

Catapultech Incubator

Port of San Francisco Embarcadero Historic District Piers Request for Interest

In this Request for Interest (RFI), the Port is seeking responses with public-oriented concepts for sites in the Embarcadero Historic District in two categories: (1) Full building(s) or "Master Tenant" Responses or (2) Less than full building or "Smaller Tenant" Responses.

Respondents in the Master Tenant category have a vision for entire buildings, including one or more structures named in this RFI. Master Tenant respondents have the experience to execute a complex rehabilitation project for an historic structure over water and to operate such a facility under a long-term lease.

Respondents in the Smaller Tenant category are experienced in operating the proposed use and in managing a tenant improvement construction project. Respondents should assume the facility will be in a cold shell condition in their response. Respondents who feel they qualify for both categories (a Master Tenant candidate that also operates a public-oriented use) are invited to respond to all information below.

All answers are non-binding and will help the Port generate a better understanding of the possibilities for the future of the Embarcadero Historic District piers. View the RFI: <http://bit.ly/sfport-piers-rfi>. Learn more: <https://sfport.com/historic-pier-opportunities-partnership>. Email questions to Rebecca Benassini, Port Assistant Deputy Director Waterfront Development Projects, at historicpiers@sfport.com.

Please start by providing your email address and then proceeding to the next section. If at any point, you would like to save your responses and quit the form, click "NEXT" in each section and click "SUBMIT" in the final section. You will be emailed a link to your form. Responses can be edited until Wednesday, October 31, 2018 at 5:00 p.m., PDT. The Port of San Francisco will not consider responses until after the RFI closes.

Email address *

All Respondents

All respondents should provide the following information via this online form. Click "NEXT" at the end of this section.

All answers are non-binding and will help the Port generate a better understanding of the possibilities for the future of the Embarcadero Historic District piers. View the RFI: <http://bit.ly/sfport-piers-rfi>. Learn more: <https://sfport.com/historic-pier-opportunities-partnership>. Email questions to Rebecca Benassini, Port Assistant Deputy Director Waterfront Development Projects, at historicpiers@sfport.com.

To save your responses and quit the form, click "NEXT" in each section and click "SUBMIT" in the final section. You will be emailed a link to your form. Responses can be edited until 10/31/18 at 5:00 p.m.

1. Indicate whether this response is for the Master or Smaller Tenant Category or both.

Master Tenant

Smaller Tenant

2. Name of responding entity

Zenviba Benefit Corporation

3. List the names of key personnel, describe their roles, and detail their relevant experience in the space provided.

Gregory S. Daniel, Chairman of Zenviba Benefit Corporation brings 30 years of experience in the global capital markets, corporate finance, real estate and risk management. This Wall Street veteran and former NYSE Principal has participated in transactions in excess of \$100 Billion on 4 continents, created several companies, managed investment portfolios, orchestrated 12 IPO's, helped shape FDIC and OCC investment regulations and worked with the US Treasury Department CDFI Fund and SBA where he advocated and drafted federal legislation that provided \$300 Million in funding for small businesses that created 10,000 jobs and a \$2 Billion economic impact in underserved communities.

John William Templeton, Managing Director of Zenviba Benefit Corporation is an award winning, nationally recognized economist, historian, demographer and author of 53 books over his 40-year publishing career of eloquently speaking the truth to power. John is the recipient of 6 national journalism awards and was the California Black Chamber of Commerce 2016 Visionary Award winner. He is a regular contributor to The Hill, NYSSA, Today's Engineer, San Francisco Chronicle, San Jose Mercury News and PRWeek. John is the creator of ReUNION educational curriculum, Co-Founder of National Black Business Month and the creator and curator of the California African-American Freedom Trail. John graduated with honors in journalism from the first freshman class of the Howard University School of Communications.

Lia T. Gaines, President of Zenviba Benefit Corporation is a public policy expert that brings 30 years of multi-million-dollar grants management, loan fund administration and portfolio management, sustainable economic development, community asset management, urban renewal, capacity building, job creation and training. Lia co-founded the Business Loan Fund of the Palm Beaches, Inc. (BLF) in 1996 and the Business & Economic Development & Revitalization Corporation, Inc. (BEDR) in 1992. In 2011, BLF and BEDR merged to create the Center for Enterprise Opportunity, the premiere economic development agency in Florida. Ms. Gaines earned a Bachelor of Arts in English from Howard University, Washington, DC in 1981 and a Juris Doctor (Virgil Hawkins Fellow) from Florida State University, Tallahassee, Florida in 1987.

