

From: [Estela Villagrana](#)
To: [City Clerk](#)
Subject: [EXTERNAL] Please read out loud for me for Agenda items 7/12/22
Date: Tuesday, July 12, 2022 6:07:17 PM

7. Regular Agenda Items
7.D Building 19 2175 Monarch Street

Hello Council members and members of the public. This is Estela Villagrana, managing member at Building 43 Winery. I urge you to find a suitable Spirits Alley tenant for Building 19 at 2175 Monarch St. This is Spirits Alley and the tenant should have a business that is consistent with our members.

We have already lost one of our cornerstone and founding members and the impact has been devastating on the Alley. Our business models rely on traffic to a large extent and removing this building from our potential members will further the problem. We need more artisan alcohol producers and more consumer traffic on the Alley. The currently interested businesses, in leasing Building 19, do not have a suitable business model for Spirits Alley.

Please take your commitment to Spirits Alley a step further and enact an ordinance to protect the Alley and its artisan producers. This is how it was supposed to be when the City and the Producers cut the ribbon on Spirits Alley in 2014. Since then the City has not followed thru on promises to do their part to make the Alley realize its full potential. We have already seen the problems that arise when the City does not protect the visual and historic integrity of the Alley.

Please don't allow any negotiations, on any property on Monarch Street, that don't fit the use of the destination we have worked so hard to create. And follow this move up with the appropriate mechanism to ensure Spirits Alley is populated by artisan spirits producers.

Thank you.

From: [Chris C. Kemp](#)
To: [Madlen Saddik](#)
Cc: [Marilyn Ezzy Ashcraft](#); [John Knox White](#); [Tony Daysog](#); [Lara Weisiger](#); [Trish Spencer](#); [Malia Vella](#); [Becca Perata](#); [Kelly Lux](#); [Dani Gomes](#)
Subject: [EXTERNAL] Re: [Ext] Chamber Support for Astra Regarding Agenda Item 7-D On July 12, 2022
Date: Tuesday, July 12, 2022 5:17:36 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Letter of Support Item 7-D 7-12-22.docx \(1\).pdf](#)

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Thank you for your support!

Best,
Chris

CEO | Astra

On Jul 12, 2022, at 4:45 PM, Madlen Saddik <madlen@alamedachamber.com> wrote:

Honorable Mayor and Council Members,

Please find attached a letter of support for agenda item 7-D for the City Council Meeting today, Tuesday, July 12th.

I look forward to speaking with you soon.

Connecting Business and Community,



Madlen Saddik

President & CEO

o: 510.522.0414 | **m:** 650.954.0848

w: alamedachamber.com

e: madlen@alamedachamber.com

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"The best way to find yourself is to lose yourself in the service of others."

CAUTION: This email originated from outside the organization. Do not trust the identity of the sender, the safety of any links, or any attachments unless you know the content is safe.

From: [Madlen Saddik](#)
To: [Marilyn Ezzy Ashcraft](#); [John Knox White](#); [Tony Daysog](#); [Lara Weisiger](#); [Trish Spencer](#); [Malia Vella](#)
Cc: [Becca Perata](#); [Kelly Lux](#); [Madlen Saddik](#); [Dani Gomes](#); [Chris C. Kemp](#)
Subject: [EXTERNAL] Chamber Support for Astra Regarding Agenda Item 7-D On July 12, 2022
Date: Tuesday, July 12, 2022 4:45:51 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Letter of Support Item 7-D 7-12-22.docx \(1\).pdf](#)

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Honorable Mayor and Council Members,

Please find attached a letter of support for agenda item 7-D for the City Council Meeting today, Tuesday, July 12th.

I look forward to speaking with you soon.

Connecting Business and Community,



Madlen Saddik

President & CEO

o:510.522.0414 | **m:**650.954.0848

w: alamedachamber.com

e: madlen@alamedachamber.com

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"The best way to find yourself is to lose yourself in the service of others."



Alameda Chamber & Economic Alliance
2215-A S Shore Center
Alameda, CA 94501
T: (510) 522-0414
madlen@alamedachamber.com

Mayor Marilyn Ezzy Ashcraft
Vice Mayor Malia Vella
Councilmember Tony Daysog
Councilmember Trish Herrera Spencer
Councilmember John Knox White

July 12th, 2022

Alameda City Hall
2263 Santa Clara Avenue
Alameda, CA 94501

RE: Proposals for Leasing Building 11 Located at 1190 West Tower Avenue and Building 19 Located at 2175 Monarch Street, Agenda Item 7-D

Dear City Council,

On behalf of the Alameda Chamber and Economic Alliance, we would like to go on record as being in support of the company Astra in regards to Item 7-D: Request for Proposals for Leasing Building 11 Located at 1190 West Tower Avenue and Building 19 Located at 2175 Monarch Street, which is being presented during the City Council meeting on July 12th, 2022.

We are the President and CEO, Madlen Saddik, and the Board of Directors Chair, Kelly Lux, of the Alameda Chamber & Economic Alliance which is a voice for the business community of Alameda. As representatives of the Alameda business community, we are very supportive of the further development and expansion of the company Astra and feel that Astra gaining the leases for Building 11 and 19 are necessary for city-wide continued growth and ability to provide and create jobs in this city.

