



NATEL ENERGY

2401 Monarch Street



**Natel's Vision for Headquarters, R&D, and
Initial Production Facility @ B23**

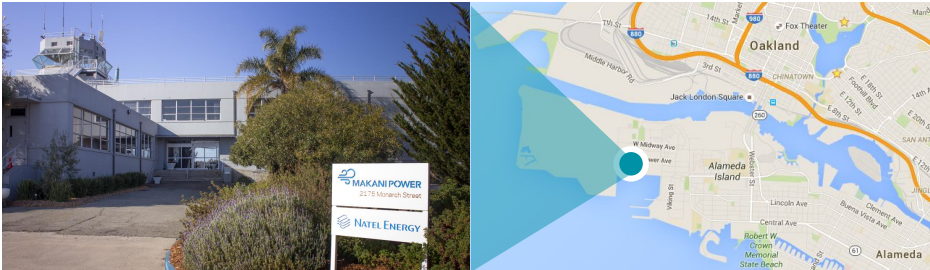
10 year lease with purchase option

About Natel

Natel Energy is an international **water+energy** innovation company based on the former Naval Air Base in Alameda, CA.

Natel is the leader in low head hydropower systems using the innovative, patented turbine called the **hydroEngine®**.

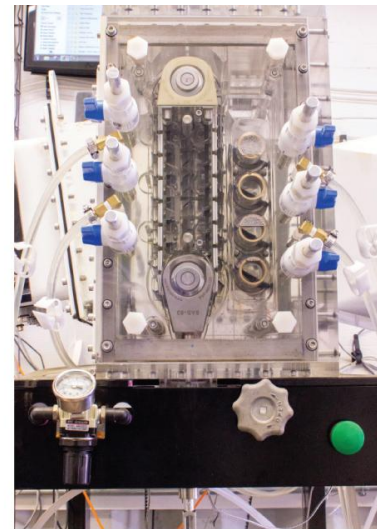
Natel identifies, designs and develops environmentally friendly hydropower projects using the company's proprietary **hardware** and **software** products.



History

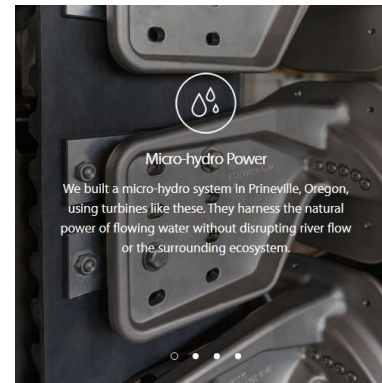
- Founded in Alameda in 2009
- hydroEngine invented, designed and built in Alameda using local Alameda businesses
- 7 year history on Alameda Point at 2175 Monarch Street, Building 29 and 400a
- 80% of employees live in the East Bay
- Alameda is the foundation for our engineering and product development, corporate headquarters and initial production

Natel believes in the future of Alameda Point, and we are excited to build our future here!



Achievements and Participation

- Finalist for East Bay Development Alliance Innovation Awards 2015
- Natel and Gia Schneider interview for City of Alameda video
- Recipient of multiple awards from:
 - the Small Business Innovation Research Program
 - the U.S. Department of Energy
 - the U.S. Trade Development Agency
- ImagineH2O finalist
- Strong early sales with irrigation districts in California and Oregon; with corporates such as Apple; signed deal with government of Bhutan for 1 GW of EcoSmartHydro in June 2015



