

25%

Fiscal

Firm foundation for long-term **fiscal** sustainability

Safety

Provide quality public **safety** service in partnership with community

Structure

Maintain and enhance **infrastructure**

Education

Maintain and support positive relationship with **education** community

Innovation

Transforming into a center for **innovation** for economic development

Quality

Enhance **quality** of life, wellness, culture, arts and civic pride

*The language of Smart City innovation, growth and thriving.*

## **We are**

One of the largest computer manufacturers in Europe  
US company. With local employees, and an *italian-style*  
Investing \$2.5 million to kickstart our Smart City operations

## **We are here because**

Brink of important transformation  
Seven years unveiling Smart Cities  
Something special about San Leandro  
World-class location, assets and diversity  
Driven and willing to transform towards innovation



Conventional Power

Advantages of  
Community Power

SUSTAINABILITY	<i>Slow adoption</i>	----->	Empowered and encouraged
JOB	<i>Utility controls</i>	----->	Available to residents
COST	<i>Subject to uncertain forces</i>	----->	Intelligently operated to save
PROFIT	<i>Spent internally</i>	----->	Spent on community
SCALE	<i>Already maximized</i>	----->	Opportunity to grow
INNOVATION	<i>Confined</i>	----->	Applies smart technology
RESILIENCE	<i>You're on your own</i>	----->	Community backup power
POLICY	<i>Can't keep up</i>	----->	Federal and state advocacy



Community clean energy program to create distributive power generation assets or community microgrids across city zip codes.

In this case, 94577.





# San Leandro ZipPower

Next Generation Workplace District - 24,000,000 SF Available Rooftop



**More  
Generation**

↑ More Roof

↑ More Energy

**Lower  
System Costs**

↑ More Installs

↓ Less Costs

**Best  
Grid Locations**

↑ Bigger Building

↑ Greater Capacity

**Matching  
Load Profiles**

Why not power our workplaces  
when the sun is shining during the day?

**Financially  
Motivated**

It will offset demand charge by making  
our own energy.

