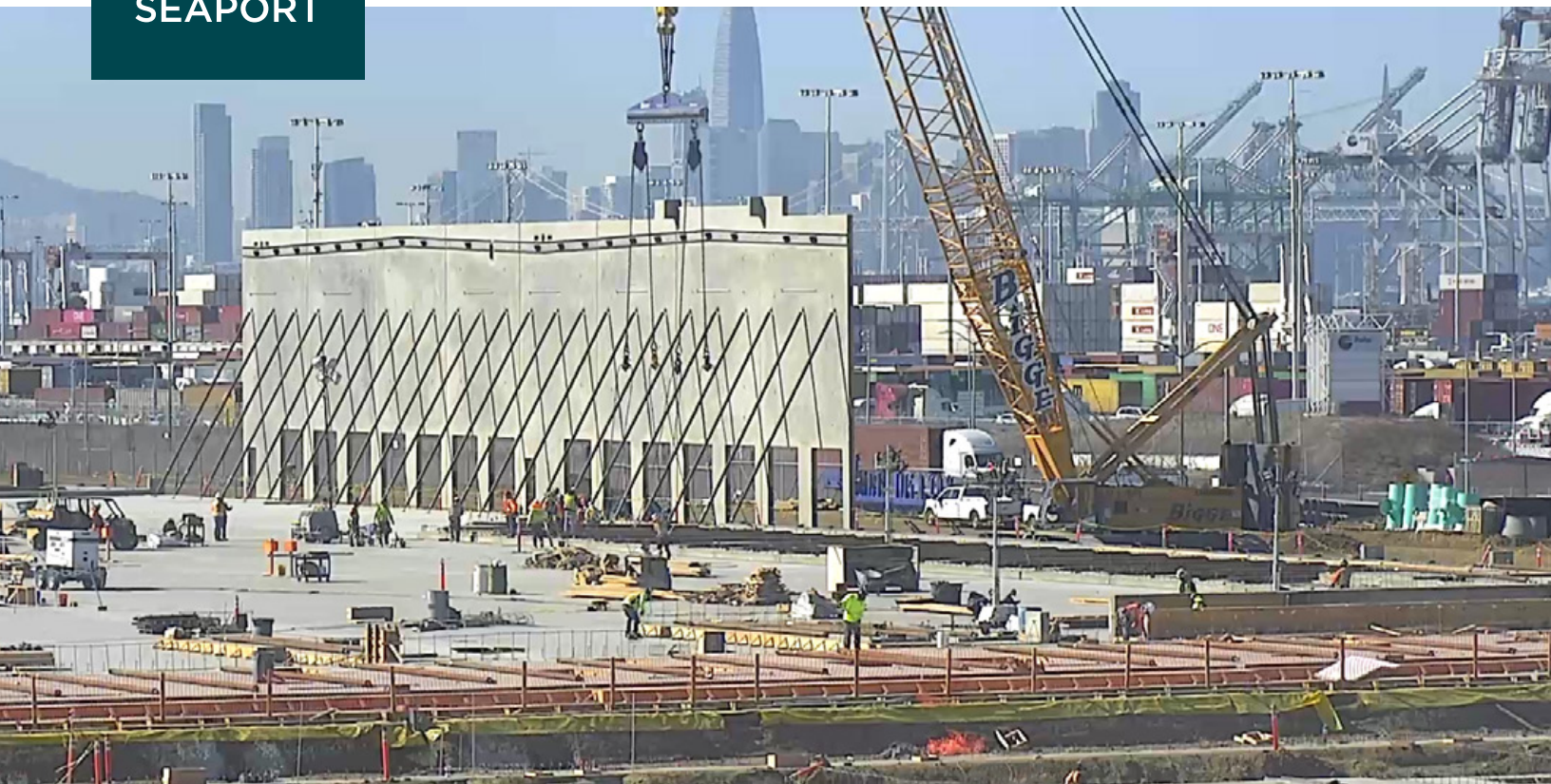




**PORT OF OAKLAND
SEAPORT**

NOVEMBER 2019

MARITIME e-NEWS



The first wall goes up at the Port of Oakland's Seaport Logistics Complex Nov. 1, 2019. The 460,000-square-foot building is expected to open in the summer of 2020, according to developer CenterPoint Properties. The complex will provide distribution and warehousing adjacent to the Port's marine terminals and rail yard.

