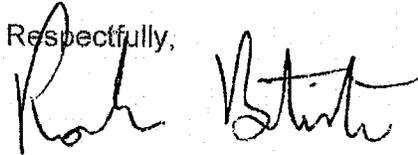
This project proposes to accept only covered rail cars to move, store, and transport the products. This nearly total encapsulation mitigates any concerns related to dust and debris and provides the necessary safeguards to our local community.

This project will bring over \$250,000,000 in greatly needed business investment and deliver over 2,400 new jobs to Oakland. Fifty percent of those jobs are earmarked for Oakland residents, with priority given to West Oakland and surrounding neighborhoods. During construction of the terminal, 50 percent of the construction hours will be awarded to Oakland workers. TLS is committed to ensuring that contracts and construction jobs will be awarded to local and minority firms and individuals. Particular focus will be given to the recruitment and training of West Oakland residents and youths for these jobs.

Delaying progress on delivery of this project has no validity in our opinion. The immediate environmental, health, and safety concerns have all been mitigated. Oakland has very little retail business revenue. Oakland's greatest revenue asset is the waterfront Oakland waterfront. This important waterfront project will bring jobs and economic vitality to Oakland. Many are referring to this innovative project as an opportunity for Oakland to be a model of how technology, innovation, and community collaboration can all be used to create solutions. We agree.

We urge your SUPPORT and collaboration to make this a project of which we can all be proud. Please don't allow anything to slow or delay its progress.

Respectfully,



Ronald J. Batiste  
President  
Eagle Environmental & Construction (EEC)

September 18, 2015

*Intermodal Sciences LLC - Intermodal Sciences Liquids LLC*

To the Mayor and/or Councilmember -

Intermodal Sciences urges your support of the new bulk commodities and container transloading terminal being proposed for construction and operation on the former Oakland Army Base. Intermodal Sciences is a start up transportation technology company that has developed and is in the process of patenting transformational technology that allows producers to transport commodities in standard 20' or 40' intermodal marine containers. Benefits of our products include: a clean technology that resolves a number of environmental issues affecting the current market, significant environmental efficiencies throughout the logistics chain, zero product loss in transportation, supply chain capacity availability, and more flexible distribution. Some of our targeted products include agricultural dry bulk, food oils and other liquids in addition to a range of other commodities. The jobs we anticipate establishing are long term, Clean Tech centered and expandable.

We have been involved with TLS for a number of years, discussing how we could be helpful in utilizing the terminal to continue to develop associated technologies locally, maximize efficiencies, build infrastructure and attract jobs to the area. We are aware that there were countless alternatives considered and in the end it is apparent that the resources and revenues generated by having a working waterfront would be the most beneficial use. The prospect of bringing new jobs and economic vitality to Oakland is close now to becoming a reality and we cannot ignore the fact that this project is a vital part of that original plan.

We support Terminal Logistics Solutions in its effort to bring this project to reality for many reasons. First and foremost, TLS is a local Oakland-based company. We are confident that the executives of TLS are trustworthy and committed to Oakland and its well being. We have every confidence that TLS will deliver a project that is safe, environmentally sound, and economically viable. Its commitment to Oakland is strong and the leadership of TLS has a prior track

September 18, 2015

record with Oakland and the local community that lends considerable credibility and an unparalleled level of accountability. Furthermore, Intermodal Sciences would be supportive of providing space for container transloading of commodities (such as agricultural products) for export and would be committed to helping that happen.

Yours Truly,



Andrew Dubuque, CEO  
Intermodal Sciences

# Nor-Cal FDC



Northern California Small Business  
Financial Development Corporation

September 16<sup>th</sup>, 2015

Council Member Kalb:

Dear Council Member;

Nor-Cal FDC urges your SUPPORT of the new bulk commodities terminal being proposed for construction and operation on the former Oakland Army Base. We have been involved from the beginning, participating in the early discussions and planning on how to best use this valuable asset. There were countless alternatives considered and in the end it was agreed that the resources and revenues generated by having a working waterfront would be the most beneficial use. The prospect of bringing new jobs and economic vitality to Oakland is close now to becoming a reality and we cannot ignore the fact that this project is a vital part of that original plan.

We SUPPORT Terminal Logistics Solutions in its effort to bring this project to reality for many reasons. First and foremost, TLS is a local Oakland-based company. We are confident that the executives of TLS are trustworthy and committed to Oakland and its well-being. We have every confidence that TLS will deliver a project that is safe, environmentally sound, and economically viable. Its' commitment to Oakland is strong and the leadership of TLS has a prior track record with Oakland and the local community that lends considerable credibility and an unparalleled level of accountability.