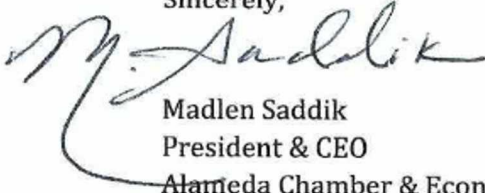
The needs and wants of the public are a driving force for Astra and the Alameda Chamber supports their expansion, believing it will greatly benefit our entire community. In a January 2022 published report, the Bay Area Council identified Astra's current contribution to the city as \$58M annually, or 1% of the city's total GDP, and in addition to invaluable GDP contribution, Astra has grown its employee base to well over 400 and counting with 300% growth observed in the last year alone. 69 of those employees are Alameda residents. Per a BAC report published in January 2022, for every 50 workers employed at Astra that are Alameda residents, an additional 8.1 jobs are supported in the city annually.

With this employee expansion, Astra has expanded its presence at Alameda Point from 17,000 sq. ft to over 225,000 sq. ft since it took tenancy at Alameda Point in 2017 which is a massive display of growth, and a clear indicator of success and stability in Alameda. Astra has become a key part of the community from donations to Alameda Education Foundation; participation in the annual toy drive; organizing community clean up efforts; and engaging with local education associates to support STEM development. Such community support has been enhanced by the Mayor, who helped welcome guests at Astra's inaugural Spacetechnology day which reached more than 1,300 influencers, investors, media personnel, partners and customers of Astra which displays Astra's commitment to Alameda. Astra is an asset to the city and Alameda Point. It fits in with the city's vision for Base Reuse creating a flourishing community where Alamedans can live, work and play.

This development brings new jobs to Alameda, which would increase sales and infinitely benefit our local businesses therefore having a ripple effect on all future business and employment in and across Alameda, further establishing Alameda as a good place for businesses and families to grow.

For the reasons stated above, we would like to express the Alameda Chamber and Economic Alliance's strong support for the approval of Astra to lease buildings 11 and 19. the West Midway Project and the Term Sheet that has been proposed.

Sincerely,



Madlen Saddik
President & CEO

Alameda Chamber & Economic Alliance



Kelly Lux
Chair

Alameda Chamber & Economic Alliance

From: [Nancy Pfund](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Support for Rain Industries Lease Proposal (2175 Monarch Street)
Date: Tuesday, July 12, 2022 2:07:06 PM
Attachments: [We sent you safe versions of your files.msg](#)
[DBL Support Letter - Rain - City of Alameda.pdf](#)

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Dear Members of the Alameda City Council:

Enclosed is a letter to express support for the proposal from Rain Industries to lease Building 19 located at 2175 Monarch Street. As a 35-year resident of the East Bay, and Founder and Managing Partner of DBL, one of the first impact investing firms, I believe Rain is the ideal tenant for this historic and unique location.

I welcome the opportunity to work together with you and the Rain team to help address the wildfire problem and to identify the city of Alameda as a leader in using innovation to improve 21st-century wildfire outcomes.

Sincerely,

Nancy Pfund
Founder, Managing Partner
DBL Partners

City of Alameda City Council
2263 Santa Clara Ave
Alameda, CA 94501
City Council Meeting Tuesday, July 12th, 2022

RE: **7-D 2022-2160 Requests for Proposal Building 19 Located at 2175 Monarch Street**

Dear Members of the Alameda City Council:

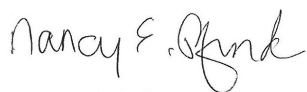
I am writing today as a 35-year resident of the East Bay and on behalf of DBL Partners to express support for the proposal from Rain Industries (Rain) to lease Building 19 located at 2175 Monarch Street. As a double bottom line venture capital firm and pioneer of impact investing, we have long believed in the impact a company's location can have on its success and, reciprocally, the positive impact a company can have on its community. DBL has a rich history of working closely with its portfolio companies to forge and maintain positive relationships across a number of important local stakeholders, including local agencies, government leaders, community groups, local mission-oriented organizations, and non-profits. As a firm dedicated to helping companies create positive social, environmental, and economic benefits, we at DBL believe deeply in the positive role that Rain can play in the local community in Alameda, across our state, and ultimately, throughout our world.

Catastrophic wildfires have become one of the most pressing issues, putting communities at risk across California and undermining our global climate goals. As eight of the ten largest fires in California history have burned in the past three years alone, Alameda and surrounding communities have faced increased negative health effects and air advisory days that have forced residents to stay inside and even turned the skies to orange. The new class of mega-wildfires we now face has caused catastrophic damage to California and to Californians. For instance, the 2018 fires led to \$148B in economic damage across the state. That same year, 104 people died in California wildfires, over 3,600 additional deaths were attributed to wildfire smoke, and nearly 23,000 homes and businesses were destroyed. In terms of the impact on our climate, the California Air Resources Board reported that GHG emissions from the 2020 California wildfires set back all of the emissions progress made by the transition to EVs and renewable energy over the last decade.

