

MAYOR JEAN QUAN  
CITY OF OAKLAND

December 9, 2011

The Office of the Commissioner of Baseball  
Allan H. (Bud) Selig, Commissioner  
245 Park Avenue, 31st Floor  
New York, NY 10167

**VIA FACSIMILE and U.S. POSTAL SERVICE**

Re: Oakland A's Ballpark

Dear Commissioner Selig:

I write to make unequivocally clear that I, the City Council, business community and A's fans fully support the Oakland A's remaining in Oakland.

We believe we have the only sites that can be delivered by 2014. The City of Oakland has two viable sites and an ability to deliver on previous proposals to MLB. Not only do we have two viable sites, but both sites possess the requisite features necessary to build a successful stadium. Such features include but are not limited to transportation access and proximity to other amenities desired by MLB for a new ballpark.

Oakland has been the home to the A's for many years and over that period has enjoyed enormous success and tremendous fan support. We believe that our City offers the best home for the franchise, will have substantial corporate backing, community support, and infrastructure advantages that are unparalleled.

It is my understanding that MLB is nearing the end of its decision making process with respect to the future location of the Oakland A's. The purpose of this letter is to:

1. restate the City's current proposal;
2. update MLB on actions taken by the City to confirm its ability to fulfill its proposed financial and timeline commitments; and

3. to assure MLB of the City's political commitment to the A's Ballpark project.

### Ballpark Project – Overview of Sources and Uses of Funds

As you will recall, the initial working assumption for the Ballpark project was that the City through its Redevelopment Agency, would provide the land, on-and off-site infrastructure improvements and parking required for the Ballpark (estimated at \$250M), and that the A's would fund Ballpark construction costs.

Based on updated analysis, the City believes that the costs associated with the Victory Court ballpark project entitlements, land acquisition, and completion of site improvements and infrastructure have changed substantially since its earlier estimates and that those costs remain in the \$250 million range. Although the mix of funding sources has been modified, the City remains confident that it will be able to deliver on its commitment to fund each of those elements. With regard to timeline, we believe we can deliver a site, which includes land assembly, full entitlement of the Ballpark project, and completion of infrastructure by November 2014.

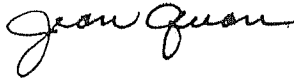
Development of a Ballpark project at the Coliseum site would not require land assembly, a lengthy EIR process, or construction of major infrastructure, and could be completed prior to 2016. With regard to the Coliseum site, the size has been increased by the acquisition of more than twenty (20) acres since the site was originally considered by MLB. The new plan transforms the existing site into an entertainment and commuter destination with hotels and retail similar to Los Angeles' "LA Live." The site will now be linked to the Oakland airport connector which is under construction, making it a potential site for a convention center.

Upon public acknowledgement by MLB that the City's proposal as outlined in this letter is conceptually acceptable to MLB, the City is prepared to immediately commence negotiations with MLB (and the A's) to finalize the terms of a detailed transaction term sheet and enter into exclusive negotiations with MLB within months.

As we both know, successful completion of a Ballpark project is dependent upon the formation of a true public/private partnership. Development projects of this magnitude always involve risk. At some point the City and the A's have to share the Ballpark vision and commit to work together to successfully complete the project. I trust that MLB and the A's will view positively the City's proposal for either the Victory Court or Coliseum sites, progress to date and willingness to creatively negotiate the BNA open issues to a mutually beneficial conclusion as evidence of its sincere desire to keep the A's in Oakland.

We are advocating for the A's to remain in Oakland because we believe that sports franchises can lead to economic growth. So long as a team creates jobs and enhances economic development in the City, then we will encourage them to remain in Oakland. My advocacy for keeping the A's is not about baseball or a particular sports franchise, it is about doing what is best for the City. I am convinced that Oakland has the best weather, transportation, fan base and sites available to MLB.

Sincerely,

A handwritten signature in black ink that reads "Jean Quan". The signature is written in a cursive, flowing style.

Jean Quan  
Mayor of Oakland