The concerns and issues raised by opponents of this project relate solely to including coal as one of the bulk commodities shipped through this terminal. Their issues are twofold. The local concerns relate to the health and safety of the nearby West Oakland community and the terminal workforce. The other is a more global geo-political issue related to climate change and global warming. We have concluded from our research and due diligence that at all times, all operations and commodities processed at the terminal will be subject to and in compliance with federal, state, regional and local laws and regulations. Terminal Logistics Solutions proposes to mitigate any direct impacts on the environment and community health and safety by using technology and innovation. This is smart business.

TLS' proposes to accept only covered rail cars for commodities received in its terminal and to move, store, and transload the products using enclosed technology all of which will be done to mitigate any concerns related to dust and debris. We believe that these mitigations provide the necessary safeguards to our local community.

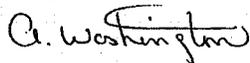
The issue of climate change and global warming are concerns we all share. The goal of achieving greater use of renewable energy remains and while we support those goals, the transition to such fuels will take years to achieve. In the meantime, the global market demands for coal remain. TLS will handle only EPA-compliance coal, the cleanest, low sulfur coal available. This will actually improve emissions compared to the far lesser grades of coal in other parts of the world.

Given these findings, the Nor-Cal FDC supports this project. It cannot be overlooked that this project will bring over \$250,000,000 in greatly needed business investment and deliver over 2400 new jobs to Oakland. 50% of those jobs are earmarked for Oakland residents with priority given to West Oakland and surrounding neighborhoods. During construction of the terminal 50% of the construction hours will be allocated to Oakland workers. TLS is committed to insuring that contracts and jobs related to construction of the terminal will be awarded to local and minority firms and individuals. Particular focus will be given to the recruitment and training of West Oakland residents and youth for these jobs.

We can see no valid reason to delay or sidetrack progress on delivery of this project. The immediate environmental, health, and safety concerns have all been mitigated. Oakland has virtually very little retail business revenue. Its' working waterfront is the City's greatest revenue asset. This important waterfront project will bring jobs and economic vitality to Oakland. Many are referring to this innovative project as an opportunity for Oakland to be a model on how technology, innovation, and community collaboration can all be used to create solutions. We agree.

We urge your SUPPORT and collaboration to make this a project about which we can all be proud. Please don't allow anything to slow or delay its progress.

Respectfully,



Arthur Washington  
CEO  
Nor-Cal FDC

**OAKLAND  
BUILDERS  
ALLIANCE**

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CCIG, Inc.

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Nicholas Rose  
Core 7 Real Estate

Tom Guarino  
PG&E

Robert Selna  
Attorney At Law

Jeff Hatcher  
Clean Blu

September 18, 2015

[VIA HAND DELIVERY & EMAIL]

Hon. Council President McElhaney  
Oakland City Council  
One Frank H. Ogawa Plaza, 3<sup>rd</sup> Floor  
Oakland, CA 94612

**RE: Support for Terminal Logistics Solutions**

Dear Council President McElhaney,

On behalf of the Board of the Oakland Builders Alliance I would like to voice our support for Terminal Logistics Solutions (TLS) and their effort to build a new Multi-Commodity Bulk Marine Terminal as part of the Oakland Global Project.

The mission of the Oakland Builders Alliance is and always has been to support responsible development in Oakland. Responsible development can be characterized as development that meets the needs of the present without compromising the ability of future generations to meet their own needs. As the Council President and elected representative of West Oakland, you know that our community needs job creation and investment in the local economy. One of the most certain ways to fulfill these needs is to ensure the Oakland Global project remains on track through vertical development in order to create construction and long-term employment opportunities that prioritize Oakland hire. The TLS/Oakland Bulk Oversized Terminal will be a huge job creator for the city and absolutely fits the bill of responsible development.

As with every development and operation in Oakland, big or small, a careful balance is required to uphold environmental values in a way that maintains economic viability. Even with TLS's commitment to safety, compliance, and adoption of best measure practices in their development and operations, there are always those who oppose progress. They will say: "we don't oppose the project... we just want it on our terms." Don't be fooled by this rhetoric that has become a cliché in our city.

The anti-development special interest groups are part of the intellectual elite that love to wag their finger at the working class by ignoring facts and logic and introducing moral augments as to why we need to reject progress and thumb our nose at job creation. They offer no alternatives. They define themselves by absolute arguments leaving no room for compromise.

The Oakland Global Project has already brought hundreds of new jobs to the City of Oakland and promises to bring hundreds more as the vertical phase of the development begins.

The project is supported by the Building Trades and is subject to one of the most comprehensive Community Benefits Agreements in the country.

Please support responsible development and Oakland. Please support good paying union jobs in Oakland. You can do this by Supporting TLS.

Thank you for your consideration,



Joseph Sarapochillo  
Vice President  
Oakland Builders Alliance

CC: Hon. Mayor Schaaf  
Hon. Councilmember Kalb  
Hon. Councilmember Guillen  
Hon. Councilmember Campbell Washington  
Hon. Councilmember Gallo  
Hon. Councilmember Brooks  
Hon. Councilmember Reid  
Hon. Councilmember Kaplan