

September 15, 2015

Tuesday

September 2015						
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October 2015						
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15 Tuesday		Daily Task List
		Arrange By: Due Date
7 am		
8 00		
9 00		
10 00		
	Vice Mayor Meeting with Mario Juarez City Council Offices Thao, Sheng	
11 00		
12 pm		
1 00		
2 00		
	Meeting with Rebecca Kaplan TBD Vanessa Lee	
3 00		
4 00		
5 00		
6 00		

From: Mario Juarez <mario@mariojuarez.com>
Sent: Thursday, April 09, 2015 11:57 AM
To: Mario Juarez (Viridis Fuels)
Cc: Mario Juarez
Subject: We have good news to share with you!

See: <http://www.biodieselmagazine.com/articles/349407/unique-oakland-biodiesel-project-receives-3-4-million-grant>

Unique Oakland biodiesel project receives \$3.4 million grant

By Ron Kotrba | April 08, 2015



Viridis Fuels' build site is at the Port of Oakland at the foot of the heavily traveled Bay Bridge.
Photo: Viridis Fuels

Viridis Fuels, a state-of-the-art biodiesel project in Oakland, California, is prepared to receive an official notice of award today for a \$3.4 million state grant at a California Energy Commission business meeting in Sacramento. A notice of proposed award to Viridis Fuels was given in December after a revision of the original selection proposal excluded the company. Four other companies, including Crimson Renewable Energy LP, Community Fuels, AltAir Fuels LLC and UrbanX Renewables Group Inc., were also included in the award proposal.

Viridis Fuels plans to build what it calls "America's most visible biodiesel plant," as its project site is situated in the Port of Oakland—the fifth busiest shipping container port in the U.S.—at the foot of the San Francisco-Oakland Bay Bridge five minutes from San Francisco where more than 225,000 drivers cross on a given day, Viridis Fuels President Mario Juarez told *Biodiesel Magazine*.

The company envisions one of the most unique biodiesel plant designs, aesthetically speaking, with a sleek wall of LED lighting obscuring the tankage and process equipment. Viridis intends to gain project partnerships with diesel auto manufacturers, displaying their vehicles on the LED wall and illuminating the benefits of both biodiesel fuel and clean diesel technology.

“You need to be creative in today’s market,” Juarez said.

Viridis Fuels has chosen SRS Engineering to provide a turnkey operation that will utilize low-quality, low-cost feedstock for manufacturing up to 20 MMgy of biodiesel and 4 MMgy of technical-grade glycerin. The SRS Engineering biodiesel process at Viridis Fuels will include degumming, bleaching, cold soak filtration, transesterification and esterification, patented resin purification, and removal of sulfur and heavy metals.

Viridis Fuels has a long-term land lease agreement for its project site in the port, one that has already been approved by the California Natural Resources Agency under the California Environmental Quality Act (CEQA).

“Gaining CEQA approval was our biggest environmental hurdle,” Juarez said.

He added that the city of Oakland has provided only one franchisee—Oakland Maritime Support Services—approval for the next 35 years to sell fuel to the 10,000 diesel trucks entering the port daily. Juarez said Viridis has signed an agreement to sell up to 5 MMgy of its biodiesel for distribution in the port as B20.

With such high truck traffic in and out of the port, biodiesel blends from Viridis Fuels can help clean the air for local residents who, according to Juarez, suffer inordinately high rates of asthma.

“Poor people live near the port,” he said, adding that Viridis Fuels seeks a modicum of environmental justice for those less fortunate by providing a cleaner fuel option for trucks in the area.

Juarez said part of Viridis Fuels’ appeal to investors is the executive team and board of directors.

“We have a solid board with members from different business backgrounds,” he said.

The Viridis Fuels board of directors includes Chairman Elihu M. Harris Jr., an attorney, business owner and former Oakland mayor; Vice Chair Dan Boggan, a current board member of Clorox & Collective Brands Inc., the former vice chancellor of UC Berkeley, and former NCAA senior vice president and chief operating officer; and Chief Financial Advisor Arnold Grisham, the president and CEO of Tri Valley Bank and former member of the San Francisco Federal Reserve Bank Board. The CEO of Viridis Fuels is Kathy Neal, a former California environmental regulator and Port of Oakland commissioner with 30-plus years of business experience.

“For us, we have a statement to make,” Juarez said. “We are a women-owned, black-owned, Latino-owned company. Black women and Latinos have a place in industries like biodiesel.”