We at DBL believe deeply in Rain's ability to help address the wildfire problem and welcome the opportunity to partner with the city of Alameda in supporting Rain's critical mission. We support Rain's work to give back to the local community in Alameda, including working with the Alameda School district, making commitments to low emissions public transportation, and having a high percentage of its workforce live locally in Alameda. As some City Council members have seen in tours with the Rain management team, and in the application put forth by the company, this specific lease and location will have an outsized impact on Rain's ability to develop its technology and deploy it across the state of California. Leasing Building 19 to Rain would honor the historic use of the Alameda Naval Air Station, and I encourage the council to consider the best use of this unique location. The benefits of this lease approval have the ability to extend well beyond the city of Alameda, and to identify the city of Alameda as a leader in using innovation to improve 21st-century wildfire outcomes.

We thank you for your consideration and hope you will join us in supporting Rain's application.

Sincerely,



Nancy E. Pfund
Founder and Managing Partner
DBL Partners

From: [Ephraim Nowak](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Item 7D on July 12, 2022 Agenda
Date: Tuesday, July 12, 2022 12:11:45 PM

July 11, 2022

RE: Item 7D on July 12, 2022 Agenda

RAIN INDUSTRIES application to lease BUILDING 19

Dear Mayor Ashcraft and City Council,

My name is Ephraim Nowak, and as a resident of Alameda I would like to share with you why I authentically believe Rain Industries is the perfect tenant choice for Building 19 at Alameda Point (Item 7D on the July 12, 2022 agenda) and for the greater community of Alameda.

Alameda and Innovation

The City of Alameda has a history of innovation and continues to innovate as demonstrated in the ongoing transformation of NAS Alameda into the pioneering and commercial hub it is becoming. The City's efforts in modernizing the area through infrastructure upgrades, the seaplane lagoon ferry terminal, and recreational spaces along the waterfront are already paying dividends; my wife and daughter love spending time and making friends in Alameda Waterfront Park. By selecting Rain Industries as the tenant for Building 19, The City has the potential to build on the incredible local aviation history, with an innovative tenant who has demonstrated deep commitment to being an active participant in the community.

Aviation History

NAS Alameda was one of the largest and most complete naval air stations in the world and played a key role in the Doolittle Raid on Japan following the attack on Pearl Harbor during WWII. Alameda remained an important naval base through the Cold War. From 1949 to 1953, the Navy based the Lockheed R6V Constitution—the largest airplane ever listed on the Navy inventory—at NAS Alameda. How fitting to have an aviation company based in the control tower at Alameda Point!

Benefits to the Community

Rain is not a closed-door company. Since Rain made the decision to come to the island, they have actively sought out and created opportunities to engage with the community. A core component to this is educational outreach, building on the company founders' experience as former educational technology entrepreneurs.

Within months of arriving in Alameda, Rain developed and hosted the Rain Explore program, a Science, Technology, Engineering, and Math (STEM) outreach program designed to allow children and parents to explore the role of wildfire in the ecosystem, engineering processes, and aviation. Currently, Rain is developing regularly scheduled educational programs in collaboration with the Alameda Education Foundation and the Alameda Unified School District. Building 19 is uniquely suited to expanding Rain's STEM program; the second parents and students walk through the main lobby doors, they would be exposed to a myriad of interactive wildfire and technology exhibits and an engineering makerspace. The combination of lobby, office and light industrial shop space, will allow Rain to host after-school programs that will dive into the topics introduced during Rain Explore. Selecting Rain as the tenant for Building 19 opens doors for members of the community.

Anchor Tenant

While exploring Alameda Point, it becomes quite apparent that this community has a demonstrated history of embracing innovative companies and enabling their success. By selecting Rain as the tenant for Building 19, the City has the potential to develop another great anchor tenant for Alameda Point, which will continue to benefit the community for years to come.

Thank you for your time and consideration, and I hope you decide to give Rain the opportunity to be part of this community, as we seek to serve and protect California and the world from the devastating effects of catastrophic wildfires while meaningfully contributing to Alameda as our local community.

Sincerely,

Ephraim Nowak
Chief Engineer
Rain Industries Inc.

From: [Miles Dotson](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] RE: Building 19 at Alameda Point, Item 7D
Date: Tuesday, July 12, 2022 7:42:27 AM
Attachments: [We sent you safe versions of your files.msg](#)
[LOS - Rain-City of Alameda-3.pdf](#)

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Greetings,

Please see and incorporate the follow letter in the review of the following matter: Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

Please let me know if you have any questions.

Miles Dotson

Managing Partner

DEVLAND *Innovation R&D, New Ventures*

Twitter [@milesdotson](#)

LinkedIn [/in/milesdotson](#)

[Website](#) [Schedule Meeting](#) [Work with Us](#)



Letter of Support for Rain Industries, Inc

To: The City of Alameda

Dear Mayor and City Council,

I am writing to express support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda. Wildfires are a global threat impacting air quality and putting lives and assets in danger. If unaddressed, asset damages in the next 20 years are projected to reach \$300 billion annually. The state of California, the United States, and the world have been dramatically impacted by this threat with growing severity. At Devland, we believe that innovation is a dire necessity to improve the world around us and cities like Alameda have been home to incredible work in the past including many other advanced technology projects. Furthermore, this is a unique opportunity to support this company in the advancement of key technologies that will provide alternatives to the current infrastructure in place to suppress and eliminate wildfire ignitions. This team has shown from prototype to execution their ability to pull forward the future into this present moment. We have had unending confidence around this team and their capabilities from the very early inception of this work. Leasing Building 19 to Rain would embrace a path for re-use of the historic Alameda Naval Air Station, and also embrace a new story that is pivotal in providing safety and resiliency to our communities broadly across California. This is a pivotal moment in this company's path and development and they have chosen Alameda as the location to propel this work for a number of important reasons. The community here will be able to communicate a sense of ownership to this work, leverage it to educate young residents about opportunities in advanced technology, and express how the City of Alameda was a pivotal contributor to a successful story of progress tied to one of the State of California's biggest risk priority areas.

