

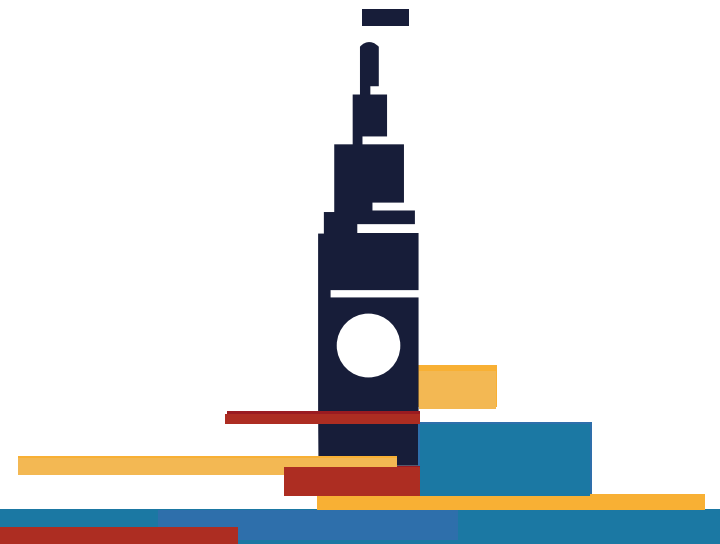
South Beach Piers 38 & 40

Request for Proposals, Responses and Scoring Results

Port Northern Advisory Committee (NAC)

July 29, 2020

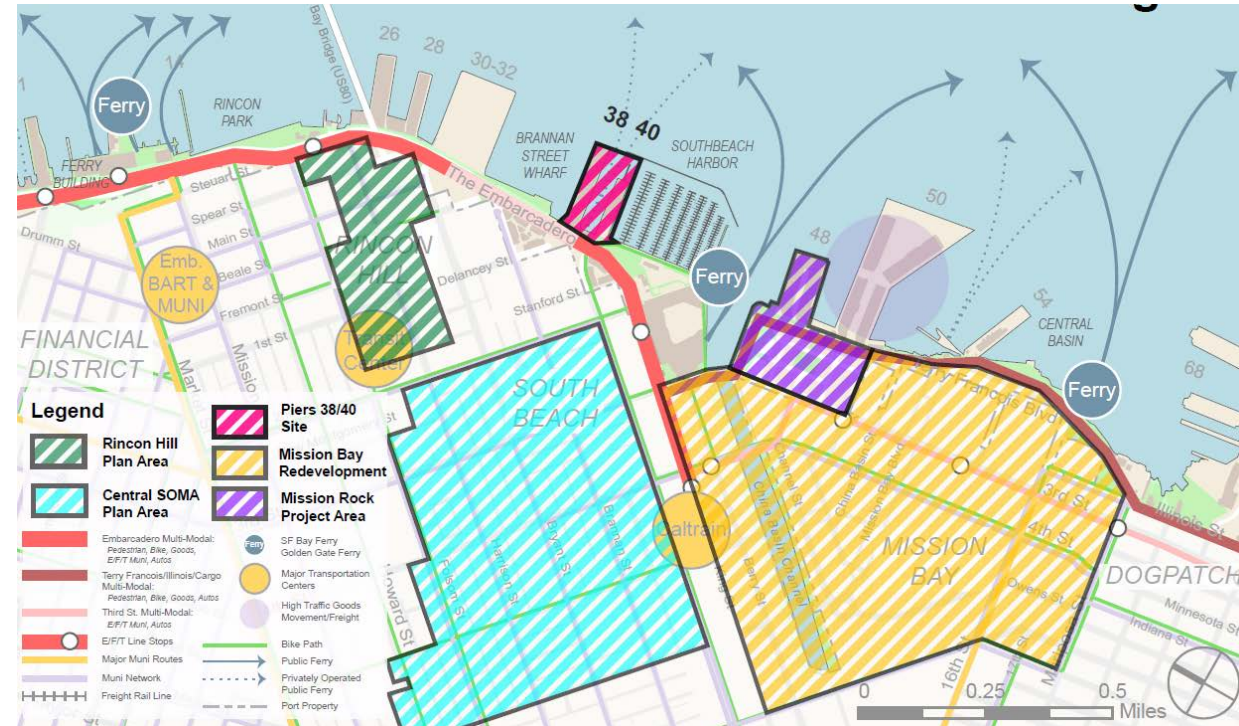
Presented By: David Beaupre,
Senior Development Project Manager
Real Estate and Development



Presentation Outline

1. Background
2. Respondent Development Concepts
3. Technical Expert Review
4. Scoring Panel Composition, Process, Review and Scores
5. Pacific Waterfront Partners Proposal Overview (PWP Team)
6. Next Steps

Background



1. Waterfront Plan Update

- a) Adaptive Reuse of Historic Piers a Priority
- b) Public Trust Objectives
- c) Mix of Publicly Oriented/Revenue Generating Uses

2. Resilience Program

- a) Seawall Program
- b) USACOE Flood Study

3. Process to Date

- a) RFI Summer 2019
- b) Commission Informational items - 12/18, 2/19, 5/19
- c) CWAG, NEWAG, SBRMB – Summer 2019
- d) Commission Approval to issue RFP - 10/19
- e) RFP Issued January 2020
- f) Two Responses Received March 2020

Development Offering

Pier 38

35,000 SF Vacant Retail/Office

95,000 SF Shed

28,000 SF Apron

950 Linear Feet

Pier 40

20,000 SF parking

46,000 SF Shed

10,000 SF Apron

650 Linear Feet



RFP Process



- *January 10th Issued RFP*
- *150 People registered and downloaded RFP*
- *January 24th held pre-bid meeting & tour*
 - *80 people attended*
 - *9 developers*
 - *49 sub-contractors*
 - *10 LBE firms/contractors*
- *March 4th received proposals*

