

Port OAB Selection Panel Interviews June 30, 2008

On June 30, 2008, the Port of Oakland OAB selection panel, consisting of four Port staff and three external experts, convened interviews with three proposer teams. The three proposer teams include: AMB-CCG; Centerpoint; and Ports America. In an effort to provide a transparent process, the Port provided a "live" viewing opportunity for the public to observe the interview in a separate meeting room location- inside the Port's Exhibit Room. A DVD copy of the proceedings is also available upon request, please call Laura Arreola at (510) 627-1135 or email at larreola@portoakland.com. The results of the selection panel's recommendation are tentatively scheduled for presentation to the Maritime Committee on July 16, 2009.

Further details about the timeline and community outreach events are available on the Port's website: <http://www.portofoakland.com/maritime/oab.asp>

Questions Asked by Community Observers:

- What impact would the Ports America proposal have on the longshoreman workforce?
- What are the proposers' (all three teams) commitments to the trades?
- Will plans for electrification at the terminals continue?
- How are the public's tax dollars being protected?
- How will the Port of Oakland inform and engage the community?
- What is the impact on drayage operations under the Ports America proposal?
- What is the Port's priority on the development of their portion of the OAB?
- What assurance is there to ensure that the community benefits from this project?
- What is the timeline?
- What is the methodology being used in the selection process?
- Please provide an update on the public review.
- Please provide more detail about meeting participants including names and titles.
- Are the Port and City coordinating on their respective portions?
- Where does truck parking fit into these plans?

Comments and Recommendations by Community Observers:

- The community and outreach process is an important part of the overall project.
- From a labor perspective, the Ports America proposal will cause difficulty between the two parties (Ports America and the union).
- To ensure an equitable public process, the Port should draw from the City's public process on their respective portion of the OAB. The City's public process required meetings with the community and unions.
- A proposer's knowledge of the community and local relationships is critical to ensuring that the community benefits from the project.

Port Staff Responses to Questions asked by Community Observers at OAB RfQ Interview Viewing

1. What impact would the Ports America proposal have on the longshoreman workforce?

Without further detail regarding the specific development and operation plan from Ports America for the OAB property, it cannot be determined at this time what impacts, if any, the Ports America proposal would have on the longshoreman workforce.

2. What are the proposers' (all three teams) commitments to the trades?

Section 1.1.1 x. of the Request for Qualifications (RfQ) identified the Port's objectives with respect to labor related issues, which can be accessed by the following link http://www.portofoakland.com/pdf/rfq_oab.pdf. It is anticipated that further details regarding this issue will be negotiated during the Exclusive Negotiating Agreement (ENA) phase, with more specific requirements included in the Option Agreement and/or Master Lease Agreement.

3. Will plans for electrification at the terminals continue?

The submissions for this RfQ are applicable to only the port-owned portion of the OAB. Therefore, they are not an indication of electrification efforts at existing marine terminals. However, the evaluation criteria for the OAB selection process stated in section 2.4.2, subsection 3b and 3c require that the proposer describe how their operation and development plan will incorporate "clean and green" sustainable technologies and improve the air quality at the OAB and the surrounding areas. Electrification is one of the means of achieving these requirements.

4. How are the public's tax dollars being protected?

The Port of Oakland does not receive any tax revenue. The Port generates revenue through the activity of Port tenants and reinvests the revenue to sustain the Port as an economic engine for the region. According to a study in 2005, the activities of Port tenants and customers generated more than \$370 million annually in local and state taxes.

5. How will the Port of Oakland inform and engage the community?

*The Board Agenda Report on the Oakland Army Base Exclusive Negotiating Agreement (ENA) prepared for the July 16, 2009 Maritime Committee Meeting and July 21, 2009 Board meeting, which can be accessed by the **following web link** http://www.portoakland.com/portnyou/cale_boar_01.asp, references some key upcoming dates in the process, many of which are public meetings of either the Maritime Committee or the Board of Port Commissioners. In addition, Section 1.1.1.iii and Section 2.4.2.1 of the RfQ request that proposers review and meet the draft performance milestones for the Port which are included as Exhibit E to the Draft Option Agreement which is also posted on the Port website RfQ link provided in response to question 2 above, and include numerous specific development milestones as well as specific community updates and outreach meetings throughout the proposed Option term.*

6. What is the impact on drayage operations under the Ports America proposal?

Proposers were not requested to provide drayage impact analysis at this stage in the solicitation process. It is anticipated that traffic impacts and other drayage related issues would be addressed by the winning proposer in their operation and development plan and presented to the Board and public within the Option term and before the Option could be executed.

7. What is the Port's priority on the development of their portion of the OAB?

Section 1.1.1 of the Request for Qualifications (RfQ) identifies the Port's objectives for the OAB property and Section 2.4.2 identifies the Evaluation Criteria. The Board Agenda Report on the Oakland Army Base Exclusive Negotiating Agreement (ENA) prepared for the July 16, 2009 Maritime Committee Meeting and July 21, 2009 Board meeting includes further information on how the criteria were weighted in the review process.

8. What assurance is there to ensure that the community benefits from this project?

Section 1.1.1.vii of the RfQ identifies the Port's objectives with respect to community benefits from the project, and Sections 2.4.2.3 and 2.4.2.4 of the RfQ further emphasize this issue in the Submittal Requirements and Evaluation Criteria section. It is anticipated that further details regarding this issue will be negotiated during the Exclusive Negotiating Agreement (ENA) phase, with more specific requirements included in the Option Agreement and/or Master Lease Agreement.

