

Fiscal	Firm foundation for long-term <b>fiscal</b> susta
Safety	Provide quality public <b>safety</b> service in pa
Structure	Maintain and enhance <b>infrastructure</b>
Education	Maintain and support positive relationship
Innovation	Transforming into a center for <b>innovation</b>
Quality	Enhance <b>quality</b> of life, wellness, culture,

The language of Smart City innovation, growth and thriving.

## ainability

artnership with community

## with education community

for economic development

arts and civic pride



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

> 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

## We are here because



## Conventional Power

SUSTAINABILITY	Slow adoption
JOBS	Utility controls
COST	Subject to uncertain forces
PROFIT	Spent internally
SCALE	Already maximized
INNOVATION	Confined
RESILIENCE	You're on your own
POLICY	Can't keep up



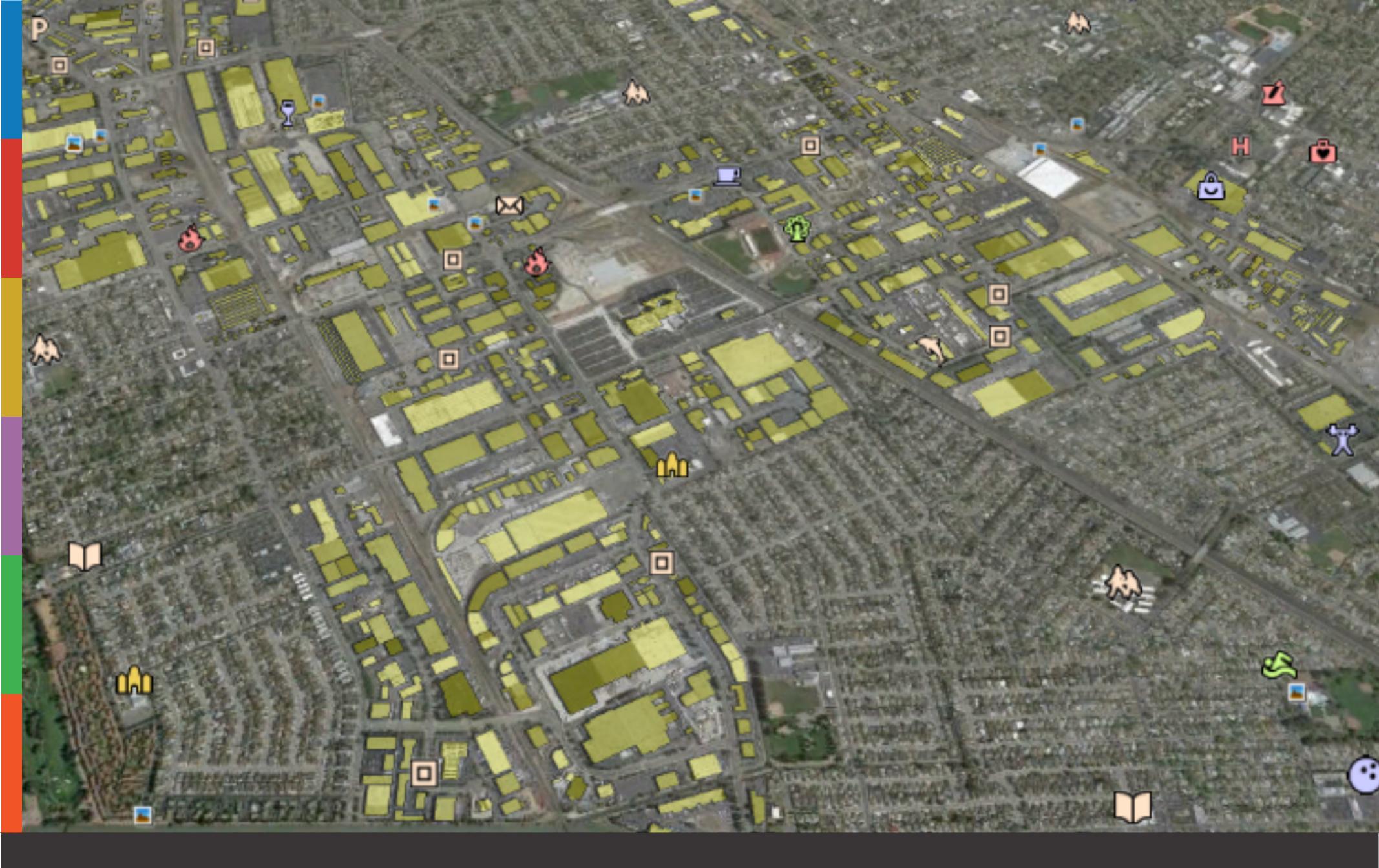
## Advantages of **Community Power**



- Available to residents
- -----> Intelligently operated to save
- Spent on community
- Opportunity to grow
- -----> Applies smart technology
- -----> Community backup power
- -----> Federal and state advocacy

# ZipPiwer forward

Community clean energy program to create distributive power generation assets or community microgrids across city zip codes. In this case, 94577.



# San Leandro ZipP@wer

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

## More Generation

Lower **System Costs** 

**Best Grid Locations** 

Matching **Load Profiles** 

**Financially** Motivated



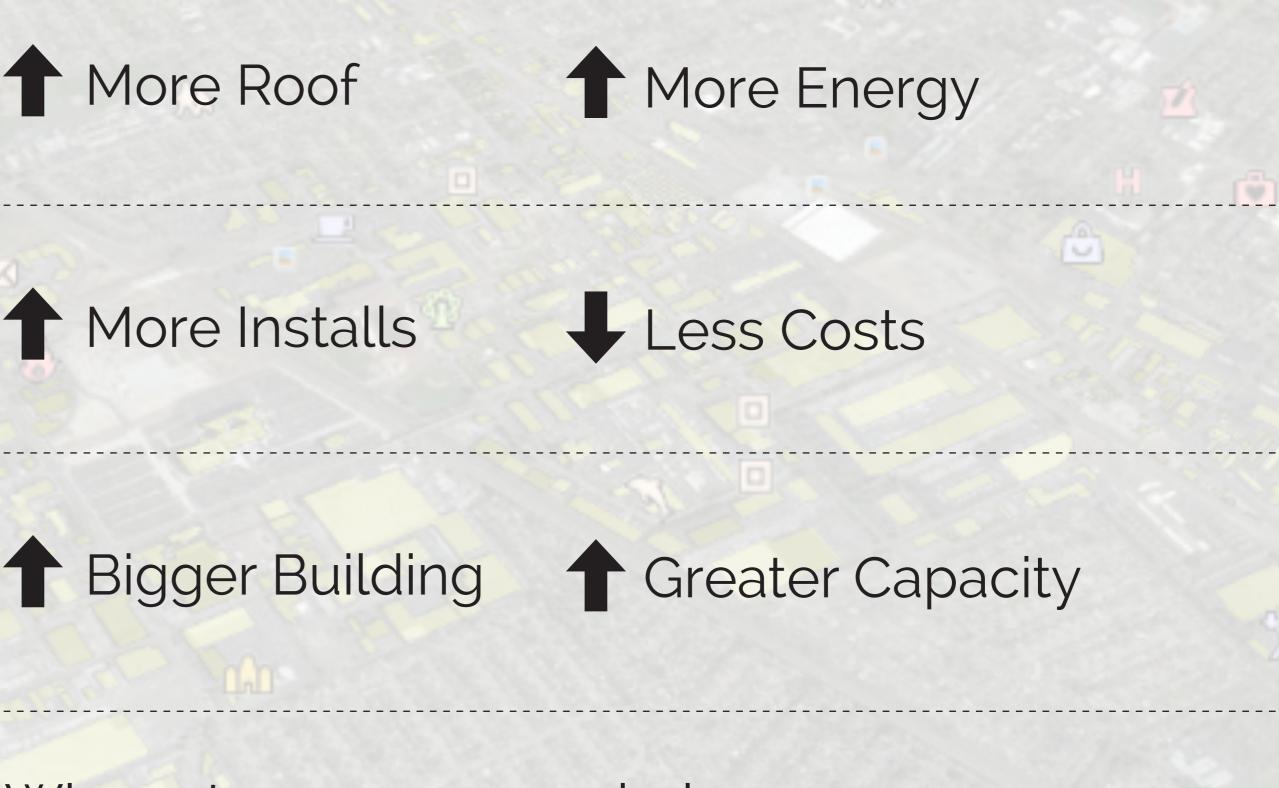
More Installs

Why not power our workplaces

It will offset demand charge by making our own energy.