Building Alameda Point, Building Natel

Revitalize B23 into a clean tech innovation and manufacturing center

Building upgrades and improvements contracted with local Alameda businesses

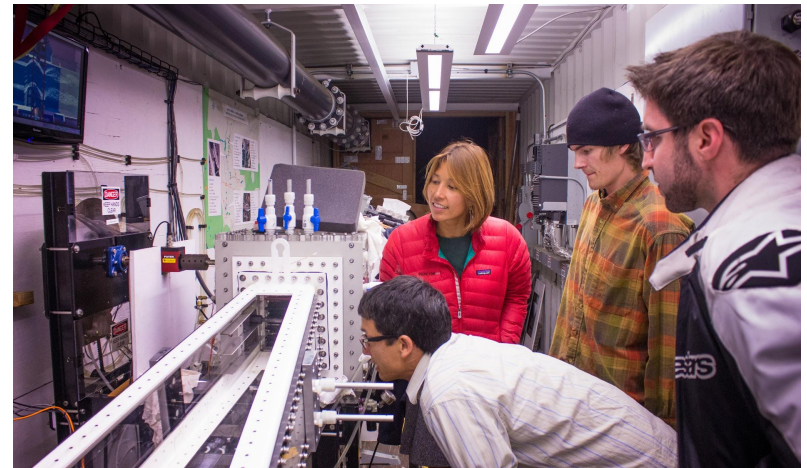
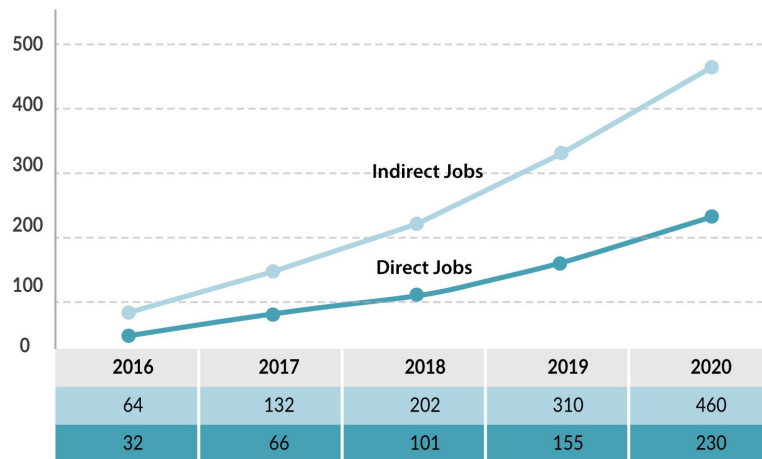
Build Alameda Point's workforce over the next 5 years

Add 150 to 200 hi-tech, professional and skilled innovation jobs

Partner with local institutions on job training and internship programs

Support 400+ indirect jobs in the area

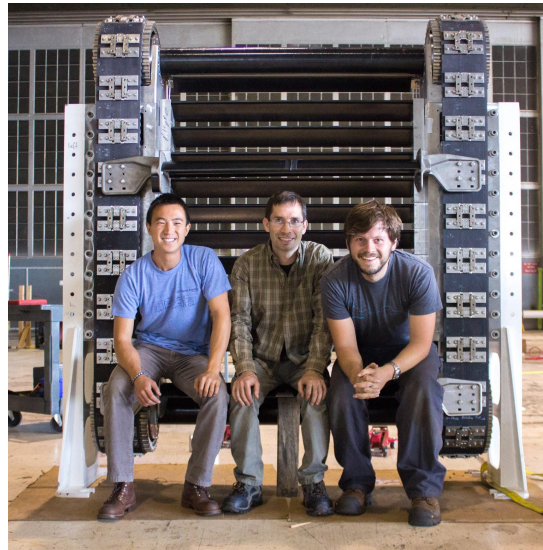
Work with Alameda Point food and beverage businesses



B23 Lease Summary

10 year lease with 5 year renewal option and an option to purchase

Lease: \$0.54 cents per month with annual 3% escalator



Upgrades: \$10M investment over 5 years



Before



After

Make it green!

- Landscaping, adding plant containers and planting trees
- Add EV chargers to parking lots

Exterior improvements

- Paint the building, fix windows and roof leaks
- Update fencing and stripe parking lots
- Outdoor collaboration and break areas

Internal improvements

- Upgrade bathrooms
- New HVAC
- Substantial electrical upgrades and office remodels

R&D and Initial Production Facility

- Bridge cranes
- High tech machine shop for prototyping, testing and building

Purchase option

- Purchase option marries Natel to Alameda Point long term
- Natel's TI investment will build Alameda's tax base
- We are excited about and committed to growing with the community here!

Purchase Option	\$8 million	\$123 per sf
Investment	\$10 million	\$154 per sf
Total Natel Investment	\$18 million	\$277 per sf



Building on our Values

Natel is a team of engineers, makers, surfers, climbers, artists, parents, cooks, and photographers committed to making **simple, sustainable, beautiful** solutions to our energy and water challenges.

This ethos informs what we want to craft at **Building 23** as we plan to transform the space into a gem on spirit alley.



Future view: from Monarch St.

A building that embodies our clean tech approach to innovating energy+water solutions.



Future view: Aerial



Thank you!





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