In resolve, this location is the only air traffic control tower at Alameda Point and I encourage the council to consider this new proposed use. This council has the opportunity to bring an innovative partner and life-saving technology into this community. I hope you will approve their application without hesitation.

Miles G. Dotson
General Partner at Devland Innovation
West Oakland, CA

From: [Steve Chiu](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#); [Daniel Wholey](#)
Subject: [EXTERNAL] Statement of Support for Rain Industries / Item 7D on July 12, 2022 Agenda
Date: Tuesday, July 12, 2022 12:03:14 AM

City of Alameda City Council;

I am writing to let you know about the amazing and educational experience my 6 and 8 year olds had during a recent Rain Explore event and also to express my support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

On June 29th, my 6-year old daughter Lori and 8-year old son Steffen took a break from their normally scheduled summer camps and attended a unique STEM (Science, Technology, Engineering, and Math) learning opportunity at the Rain Explore event, held at Rain Industries' headquarters in Alameda Point.

It was a fantastic educational event that was well organized and had many activities tailored for young kids to have fun while learning about science. They learned pseudocoding, the basics of a helicopter engine, how to remotely fly a helicopter, and how wildfires impact the environment and how they are put out. My son, who is into video games, enjoyed sitting in the pilot seat flying the helicopter with the controller and viewing all the different screens. While my daughter who enjoys arts and crafting, enjoyed building the helicopter engine with legos.

It was a unique opportunity that not only sparked interest in science and technology, but also explained to them complex topics in kid-sized digestible nuggets. Rain Industries is a welcomed addition to the community in that it makes Alameda the home to innovation, but it also invests back in the community by providing programs such as the Rain Explore event. We hope Rain can remain in our community so families like ours can also benefit from these programs.

Wildfires in California are here to stay and supporting these companies close to home that truly understand the potential devastation of the wildfires are important to saving communities and lives.

Thank you for considering Rain Industries as a potential applicant to Building 19.

Steve Chiu

From: [Justin Hersh](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Item 7D on your July 12, 2022 agenda
Date: Monday, July 11, 2022 8:48:32 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Letter for city of Alameda in support of Rain.pdf](#)

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This is my letter in support of Rain's application for leasing building 19.

Regards,
Justin

July 11, 2022

City of Alameda City Council

Honorable Mayor and Council Members,

I am writing in support of Rain Industries' application for leasing building 19. The City of Alameda, through its stewardship of Alameda Point, has created a remarkable hub for innovation in the Bay area. This support honors the proud tradition of innovation that has been at the core of the Alameda Naval Air Station since its inception and has brought global attention to Alameda as a place to live, work, and play. You have three incredible companies vying for this landmark building and none of them would be a bad choice, but I believe Rain would be the ideal company for this space.

Building 19 is not just an office building; it's a tower designed for monitoring flight. With a view over the entire airfield, the tower would allow Rain to directly see their aircraft during testing, adapt their software from the office and test their adaptations within the same day. With the Northwest Territories Runway in close proximity, the progress Rain could accomplish in the tower with the abundance of talent, resources, and potential partners in our community would be immense. Additionally, Alameda is independent of the Planned Safety Power Shutdowns associated with wildfire season since the city runs on its own electrical grid. Rain needs constant power during wildfire season to monitor its autonomous aircraft, therefore I believe this city to be the perfect fit for its mission. Perhaps, and most importantly, Rain is working to solve one of the problems that sits at the heart of California's livability with innovative firefighting technology to shift the paradigm of wildland firefighting.

Sincerely,

Justin Hersh
CEO of Group Delphi
950 West Tower Ave
Alameda CA, 94501

From: [Liz Taylor](#)
To: [Marilyn Ezzy Ashcraft](#); mvella@almedaca.gov; [Tony Daysog](#); [Trish Spencer](#); [John Knox White](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Letter re Council meeting agenda item 7D July 12 2022
Date: Monday, July 11, 2022 6:13:49 PM

Dear Mayor Ashcraft and esteemed council members

I am writing to ask that you support the efforts of Rain Industries (Rain) to secure a location for their headquarters and operations at Alameda Point. My understanding is that they are currently applying for use of Building 19 because of its proximity to the Northwest Territories and historic provenance as an air traffic control tower. While they are a small “start-up”, they have the support of family offices who have recognized the value of the technology in the face of climate change.

Rain is currently a client of DOER Marine. Their autonomous systems can play a pivotal role in wildfire mitigation – one of the most fearsome and disastrous climate related issues facing California. The Bay Area with its hilly terrain and dense population is at particular risk. Having systems that can help knock down and contain fires ahead of larger teams and aircraft arriving on scene can save countless lives and billions in property damage.

Rain contracted with DOER based on our decades of experience of designing, building and operating equipment in the harshest environments on Earth. Our assistance in areas such as waterproofing sensitive electronics, thermal dynamics, materials science, containerization, emergency response, and weight/balance/payload release strategies are helping the Rain team to meet their target of having systems ready and deployable for the 2023 fire season.

