

To City of Alameda

From Delong Liu, Owner of Circle K 76, 1716 Webster st Alameda

Hi,

My name is Delong liu, I have owned the Circle K 76 on 1716 Webster st, Alameda since 2009. I like to talk about a little of my background. My family immigrant to the US in 1989. Our first rental house was in Oakland Chinatown, I went to Alameda college, then San Francisco State got my BS degree. I always loved Alameda and dreamed of having some business in Alameda in the future. I started to own gas stations in 2002, owned 6 gas stations in 2009. Now I own 8 gas stations in the bay area.

In the year 2009, ConocoPhillips had adopted a policy that would double the rent for all the 76 sites they owned in nation. The previous owner abandoned his 1716 webster site because of this policy. When I saw it was closed, I talked to the ConocoPhillips managers to buy the site out. I was excited, and finally I started my first business in Alameda (my Dream came true).

Right after I bought the alameda facility, I started work with WABA to try to redevelop the site. With the help of WABA and local architect Daniel Hoy, we have built a beautiful with local scent brand new Circle K store. We also upgraded all the old fuel tanks and added an electric Charger and E85 new fuel.(85% ethanol), we have spent more than 3 million.

After Development, we encountered a major issue, before I start the development, I went to all the gas stations in the city of Alameda and found out all the gas stations have convenience stores all have ABC license. It just happened that all gas station has c stores are all on Park st, Alameda. I thought it was not a problem to get ABC license since ever one has it. But I have encountered an uphill battle. Until today, we are still do not have ABC license, I do not want Liquor license, we just want Beer and Wine license for the convenience of the local community, we have so many customers ask why we do not sell beer and wine and telling us Park Street gas station sell it. I can only tell them the City do not want Webster st gas station have it. I think it is not fair to the business on Webster st side, Webster st is not like old time any more It has developed, Vibe and dynamic now.

After spending millions of dollars investment on the site, City has passed strict Tobacco ordinance, that caused our store sales plummet 30%, after COVID, our gas sales volume also down 30%. The economy for business has changed, with more and more electric cars coming out. our fuel sales future is doomed. Here I am begging the city to reconsider granting our store with Beer and wine license.

Sincerely

Delong liu

**From:** [Stewart Chen](#)  
**To:** [Lara Weisiger](#)  
**Subject:** [EXTERNAL] Agenda Item 10-B Circle K  
**Date:** Tuesday, April 2, 2024 9:43:57 AM

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Mayor and members of City Council

I am writing this letter in support of Delong's Circle K minimart, which has faithfully served the residents of west end for over a decade. Despite facing financial hardships and stiff competition from other gas stations and convenience stores, Delong has remained open. He has demonstrated his commitment to the community by investing over a million dollars into his store, expanding its offerings to include produce, drinks, snacks, and even sushi.

It's also a matter of fairness. While other gas stations along Park Street have been granted permits to sell beer and wine, Delong's attempts to obtain the same privilege have been repeatedly denied. This discrepancy highlights an unfairness in the system that needs to be addressed.

Stewart Chen