# San Leandro **ZipPower** Advantages

Commercial and Industrial Advantages for Community Power

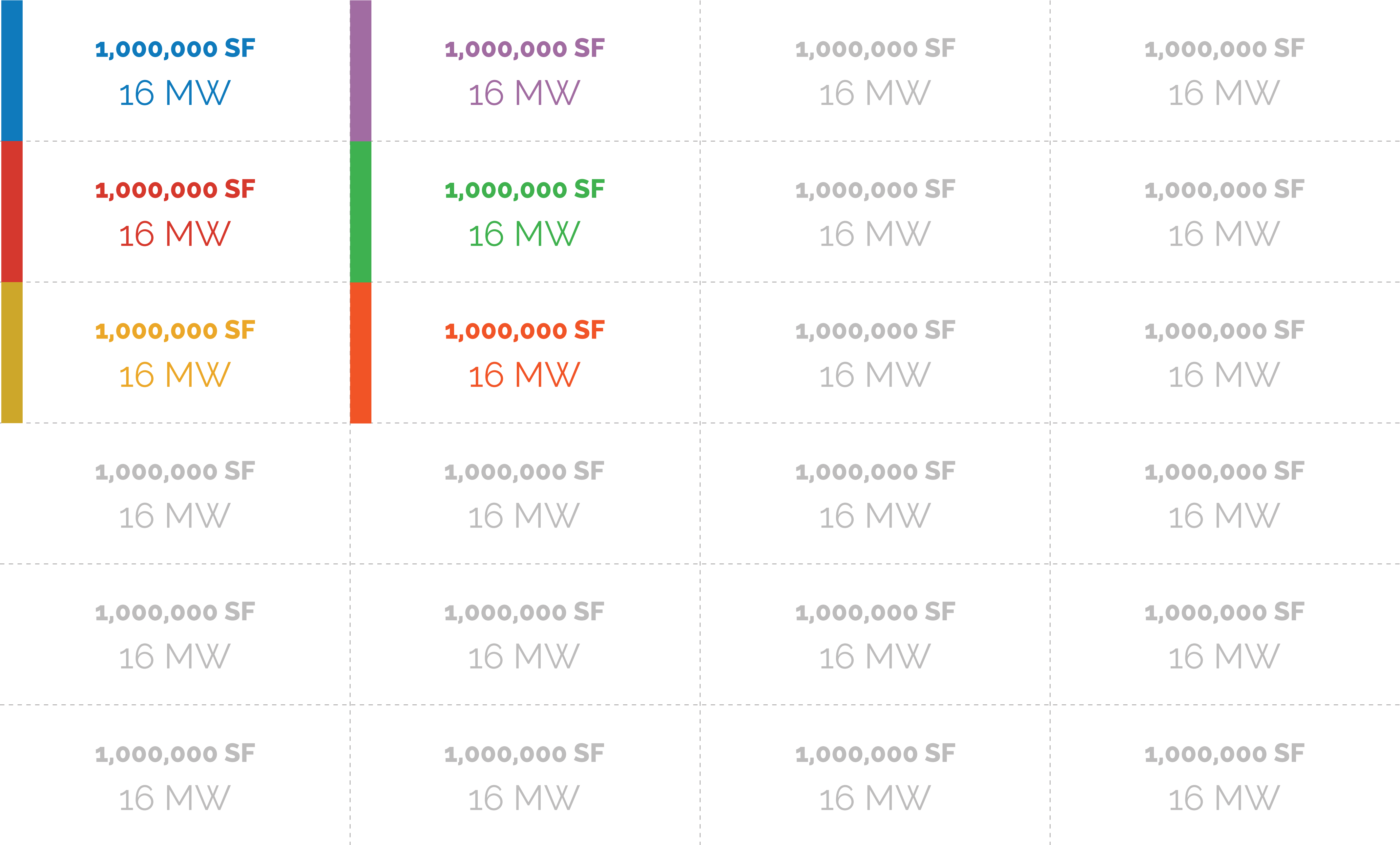


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# San Leandro ZipPower Potential

