

Building Owner Preferences, “Incentives”

The staff evaluation team made a reasonable effort to value incentives based on information offered in the proposals, in order to make a fair comparative evaluation of the proposals.

The staff evaluation team grouped incentives into three categories: the first two categories are based on the “Incentives” bullet under the Building Owner Preferences section of the RFP. Where applicable, incentives that have been offered by parties other than the Building Owner and which exceed the requirements named in the RFP have been grouped into a third category, which we will call “community incentives.” The initial scoring of the site proposals should be based on an evaluation of the first two categories *only* (a & b). The community incentives will be considered and scored by the Site Committee of the ICOC during the final round of scoring.

Building Owner Incentives:

- a. The financial value of identified incentives - tenant improvement account, additional parking, moving and conventional furniture allowance and existing facilities that require minimal TI and meet the state's requirements (between 0 and 10 points)
- b. Direct or indirect financial value of innovative incentives not described as examples in the RFP – e.g., free/very low rent for more than ten years; no/very low cost for operating or utility expenses, etc (between 0 and 22 points).

| EMERYVILLE | | |
|-------------------|---|------------------|
| | Incentive | Valuation |
| a. | NA | 0 |
| b. | 1. 24/7 security guards 2. Free staff use of athletic facilities | 10 |
| SACRAMENTO | | |
| | Incentive | Valuation |
| a. | 1. Steelcase office furniture discounts (50.5% for purchases up to \$250K. Higher negotiated discounts for purchases exceeding \$250K.) | 7 |

| | | |
|-----------------------------|---|------------------|
| b. | <ol style="list-style-type: none"> 1. Dedicated shuttle with regular service throughout downtown area and to airport. 2. Free access for CIRM employees to health club facilities in building 3. 24/7 security guards | 12 |
| SAN FRANCISCO | | |
| | Incentive | Valuation |
| a. | <ol style="list-style-type: none"> 1. Free used furniture or 80-90% discount on new furniture. 2. Free moving – No Cost move from CIRM's current interim location. | 10 |
| b. | | 0 |
| Community incentives | <ol style="list-style-type: none"> 1. Four interactive digital white boards & software; two Plasma Poster 43 inch plasma screen TVs. 2. Free corporate identity, website, intranet and secure extranet services. 3. More than 46,000 sq ft of lab, office and facility space; 4. Annual "San Francisco Stem Cell Meeting" with net proceeds made available to CIRM 5. San Francisco Exploratorium exhibit on Stem Cells; 6. Discounted affiliate-rates available to CIRM staff for use of UCSF's recreation facilities; 7. City CareShare Car and Pod in building; 8. Discounted shuttle service to Sacramento and elsewhere; 9. Access to UCSF's comprehensive city-wide shuttle system. 10. Legal Issues Advisory Committee | |
| SAN DIEGO | | |
| | Incentive | Valuation |

Attachment G

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|------------------------------------|--|----------|
| <p>a.</p> | <ol style="list-style-type: none"> 1. \$40,000 worth of office furniture provided at no cost 2. 40 additional parking spots 3. 30% off commercial and residential moving costs. | <p>7</p> |
| <p>b.</p> | <p>NA</p> | <p>0</p> |
| <p>Community Incentives</p> | <ol style="list-style-type: none"> 1. Readiness Team 2. Residential real estate discounts for staff 3. Temporary corporate housing discount 4. Recruitment 5. Media/Communication/Scientific Outreach 6. Legal Compliance 7. Accounting & Compliance (up to 40 hours) 8. Grant Management (10 to 60 hours) 9. Information Technology Infrastructure & Informatics (up to 60 hours) 10. Employee Orientation, Assimilation, Retention & Leadership (up to 3 hours one-on-one consultation) 11. Stem Cell Research Education Program for Non-Scientists 12. Coffee Ambassador System and 500 cups of coffee. 13. Discounted shuttle service. 14. SDC \$10,000 annual offset for costs of above-per-diem rates for CIRM personnel whose travel is reimbursed by the state (pg. 22). | |