

Oakland Maritime Support Services (OMSS)

A PUBLIC / PRIVATE / COMMUNITY SOLUTION

Baker & Associates, Registered Investment Advisors
Aaron Baker, Managing Director

OMSS

The Vision (Win-Win-Win)

- A collaborative solution for community improvement
- Reduces Air Pollution
- Improves Community Health
- Increases Job opportunities
- Generates Tax revenue

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The Business Plan

- Attract investment of \$25M in exchange for equity/debt (Terms to be defined)
- The \$10M to be drawn down over a period of two years
- The purpose is to complete the buildout of the revenue generating facilities
- The expected return is 12-18% beginning year 3
- Operational plan for managing the business is in the appendix

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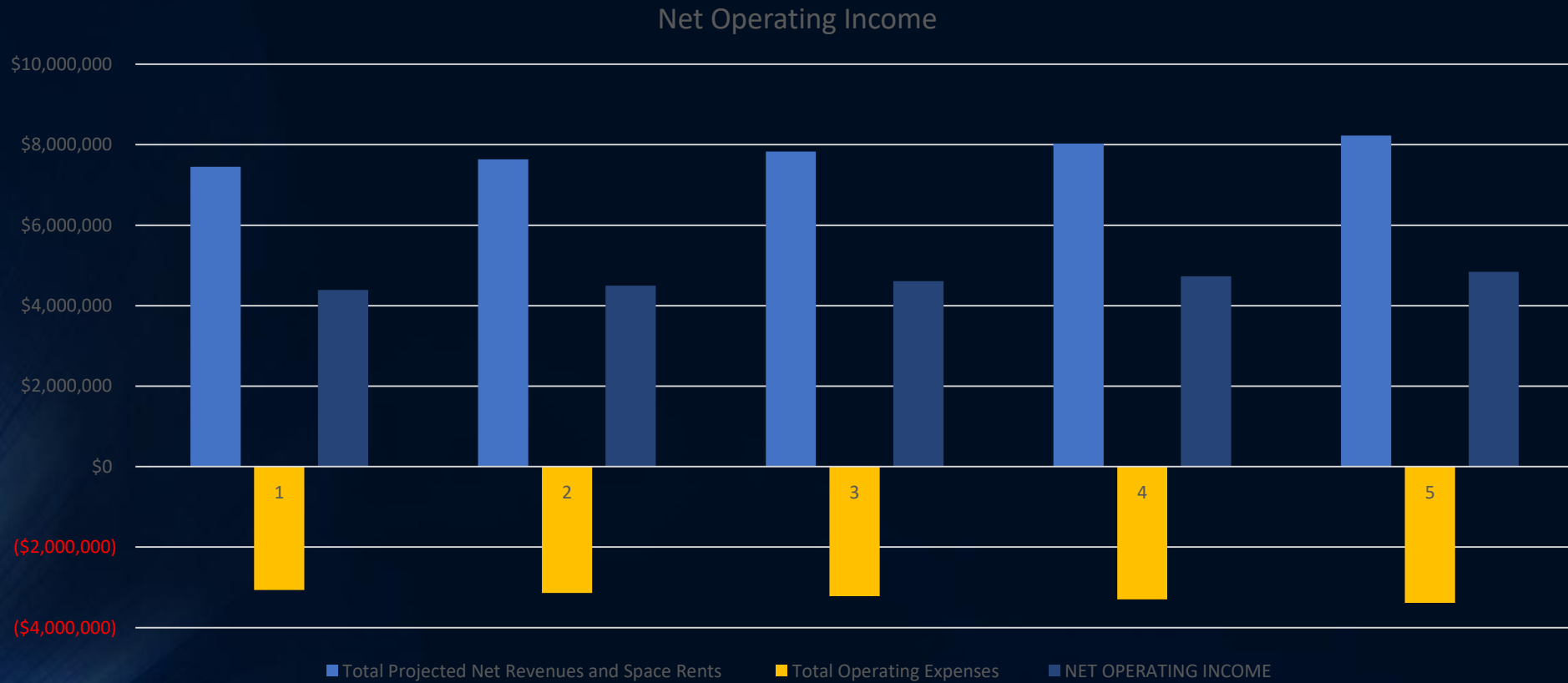
Expected OMSS Revenue Streams

- Cab/Car Hoteling
- Fuel Sales (Gas/Diesel)
- Repair (Truck, Auto)
- Food (Convenience and Concessions)
- Other services

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	2020	2021	2022	2023	2024
Net Operating Income By Year					
Total Projected Net Revenues and Space Rents	\$7,453,365	\$7,639,699	\$7,830,692	\$8,026,459	\$8,227,120
Total Operating Expenses	(\$3,064,431)	(\$3,141,041)	(\$3,219,567)	(\$3,300,057)	(\$3,382,558)
NET OPERATING INCOME	4,388,934	\$4,498,658	\$4,611,124	\$4,726,402	\$4,844,562

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- Funding Years 1-2
 - Initial \$10M
 - Ground lease payments,
 - Architect and Engineering fees,
 - Site engineering,
 - Permits and approvals,
 - General and administrative expenses
 - Financing fees
 - Site Build Out