Frederick E. Jordan, P.E. Director of Engineering. As Structural Engineer, he has successfully completed over 1000 projects of various types, sizes and complexity totaling hundreds of millions of construction value throughout the United States, Africa and Central America, including local projects: St. Regis Hotel, Highway 13-24 Interchange, Cypress Structure, Howard Terminal at Port of Oakland and the Moscone Convention Center. His firm has a completely integrated organization with a staff of experienced planners, and registered professional engineers qualified in civil, structural, sanitary, hydraulic, water resources, and

environmental along with site, urban design and transportation planning. We have extensive experience in construction management and program management for major construction projects and long-term development programs. We feel that the flexibility, enthusiasm, and diversity of our staff offer comprehensive results and total satisfaction to our clients.

4. Describe proposed use(s) of the Port's Historic Piers. Include (a) a description of the use, (b) how the use is public-oriented, (c) types of populations targeted for service, and (d) how it complements and responds to existing nearby uses and conditions in the Embarcadero Historic District.

The Zenviba Catapultech Incubator will be modeled after the highly successful Station F technology incubator in Paris and include the following elements:

1. Venture capital, developmental services and mentoring for startups and co-working spaces for underrepresented groups of entrepreneurs, particularly in environmental justice medicine, bioengineering, clean energy, sustainable food and water treatment. Leading tech and biotech companies will have space within the incubator, as well as established Founders and Entrepreneurs who will be featured as Entrepreneurs in Residence.

2. The Dr. B. Nathaniel Burbidge Center for Inclusive Innovation will be dedicated to the goals of the first African-American professor at UCSF and president of the San Francisco NAACP during the most successful civil rights movement of the 1960s, which desegregated the auto, hospitality and finance industries locally and nationally.

3. The HBCU Pacific Research Institute, a hub for research, online and direct instruction and technology transfer for historically black colleges and universities, African and Caribbean universities to solve the big problems of poverty, health and economics.

5. Provide a summary of your experience related to the operation described in (4).

Principals include a former editor of the San Jose Business Journal and leader of the Silicon Valley Entrepreneurs Club at TechMart which developed the format for team-driven startups; the leader of a trade association of 150 historically black colleges and universities and predominately black institutions with more than 700,000 students and seven million alumni; a veteran Wall Street and VC financier and an expert in CDFI and public/private financing.

6. Provide information about your preferred location. Information on the sites included the RFI can be found at <http://bit.ly/sfport-piers-rfi-facilities> and <https://sfport.com/historic-pier-opportunities-partnership>.

In questions 6. a. - 6. d. describe the site(s) of interest.

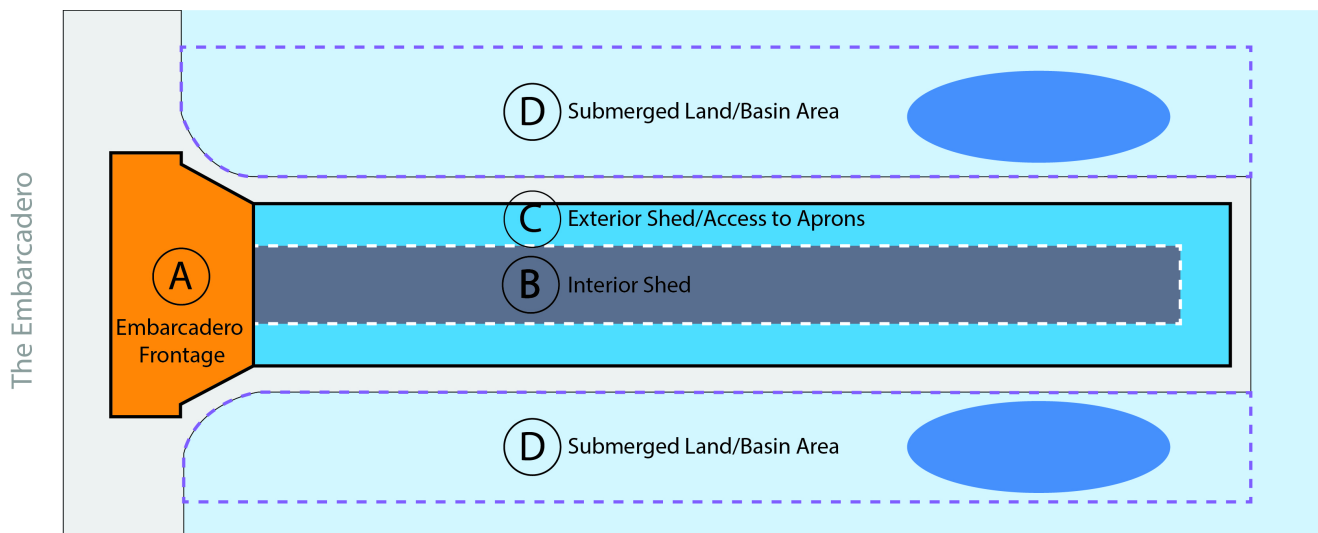
6. a. Rank your preferred pier facility location(s) with 1 as your first choice.