In order to do this, it would be helpful to move their offices and headquarters to Alameda Point. This will give them the ongoing proximity to DOER while helping them tighten the timeline by having their team come together in one space. Optimizing time and personnel in one location will benefit their deployment timeline which will benefit everyone who has family, property, or wild places they care about that are at risk from wildfire.

Alamedans seem to appreciate the diverse, innovative small businesses that hail from Alameda. Like DOER, Rain has a really interesting and compelling story – the kind that cities like to be known for fostering and supporting. I hope that they will be given a chance to grow and thrive at Alameda Point.

Best regards,

Liz Taylor
President
DOER Marine
650 W Tower Ave
Alameda CA 94501
Tel: 510-530-9388

From: [Mikel Brodie](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Support letter Building 19
Date: Monday, July 11, 2022 3:26:24 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Support letter.pdf](#)

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Dear Mayor and City Council,

Please find attached my letter of support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

Sincerely,
Mikel

Dear Mayor and City Council,

I am writing in support of Rain Industries to lease Building 19 at Alameda Point, item 7D on your July 12, 2022 calendar.

Rain Industries' mission is to solve the world's wildfire problem by using autonomous aircraft to suppress and contain ignitions in their earliest phases. While the Rain team grows, it is critical for a company making firefighting aircraft to quickly access airspace and have as many team members responsible for the capabilities of the aircraft be present so that we can rapidly iterate upon the system. From the tower, our team can visually see the aircraft being tested, and provide real-time feedback and adaptations to the aircraft. This is the quickest way to deployment and protecting our communities. The distance between building 19 and the Northwest Territories Runway is the shortest distance between a suitable R&D facility and suitable airspace in the Bay Area, and therefore I believe that this is the best use for Building 19.

The air traffic control tower is vital for Rain to execute testing. For example, every airport has a strategic tower placed to monitor aircraft movement, and Rain is no different. During flight tests there are multiple roles such as RSO (Range safety observer) and VO (Visual Observer) that require a complete view over the testing facility and aircraft. This ensures we maintain the aircraft within visual line of sight as required by the Federal Aviation Administration during testing. The tower at building 19 will fit Rain's needs perfectly as it has a high vantage point over the entire airfield at Alameda Point.

I am a resident of Alameda and work as a VO and aircraft technician for Rain Industries.

Best,
Mikel

From: [Damian Fagan](#)
To: [CityCouncil-List](#); [City Clerk](#)
Subject: [EXTERNAL] Almanac Beer Company Supports Approval of Item 7D (7/12/22)
Date: Monday, July 11, 2022 1:06:45 PM

Dear Mayor Ezzy Ashcraft and Alameda City Council,

I am writing to express support for Rain Industries' application to lease Building 19 at Alameda Point—Item 7D on your July 12, 2022 agenda.

As a Californian, I deeply believe we need to support companies focused on wildfire-abatement technology, especially a company focused on containing wildfires within 10 minutes of ignition like Rain Industries. We are all aware of the many devastating impacts each new wildfire season brings, and as climate change continues, these impacts are likely to only increase in severity over time. The loss of life and property is unacceptable and preventative action must be taken. We must embrace new technologies and innovations which will increase our ability to fight wildfires in California. The need is now.

Having met with the management team of Rain Industries, Almanac Beer Company supports Rain's interest in making Alameda Point a permanent home as they increase employment and expand operations (I understand that 30% of their employees currently live in Alameda). Imagine the rapid progress this groundbreaking company could make with an airfield so close to their HQ. The former air control tower, with a view over the entire airfield, would allow Rain to directly see their aircraft perform, adapt their software from the office and test almost immediately again. This creates R&D efficiencies uniquely suited to their specific needs, and virtually impossible to replicate in any other location.

Almanac Beer Company would warmly welcome Rain Industries as neighbors at Alameda Point.

Sincerely,

Damian Fagan
Founder, Owner & CEO
Almanac Beer Company

--

Mobile: [415.816.4747](tel:415.816.4747)
651 W. Tower Ave.
Alameda, CA 94501
www.almanacbeer.com

From: [Katie Welch](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Agenda Item 7D for July 12, 2022 - Rain Industries Letter of Support
Date: Monday, July 11, 2022 12:30:07 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Katie Welch - Rain Industries Building 19 Letter of Support.pdf](#)

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Dear Mayor Ashcraft and City Council,

I hope you all had a great weekend! Attached to this email is my letter of support for Rain Industries' application to lease Building 19 at Alameda Point. This is Item 7D for the July 12, 2022 meeting. Thanks so much for your time and consideration!

Sincerely,
Katie Welch

Hello Mayor Ashcraft and City Council!

My name is Katie Welch and I would like to share with you why I genuinely believe Rain Industries is the perfect tenant choice for Building 19 at Alameda Point (Item 7D on the July 12, 2022 agenda) and for the greater community of Alameda as well. Rain is a mission driven company working towards stopping wildfires, while also focusing on STEM education and partnerships throughout the Alameda community.

