



CITY OF VALDEZ
APPLICATION FOR LEASE OF CITY OWNED LAND

EXHIBIT A

Additional Response for Sections 8 and 11

Crowley has a longstanding record of providing superior levels of customer service at Alaska ports and harbors. Since 1953, Crowley has provided unique solutions to petroleum distribution, and today, with 18 tank farms in Alaska and a storage capacity of nearly 30 million gallons, we are a leader in the Alaska fuel industry.

Since 1989, Crowley has reliably served the City of Valdez and surrounding communities with local delivery of marine, aviation, and motor vehicle fuels, heating oil for homes and businesses, lubricants, and propane. Our local predecessor, Valdez Fuel Company, built our first fuel dock (the “South Dock”) in Valdez in 1999, and Crowley acquired a second fuel dock (the “North Dock”) in the Valdez harbor in 2002. The South Dock fuels vessels with over a 10,500-gallon fuel capacity and is a U.S. Coast Guard regulated facility subject to Code of Federal Regulation (CFR) compliance requirements of 33 CFR Part 154. For over a decade, we have successfully operated both docks, providing fuel for a range of customers, including the cruise industry, commercial fishing fleets, the U.S. Coast Guard, small-charter fisherman, and recreational fisherman and boaters. Crowley has continuously met the growing needs of the boating community by supplying over 800,000 gallons of fuel directly into vessels annually at these facilities. For more than a decade, Crowley has built a proven record of maintaining its existing Valdez dock facilities in a safe, accessible, and customer-focused manner to meet the community’s needs.

Long Term Operations

Crowley has a long history of providing excellent customer service and enjoys a positive reputation in the Valdez community with our competitively priced fuel products and responsive service. We are keenly aware of the boating community’s needs and staff our existing facilities accordingly. Our docks are staffed from 6 a.m. to 10 p.m. during the long days of the peak summer season and seasonally adjust based on demand through the shoulder seasons and winter months. Crowley ensures there is always someone on call to respond to after-hours fuel needs and constantly looks for ways to improve reliability and service.

Crowley’s Valdez workforce and management are all members of the local community. Each summer season, Crowley recruits local high school graduates or returning college students to operate the North and South fuel docks. We are pleased to provide steady, full-time seasonal employment to young people in the community.

Environmental/Regulatory

All federal, state, and local regulations concerning aboveground storage tanks will be followed, including spill prevention control and countermeasure regulations. Crowley is proud of our record of meeting all

regulatory requirements for the two marine fuel docks we currently operate in the Valdez harbor. One of the tenets of Crowley's Safety, Security, Quality and Environmental Stewardship is, "Operate our vessels and facilities in compliance with regulations and best practices." To achieve this goal all Crowley operations are reviewed by the Operations Integrity Department to ensure all requirements are met. Therefore, we understand that although all marine fuel dock activity is regulated by the USCG, including fuel transfer, record keeping, and dock maintenance, the USCG is not the only regulatory agency that has oversight. The USEPA and ADEC also have oversight. In addition to the USCG's annual inspection of our docks and records, which Crowley has always passed, we internally audit our own operations at least twice a year to ensure compliance.

We are cognizant of the fact that there are multiple regulatory agencies with oversight responsibility and Crowley is well versed in meeting the regulatory requirements of multiple agencies. We have in-house subject matter experts who develop environmental compliance policy and procedures for Crowley operations. Crowley also performs job hazard analysis for each new operation/task to ensure that worker and operational risks are identified prior to the operations and that the appropriate controls are put in place to safeguard both personnel and operations.