

International Trade & Logistics

Cluster Update
September 20, 2007



I. Top Priorities

- § Make the Maritime Port a First Port of Call by addressing infrastructure issues: (1) funding and building rail access improvements at Donner Pass (allowing double stacked rail cars); the Tehachapi Pass (double track); and the Martinez subdivision; (2) assist the Port in its effort to build an inter-modal terminal (OHIT). These will allow greater volumes of container traffic at the Port, making it a more desirable location for shippers and their customers.
- § Facilitate the development and adoption of cutting-edge environmental and logistics technologies that will allow to Port to address air quality concerns while improving its price and service.
- § Address labor and workforce issues and build excellent relationships between employers and employees that result in greater economic benefits for everyone.

II. Strategies

- § Use ENA with railroads (committing them to pay 50% of rail improvements) to qualify for CA Infrastructure Bond money match. Use cluster network to help articulate this priority and lobby for both state and federal funding for this.
- § Enhance efficiency of current Port operations via GPS on trucks; creating a staging yard; setting up a chassis pool; having strong private sector involvement in the trucking plan.
- § Deploy cutting-edge environmental technologies including: LNG mobile cold ironing unit (invented by an Oakland company); expanding use of biodiesel; working proactively with industry experts who can provide “best practices” information to the Port.
- § Improve the availability and effectiveness of workforce training programs via close collaboration between T&L employers and Peralta, OUSD, and other training providers.
- § Work proactively via the cluster with labor to ensure the attraction and development of “good jobs” and the ability of more Oakland residents to get those jobs.
- § Brand Oakland as an “International Gateway” and maximize the public awareness of T&L services as well as the Bay Area World Trade Center (use cluster to get uniform messaging from City, Port, Chamber, Convention & Visitor’s Bureau, BAWTC, etc.)

III. Actions to be taken immediately

- § Engage the cluster (Mayor, private companies, Bay Area Council, East Bay EDA, others) immediately regarding effort to secure I-Bond funding for rail improvements.
- § Articulate a land use position vis-à-vis the ultimate zoning and use of the Oakland Army Base and related areas.
- § Port to designate an area for a possible staging yard.
- § Implement LNG and biodiesel initiatives.
- § Chamber will host workforce training “work sessions” between employers and training providers on October 26, 2007.
- § Bay Area World Trade Center negotiating real estate transaction to expand its visibility and impact.