Danny Wan named Port's Executive Director



Danny Wan, who has been serving as the Port of Oakland's interim Executive Director since last summer, and was Port Attorney for six years before that, has been named permanent Port Executive Director. The Port's governing Board selected Mr. Wan at a special meeting Nov. 14. He replaces Chris Lytle who retired in July after six years at the helm in Oakland. The

announcement caps a two-month, nationwide search.

"We're fortunate to have Danny as the Port's new chief executive—not only is he an experienced public professional, he is also a local leader with demonstrated commitment to the communities the Port serves," said Board President Ces Butner.

Mr. Wan is a familiar figure in the Oakland community. In 2000, he became the first openly gay member of the Oakland

[Meet Danny Wan](#)

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Mayor, Board President address Howard Terminal proposal

By the Hon. Libby Schaaf, Mayor, City of Oakland and Ces Butner, President, Board of Port Commissioners

Oakland is the Bay Area's hub of industry and transportation. Workers who build, lift, drive, steer and move goods make up a large percentage of the region's workforce. The City and the Port of Oakland are proud of our roots as an industrial port city, and we intend to build on that foundation.

More than 84,000 Northern Californians—nearly 20,000 of them in Oakland—have jobs that depend on the Port of Oakland. They are dockworkers, warehouse technicians, airport baggage handlers, truckers and retail and restaurant workers. The average annual salary of workers at Port-related industries is \$45,342. Their contributions are central to the Port's estimated \$130 billion economic value to the region.

The Board of Port Commissioners is charged with the responsibility to operate and grow the Port, and the City helps to plan for responsible growth of the Port. We know that job opportunities expand every time we add a flight at Oakland International Airport, add a new commercial attraction at Jack

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Oakland export volume jumped 10.8 percent in October

Port of Oakland exports increased 10.8 percent last month compared to year-ago volumes, according to recently released data. The Port labeled the double-digit jump positive amid reports that the U.S.-China trade war could be easing.

“Our export customers have demonstrated their resilience throughout this tariff standoff,” said Port of Oakland Maritime Director John Driscoll. “For their sake, we hope the conflict is resolved and overseas business can grow even more.”

The Port said it shipped the equivalent of 87,393 20-foot export containers overseas last month. Most of that cargo went to Asian markets including China—Oakland’s leading trade partner. Through the first 10 months of 2018, Oakland exports were up 3.5 percent over last year, despite increased tariffs.

The Port attributed export growth to a pair of factors:

- Continued strong Asian demand for high-quality U.S. goods, especially farm products; and
- Increased shipments to neighboring countries to counter Chinese volumes depressed by tariffs.

The U.S. and China have both indicated progress in talks to relieve trade tensions. According to reports, an accord could be near that rolls back some tariffs imposed over the past year. The Port has been on record opposing the levies.

The Port said that easing of the trade conflict would be welcome by both export and import customers. Oakland import volume declined 4.6 in October, though it remains up 2.7 percent for the full year.

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London Square, or lift more cargo with the Port’s iconic cranes. Success is not only continuing business as usual; success also requires innovation for efficiency and to capture opportunities.

There is a possible new opportunity for the Port and people of Oakland. The Oakland Athletics are proposing a 35,000-seat baseball stadium and a mixed-use development at Jack London Square, as well as repurposing the Oakland Coliseum stadium site. The proposed ballpark project is on a 50-acre

cargo terminal site—commonly known as Howard Terminal—that has not been an active terminal for the past six years due to its small size and shallow water depth. The Howard Terminal site is separated from the rest of the active seaport by a private recycling plant. The proposed ballpark would be located adjacent to Jack London Square—the Port’s commercial and retail area—and could greatly increase commercial activities and add civic vibrancy to the waterfront area that is Oakland downtown’s gateway to the Pacific Coast, Asia and the world.