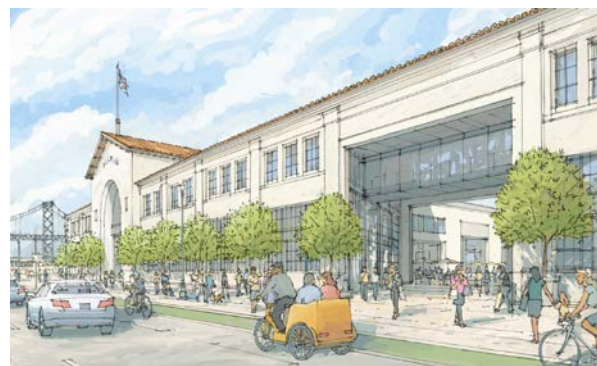
Responses Received

Two Responses Received - Each met Minimum Qualifications

- 1. Orton Development Inc.
- 2. Pacific Waterfront Partners



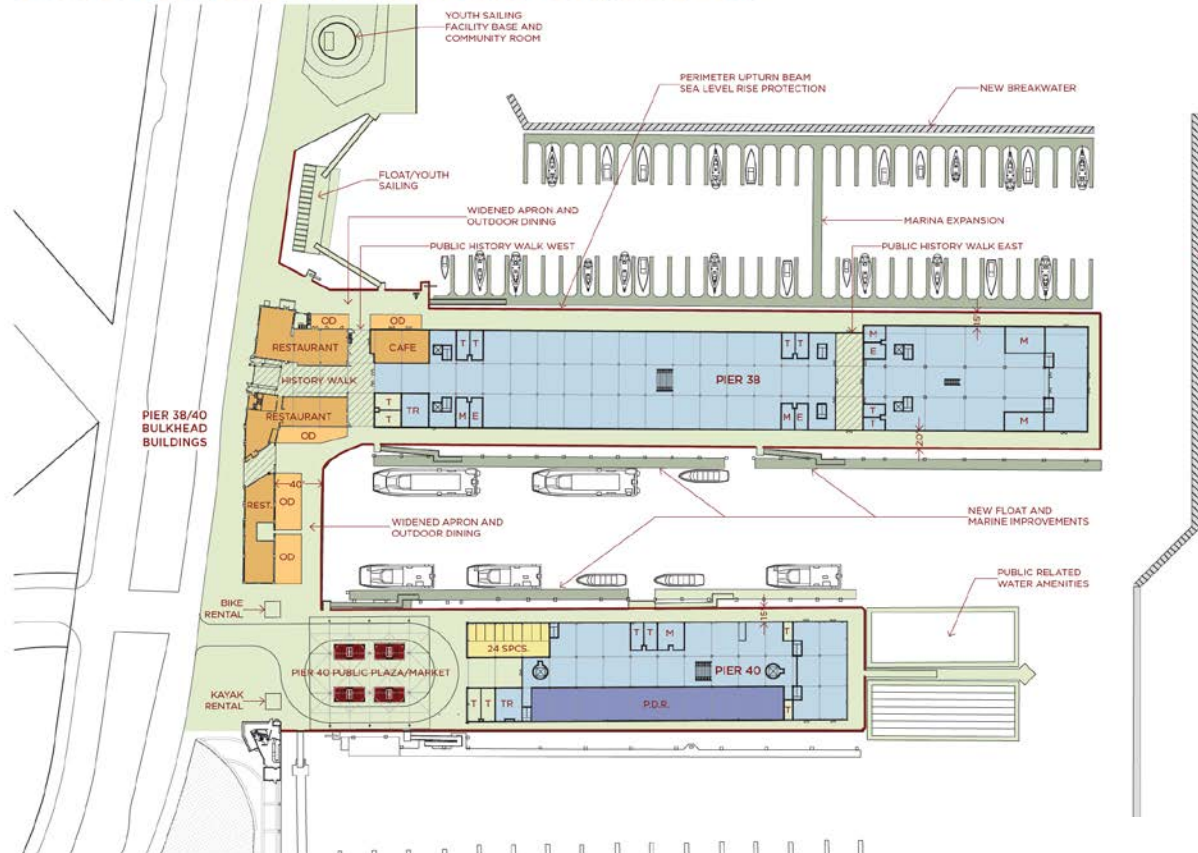
Pacific Waterfront Partners



- Vision: A waterfront public "playground" where families can engage in water-oriented recreation and land side amenities that are welcoming and accessible for a diverse Bay Area population and its visitors
- Maritime Uses
 - Youth Sailing- activating Brannan St. Wharf
 - Human Powered Craft facilities
 - A water-borne transportation hub
 - A new Marina
- Public-Oriented Uses
 - Affordable Restaurants & Pop-up retail
 - Public Access on Aprons and in historic buildings
 - Pier 40 Market Place
 - Free Activities and Events
- Revenue Generating Uses
 - Office
 - Retail Commercial
 - Berthing
- Investment
 - \$383 million investment
 - Full Seismic and Resilience
 - Improvements Consistent with Secretary Standards

Pacific Waterfront Partners

Piers 38-40: Apron Level Floor Plans - Proposed Uses



Space Uses	
	Office
	Restaurant/Retail
	Outdoor Dining
	Affordable Food/Vendor
	1A - Public & Maritime Access
	Public History Walk
	P.D.R.
	1B - Ticketed/Berthing Charge
	Stacked Parking

Pier and Use

PWP Proposal

Pier 38

Office	165,000
Retail & Restaurant	13,000
Exterior Retail	5,000
Pier 38 Total	182,000

Pier 40

Office & PDR	61,000
Retail	2,000
Exterior Retail & Temporary	2,000
Pier 40 Total	65,000

Project Total¹

247,000

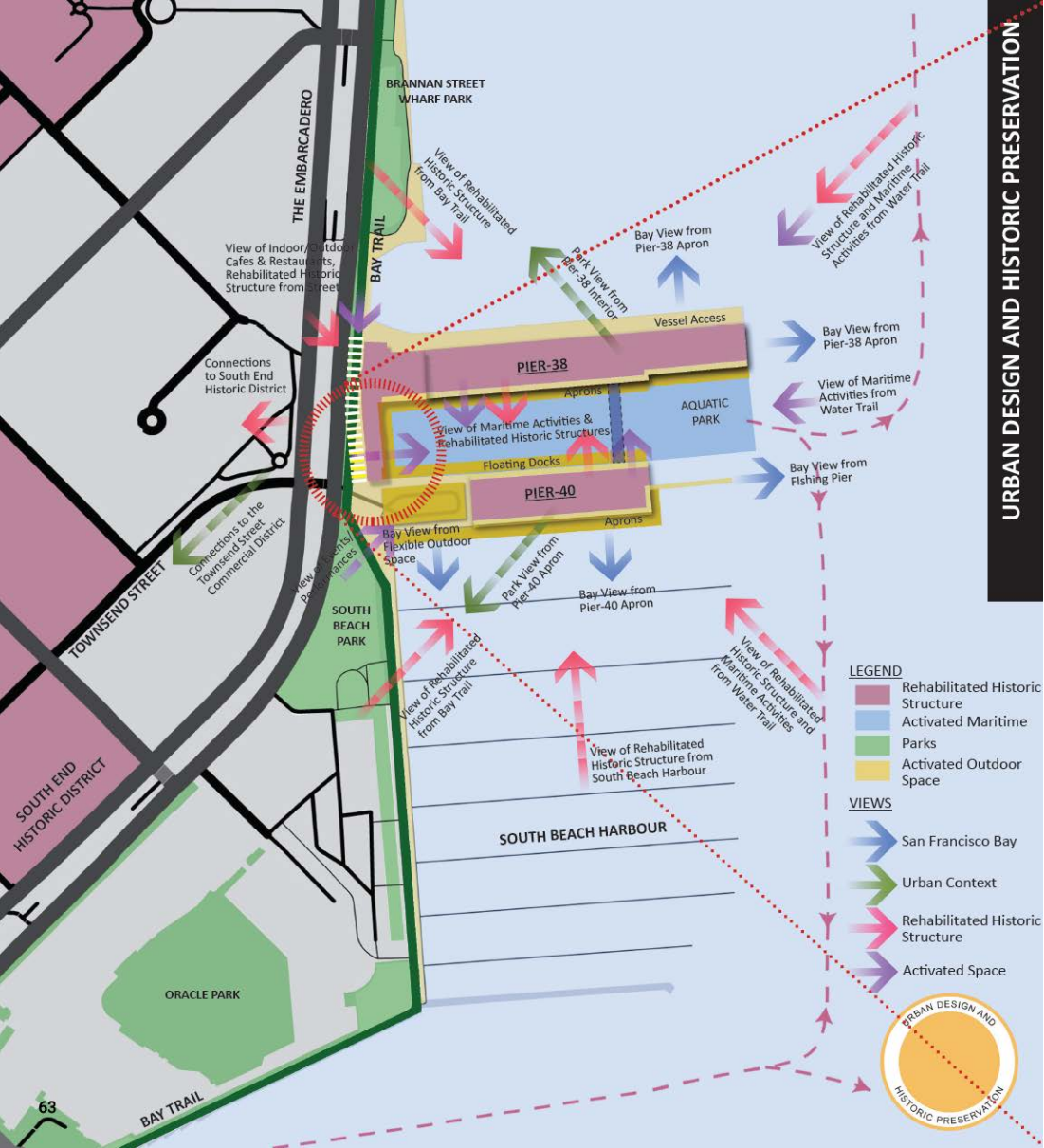
¹ Excludes ticketed berthing. Also, PWP's 74,000-square-foot outdoor market at Pier 40 will be made available to selected tenants with "no minimum rent" and PWP does not include this area in its calculation of rentable square footage.

Orton Development Inc.



- Vision: Rehabilitated Piers 38 and 40 with a mix of visitor-serving retail, maritime, and commercial uses all designed around a central aquatic park that invites the public to play, work, and study the Bay and its meaning to our city, community, and ecology
- Maritime Uses
 - Aquatic Recreation Park
 - Excursion, Water Taxi and Ferries
- Public-Oriented Uses
 - Pier 38 Restaurants
 - Public Access on Aprons
 - Flexible Retail Entertainment on Pier 40 Lot
- Revenue Generating Uses
 - Office
 - Retail Commercial
- Investment
 - \$150 million investment
 - Full Seismic and Resilience
 - Improvements Consistent with Secretary Standards

Orton Development Inc.



Pier and Use

ODI Proposal

Pier 38

Office	141,000
Retail & Restaurant	17,500
Exterior Retail	0
Pier 38 Total	158,500

Pier 40

Office & PDR	52,000
Retail	0
Exterior Retail & Temporary	20,000
Pier 40 Total	72,000

Project Total¹	230,500
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Technical Expert Review

Support Scoring Panel Review

- Financial Feasibility & Market
- Engineering and Resilience Feasibility
- Historic Preservation approach

