



DESIGN & CUSTOM SCENIC

March 21, 2017

Re: 120 West Oriskany (B530)

- Per our 12/20/2016 meeting with Nanette Mocanu and Ted Anderson this will be our final presentation before the City Council. It has been 15 months since we toured the building the first time with Ted Anderson on 12/23/15 and we believe that if the City of Alameda can not negotiate within the framework of the terms we outline in our current LOI then we must pursue other options.
- We base our LOI's main premise of lease with option to purchase on the precedent of the Natal Energy Lease/Purchase agreement.
- We believe that the City of Alameda is a stronger more fiscally diverse city with business like ours staying in Alameda. We are a California Company, an Alameda Company – owned and operated by Alameda residents. Many of our employees live here and spend their money here. Joanne and I intend to use an Alameda construction company to bring this unused and failing property back to life. We are pro-business, pro development and pro-Alameda.
- Honorable Mayor, Vice Mayor and City Council Members – you have all visited Joanne and I at our current location and seen our operation. You have all seen that while we are not the next Tech company or R&D company to move to Alameda Point – we ARE the company many of them turn to when they need the talent to get their message out to the world. We ask that this Council vote to take the next step and have the City negotiate a deal based on the terms of our LOI. At the December 20, 2016 meeting, Joanne and I learned that any less than 4 of your votes to move forward does not provide a large enough majority to instruct Cushman and Wakefield to take the next step of negotiating to craft our LOI into a Lease/Purchase Agreement.
- We re-visited the building this past week and it has degraded even further in the past 15 months. Time is not on our side – the building will need much work to be brought up to code and once again be a place where jobs are created. We hope to start that process with your clear and concise instructions to City Management. We thank you for your time and consideration this evening.

Eric Gantos & Joanne Martin

Owners,
Hot Rod Shop Inc.

Submitted by
Eric Gantos
Re: 3-B 3/21/17