9. What is the timeline?

Section 1.2.1 of the RfQ identifies a time schedule related to the RfQ process, and further information on anticipated next steps can be obtained from the response to item #5 above. The Port of Oakland Maritime Committee will consider a recommendation to authorize an ENA on July 16, 2009 with the potential for the Port Board to consider authorization of an ENA on July 21, 2009.

10. What is the methodology being used in the selection process?

The Board Agenda Report on the Oakland Army Base Exclusive Negotiating Agreement (ENA) prepared for the July 16, 2009 Maritime Committee Meeting and July 21, 2009 Board meeting, which can be accessed by the following web link

http://www.portofoakland.com/portnyou/cale_boar_01.asp , provides further details on the selection process and its methodology.

11. Please provide an update on the public review.

Please see response to question #5 above.

12. Please provide more detail about meeting participants including names and titles.

AMB

*Mark Hansen
Senior Vice President, Development*

*Daniel S. Letter
Vice President, Development, West Central Region*

*Kim B. Snyder
Senior Vice President and Managing Director, Southwest Region*

*Steve Campbell
Senior Vice President, Environmental Services*

CCG

*Phil Tagami
Managing General Partner*

CenterPoint Properties

*Paige Doehla
Vice President, Business Development – Shipping*

*Matt J. Mullarkey
Senior Vice President, Special Projects*

Ports America

*Bill Peterson
Director*

*Joshua Hurwitz
Manager, Corporate Development*

Selection Panel (in alphabetical order)

George Bolton
West Oakland Resident
Community Representative

Diann Castleberry
Port of Oakland, Director
Social Responsibility Division

Lawrence Dunnigan
Port of Oakland, Manager, Business Development and International Marketing
Maritime Division

Mike Jacob
Pacific Merchant Shipping Association, Vice President
Maritime Industry Representative

Pam Kershaw
Port of Oakland, Manager
Commercial Real Estate Division

Delphine Prevost
Port of Oakland, Senior Maritime Projects Administrator
Maritime Division - Environmental

Peter C. Wong
Siebert Brandford Shank & Co., Managing Director
Finance Representative

13. Are the Port and City coordinating on their respective portions?

City and Port staff hold regularly scheduled meetings at least once a month to discuss potential development projects and development related issues as well as ongoing operational issues related to City and Port developments, including the Oakland Army Base. In addition, a subset of this group meets separately approximately once a month to discuss more detailed OAB related issues and topics requiring close coordination and collaboration. Furthermore, most of the staff working on the Port OAB property and the City OAB property are quite familiar with each other and discuss issues as they arise on an informal basis very regularly and routinely.

14. Where does truck parking fit into these plans?

Section 1.1.1 of the RfQ states that the Master Lease Agreement would require that the Master Lessee set aside at least 15 acres of the property for maritime ancillary support services involving trucking to comply with the Bay Conservation Development Commission and shall grant a right of first negotiation for 90 days from the commencement date of the Master Lease Agreement for trucking services in favor of any truck parking operator under lease or contract with the City of Oakland to comply with the BCDC requirement on the City-owned portion of the OAB.

Section 2.4.2.3.d of the RfQ further emphasizes this issue in the Submittal Requirements and Evaluation Criteria section.



PORT OF OAKLAND

Port of Oakland
Oakland Army Base Request for Qualifications
Interview Panel
June 30, 2009

Agenda

8:30 - 9:00	Welcome and Introduction of Panelists, Overview of Agenda and Panel Selection Process
9:00 - 10:00	Presentation and Q&A with AMB-CCG Team
10:00 - 10:30	Panel Deliberations
10:30 - 11:30	Presentation and Q&A with Centerpoint Team
11:30 - 12:00	Panel Deliberations
12:00 - 1:00	Break
1:00 - 2:00	Presentation and Q&A with Ports America Team
2:00 - 2:30	Panel Deliberations
2:30 - 3:00	Final Panel Discussion, Recommendation and Wrap Up

Meeting Sign-In Sheet

Project: Public Viewing of Port of Oakland OAB Interview Panel	Meeting Date: Tuesday, June 30, 2009
Time: 9:00 AM – 2:00 PM	Place/Room: Exhibit Room

Name	Affiliation	Phone	E-Mail
Ben Vick	EBASE	510 426 4444	ben.vick@ebase.com
John Nizman	Tioga Group	510 426 4444	john.nizman@tiogagroup.com
Sylvester Crisby		510 426 4444	
MICHEL BERITZHOFF	HDR	415 778 8000	mberitzhoff@hdr.com
Adrian Mendez	ILWU	415 778 8000	adrian.mendez@ilwu.org
Maras John	WO resident	510 426 4444	maras.john@wo.com
Melvin Mackay	ILWU	415 778 8000	melvin.mackay@ilwu.org
Ed Ferris	ILWU	415 778 8000	ed.ferris@ilwu.org
RENE PERRON	ILWU	415 778 8000	rperron@ilwu.org
SEAN FARLEY	ILWU	415 778 8000	sean.farley@ilwu.org
Anne Landstrom	TransSystems	415 778 8000	anne.landstrom@transystems.com
Fred Becker	ILWU	415 778 8000	fred.becker@ilwu.org
Donal Mahon	ILWU	415 778 8000	donal.mahon@ilwu.org
Robyn Hodges	ALA. CO. BOSU	415 778 8000	robyn.hodges@alacounty.org
Gambay Cesar	ILWU	415 778 8000	gambay.cesar@ilwu.org
TC Wilson	ALS	415 778 8000	tc.wilson@als.com
Bill Abard	AB TRUCKING	415 778 8000	bill.abard@abtrucking.com
JAAARI HERBERT	CSE LLC	415 778 8000	jaari.herbert@cse.com
Laura Arredondo	Los g Oakland		