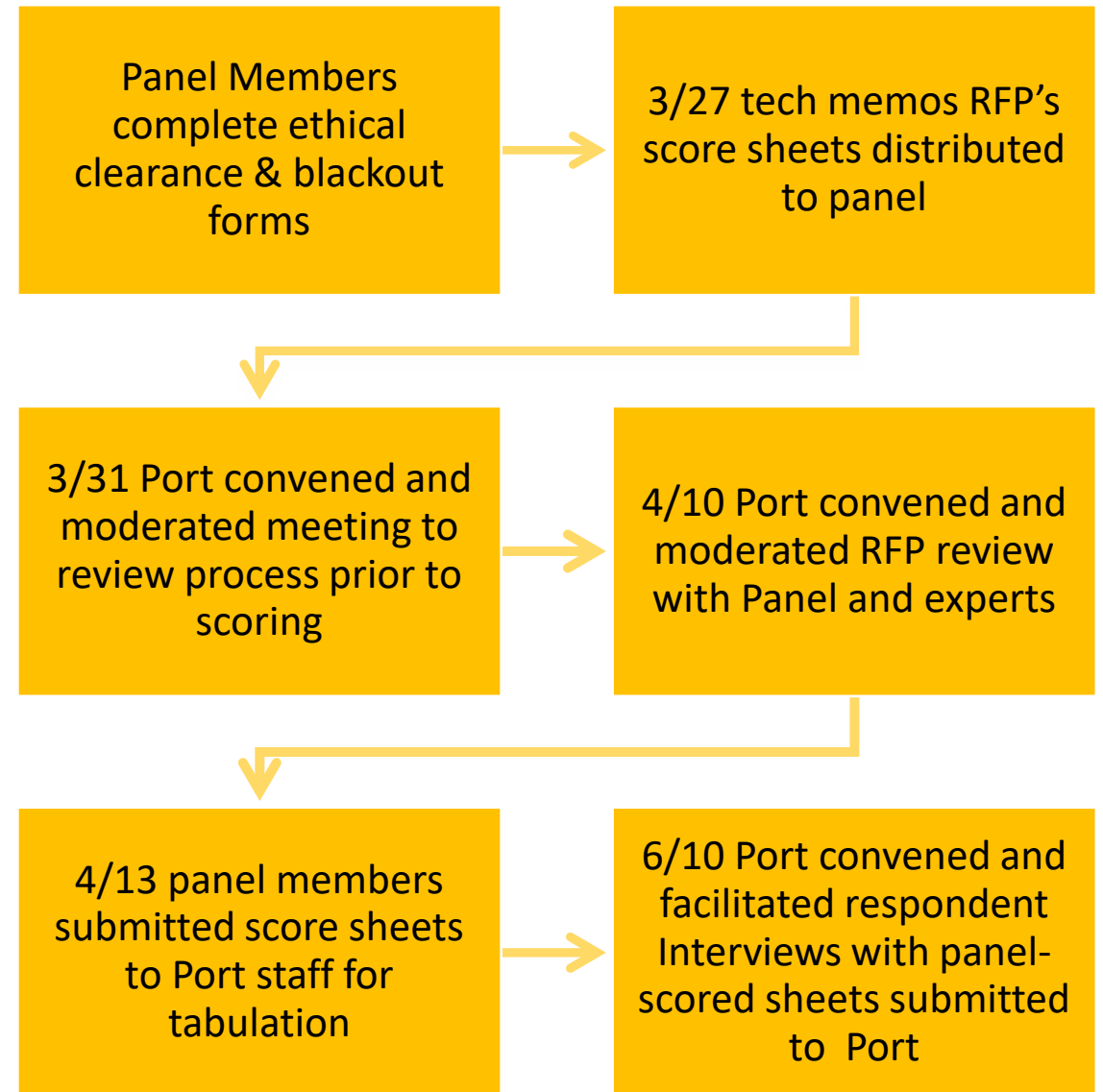


- **Economic Planning Systems (consultant)**
- **Port Engineering staff**
- **Port Preservation staff**

Scoring Panel Composition, Process and Scores

Panel Members:

1. **Sophie Maxwell**, former District 10 Supervisor and SFPUC Commissioner;
2. **Ron Miguel**, former Planning Commissioner, small business owner, and member of the Port's Waterfront Plan Working Group;
3. **Byron Rhett**, Chief Operating Officer, Port of San Francisco;
4. **Alice Rogers**, Vice President of the South Beach - Rincon - Mission Bay Neighborhood Association, and Port Waterfront Plan Working Group member and chair of Land Use sub-committee;
5. **Jennifer Sobol**, retired Port Development Project Manager



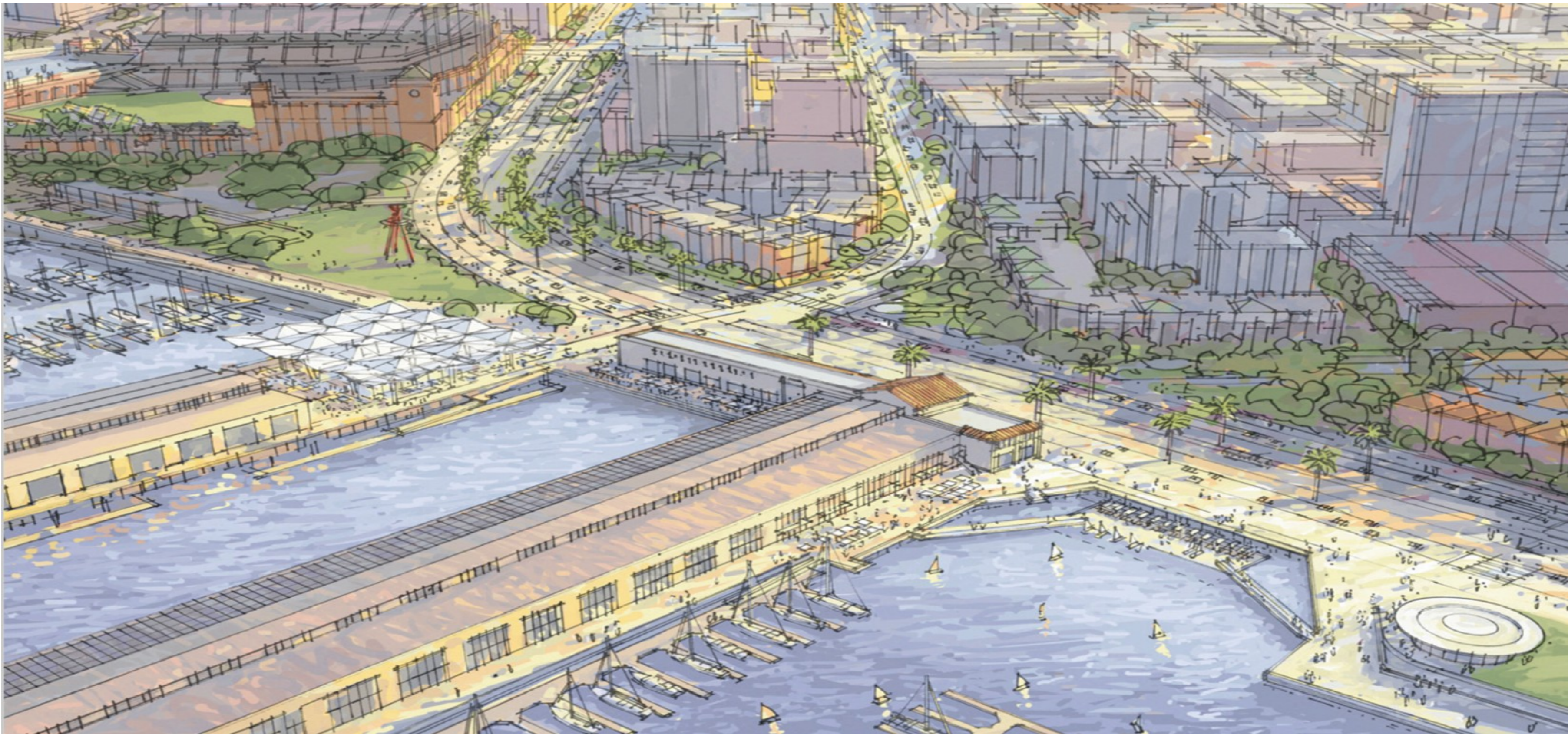
Scoring Criteria

Evaluation and Selection Criteria Summary Written Responses	Written Points	Total: 100
Quality of the Design and Development Submittal	35 points	
Strength of Financial Proposal	20 points	
Financial capacity of Respondent/economic viability of proposal	20 points	
Experience, organization and reputation of Respondent's team	25 points	
Verbal Interview Criteria	Interview Points	Total: 30
Quality of Design and Development	16 points	
Experience	7 points	
Team Organization	7 points	

Scores

	ODI	PWP
Written Proposal	82.3	86.3
Oral Interviews	23.7	27.7
Total	106.0	114.0

- Highest and lowest scores for each criteria were eliminated
- Remaining scores were averaged



SOUTH BEACH PIER 38-40 NORTHERN ADVISORY COMMITTEE (NAC) PRESENTATION
July 29, 2020



San Francisco Waterfront Partners III, LLC

Sponsors:

- Pacific Waterfront Partners, LLC, Montgomery Advisors, Invesco

Managing Member:

- Pacific Waterfront Partners, LLC

Project Management Partner:

- Cornerstone Transportation Consulting, Inc.

Workforce Development Partner:

- Cornerstone Institute For Anointing, Inc.

