Developer Selection Process

Overview
1. Write development parameters (CAC process) \((1\text{ year})\)

2. Issue Request for Qualifications (RFQ) \((2\text{ to }3\text{ months})\)
   - 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

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<tbody>
<tr>
<td>Public Workshops Neighborhood meetings</td>
<td>CAC meetings to advise RFP</td>
<td>CAC meetings Community design workshops</td>
<td>RFP/Select Developer</td>
<td>Draft Design &amp; Dev’t Proposal</td>
<td>Environmental Review &amp; Public Comment</td>
<td>Final Environmental</td>
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Orange = Public Input Opportunity

DRAFT - SUBJECT TO UPDATES JULY 11, 2016