

**RESOLUTION NO. 100-12**

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RICHMOND APPROVING A SERVICES AGREEMENT WITH AUTO WAREHOUSING CO. TO EXPLORE BUSINESS PARTNERSHIP OPPORTUNITIES WITH THE PORT OF ZHOUSHAN AND THE CITY OF ZHOUSHAN, INCLUDING AUTOMOTIVE IMPORT AND EXPORT BUSINESS TO AND FROM THE PORT OF RICHMOND**

---

WHEREAS, the City of Richmond (City), by and through its Port Department, and Auto Warehousing Co. (AWC), are actively exploring business partnership opportunities with the Port of Zhoushan (POZ), by and through its Shipping Administration Bureau, and the City of Zhoushan (COZ), including automotive import and export business to and from the Port of Richmond.

WHEREAS, AWC desires to retain and compensate City for the performance of the following services on behalf of AWC and City (the "Services"): 1) communications with POZ and COZ regarding potential business partnership opportunities, including automotive import and export business to and from the Port of Richmond, 2) attendance at the China Automobile Logistics Conference in Beijing, China in April, 2012, 3) preparation of a three party business development plan with POZ, AWC and City, and 4) presentation of a POZ located automotive import and export terminal facility plan (which plan is to be prepared and outlined by AWC in consultation with City) to POZ and COZ.

WHEREAS, AWC will pay City the amount of \$3,000 monthly for a period of 12 months for the performance of the Services.

WHEREAS, by the Agenda Report the City Council has been provided with additional information upon which the findings and actions set forth in this Resolution are based.

NOW, THEREFORE, BE IT RESOLVED, that the City Council hereby finds the above recitals are true and correct and have served, together with the Agenda Report, as the basis for the findings and actions set forth in this Resolution.

NOW, THEREFORE, BE IT FURTHER RESOLVED, that the City Council hereby approves and authorizes the City Manager to execute the China Services Agreement in substantial form as attached to the Agenda Report, and authorizes the City Manager to negotiate and execute any agreements required to effectuate China Services Agreement.

-----

I certify that the foregoing Resolution was passed and adopted by the Members of the City Council of the City of Richmond at a special meeting held on July 31, 2012, by the following vote:

AYES: Councilmembers Bates, Beckles, Boozé, Butt, Ritterman, Vice Mayor Rogers, and Mayor McLaughlin.

NOES: None.

ABSTENTIONS: None.

ABSENT: None.

DIANE HOLMES  
CLERK OF THE CITY OF RICHMOND

(SEAL)

Approved:

GAYLE MCLAUGHLIN  
Mayor

Approved as to form:

BRUCE GOODMILLER  
City Attorney

State of California            }  
County of Contra Costa        }        : ss.  
City of Richmond               }

I certify that the foregoing is a true copy of Resolution No. 100-12, finally passed and adopted by the City Council of the City of Richmond at a special meeting held on July 31, 2012.