# San Leandro ZipP@wer Advantages

Commercial and Industrial Advantages for Community Power



when the sun is shining during the day?

1,000,000 SF	1,000,000 SF	1,000,000 SF	1,000,000 SF
16 MW	16 MW	16 MW	16 MW
1,000,000 SF	1,000,000 SF	1,000,000 SF	1,000,000 SF
16 MW	16 MW	16 MW	16 MW
1,000,000 SF	1,000,000 SF	1,000,000 SF	1,000,000 SF
16 MW	16 MW	16 MW	16 MW
1,000,000 SF	1,000,000 SF	1,000,000 SF	1,000,000 SF
16 MW	16 MW	16 MW	16 MW
1,000,000 SF	1,000,000 SF	1,000,000 SF	1,000,000 SF
16 MW	16 MW	16 MW	16 MW
1,000,000 SF	1,000,000 SF	1,000,000 SF	1,000,000 SF
16 MW	16 MW	16 MW	16 MW

## San Leandro ZipP@wer Potential

380 Megawatts Total Solar Energy Potential

# San Leandro ZipP@wer Target

25% Participation is 96 Megawatts

1,000,000 SF 16 M\X/

1,000,000 SF

16 M\X/

16 MW

1,000,000 SF

16 MW

1,000,000 SF

1,000,000 SF 16 MW

1,000,000 SF 16 MW

16 MW

1,000,000 SF

1,000,000 SF

1,000,000 SF

16 MW

16 MW

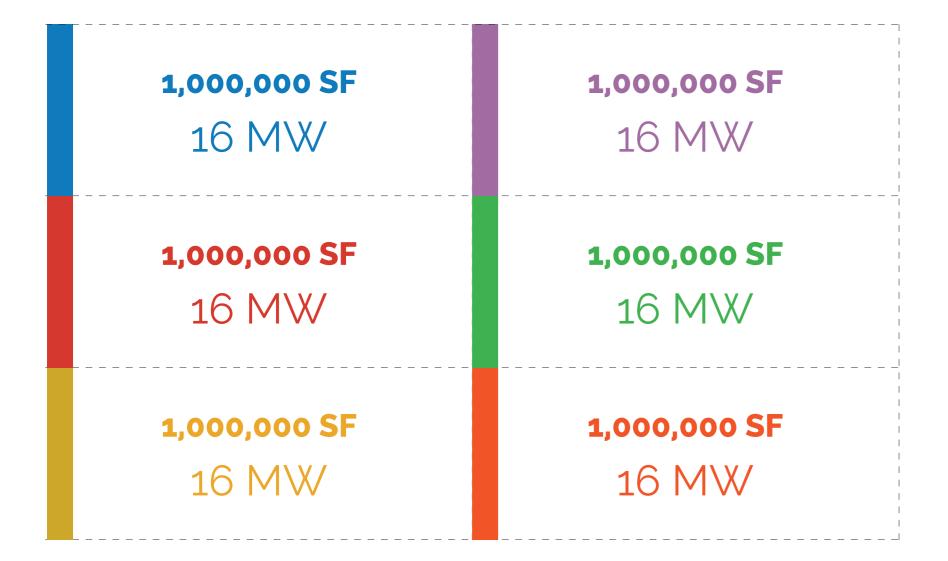
1,000,000 SF 16 MW

1,000,000 SF

16 MW

1,000,000 SF 16 MW

<b>1,000,000 SF</b>	<b>1,000,000 SF</b>
16 MW	16 MW
<b>1,000,000 SF</b>	<b>1,000,000 SF</b>
16 MW	16 MW
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16 MW	16 MW
<b>1,000,000 SF</b>	<b>1,000,000 SF</b>
16 MW	16 MW
<b>1,000,000 SF</b>	<b>1,000,000 SF</b>
16 MW	16 MW