Introduction to Cornerstone:

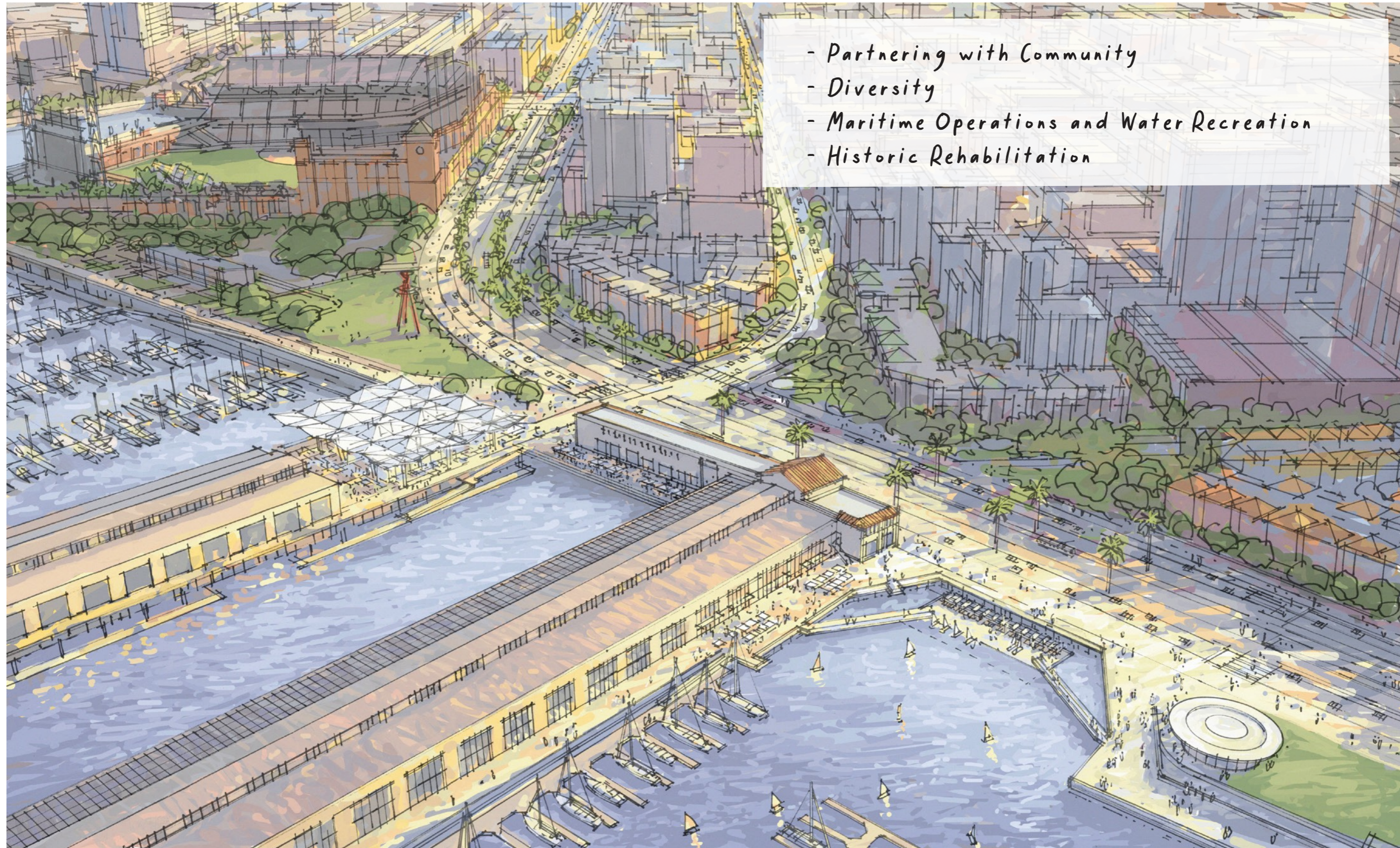
- **BUILD** a World Class Training Facility for the SF Community
- **TRAIN** SF Residents and Increase Job Opportunity
- **SUSTAIN** Access and Inclusion for Local Minority Businesses

OUR OTHER Partners

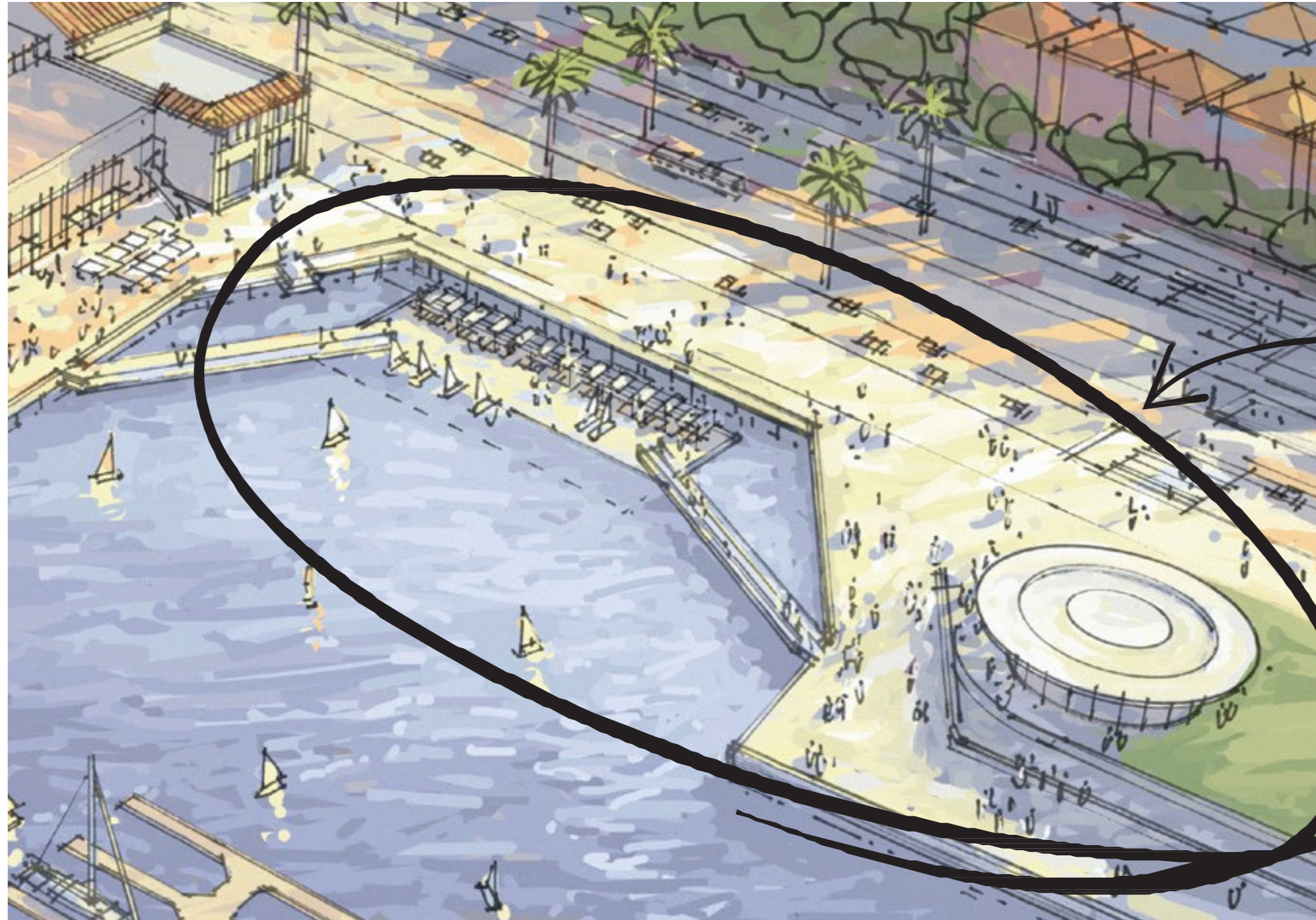
The Community, The Port, The Maritime Tenants, The Restaurateurs, Our Non-Profits, Our Team Members