Why Rain? I've lived in the Bay Area for 3 years now and in that time, I've become familiar with the Alameda community and its focus on supporting mission driven companies. Rain's mission is aimed at giving back to the community and working on the climate challenges that we all are facing, and that our children after us will continue to face - unless we do something to change that. I've also become acquainted with, as I'm sure you all have, the growing number of devastating wildfires, both to the communities we call home and to the forests and parks we camp, ski, hike and reconnect with nature in. We've seen the sky turn dark orange, we've breathed smokey and ashy air, we've seen homes destroyed, and we've walked through devastatingly scorched forests. Rain Industries is a company working towards ensuring that these types of fires aren't inevitable by developing aircraft that can autonomously contain wildfires before they have the chance to cause this magnitude of devastation. Rain's mission is community and climate focused, and if granted the lease to Building 19, would be an invaluable addition to Alameda's portfolio of impact-driven companies that call this community home.

Why Building 19? Building 19 is perfect for Rain because of its office and manufacturing space, its proximity to the airstrip for potential testing (if permitted), and its proximity to the ferry for those who commute in from neighboring cities. Alameda has the unique combination of being in the heart of the Bay Area while also being close to potential test sites for Rain's aircraft. The Bay Area is home to amazing people who are highly skilled in autonomizing vehicles and developing aircraft that can join Rain's mission and work on preventing wildfires. Additionally, wildfires affect this area greatly. Being able to work on this technology in Building 19 where we can collaborate with firefighters who are on the front lines of this fight, and work with them towards making their jobs easier and safer is inspiring and can have an incredible impact.

Currently, the team travels to airports in California and Oregon to conduct testing, which takes up valuable time and resources. If Rain is able to colocate their office space with a potential test site, this would enable Rain to rapidly achieve their mission of preventing dangerous wildfires. Additionally, having Building 19 (and its control tower) as a homebase would allow Rain and its employees to put down roots in the community and contribute to the rich history and culture of the island.

Why Alameda? Rain and its employees aren't just invested in stopping wildfires. They also care immensely about education and giving back to the community. Rain has already hosted one interactive STEM event for elementary students, and even hired a STEM Program Coordinator who is focusing on creating lasting partnerships with the community to continue providing free

outreach for children in Alameda. Rain isn't looking to just have office space here, Rain is looking for a community to contribute meaningfully to and grow with.

Thank you for your time and consideration, and I hope you decide to give Rain the opportunity to be part of this community, and to work together towards ensuring wildfires don't affect future generations.

Sincerely,
Katie Welch
Test Engineer
Rain Industries

From: [Matt](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Building 19 Letter of Support - Rain Industries
Date: Monday, July 11, 2022 11:06:04 AM
Attachments: [We sent you safe versions of your files.msg](#)
[Rain Letter of Support.pdf](#)

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Dear Mayor and City Council,

Please find attached my letter of support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

Sincerely,

Matt Padgett

Mechatronics Engineer, Rain

[rain.aero](#)

Dear Mayor and City Council,

As a resident of the City of Alameda, I support Rain Industries' application to lease Building 19 at Alameda Point, item 7D on your July 12, 2022 agenda.

I believe that it is important to enable Rain to make progress in its mission of suppressing and containing wildfires within 10 minutes of ignition. Having grown up in San Bernardino County, I have seen and felt the effects of wildfires firsthand. As a teen I had baseball games canceled because ash was falling from the sky; as an adult, some friends and family members have lost their homes. Helping Rain deploy their firefighting technology to our wildlands will help put an end to these devastating consequences. Having Building 19 as a headquarters would dramatically speed up the development of Rain's system by providing a singular location to perform R&D, and then potentially test nearby with the entire team of engineers. Currently, Rain is forced to spend a day packing testing equipment and then drive over an hour and a half to Byron Airport to test its system with a limited team. At Byron Airport, we've witnessed temperatures reach as high as 105 degrees fahrenheit, making testing a large physical demand on our testing team. The tower at Building 19 would provide an excellent place for software engineers to contribute to the testing and development process due to the view from the tower.

I recently moved my wife and two young daughters (Rosie 4 years old, and Daphne 4 months old) to Alameda. We love it here and love the community that we are now a part of. Now, as a robotics engineer with Rain, I am often away at our testing site in Byron. With Building 19, I would be able to stay in this community that I love, spend more time with my family, and even be able to show my wife and daughters the amazing things that Rain is accomplishing from the tower.

Thank you for your consideration of supporting Rain Industries' application to lease Building 19 as the headquarters and R&D site.

Sincerely,
Matthew Padgett
Robotics/Mechatronics Engineer
Rain Industries

From: [Apoorva Kharche](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Rain Industries - HQ At Alameda Point
Date: Monday, July 11, 2022 10:32:06 AM
Attachments: [We sent you safe versions of your files.msg](#)
[Rain - Letter of Support.pdf](#)

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Dear Mayor and City Council,

Please find attached my letter of support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

Sincerely,
Apoorva Kharche
apoorva.kharche@gmail.com

Dear Mayor and City Council,

I am writing in support of Rain Industries' application to lease Building 19 at Alameda Point, item 7D on your July 12, 2022 agenda.

I am an Aerospace Engineer who grew up in the East Bay, and graduated just in time to see the orange skies and thick smoke of the lightning complex fires of 2020. I joined Rain to make sure my family never has to experience this again. To me, it is important to find ways to enable Rain's mission to suppress wildfires within 10 minutes of ignition.

As a pilot and aviation enthusiast, I know that new aircraft and aviation technologies must go through many iterations of test and redesign before being deployed. With the wildfire problem growing every day, there is not a moment to waste.