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 ZipP@wer Mission

100 Megawatts of Starting Capital Investment



of our city's total electrical energy consumption

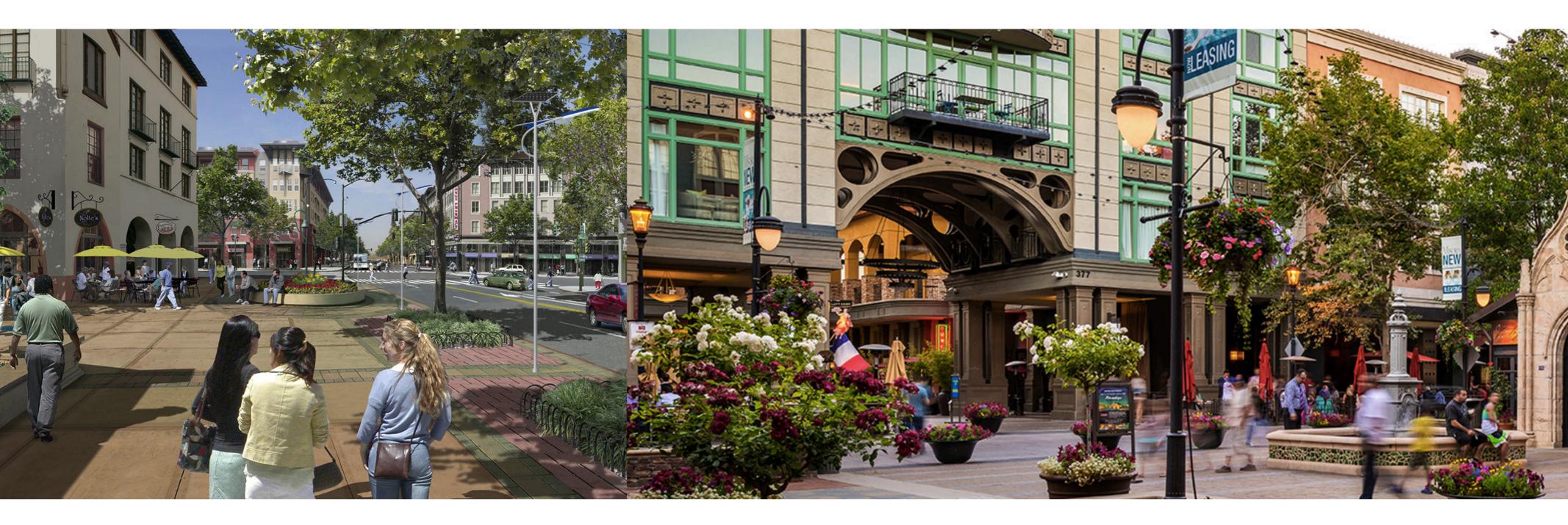
	What <b>100 Megawatts</b> can d
ENERGY	<b>25%</b> of city's electricity powered by
	<b>\$520M</b> Spent locally versus remote
	<b>\$160M</b> Saved in transmission costs
	<b>\$60M</b> Saved in power interruptions
ECONOMIC	<b>\$200M</b> Added local wages
	<b>\$20M</b> Site leasing income for land o
	<b>\$400M</b> Impact on region
	<b>3,400</b> Job-years of new near-term a
ENVIRONMENT	156,000,000 LBS Annual reductio
	30,000,000 Gallons Annual water
	750 Acres Land preserved
L	

# San Leandro ZipP@wer Impact

Impact of 100 Megawatts

do for San Leandro	
local and clean energy	
elocation	
5	
5	
owners	
and ongoing employment	
ons in GHG emissions	
ersavings	1 $1$ $1$ $1$ $1$ $1$ $1$ $1$ $1$ $1$

# 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**.









BUY SMART TECHNOLOGY

Fiscal	Safety	Infrastructure	Edu
	<b>ZipP@we</b> ng Community Power Fo		
Next	<b>Industry Focus</b> Generation Workplace [	District	
Impact ·	Transformation .	City Pride	E
<b>Savings</b> Energy cost savings	<b>Backup</b> Community produces backup energy during crisis	<b>Productivity</b> Leveraging unused assets productively	Pu Engaging comm
<b>Investment</b> Investment in long-term assets	<b>Engagement</b> Engaging community to contribute to civic resilience	<b>Upgrade</b> Upgrading rooftops to provide tenant and property value	Respo Incu respons gene
<b>Pathways</b> Producing career paths for residents	<b>Data</b> Exercising operational intelligence through data	<b>Smart Buildings</b> Spurring momentum for smart building systems in city	Lea Creatir based l stu