Fulfilling Port Objectives

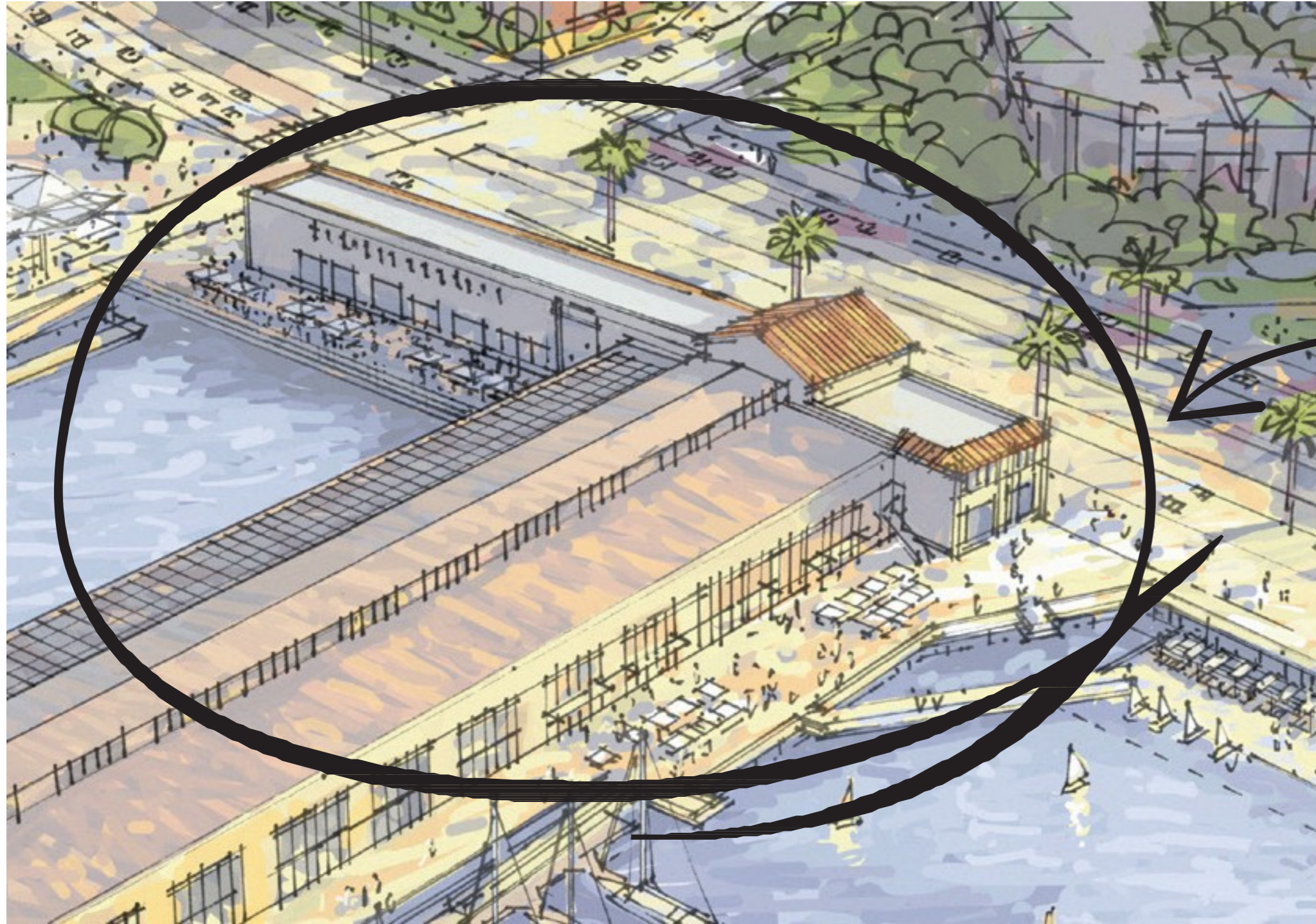


Partnering with the Community



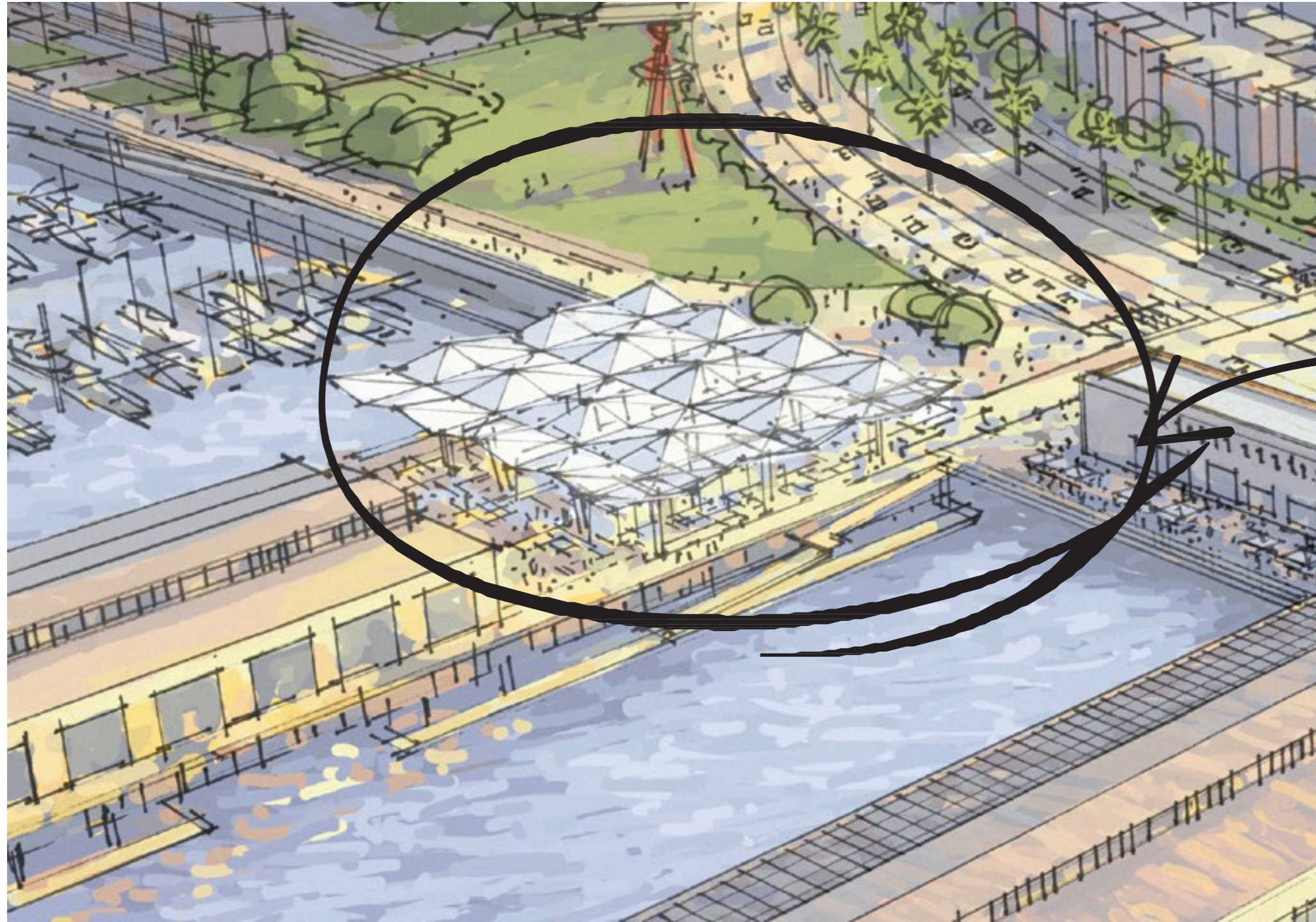
- Youth Sailing Program /
Community Kiosk

Partnering with the Community



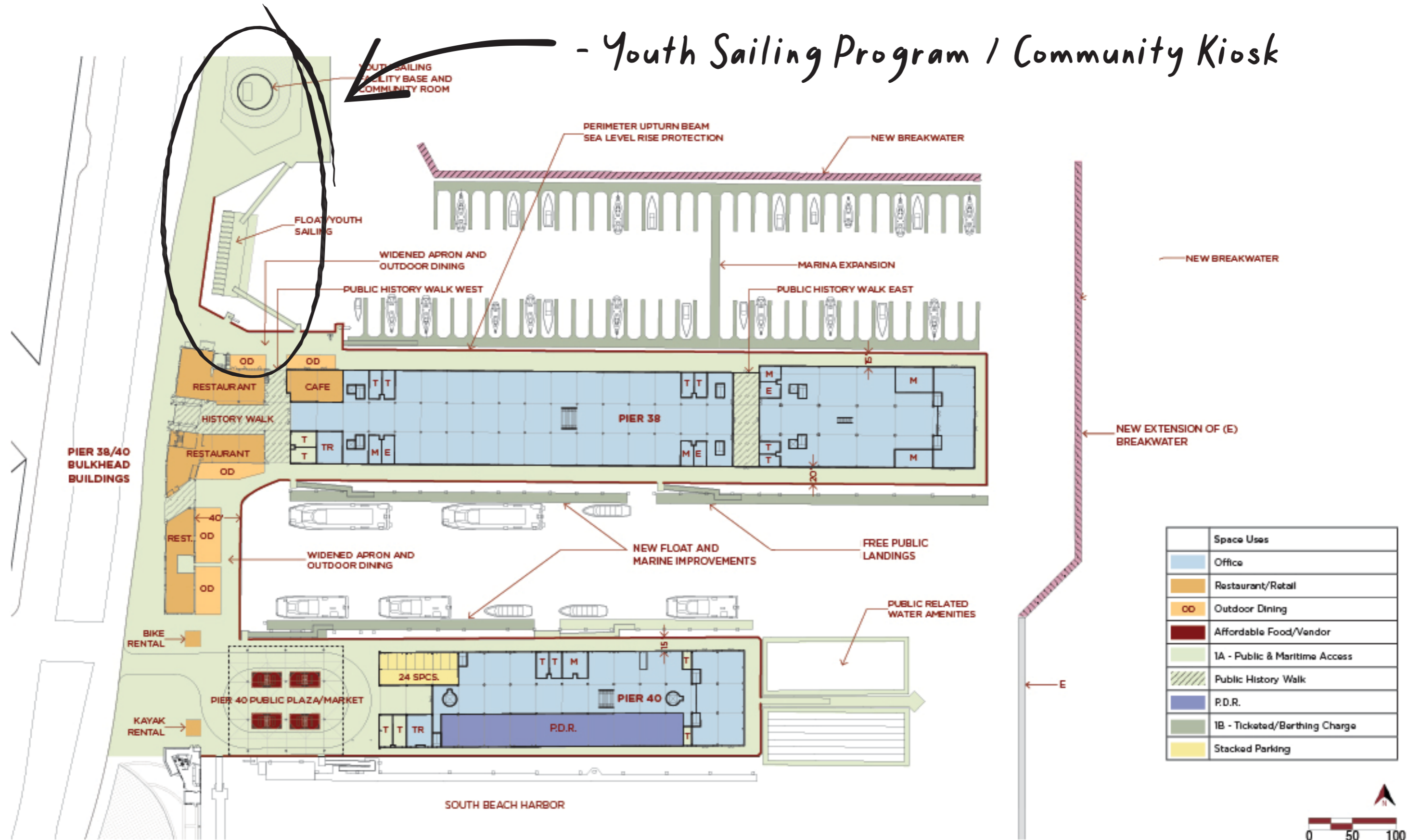
- History Walk and Port Walk
- Public Area Activation
- Restaurants and Outdoor Dining