380 Megawatts Total Solar Energy Potential

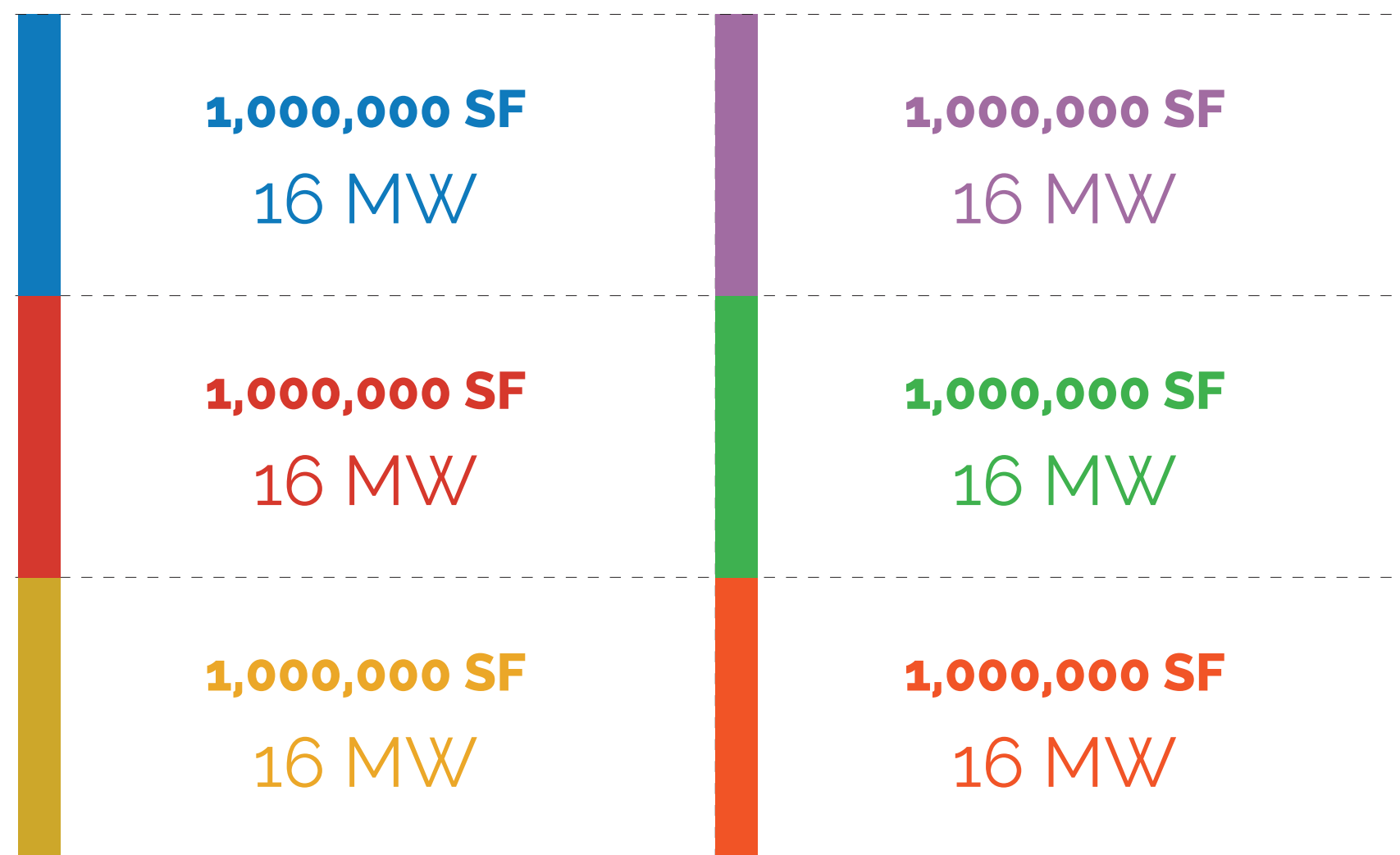




# San Leandro ZipPower Target

25% Participation is 96 Megawatts





= 25%

of our city's total electrical  
energy consumption

our city uses **608,000** megawatt-hours

our industrial area rooftop can produce **560,000** megawatt-hours

if we can get **25% participation**

we can produce **140,000** megawatt-hours

**thats 25% of our city's total electrical energy consumption**

*According to the 2009 San Leandro Climate Action Plan Study*

# San Leandro **ZipPower** Mission

100 Megawatts of Starting Capital Investment