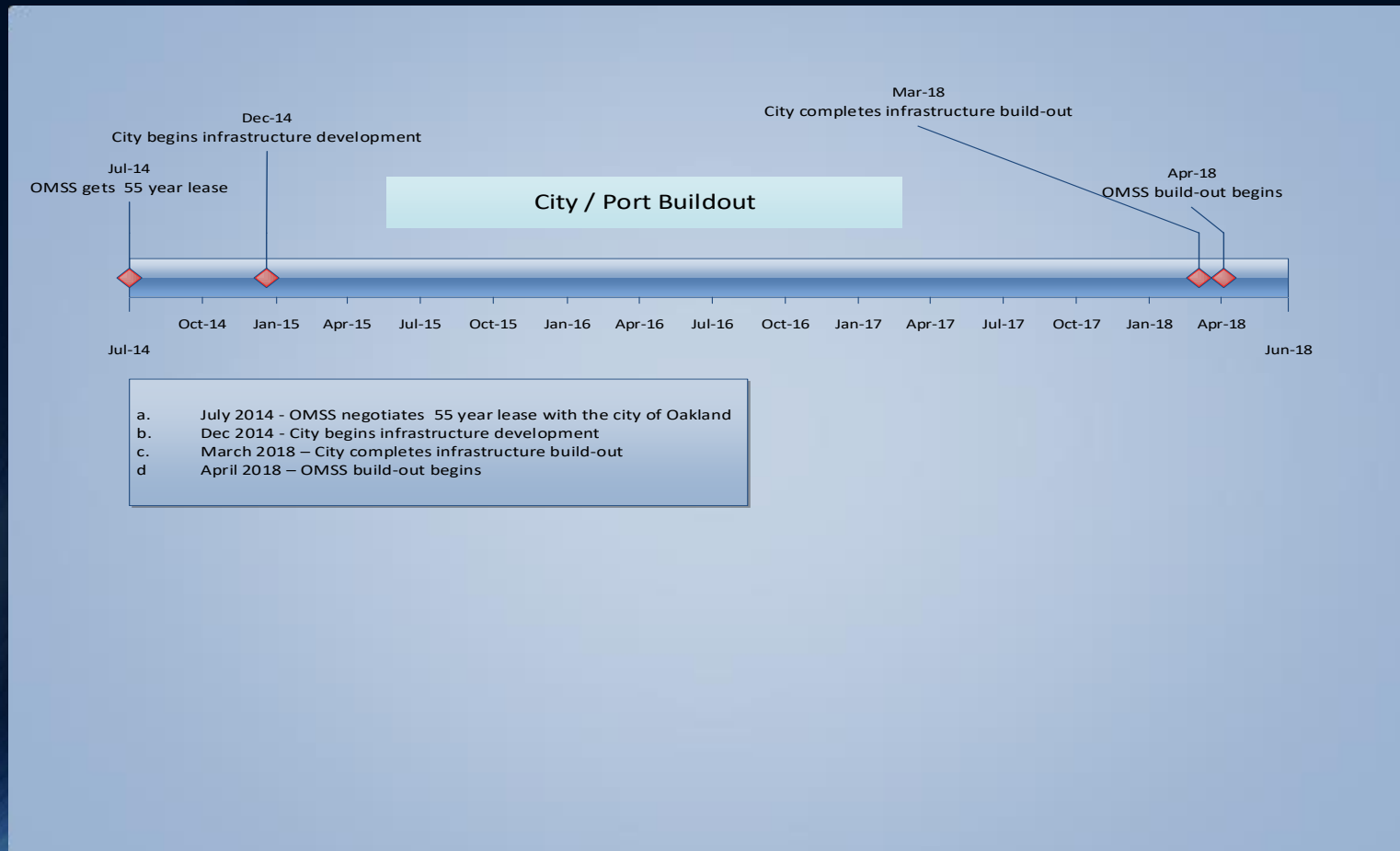
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- Current Funding Status
 - Initially \$30M Needed
 - \$5M Grants (Committed)
 - Balance \$5M to be raised
 - Letter of interest from CBB (\$7.5)
 - Private Equity, DPO, Crowd Funding and/or Loans

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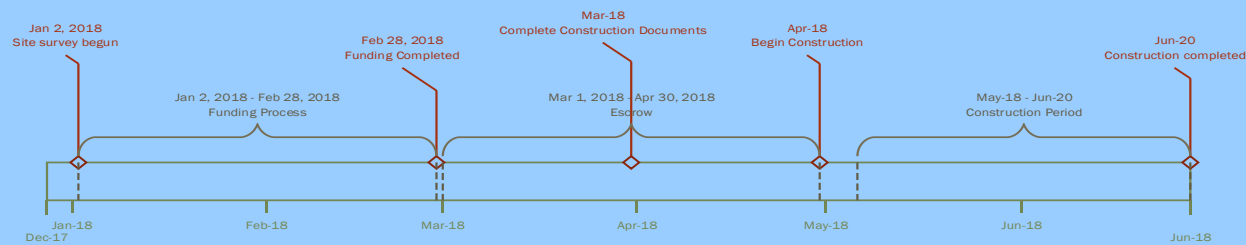
Strengths Successful operating team History of performance Community commitment 55 Year Lease	Weaknesses Capital shortfall \$5M
Opportunities Bank / Investor interest Est ROI 18%	Threats Short time to raise capital

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OMSS Development Schedule



Schedule

- Jan-18 Site Survey Begun
- Feb-18 Complete Financing
- Mar-18 Complete construction documents
- Apr-18 Begin construction
- Apr-20 Est. construction completed

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The Conclusion (Win-Win-Win)

- A collaborative solution for community improvement
- Reduces pollution
- Improves community health
- Increases job opportunities
- Generates city and county tax revenue
- Estimated return on the investment 12-18%

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QUESTIONS?

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