



Developer Selection *RFQ Process*

Overview of Developer Selection Process

1. Write development parameters (CAC process) (*1 year*)
2. Issue Request for Qualifications (RFQ) (*~3 months*)
 - Determine short list of qualified developers to participate in RFP
3. Issue Request for Proposals (RFP) (*~3 months*)
 - Focus on quality of proposal, adherence to parameters, feasibility
 - All proposals presented to community for feedback
 - Top-scoring proposal is selected to negotiate with SFPUC
4. Exclusive Negotiating Agreement (ENA)
 - Between developer and SFPUC
 - Requires SFPUC Commission approval

RFQ Process

- Create RFQ/RFP website
- Issue RFQ (*late Sept.*)
- Development teams review RFQ, submit questions (*mid Oct.*)
- Responses to questions posted on website (*late Oct.*)
- RFQ responses due (*mid Nov.*)
- RFQ panel reviews and scores (*early Dec.*)
- Top scorers announced (*late Dec.*)

RFQ Contents (*draft*)

1. Executive Summary
2. Project Context
3. Development Opportunity Overview
4. Site Conditions
5. Applicable Land Use Policies
6. Developer's Role
7. Development Parameters (overview)
8. Transactional Terms
9. RFQ Schedule

RFQ Contents (*draft*)

10. Submittal Requirements

11. Selection Process

12. Selection Criteria

Exhibit A: Property Map

Exhibit B: Development Parameters

Exhibit C: City College Resolution

Exhibit D: Relevant Policies, Standards, and Codes

RFQ Evaluation Panel

- City Agency Staff
 - SFPUC
 - Planning Department
 - OEWD
 - Mayor's Office of Housing and Community Development (MOHCD)
 - SFMTA
- Community Representation
 - City College representative
 - CAC representative

RFQ Evaluation Criteria

- ***Experience (35 points total)***
 - Successful track record of developing comparable projects
 - Creative, innovative approach to development
 - Entitlement experience
 - Ability to address community concerns
 - Ability to work productively with public agencies
- ***Capacity (35 points total)***
 - Financial capacity to develop site
 - Ability to secure capital
 - Capability of development team
- ***Development Vision (30 points total)***
 - Consistency with Development Parameters
 - Exceeds Development Parameters
 - Addresses housing crisis in a meaningful way
 - Economically realistic

RFP Evaluation Criteria – Preliminary Thinking

Typically, the evaluation criteria for City RFPs of this type include:

- Responsiveness to RFP's objectives (e.g. development parameters)
- Character and quality of design
- Strength of financial proposal: price, feasibility

Pre-Development Timeline

Developer Selection in Context



ORANGE = Public Input Opportunity

DRAFT - SUBJECT TO UPDATES

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