## What **100 Megawatts** can do for San Leandro

### ENERGY

**25%** of city's electricity powered by local and clean energy

**\$520M** Spent locally versus remote location

**\$160M** Saved in transmission costs

**\$60M** Saved in power interruptions

### ECONOMIC

**\$200M** Added local wages

**\$20M** Site leasing income for land owners

**\$400M** Impact on region

**3,400** Job-years of new near-term and ongoing employment

### ENVIRONMENT

**156,000,000 LBS** Annual reductions in GHG emissions

**30,000,000 Gallons** Annual water savings

**750 Acres** Land preserved

# San Leandro **ZipPower** Impact

Impact of 100 Megawatts



# InnovationRow

smart streets for a thriving community

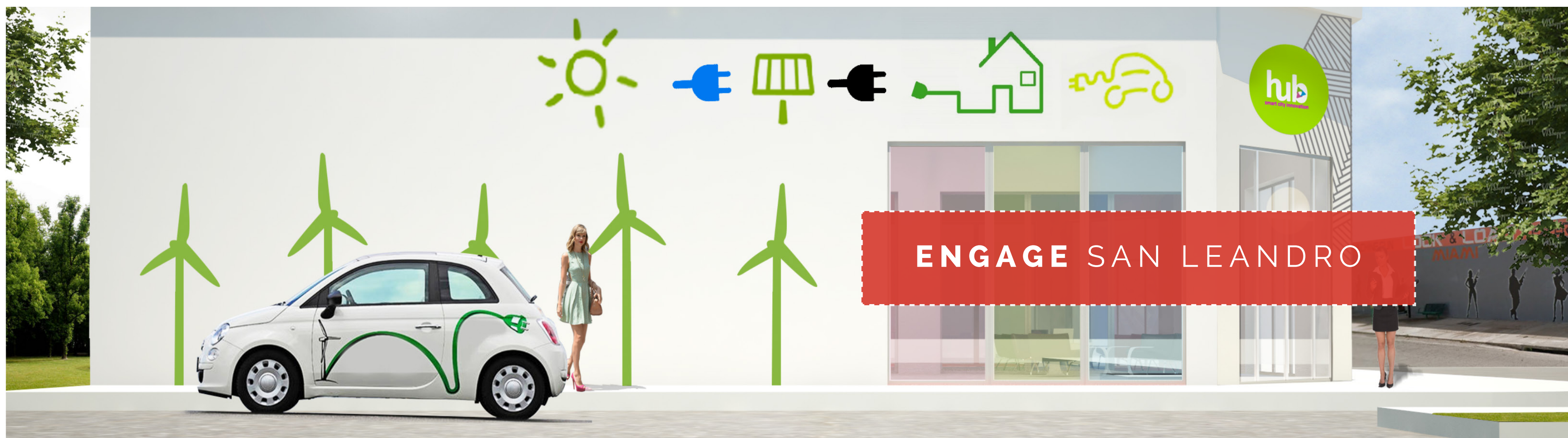
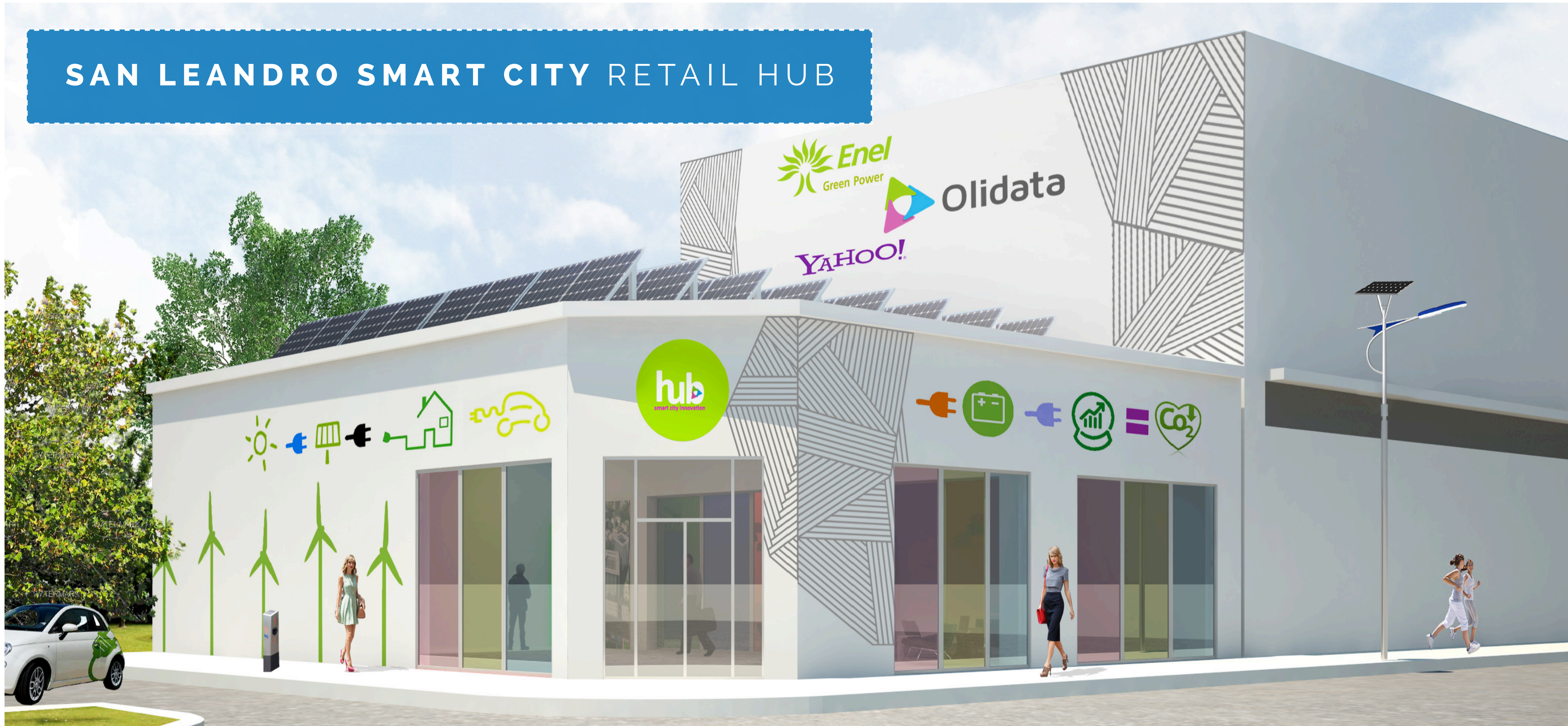