If Rain could combine Building 19 at Alameda Point for design and manufacturing with the Northwest Territories Runway for flight testing, we could bring our system to deployment at an unrivaled pace. From the tower, all members who are responsible for the performance of the aircraft from a software and hardware perspective will be able to directly monitor the performance of the aircraft, adapt the system, and test the adaptation the same day. Additionally, from the perspective of the Federal Aviation Administration (FAA), it is required that we maintain visual line of sight of the aircraft while it is in flight without the aid of any sort of visual enhancers (such as binoculars or cameras) until we obtain clearance from the FAA to operate under beyond-visual line of sight. We are expected to obtain the clearance in 2023. The tower is necessary as the high vantage point of Building 19 would allow us to maintain situational awareness of the entire airfield and ensure no unwanted people, vehicles, or aircraft enter the operations area.

Building 19 is also uniquely situated to allow collaboration with many of Rain's partners including DOER Marine, West Marine, and Bay Bolts. In building 19, we can bring fire professionals into the tower to see all that happens from the second they approve a flight plan to when the aircraft lands, and provide vital operator feedback on our system. With their feedback, we can customize our system to provide the most value to fire professionals within California.

I appreciate your consideration of supporting Rain Industries' application to lease Building 19 as the headquarters and R&D site.

Sincerely,
Apoorva Kharche
Aerospace Engineer
Rain Industries

From: [Sophia Bou-Ghannam](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Support For Rain Industries - HQ in Alameda Point
Date: Sunday, July 10, 2022 9:54:21 PM
Attachments: [JUST_logo-100.png](#)

Dear Mayor and City Council,

I am writing to express support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

We need to do what we can for companies focused on wildfire technology, especially a company focused on containing wildfires in their earliest phases. In 2018 alone, California wildfires caused 88 civilian casualties. Between 2005 and 2020, 89,210 structures were destroyed by wildfires. Given the devastating impact wildfire has brought upon the state of California, leasing Building 19 to Rain would honor the historic use of the Alameda Naval Air Station; protecting our state and our country. Imagine the progress Rain could make with a potential flight testing site in such close proximity to a tower that is ideal for monitoring flight tests. I believe our community would agree that a company creating firefighting aircraft is the best use for a former air station.

Additionally, the City of Alameda uniquely operates on its own electrical grid, independent of the Planned Safety Power Shutdowns (PSPS) associated with wildfire season. This is a rare feature throughout the Bay Area. Rain needs constant power during wildfire season to monitor its autonomous aircraft, therefore I believe this city to be the perfect fit for its mission.

It is important that the city focuses on economic diversity, attracting new companies to avoid the economic consequences associated with a large employer leaving our community. This is especially true considering the mass exodus of technology companies leaving the Bay Area. I know that firms with longstanding relationships with the city are facing high rental rates as mentioned in the agenda for July 12th. Saildrone has facilities in St. Petersburg, Florida and other parts of the country. With high rental rates and existing facilities elsewhere, I fear that one of our largest employers has the opportunity to take its headquarters and employees away from the island. Leasing the tower to Saildrone for office space would increase its economic footprint on the City of Alameda, which would cause a larger negative impact on our city's economy should the company decide to move its headquarters.

I am sure another opportunity for Saildrone to extend its offices will become available at Alameda Point. However, this is the only air traffic control tower at Alameda Point and I encourage council to consider its best use. This council has the opportunity to bring an incredible partner and innovative life-saving technology into the community, and to facilitate what could be the end of catastrophic wildfires. I hope you will approve their application.

Best,

Sophia Bou-Ghannam, PhD
Scientist at Eat Just, Inc.

Sophia Bou-Ghannam
Scientist I, Cellular Agriculture
(415) 279-4362
visit ju.st



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From: [Adam Blank](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Support for Rain Industries" as Building 19 tenant
Date: Sunday, July 10, 2022 5:38:52 PM

Dear Alameda City Council,

I'd like to express support of Rain Industries' application as the tenant for Building 19 at Alameda Point, Item 7D on your July 12th agenda.

I had the opportunity to tour Building 19 when it was in use by Makani Energy / Google X. The building has a recent tradition as a place of innovation for aviation technologies, which could continue with Rain Industries. The tower is ideal for overlooking flight tests, allowing for more rapid R&D. Their mission to address wildfires is something the local community can rally around, and I sincerely hope you will approve their application.

- Adam Blank, Area Resident

From: [Aniruddha Katre](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#); [Daniel Wholey](#)
Subject: [EXTERNAL] Rain - Letter of Support
Date: Sunday, July 10, 2022 12:37:01 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Rain - Letter of Support.pdf](#)

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Hello,

Please find attached my letter of support for Rain Industries' application to lease Building 19 at Alameda Point, item 7D on your July 12, 2022 agenda.

Sincerely,
Aniruddha Katre

Dear Mayor and City Council,

I am writing in support of Rain Industries' application to lease Building 19 at Alameda Point, item 7D on your July 12, 2022 agenda.

Given the current events where news of devastating wildfires across the United States and the world is frequent, it is important to find ways to enable Rain's mission to suppress wildfires within 10 minutes of ignition. Bringing Rain's solution to the frontlines of firefighting as quickly as possible requires rapid and iterative development and testing of the hardware and software of the autonomous aircraft.