Libby Schaaf, Mayor of Oakland



Ces Butner, President, Board of Port Commissioners

The City, the Port and the A’s are working together to find solutions where all can succeed. As part of that process, the Board of Port Commissioners and A’s have signed an Exclusive Negotiation Term

Sheet. It gives the A’s up to four years to gain public agency approvals for their plan before any real estate deal can be consummated with the Port. The City would be central to the approval process in the following areas:

- Environmental Impact Report certification;
- A General Plan amendment; and
- Related land use entitlements.

As we continue to consider the A’s proposal, we consistently ask ourselves: Can baseball and shipping mix? We believe the answer is yes when critical safeguards are included. The ballpark has intriguing potential: increased Port visibility, more Jack London Square visitors and a boost for Oakland business. And it’s a new, diversified source of revenue and jobs. We also need to be certain the Port’s maritime activity continues to thrive and grow as a hub of industry that provides amazing jobs for Oakland and the Bay Area.

Director from page 1

City Council, representing Chinatown and the Lake Merritt district. From 1996 to 2000, he represented Oakland, Alameda and San Leandro on the EBMUD Board. He brings more than two decades of experience in public agency law, finance and environmental policy, community relations and strategic planning.

Mr. Wan takes over at a key moment. The Port reported record revenue and operating income in Fiscal Year 2019. Its seaport reached an all-time high in cargo volume while Oakland International Airport neared record passenger levels. The Port is now reviewing its strategic direction heading into a new decade.

“It’s an honor to lead an organization that operates international transportation and shipping hubs and that generates tens of thousands of jobs,” said Mr. Wan. “I look forward to working with the Board and an excellent Port staff to plan for even greater efficiency in moving people and goods and to grow benefits for the state and the communities that surround the Port.”

Mr. Wan takes over an organization with three principal businesses: Aviation, Maritime and Commercial Real Estate. In addition to the Airport and seaport, the Port controls Oakland’s Jack London Square entertainment district. The Port directly employs more than 450 people.

Everyone is doing their homework.

The Port is conducting one-on-one meetings, focus groups and large-group summits with Maritime industry constituents. The Port, the City and the A’s are working with these stakeholders to address issues, for example, investigating a buffer zone between residential and industrial land uses, truck routes and separation of fan traffic. In this way, the Port is developing Seaport Compatibility Measures that will become part of any future approvals.

A guiding principle during the conversations between the Port, the A’s and the City is to strengthen the Port and maritime industry, add to the vibrancy of our waterfront and create jobs. The final deal will ensure everyone—the City, the Port and the A’s—is able to continue to thrive.

Above all, the A’s Howard Terminal proposal is prompting important discussions among the City, the Port and stakeholders about better planning and transportation infrastructure to support both the seaport and the neighborhoods surrounding it. The City and the Port are committed to coordinated efforts that grow our industrial job base and promote the health and well-being of residents. Though the A’s stadium proposal at Howard Terminal is still in review, we are all proud that everyone has come together to prioritize responsible management of a priceless Oakland asset, the Port of Oakland.

Electrifying Growth

GSC Logistics is expanding its reach with an eye on sustainability and innovation

Reprinted from



Consumer expectations continue to rise in a world of increased connectivity and overnight shipping. Drayage and logistics businesses face the same demands despite their operations being more complicated than simply fulfilling e-commerce orders. GSC Logistics, one of the largest drayage companies on the West Coast, is aware of what its clients require and has spent years developing systems to meet their needs.