A city street enhanced with cutting-edge smart technologies that engages, educates and energizes pedestrians about the future of their city.

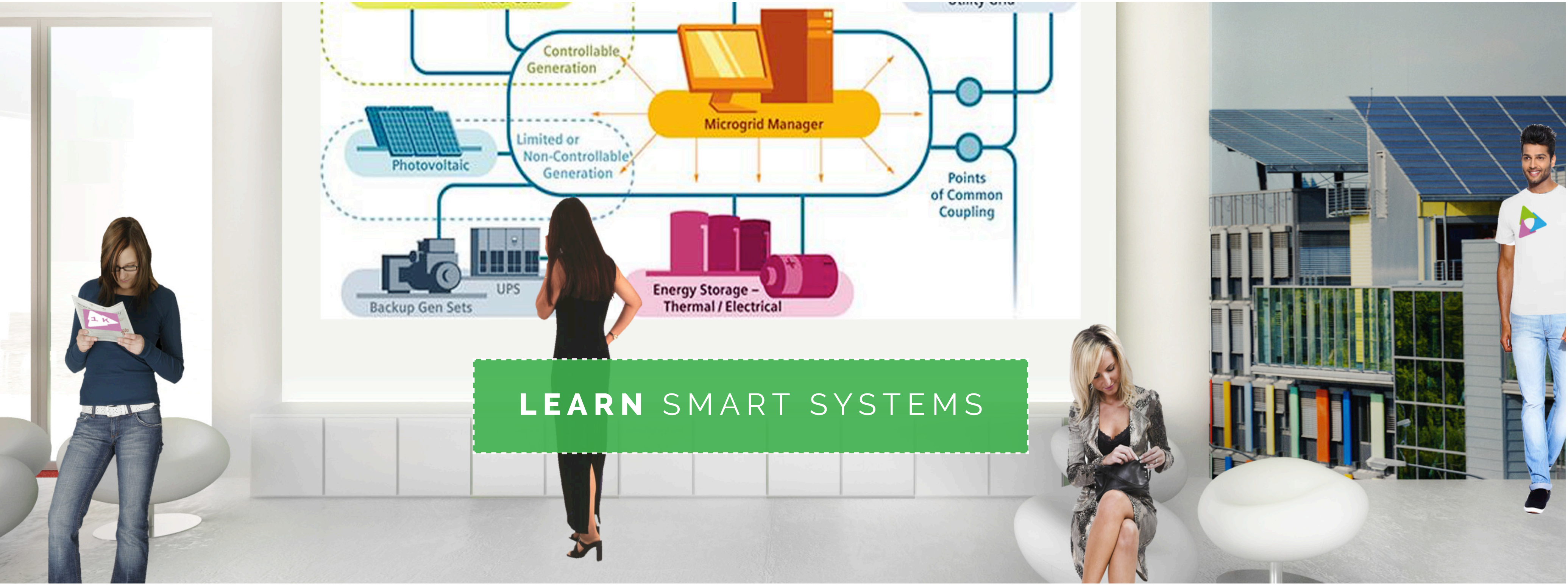
Anchoring the street will be a **San Leandro Smart City Retail Hub.**



