

# EXHIBIT B

## Civic Development and Private Development- Comparative Matrix

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Public Development	Plenary				Strada/ Scannell			
Topic	Description	Benefits	Drawbacks	Risks	Description	Benefits	Drawbacks	Risks
Facility Design	3 or (optional) 4 story building on CSB site to house both Police and Fire. New fire station on Housing site. Renovated clay street parking garage. <b>BAFO submission changes design to 4 stories, which provide better scale to building and a floor of future expansion space. Pricing is still compatible with Strada pricing</b>	Keeps City offices downtown. Makes good use of compact site. Striking facility design will act as downtown gateway	Compact site requires public safety access at ground floor that will detract from street appearance along Clay street. <b>BAFO submission provides updated plan that creates more visual interest to all sides of the buildings</b>	Although Program fits, it still needs work to establish adjacencies. Concerns that design does not fit character of Napa	Two, 2 story buildings one for Civic Administration and one for police and fire. Surface parking provided on site.	Efficient, high quality design. Buildings fit well on site and creates campus like setting. Program layout is logical and serves key adjacencies	Very little expansion space. Unsightly power lines bifurcate the site.	Insufficient expansion space to support growth. They have not done any real design work on the fire station and so it is impossible to determine what it will cost in their financial proposal
	Develop Civic and Police facilities on CSB site and Fire station on Housing site	Maintains City presence in downtown. Provides convenient access to citizen services.	Requires swing space for CSB and potentially all of City if "option 2" is selected	Swing space has not been secured by the developer and uncertain as to how site logistics will be managed by the developer. <b>Updated swing space plan and pricing provided with BAFO submission. Reduced swing space costs by approx. \$2.5 mil from original offer</b>	Develop Civic and Police facilities on Soscol site and new Fire station on Housing site	Eliminates the need for swing space and assoc. cost/disruption. Establishes significant civic presence to begin to establish southern gateway.	Uncertain that the Developer has control of the site. Potential for mitigation requirements that cannot be quantified in terms of cost or time	Developers lack of control on the site means proposal may not be feasible. Unknown site conditions could result in issues that impact schedule and cost
Site								
Phasing & swing space	CSB and Housing swings out while Civic buildings are built. Police and City Hall stay in place until they can move into new facilities. Suggested an option 2 whereby the occupants of Superblock also swing out. Provided pricing for swing space to only include CSB. Did not provide costs for swinging out of superblock	If "option 2" is exercised, which involves all City swinging out of existing buildings during construction. The City could accelerate the development of the superblock and its associated revenues by 2 to 3 years . Would also drive construction efficiencies and create less overall disruption to downtown.	Costs and disruption associated with having the City in swing space during construction. Estimated \$7 million in total swing spaces for CSB occupants.	Swing space has not been secured by Plenary and so risk of securing it and its associated costs exist. Did not provide pricing for opt. 2, which has entire City swinging out during construction	No City functions have to move to swing space. One move once new facilities are built	No costs or disruption of City Functions due to swing space requirements	Plans do not assume the initiation of development on the super block until new City facilities have been created. Creates a 2 - 3 year lag between initiation of payments for the City improvements and any offsetting revenues.	
Construction Staging	Plenary has suggested several staging possibilities, but has not secured any of the staging sites			Risk of not being able to secure adequate staging space	Strada/ Scannell would be able to stage materials on the development site.	Simpler logistics and less disruption to downtown		Although the Developer says they don't need to widen Soscol, the City does not concur
Schedule	Current schedule assumes occupancy in new City facilities in late 2020	If possible, this would accelerate getting City into new space and reduce cost escalation risk	Current schedule appears to be unrealistic	Schedule delays would increase cost of swing space and subject City to potential cost escalations				
O&M	JCI to provide long term O&M. Assumed annual operating base of \$720,859 (approx. \$7.10 per SF) with CPI escalation. and	JCI has extensive experience with long term P3 O&M and has clearly been involved in design consultations. Plenary understands nature of long term concession agreement	Their annual pricing is \$ above the pricing provided by Honeywell		Honeywell to provide long term O&M. T Annual fee's of \$7.98 PSF, with CPI cost escalation	Honeywell has extensive experience with long term O&M	The O&M provider has not been actively involved in early design and they just joined the team. No synergy between the operator and designers on life cycle decisions	Strada/Scannell has no experience with providing long term O&M services and are by their own admission taking a short term view of this project (5 yrs.) No developer skin in the game for the long term
Financing	See Financial Analysis Matrix				See Financial Analysis Matrix			
Public Development Costs	See Financial Analysis Matrix				See Financial Analysis Matrix			

## EXHIBIT B

Private Development		Plenary			Strada/ Scannell			
Topic	Description	Benefits	Drawbacks	Risks	Description	Benefits	Drawbacks	Risks
	200 room (or optional 270) hotel on a portion of the superblock and at least 60 multifamily housing units on the portion of the superblock. BAFO - Has proposed approx. 250 multi-family (to include affordable units) at Soscol and Central.	Once development was completed, it would create significant tax revenues to the City and would significantly activate downtown with tourists and some new residents. New hotel development partner "Stanford" has significant experience in hotel development (predominately for Hilton and Marriott)		Market risk makes development timeline uncertain under option #1 (This risk is significantly mitigated if City went with option 2).	200 room hotel on superblock along with 277 stall parking structure wrapped by multifamily apts. 132 apt development on the CSB site. BAFO - Mentioned they would be open to provide a portion of the residential units on the CSB parcel as affordable units if the City would offset the cost with a discount in land value.	Once development was completed, it would create significant tax revenues to the City and would significantly activate downtown with tourists and new residents	No commitment to affordable housing	Market risk makes development timeline uncertain. Has not identified a partner for the hotel
Design Components	All development on the superblock.	Activation of downtown with Superblock development and new Civic Center			Development on the superblock and the CSB block	significant activation of downtown with residents and tourists	No partnership established with a hotel developer	
Site								
Construction Staging								
Schedule	In option #1 the development would commence once new City facilities were occupied. In option #2, development of private components would begin along with development of public improvements	In option #2, development of the private development could happen concurrently with the City development	In option #1, no development would begin prior to 2021 and earliest completion would be 2023 or later.	In option #1, no development would begin prior to 2021 and earliest completion would be 2023 or later.	Development would not begin until the completion of City Development. Likely not until 2021	None	No development would begin prior to 2021 and earliest completion would be 2023 or later.	
Financial	Offered to pay appraisal value of the superblock site. BAFO submission provided a firm offer of \$14.35 mill for the superblock contingent on City swinging off entire site once the developer agreement was closed	If option #2 (full swing off superblock) was selected, Plenary could close 2 to 3 year sooner than Strada/Scannell, putting more certainty into the offsetting revenues and accelerating when the City would receive them	No commitment to closing.	No formal partnership with hotel operator.	Offered to pay appraisal value of the sites. Proposed to	Offered to return the site to the City if they did not move forward within one year of receiving entitlement. Would create more tax revenues to City than Plenary (assuming both developments have a 200 room hotel)		Offered to pay appraisal value for the site on the completion of entitlements. Hard to quantify value to the City