Partnering with the Community

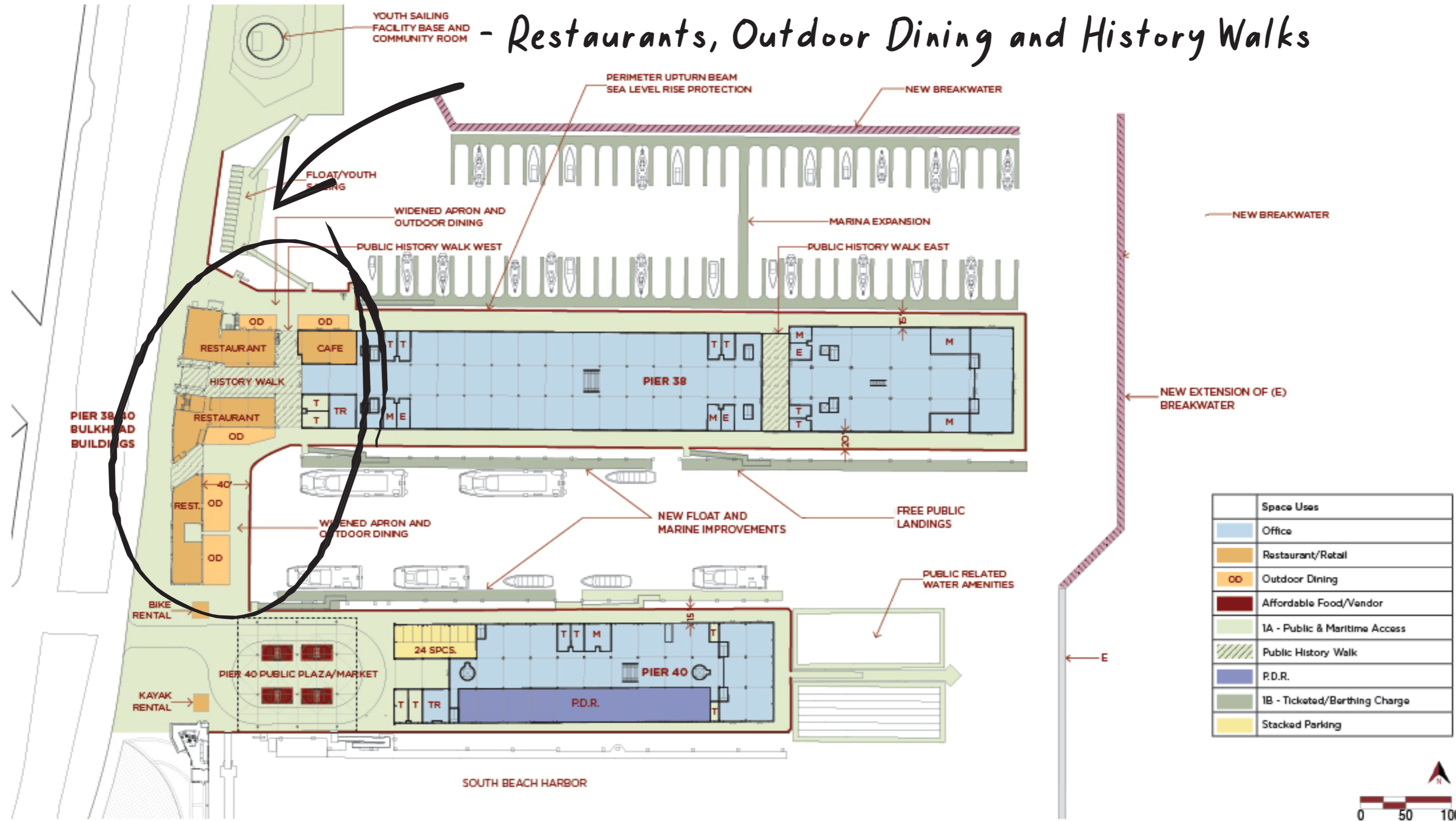


- Covered Public Plaza - Latin American Food Market and Eight Diverse Restaurant Start Ups

