

# **EXCLUSIVE NEGOTIATION AGREEMENT EXTENSION**

**City of Fullerton & Allen Christopher  
Corporation  
dba Parkwest General Contractors and Westpark  
Investments, LLC**



City Council

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November 19, 2019

# Fullerton Transportation Center Specific Plan Boundary



Subject property for ENEA

# Existing ENA

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- December 2018 – May 2019
  - 6-month Initial Negotiation Period with specific milestones:
    - ✓ Submit preliminary financial feasibility analysis and market study
    - ✓ Submit preliminary project plans and project description
    - ✓ Submit development applications
    - ✓ Provide status updates to City Council

# Existing ENA

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- June – November 2019
  - If milestones met, ENA automatically provides additional 6-month term with added responsibilities:
    - ✓ Commence environmental analysis per CEQA
    - ✓ Conduct stakeholder/community outreach including at least one (1) community meeting
    - ✓ Submit draft Disposition and Development Agreement
    - ✓ Confirm project financing/hotel commitment
    - ✓ Provide status updates to City Council

# Recommendation

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- December 2019 – November 2020
  - Additional 12 months to complete:
    - 3<sup>rd</sup> party technical review of financial aspects, terms & conditions
    - Negotiations between Developer and City Council including draft DDA
    - Project financing/hotel commitment
    - Amendments to the FTCSP
    - CEQA analysis
    - Public hearings before Planning Commission and City Council

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