“The tech expectations and communications expectations are increasing dramatically. Everyone is used to having visibility, so we have to match that,” says Justin Taylor, GSC Logistics’ director of sales operations. Big investments in technology and software — including developing their own proprietary software — have helped the company provide logistics support that keeps companies informed of the location of their freight, whether it’s on the ocean, in the terminal, or traveling from the ship to their yard.



Developing a Green Fleet

At GSC, investing in technology is more than just providing exemplary visibility to its clients, it’s a commitment to constant improvement and looking to the future. Taylor notes, “You always have to look inward, you can never feel like you’ve got it nailed because the technology available continues to get better. If you’re not looking to improve, the possibilities pass you by.”

One possibility that is certainly not passing GSC by is the advent of electric trucking. Nearly four years ago, the logistics company brought the first daily use electric truck to the Port of Oakland and added two more electric trucks to their fleet this year. A partnership with BYD North America, one of the largest manufacturers of electric vehicles in the world, has helped GSC become a pioneer in the adoption of electric trucks by shipping companies and making e-trucks viable for logistics.

GSC Logistics is also heavily involved in the Port of Oakland’s MAQIP (Maritime Air Quality Improvement Plan). The company’s chairman of the board, Andy Garcia, is a co-chair of MAQIP and

he and the company have been involved in writing MAQIP’s initiatives. Taylor explains the relationship, “We’ve been involved from the initiatives’ conception through their implementation. Andy’s helped write them, and we as an operation team have come up with programs to help our contracting partners.”

Together with MAQIP, GSC Logistics is working towards a goal of electrifying as much of the Port of Oakland as possible by 2023. Taylor proudly points out, “The biggest thing we’ve done is build the infrastructure in our yard to support electric trucks. We are one of very few in Northern California that have been utilizing electric trucks to do any daily activities. We’re also getting an electric yard hostler to move containers around our yard and warehouse.”

In addition to the work it does at the port, GSC also supports its partners on the road. All operating companies in California and the Pacific Northwest are required to have model year 2008 or newer trucks. GSC has helped its partners upgrade their trucks by putting together grant programs as regulations have been implemented.

Building towards a greener port and adopting electric vehicles is not cheap but it is part of GSC’s overall vision. “The ROI is not realized monetarily at this point. It’s really a matter of reducing our carbon footprint and being able to stay at the forefront of these technologies,” adds Taylor. Of course, such a commitment to sustainability and innovation is attractive to clients and GSC has earned its share of partnerships with companies that share a similar vision and a desire to make a difference.

Growth in the Pacific Northwest

After considerable success operating out of the Port of Oakland, GSC expanded into the Pacific Northwest and the Port of Tacoma Operations Center. In the last year and a half, the Tacoma branch has more than doubled, which is unprecedented growth for a logistics company.

Much of the growth is due to the goodwill of the GSC brand, to the point that its reputation preceded the company when establishing a foothold in the Pacific Northwest. An example of the company’s growth can be seen in its trucking fleet, which started with around 30 trucks but has since ballooned to between 70 and 80 during peak season.

Such rapid growth is not without its challenges, however, as Taylor remembers, “As you add drivers it puts a lot of stress on the operation and the organization to keep up with that growth on the road. It has to be matched in the office and in dispatch and in customer service.” The team had to uproot from its original home in Renton, Wash., and find a larger location at the Port of Tacoma.

Fortunately for the company, as it grew it had a reliable well-established system in place in Oakland which could support the emerging Tacoma branch. Some operations were able to take place remotely and be transferred to new staff as they came on board up north, and the scalable and easily replicated systems in place in the Bay Area were implemented in Washington.

Taylor credits his company’s ability to grow so quickly to its commitment to innovation and constant improvement. Looking back at the time getting the Tacoma operation accustomed to its increasing size, Taylor muses, “It’s been a challenge, but it’s nothing we haven’t done before and we’re looking forward to doing it again.”

A logistics company with a focus on visibility, innovation, and sustainable technology? We have a feeling GSC Logistics will continue to grow — and they’ll be well-prepared for it.