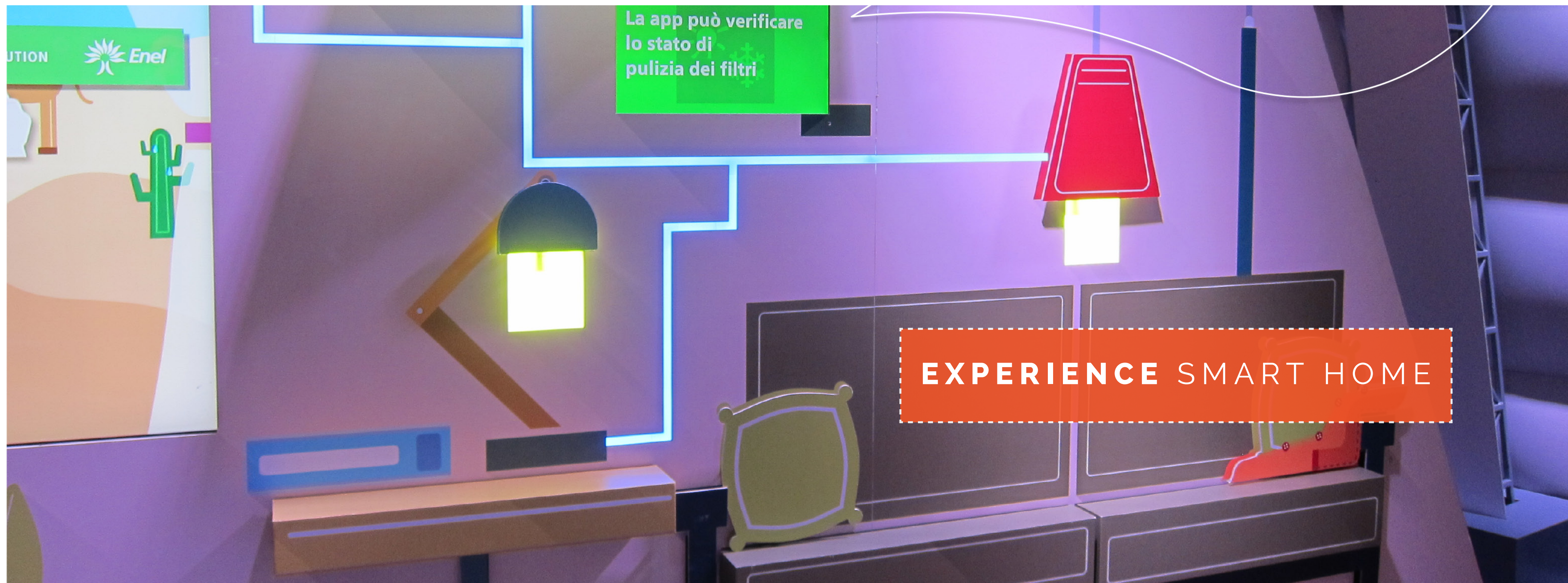
# SAN LEANDRO SMART CITY RETAIL HUB



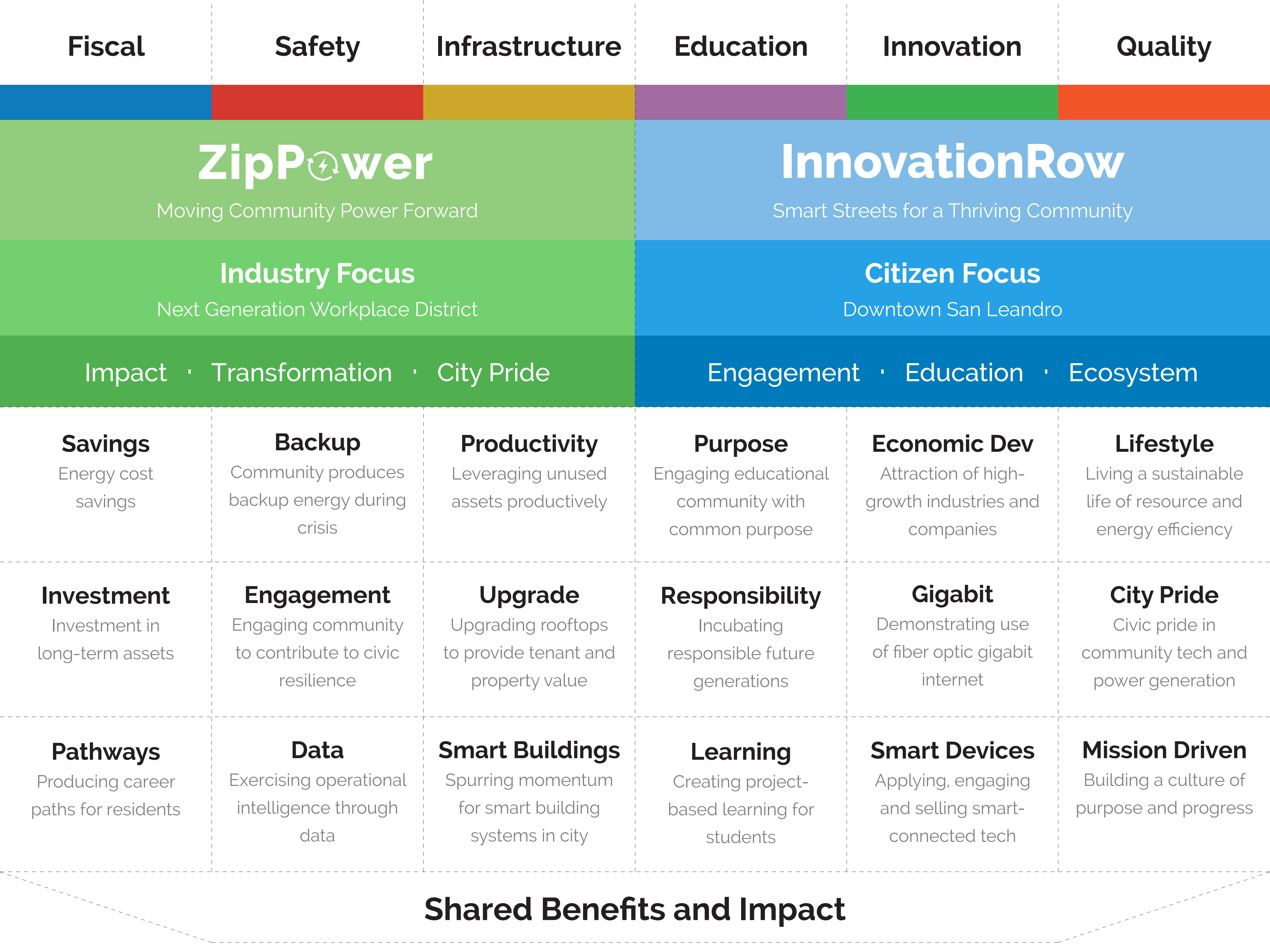
















Olidata is a computer system manufacturer in Italy. Founded in 1982.  
One of the largest manufacturers of computer hardware in Europe.