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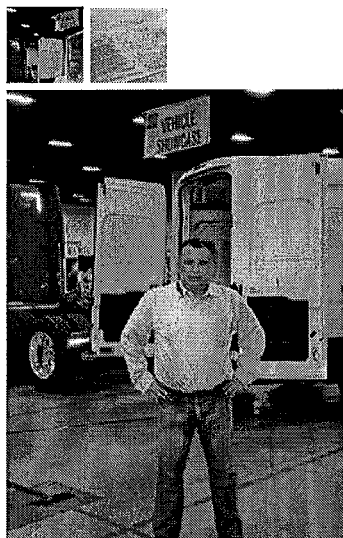
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Mario Juarez, president of Viridis Fuels, at the Vehicle Showcase in the expo hall of the 2015 National Biodiesel Conference in Fort Worth, Texas.
Photo: Ron Kotrba, Biodiesel Magazine

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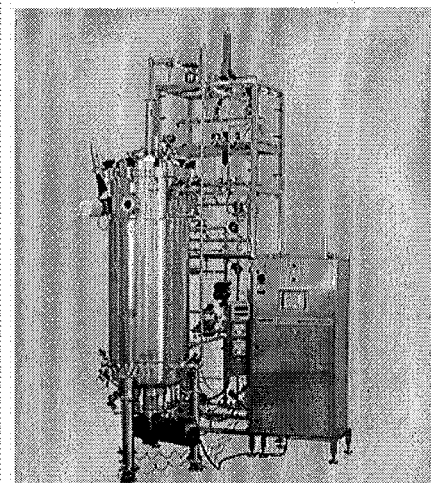
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1 Responses

1

Peter Brown
2015-04-08

It's about time, so long in the making and now finally off the boards and on the track. Congratulations guys, California is notorious for announcing grand plans and little biodiesel. And.. George I hope that this is but the first of many, we need as much biodiesel as we can push out because West Oakland is asthma city for the kids around there. One for the kids, one for the city, one for the truckers, all around a solid win. Oh, and I'm next of course.

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Kaplan, Rebecca

From: Mario Juarez (Viridis Fuels) <mjuarez@viridisfuels.com>
Sent: Thursday, March 12, 2015 3:57 PM
To: 'andrejones510@gmail.com'
Cc: Kaplan, Rebecca
Subject: EBMUD and Viridis Fuels Concern

Background information:

Viridis Fuels is developing and will operate a 20 million gallon Bio Diesel facility on 6 acres of land owned by the East Bay Utility Municipal District (EBMUD) formerly of the ARMY.

Viridis Fuels (Viridis) negotiated a long term lease agreement for one parcel of land of 3 acres that would enable to construct and operate its permanent facilities – we call this Parcel A and a shorter term second parcel of land of 3 acres for five year lease terms and possible extensions – we call this second Parcel B. There are two parcels of land each of 3 acres for a total of 6 acres among Parcel A and Parcel B.

The lease and land value negotiated in 2011 when Viridis first signed the lease provided much higher values of comparable lease terms in the vicinity. The following rates were negotiated in 2011:

Parcel A / \$00.14 cents per sq. ft = \$18,295.20

Parcel B / \$00.17 cents per sq. ft = \$22,215.60

Both of the above provide additional bonus and profit sharing payments after operations begin.

Viridis has received the benefit of two since 2013. The extensions have enable Viridis the opportunity to source funding for the project. The specific are funding commitments:

\$6 million dollars in cash investment from technology provider – late 2014

\$3.4 million dollars in grant by the California Energy Commission – December 2014

\$1 million dollars in Capital Investment by Board Members and Principals since 2011

\$500 thousand dollars in expenditures since January 1 to the present

Viridis has provided EBMUD with over \$100 thousand dollars in Cash as Security Deposit.

We believe that staff at EBMUD is actively seeking to sabotage, has in the past undermined the work by Viridis to obtain investment, offered the land to others and continues to actively seek to dismiss our enterprise that would create up to 80 permanent jobs in West Oakland, has a signed Project Labor Agreement with the Alameda County Building Trades and will provide West Oakland residents with a local fuel supply to much needed clean burning diesel fuel.

We ask your help with the following:

In January, 2015, Viridis paid to EBMUD the balance due of a total \$100,000 deposit for Parcels A & B. Additionally, Viridis began paying the full monthly rent amount of \$40,510.80 to EBMUD and to date has paid a total of \$121,532.40. Viridis entered into the recent lease agreement with the expectation that, should the project not be fully funded and underway by the time rent was due, Viridis could pursue its contingency plan. This plan would assure the availability of adequate funds to pay the rent and still assure that Viridis was solidly

positioned to make the expenditures needed for project development. However, EBMUD staff effectively blocked Viridis' ability to implement the contingency plan and at the same time, directly discouraged investment in our project by a third party. Despite this, Viridis has forged ahead and made substantial progress.

Given these circumstances, Viridis developed the following alternative proposal for EBMUD consideration:

- Viridis would pay \$10,000.00 per month for up to 12 months. This amount would be applied retroactively from January 1, 2015 and run through December 31, 2015.
- From January 1, 2015 through August 31, 2015, Viridis would not take possession of the sites, thus allowing EBMUD to directly lease the site to a third party on a short term basis, as has been done previously.
- At any time between September 1, 2015 and December 31, 2015 Viridis may submit a thirty (30) day notice to take possession.
- At any date that Viridis takes site possession, the full rent payment for Parcels A & B apply. This option period will only be valid to December 31, 2015. Thereafter the normal monthly rent payment will apply.
- The three (3) full rent payments of \$40,510.80 each be credited towards the revised lease payment.

Thank you!