### **Shared Benefits and Impact**



Innovation

Quality

## InnovationRow

Smart Streets for a Thriving Community

### **Citizen Focus**

Downtown San Leandro

#### Education · Ecosystem ingagement **Economic Dev** Lifestyle Irpose Living a sustainable ng educational Attraction of highmunity with growth industries and life of resource and companies energy efficiency non purpose **City Pride** Gigabit onsibility Demonstrating use Civic pride in cubating of fiber optic gigabit nsible future community tech and internet power generation nerations **Smart Devices Mission Driven** arning Building a culture of ing project-Applying, engaging purpose and progress and selling smartlearning for connected tech tudents



## 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

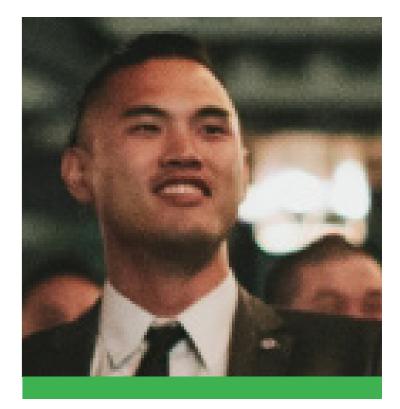


Mark Chasan **Greg Thomson** Executive Officer Operations Officer Strategy Officer Civic Engagement

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







**Derick Lee** 

Туре	Società per azioni			
Traded as	BIT: ENEL 🚱		Green Power	
Industry	Electricity Natural gas			
Founded	27 November 1962	Туре	Società per azioni	
Founder	Italian government	Traded as	BIT: EGPW 🗗, BMAD: EGPW 🙆	
Headquarters	Rome, Italy, European Union	Industry	Energy	
Area served	Belgium, Bulgaria, France, Greece, Netherlands,	Founded	December 2008	
	Portugal, Romania, Russia, Slovakia, Spain; USA,	Headquart	ers Rome, Italy	
	Canada; Argentina, Brasil, Chile, Colombia, Costa Rica, Guatemala, Panama, Peru, Uruguay; Morocco, South	Key people	<ul> <li>Alberto De Paoli (Chairman)<sup>[1][2]</sup></li> <li>Francesco Venturini (CEO)</li> </ul>	
Key people	Africa Francesco Starace (CEO), Maria Patrizia Grieco (Chairman)	Products	Wind power, solar energy, geothermal energy, hydroelectricity, biomass	
Products	Natural gas and electricity	Revenue	€2,996 million (2014) <sup>[3]</sup>	
Revenue	generation and distribution € 75,791 billion (2014) <sup>[1]</sup>	Operating income	€1,021 million (2014) <sup>[3]</sup>	
Operating income	€ 3,087 billion (2014) <sup>[1]</sup>	Profit	€528 million (2014) <sup>[3]</sup>	
Profit	€ 517 million (2014) <sup>[1]</sup>	Number of	3,609 (end 2014) <sup>[3]</sup>	
Total assets	€169.80 billion (2011) <sup>[2]</sup>	employees	6	
Total equity	€54.44 billion (2011) <sup>[2]</sup>	Parent	Enel	
Number of employees	68,961 (2014) <sup>[1]</sup>	Website	www.enelgreenpower.com 🗗	





Marketing









#### **MUTUAL BENEFITS**

Human energy, experienced management and
Capital investment with technical and social le
Market-based approach, including economies
Best of breed partners in technology and dom
Program solutions and marketing channels
Vision with strategy and execution
International project expertise
 Collaborate on program and
 Community outre
Expe

	Olidata smart cities.	
M	IUTUAL BENEFITS	
H	luman energy, experienced management and team resources	
С	apital investment with technical and social leadership	
Μ	1arket-based approach, including economies of scale	
В	est of breed partners in technology and domain expertise	
Р	rogram solutions and marketing channels	
Vision with strategy and execution		
Ir	nternational project expertise	
	Collaborate on program and favorable financial mechanisms	
	Community outreach and supportive engagement	
	Expedited entitlements and planning	
	Business incentives	