**Felipe Cano**  
President



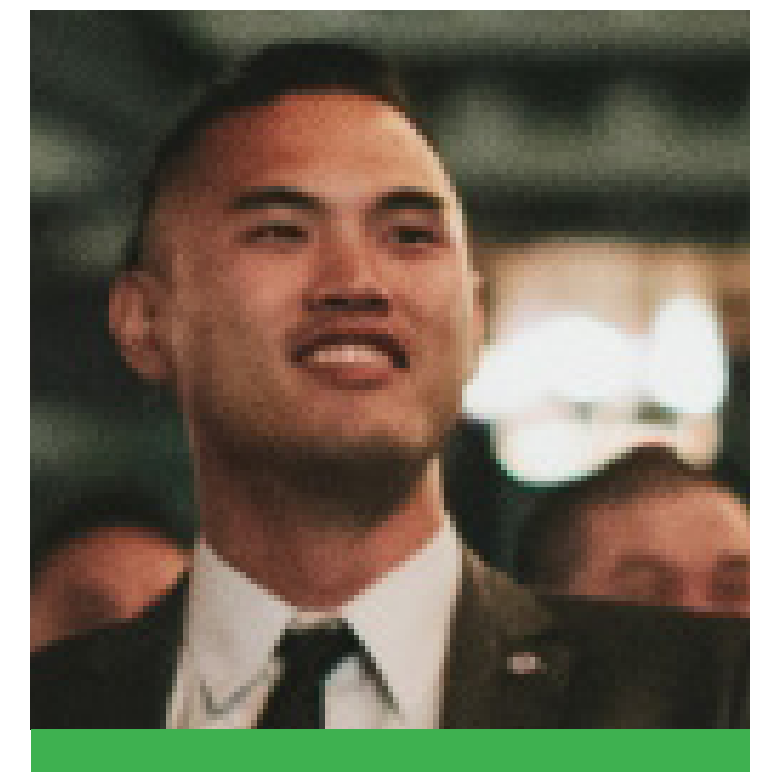
**Alberto Colombo**  
Executive Officer



**Greg Thomson**  
Operations Officer



**Mark Chasan**  
Strategy Officer



**Derick Lee**  
Civic Engagement

*A team with expertise, resources and belief in renewable cities.*



<b>Type</b>	Società per azioni
<b>Traded as</b>	BIT: ENEL <a href="#">↗</a>
<b>Industry</b>	Electricity Natural gas
<b>Founded</b>	27 November 1962
<b>Founder</b>	Italian government
<b>Headquarters</b>	Rome, Italy, European Union
<b>Area served</b>	Belgium, Bulgaria, France, Greece, Netherlands, Portugal, Romania, Russia, Slovakia, Spain; USA, Canada; Argentina, Brasil, Chile, Colombia, Costa Rica, Guatemala, Panama, Peru, Uruguay; Morocco, South Africa
<b>Key people</b>	Francesco Starace (CEO), Maria Patrizia Grieco (Chairman)
<b>Products</b>	Natural gas and electricity generation and distribution
<b>Revenue</b>	€ 75,791 billion (2014) <sup>[1]</sup>
<b>Operating income</b>	€ 3,087 billion (2014) <sup>[1]</sup>
<b>Profit</b>	€ 517 million (2014) <sup>[1]</sup>
<b>Total assets</b>	€169.80 billion (2011) <sup>[2]</sup>
<b>Total equity</b>	€54.44 billion (2011) <sup>[2]</sup>
<b>Number of employees</b>	68,961 (2014) <sup>[1]</sup>



<b>Type</b>	Società per azioni
<b>Traded as</b>	BIT: EGPW <a href="#">↗</a> , BMAD: EGPW <a href="#">↗</a>
<b>Industry</b>	Energy
<b>Founded</b>	December 2008
<b>Headquarters</b>	Rome, Italy
<b>Key people</b>	<ul style="list-style-type: none"> <li>Alberto De Paoli (Chairman)<sup>[1][2]</sup></li> <li>Francesco Venturini (CEO)</li> </ul>
<b>Products</b>	Wind power, solar energy, geothermal energy, hydroelectricity, biomass
<b>Revenue</b>	€2,996 million (2014) <sup>[3]</sup>
<b>Operating income</b>	€1,021 million (2014) <sup>[3]</sup>
<b>Profit</b>	€528 million (2014) <sup>[3]</sup>
<b>Number of employees</b>	3,609 (end 2014) <sup>[3]</sup>
<b>Parent</b>	Enel
<b>Website</b>	<a href="http://www.enelgreenpower.com">www.enelgreenpower.com</a> <a href="#">↗</a>



## Integrator



## Capital



## Software



## Hardware



## Real Estate



## Marketing







## MUTUAL BENEFITS

Human energy, experienced management and team resources

Capital investment with technical and social leadership

Market-based approach, including economies of scale

Best of breed partners in technology and domain expertise

Program solutions and marketing channels

Vision with strategy and execution

International project expertise

Collaborate on program and favorable financial mechanisms

Community outreach and supportive engagement

Expedited entitlements and planning

Business incentives