

Alameda Point RFP Offer Summaries April 29, 2022

<u>Building</u>	<u>Tenant</u>	<u>Term (months)</u>	<u>Base Rent</u>	<u>Escalations</u>	<u>Use</u>	<u>Employment Projections Reported by Applicants</u>	<u>Notes</u>
<u>Building 11</u>	Astra Space Operations, Inc.	120	\$105,032.95 (\$.95/SF)	3.50%	The premises shall be used as for the manufacturing, production, assembly, research, development, machining, and warehousing of aerospace vehicles, parts and accessories and for general office purposes, and for any lawful purpose .	Astra believes they will have 100-150 employees operating within B11 upon full facility utilization. They expect to reach that employment goal within 2 years of the Commencement Date of the lease.	
	Pyka, Inc.	120	\$105,032.95 (\$.95/SF)	3.50%	General administrative office, research and development, manufacturing and warehousing consistent with the operations of a company focused on autonomous electric aircraft technologies.		
	srnErnst	120	\$105,032.95 (.95/SF)	3.50%	Developer proposing a lease option structure		This was received late, on April 28. There is an option to purchase at \$200 per foot between months 6 and 24 but this property has not gone through SLA Surplus for Sale. Also includes six months free rent.
<u>Building 19</u>	Astra Space Operations, Inc.	120	\$31,321.50 (\$1.50/SF)	3.50%	The premises shall be primarily used as Research, development, laboratory and office related to the manufacturing and development of aerospace vehicles, accessories and other ancillary uses permitted by law.	Astra believes they will have 50-75 employees operating within B19 upon full facility utilization. They expect to reach that employment goal within 2 years of the Commencement Date of the lease.	
	Pyka, Inc.	120	\$31,321.50 (\$1.50/SF)	3.50%	General administrative office, research and development, manufacturing and warehousing consistent with the operations of a company focused on autonomous electric aircraft technologies.	Pyka forecasts that its proposed operations at Alameda Point will employ approximately one hundred thirty-one (131) full time employees by 2026, when Tenant expects to be in serial production of their products. The focus of operations at Alameda Point will be ongoing product R&D and advanced manufacturing of aircraft subsystems and avionics, where the Bay Area's labor pool shines. In 2026 employment breakdown by service category will be seventy (70) R&D focused employees, forty-four (44) in manufacturing and the remaining seventeen (17) in sales and general administrative functions. These expected employees would be housed in both Buildings 11 & 19.	
	Rain Industries, Inc.	120	\$31,321.50 (\$1.50/SF)	3.50%	Rain Industries Inc. is designing the Rain System to contain wildfires within 10 minutes of ignition using a network of autonomous aircraft installed throughout high risk regions. When an ignition is detected, all aircraft within range respond to the ignition coordinates to contain the ignition. The premises shall be used as a research & development facility for developing prototypes of our autonomous aircraft, and as a headquarters for our business operations. Specifically, we will be using computer-aided-design (CAD) to design our aircraft, developing software for autonomous flight and fire retardant deployment, and performing light manufacturing of our prototypes. Additionally we will be managing the logistics, financials, and growth of the company from the premises as well in its capacity as our headquarters.	Assuming the lease term starts in December, we expect that 32 employees will be in use of B19 at the inception of the lease term and 85 employees at full facility utilization (taking potential common areas into consideration) which we anticipate to occur within 3 years from this date. Please note, If we are given the opportunity to become a part of the Alameda Point community, we plan to expand into other facilities within the city of Alameda as well, and will continue to increase our head count. Additionally, currently 30% of our workforce are residents of the city of Alameda, a number we predict will remain constant or grow. Also, 46% of our employees commute on foot or by bicycle, a number we predict will grow, considering Rain is a climate technology firm and our culture values making everyday sustainable choices. Given our values, we believe that we would not contribute to traffic congestion and provide job opportunities for the residents of this community.	
	Saildrone, Inc.	60	\$31,321.50 (\$1.50/SF)	3.00%	The premises shall be used as an extension of Saildrone's current headquarters, located at 1050 West Tower Avenue ("Building 12"). Specifically, we envision Building 19 – which consists mainly of offices and conference rooms – would serve to house our Design organization (hardware engineering, software engineering, and dev ops) as well as our Executive Officer offices and our Marketing and General & Administrative groups (including finance, accounting, HR, IT, and other associated services). We believe the office configuration in Building 19 would be optimal for small-group collaboration, especially across our various software engineering and hardware engineering groups - and we believe that the adjacent shed facility would be an ideal space for locating our Maching Shop, which would be used by our Hardware Engineering group in its design and development of new drone models.	We ended 12/31/21 with 110 employees and 12 contractors (so total of 122 workers) We are currently at 14 employees, 1 full-time intern, and 13 contractors as of 5/31/22 (so total of 159 workers) Our current forecast has us ending 12/31/22 with 252 employees, the full-year intern, and about 15 contractors - so total 268 workers. (Note that we just hired a second in-house, full-time recruiter and an additional recruiting coordinator to increase our hiring (esp. in Engineering and Production teams) so will likely exceed this target by 10-15 workers)	