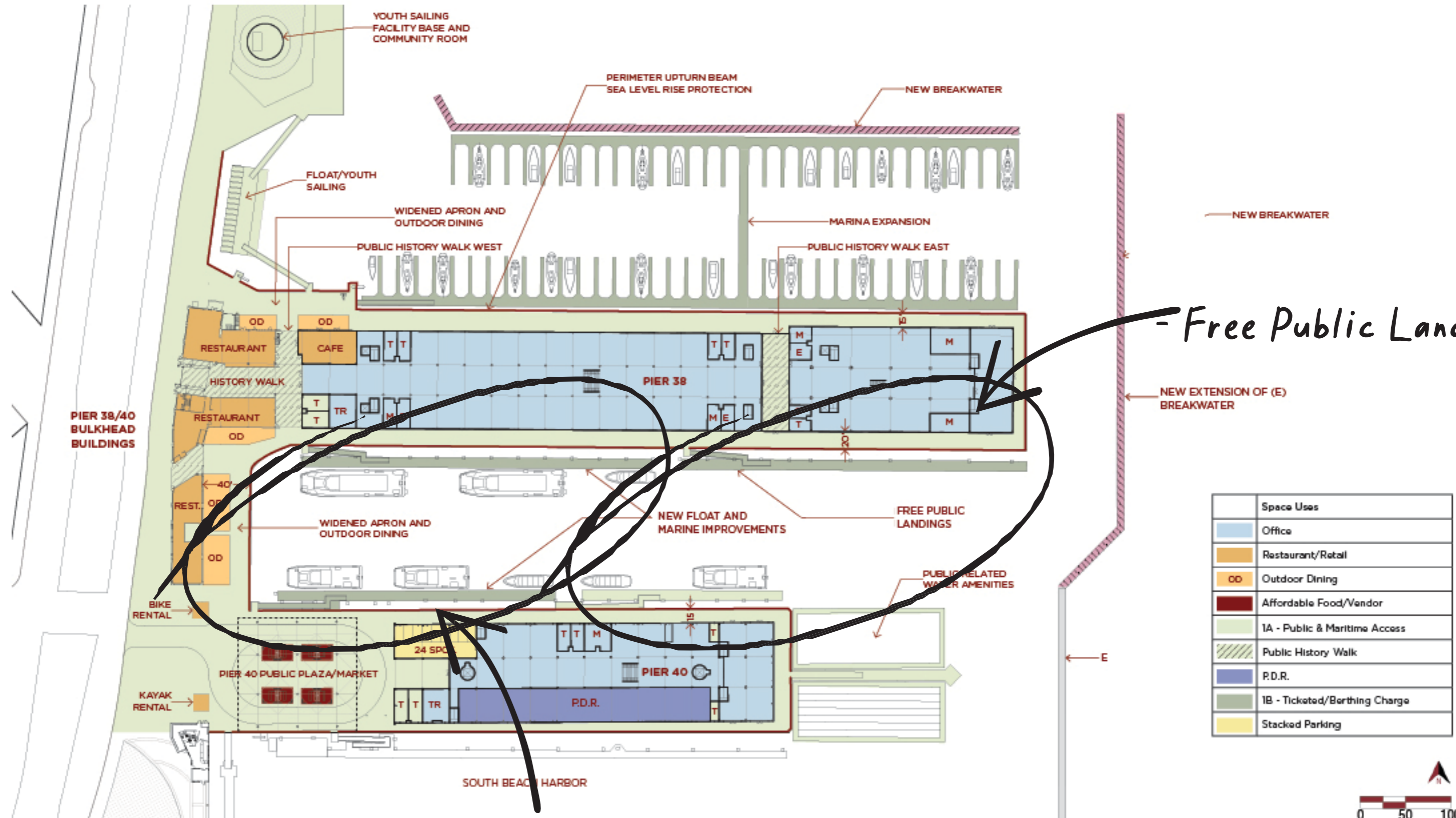
Partnering with the Community



Restaurants, Outdoor Dining and History Walks



Partnering with the Community

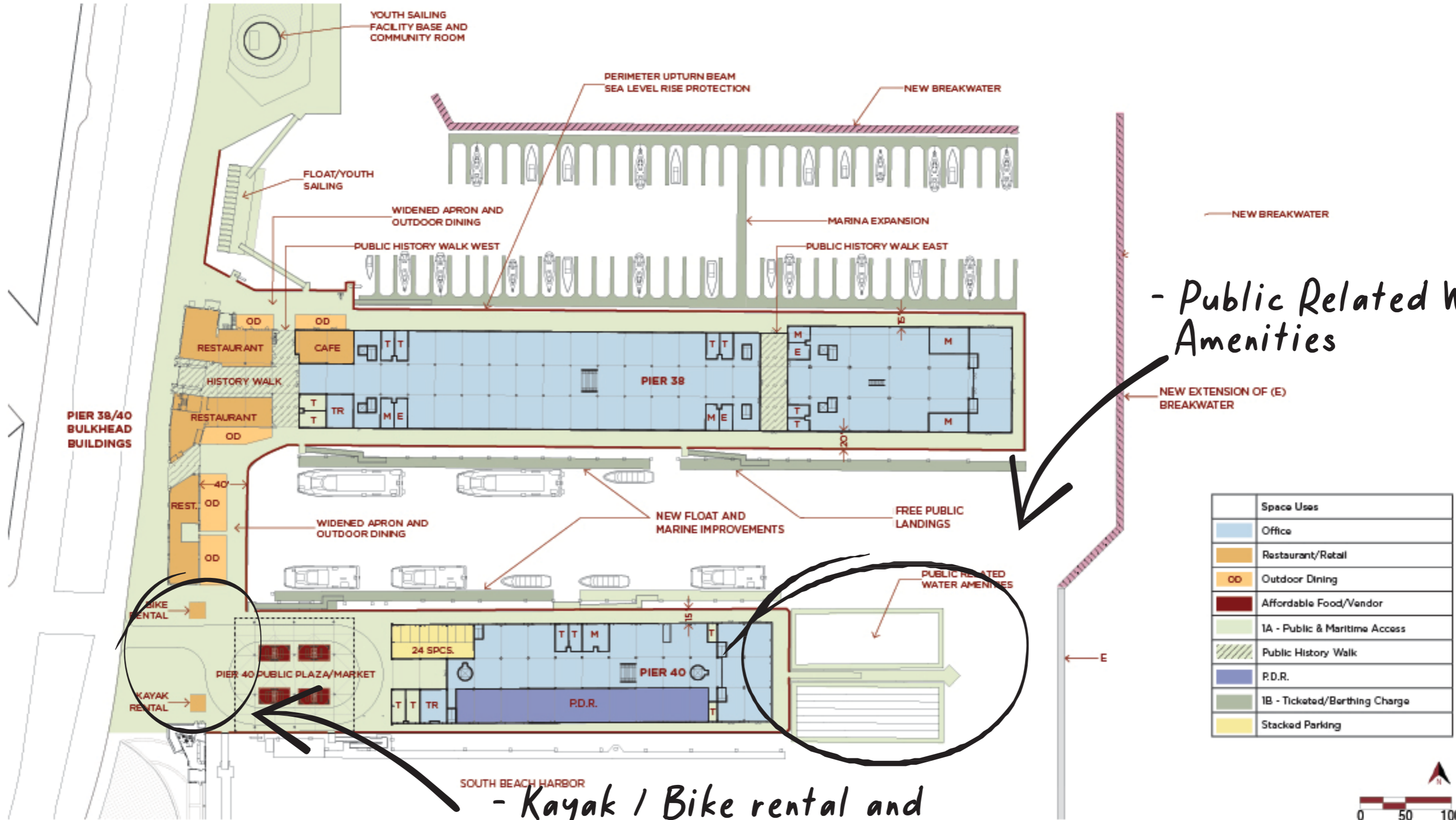


- Free Public Landings

- Ferry and Water Taxis



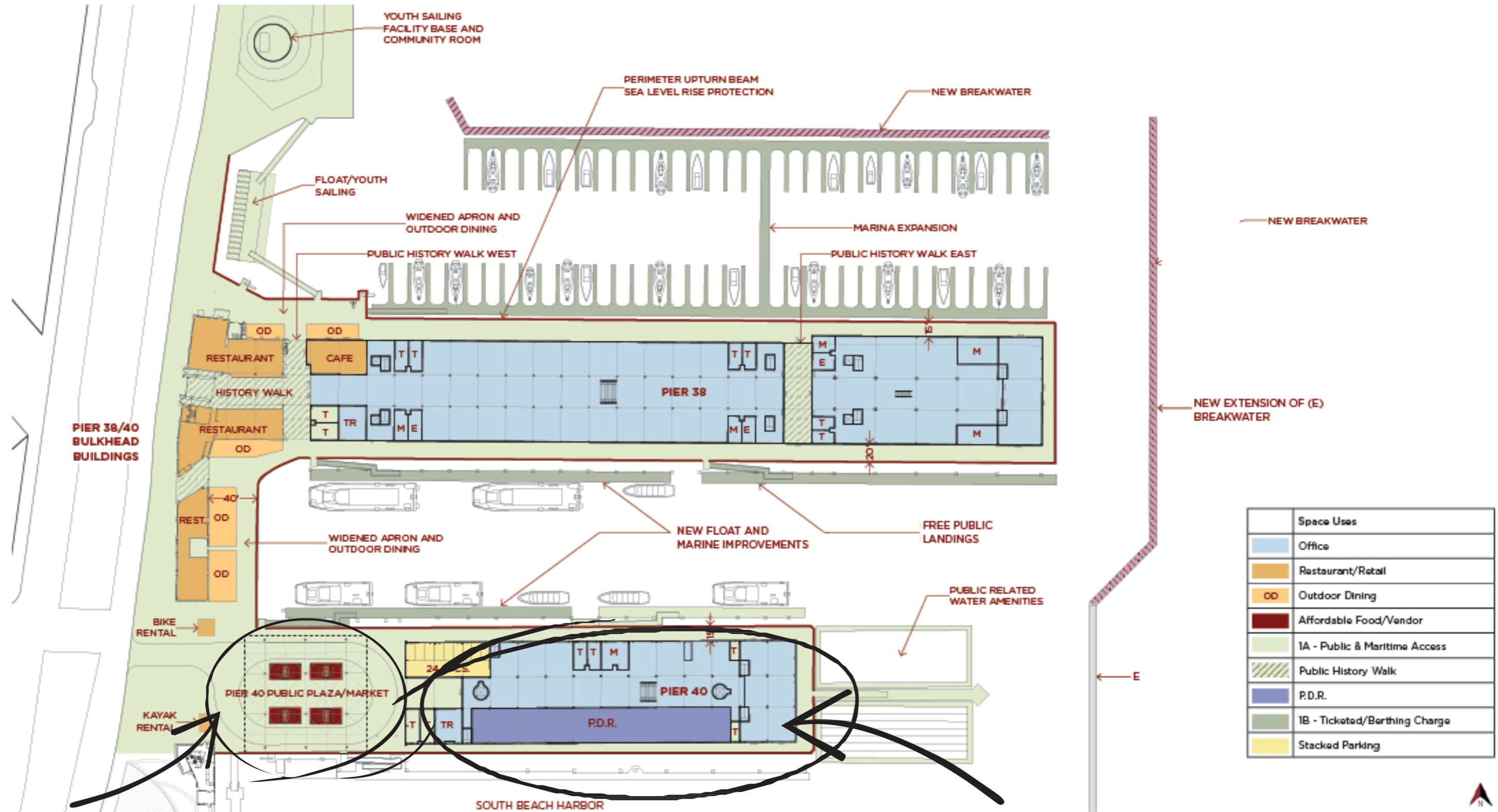
Partnering with the Community



- Public Related Water Amenities

- Kayak / Bike rental and Boat Landings

Partnering with the Community

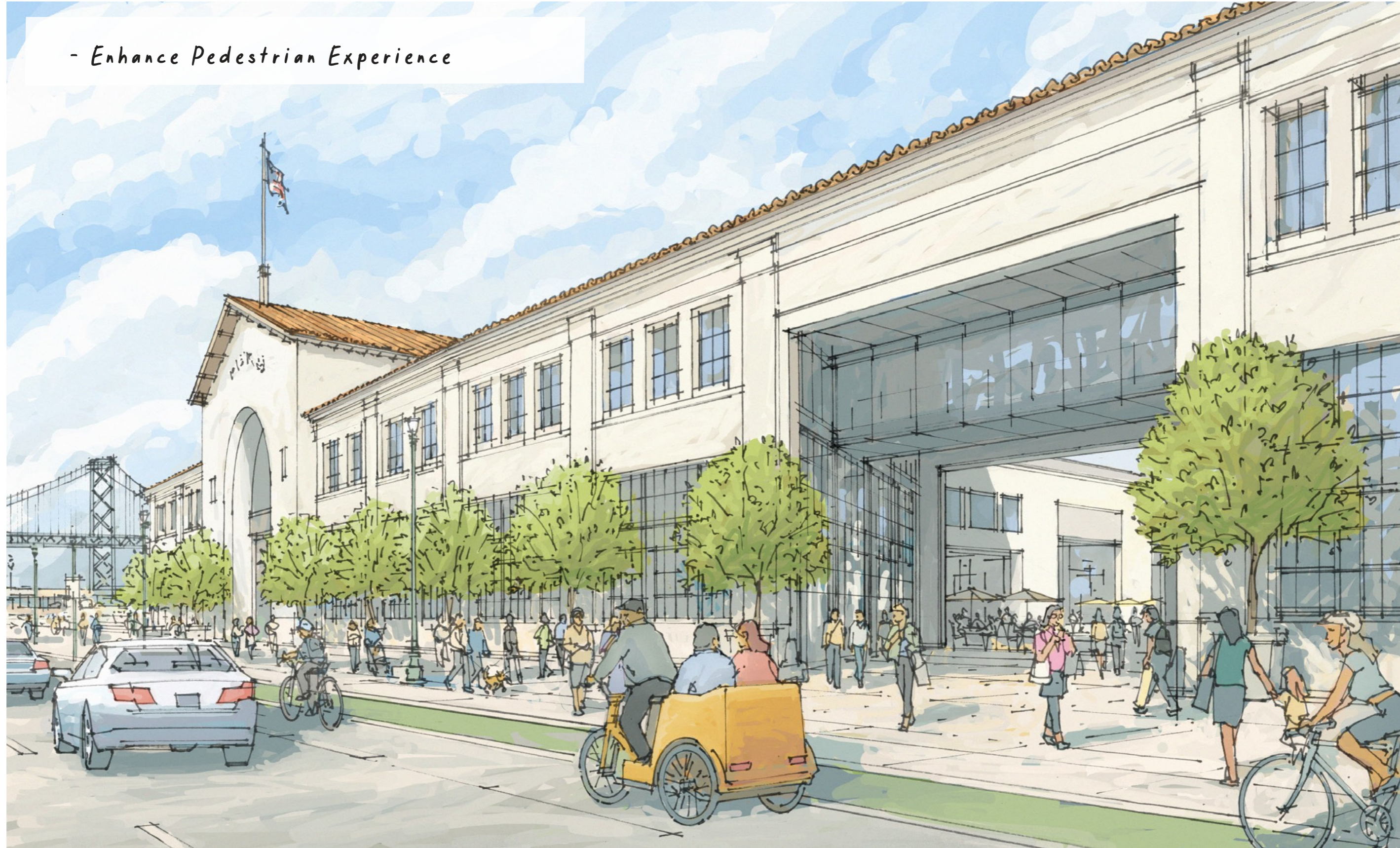


Covered Public Plaza - Latin American Food Market and Eight Diverse Restaurant Start Ups

- Community Priority

Community Benefits

- Enhance Pedestrian Experience



Community Benefits

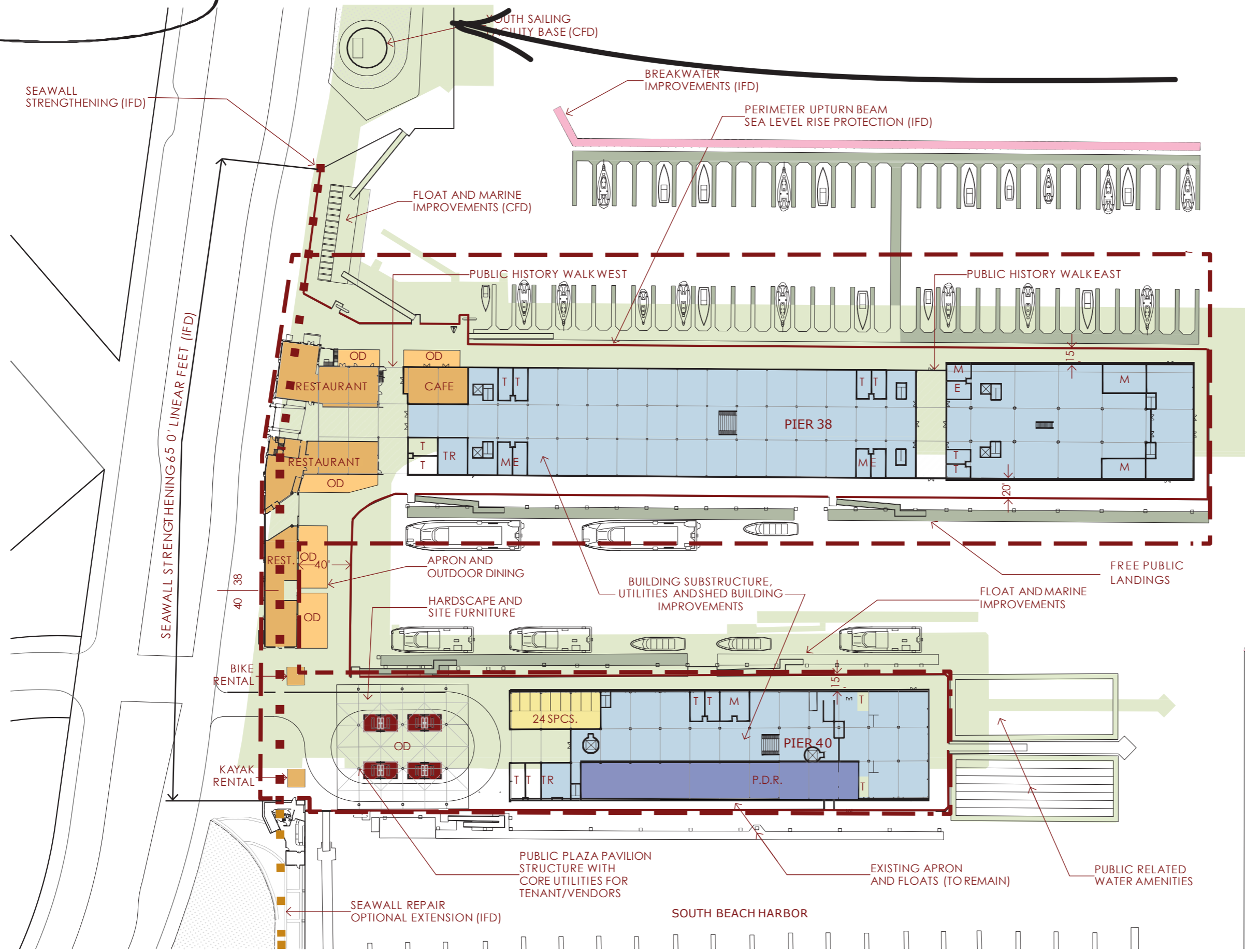
- *Creating Public Plaza*
- *Sustainable Transportation Accessible to All*
- *Create a Public Space that Serves Diverse Uses and People and Provides Economic Opportunity*



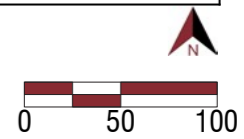
Resiliency and the Public Realm

Public and Private Partnerships

- IFD
- CFD
- Boating Grants



Color/Pattern	Space Uses
Light Blue	Office
Orange	Restaurant/Retail
Orange with 'OD'	Outdoor Dining
Dark Red	Affordable Food/Vendor
Light Green	1A - Public & Maritime Access
Diagonal Lines	Public History Walk
Dark Blue	P.D.R.
Dark Green	1B - Ticketed/Berthing Charge
Yellow	Stacked Parking
Pink	



Thank You



NEXT STEPS

August 14
Seek Commission
approval to begin ENA
Negotiations

Fall/Winter
Seek Commission
approval to enter
into an ENA

Ongoing- Community Outreach

