Developer Selection Process
Overview

San Francisco Planning

San Francisco Water Power Sewer
Services of the San Francisco
Public Utilities Commission

SAN FRANCISCO
Office of Economic and Workforce Development

1. Write development parameters (CAC process) *(1 year)*

2. Issue Request for Qualifications (RFQ) *(2 to 3 months)*
   - Focus on experience and ability to successfully complete project
   - RFQ document includes background, process, and parameters
   - Evaluation panel scores responses
   - Top-scoring respondents invited to participate in RFP

3. Issue Request for Proposals (RFP) *(2 to 3 months)*

- Focus on quality of proposal, adherence to parameters

- All proposals presented to community for feedback

- Evaluation panel's scoring criteria include:

  - Adherence to development parameters

  - Community feedback

  - Feasibility

- Top-scoring proposal is selected to negotiate with SFPUC

4. Exclusive Negotiating Agreement (ENA)

- Between developer and SFPUC

- Requires SFPUC Commission approval

RFQ Evaluation Criteria

- **Experience (35%)**
  - Track record completing similar projects
  - Ability to address community concerns
  - Ability to work with public agencies

- **Capacity (35%)**
  - Financial capacity (funds available, ability to obtain additional capital)
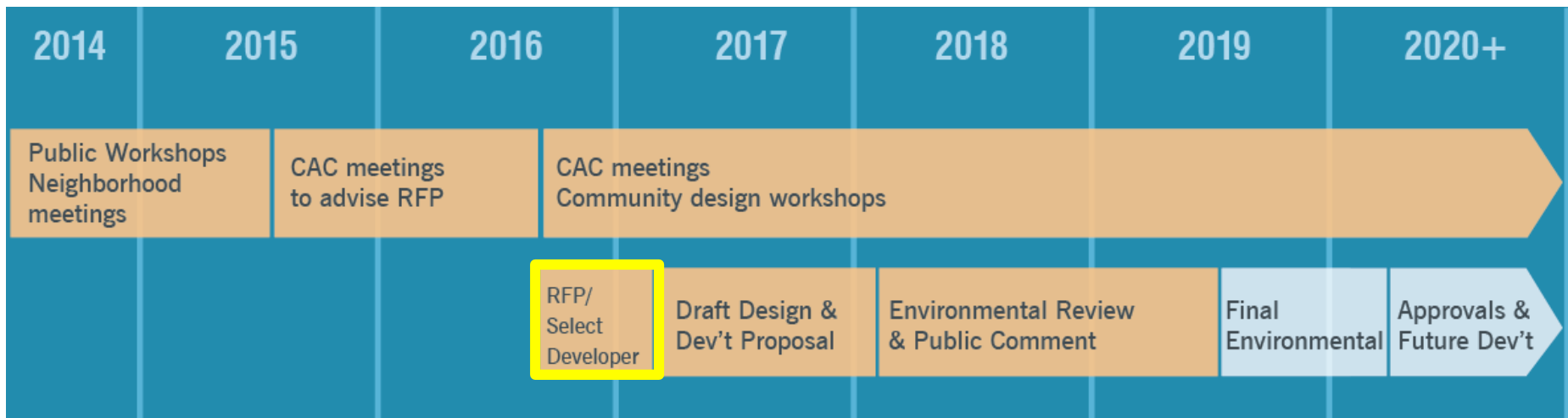 - Qualified staff and consultant resources

- **Development Vision (30%)**

  Respondents will submit high-level visions to demonstrate general capability
  - Consistency with development parameters
  - Would exceed development parameters
  - Contributes to alleviating housing crisis
  - Innovation and creativity
  - Ability to succeed

Pre-Development Timeline
Developer Selection in Context

2014	2015	2016	2017	2018	2019	2020+

Public Workshops Neighborhood meetings

CAC meetings to advise RFP

CAC meetings Community design workshops

RFP/ Select Developer

Draft Design & Dev't Proposal

Environmental Review & Public Comment

Final Environmental

Approvals & Future Dev't

Orange = Public Input Opportunity

DRAFT - SUBJECT TO UPDATES   JULY 11, 2016