I am a Software Engineer in the Aerospace and Defense industry with several years of experience working on several novel autonomous aircraft capable of integrating into and flying safely in complex environments. One key factor that speeds up the development of such technologies is proximity between the team responsible for developing the autonomous aircraft and the environment in which it is tested.

An opportunity for Rain to colocate the R&D center (Building 19 at Alameda Point) with the potential test site (Northwest Territories Runway) would dramatically decrease the transit time, thus resulting in a much more efficient operation. From the tower, a larger portion of the team will be able to monitor and actively participate in the testing and improvement of the system. The location would enable immense flexibility in the test setup, such as the ability to actively monitor a flight test from the high vantage point of Building 19. This would allow us to maintain situational awareness of the entire airfield and ensure no people, vehicles, aircraft, or wildlife enter the operations area.

In the tower, we can bring fire professionals to use the Rain System, to visually see the aircraft in action, and to interact with the Rain System user-interface. They can see all that happens from the second they approve a flight plan to when the aircraft lands, and provide vital operator feedback on our system. With their feedback, we can tailor our system to provide the most value to fire professionals within California.

I appreciate your consideration of supporting Rain Industries' application to lease Building 19 as the headquarters and R&D site.

Sincerely,
Aniruddha Katre
Staff Software Engineer
Rain Industries

From: [Trish Spencer](#)
To: [Lara Weisiger](#)
Subject: Fw: [EXTERNAL] Support for Rain Industries lease of Building 19 at Alameda Point
Date: Friday, July 8, 2022 5:07:01 PM

From: Vicki Sedlack <vicki@alamedaeducation.org>
Sent: Wednesday, July 6, 2022 5:06 PM
To: CityCouncil-List
Cc: vicki@alamedaeducation.org
Subject: [EXTERNAL] Support for Rain Industries lease of Building 19 at Alameda Point

July 6, 2022

Dear Mayor Ezzy-Ashcraft and Members of the Alameda City Council:

I am writing to express support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022 agenda.

I recently had the opportunity to tour the Rain facilities and meet the team. I was impressed by their innovative climate technology and the positive impact it can have on mitigating California wildfires.

I was also impressed by the team's focus on providing STEM-based educational opportunities for Alameda students. In fact, some of our local students and their families had the opportunity last week to participate in a day-long camp called Rain Explore. Students learned various elements of STEM including pseudocode, how a helicopter engine works, vehicle autonomy, the chemistry of fire retardant, and flight dynamics. The camp was very well-received by campers and parents alike. Rain has also employed an intern explicitly for the purpose of developing curriculum to support STEM learning opportunities for Alameda students. Experiencing real-world applications, right here in Alameda, presents a unique learning opportunity for Alameda students.

I support Rain's interest in making Alameda Point a permanent home as they increase their number of employees, including of Alameda residents. Building 19, the former Naval Air Traffic Control Tower near the airfield, seems ideally suited for Rain to locate their headquarters and R & D center. Due to the building's unique tower that overlooks where Rain would potentially be conducting flight testing, Rain could rapidly iterate upon its system from the tower and host students in the tower to see their latest aircraft fly autonomously. With a permanent home in Alameda, Rain could partner with Alameda Education Foundation and the educational community to grow programs that spark interest across various ages to dive into various fields within STEM.

I look forward to continuing to explore educational opportunities with Rain in the years ahead and appreciate your consideration of supporting their growth in Alameda.

Sincerely,

Vicki Sedlack
Executive Director
Alameda Education Foundation

From: [Katie Ralston](#)
To: [CityCouncil-List](#)
Cc: [City Clerk](#)
Subject: [EXTERNAL] Letter of Support for Rain
Date: Friday, July 8, 2022 4:44:24 PM
Attachments: [We sent you safe versions of your files.msg](#)
[Letter of Support for Rain.pdf](#)

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Dear City Council,

I am writing to express support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022, agenda.

Please find attached my letter of support for Rain Industries' application. Thank you.

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Best regards,
Katie Ralston

Dear Mayor and City Council,

I am writing to express support for Rain Industries' application to lease Building 19 at Alameda Point, Item 7D on your July 12, 2022, agenda.

I know firsthand the potential that Rain has to create a positive impact on the educational system in Alameda. Rain recently held Rain Explore, a STEM program for a group of students 6-8 years old. During this program, Rain held multiple workshops where the kids learned different skills and knowledge pertaining to mechanical engineering, flight dynamics, coding, and the environment. These kids developed an interest in areas they had not been previously exposed to and formed an understanding of difficult topics. Reflecting on this event, I discovered areas in the program that could improve and grow. To do so Rain needs a permanent headquarters— a facility to host larger programs that could dive deeper into topics and give students a memorable learning experience.

Building 19 offers Rain an opportunity no other building does. The tower overlooks a potential flight testing field that would give students a unique experience to learn visually what Rain does. With a substantial increase in space and common areas for collaboration, the Rain team could grow and host larger groups of students. This enables Rain to devote more time and resources to educational programs. In a permanent office space, Rain could create educational programs that would be extremely beneficial to the community.

I am eager for Rain's educational programs to grow and make a difference in students' lives. I appreciate your time and consideration in this matter.

Sincerely,

Katie Ralston
STEM Program Coordinator, Rain Industries