	1	2	3	4	5	6	7	8	9	10	11
Pier 35	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 33	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 31	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 29½ & 29	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 23	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 19½ & 19	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Agriculture Building	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 26	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 28	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 38	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 40	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pier 48	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

6. b. Using the image below, select your preferred area(s) of the pier facility. If the Agriculture Building is your preferred location, proceed to 6. c.

- A. Embarcadero Frontage: Access to The Embarcadero and associated foot, bicycle, and automobile traffic; lots of natural light; architecturally beautiful exterior; often two stories.
- B. Interior Shed: Spacious, open area that can be outfitted to suit your needs; minimal natural light; high ceilings; single story.
- C. Exterior Shed/Access to Aprons: Beautiful, open water views; immediate bay access; immediate truck delivery access.
- C. & D. Exterior Shed/Access to Aprons and Submerged Land/Basin Area
- A.-D. Master Tenant Whole Pier
- Other:

Layout of Pier Facility



6. c. Describe the areas and the portions of the site(s) you propose to occupy.

Agriculture

.....

6. d. Check all aspects of your preferred site(s) that influence your pier selection

- Location on The Embarcadero
 - Proximity to pedestrian traffic
 - Proximity to the Ferry Building
 - Proximity to AT&T Park
 - Proximity to the Cruise Terminal
 - Proximity to tourist attractions
 - Access to public transportation - MUNI
 - Access to public transportation - BART
 - Access to public transportation - Ferry
 - Facility width
 - Facility height
 - Facility ingress/egress
 - Facility apron access
 - Facility square footage
 - Facility architecture
 - Berthing space
 - Access to water
 - Other:
-

Master Tenant Respondents

Respondents in the Master Tenant category of responses provide the following information via this online form. All answers are non-binding. Click "NEXT" at the end of this section.

Smaller Tenant Respondents should skip this section by clicking "NEXT" below.

View the RFI: <http://bit.ly/sfport-piers-rfi>. Learn more: <https://sfport.com/historic-pier-opportunities-partnership>. Email questions to Rebecca Benassini, Port Assistant Deputy Director Waterfront Development Projects, at historicpiers@sfport.com.

To save your responses and quit the form, click "NEXT" in each section and click "SUBMIT" in the final section. You will be emailed a link to your form. Responses can be edited until 10/31/18 at 5:00 p.m.

7. Describe in paragraph form the operational concept including public-oriented use mix, such as: Where in the facility would different uses be located? Approximately how much space would be dedicated to different use-types (e.g., publicly-oriented uses, higher-revenue generating uses)? How would the public experience the facility, including public access to the building perimeter, views of and access to the Bay, maximizing access to and enjoyment of the historic elements of the building interiors, and minimizing the private feel of non-public uses?

In 1960, African-Americans were the second largest ethnic group in San Francisco, closely tied to maritime industries. The Burbridge Center fulfills the aim of the health practitioners such as Drs. Burbridges, Carlton B. Goodlett, Arthur Coleman and Daniel Collins, all graduates of HBCUs, to open economic opportunities to all parts of the city. The legacy of that maritime proximity are some of the most profound health disparities in the country, creating opportunities for therapeutic advances. The complimentary joint research center and startup space will attract job creating innovators and graduate students to the existing health infrastructure in a manner similar to the meteoric growth of the Impact Hub in Oakland, to use a local example. With 750,000 African-Americans in northern California earning \$15 billion yearly, the facility will serve as a long needed economic hub.

8. Describe in paragraph form the physical improvements concepts. Please keep in mind that enhancements and alterations to the structures must be consistent with Secretary of the Interior Standards for Historic Rehabilitation.

We will not be making any major alterations to the historic character of the structure, and thus preserving its maritime character.

9. Describe in paragraph form how you would access sufficient capital to complete an undertaking like the rehabilitation of a full pier structure or structures.

Principals have 75 years of experience in the global capital markets including private equity, VC and traditional, as well as federal, state and local public financing. Zenviba has also used the California Infrastructure and Economic Development Bank, NorCal Financial Development Corp. and California Organized Investment Network to market projects which preserve energy and impact low-income communities. Additionally, we have worked with medical investors on medical center projects.

Smaller Tenant Respondents

Respondents in the Smaller Tenant category of response provide the following information via this online form. All answers are non-binding. Click "NEXT" at the end of this section.

Master Tenant Respondents should skip this section by clicking "NEXT" below.

View the RFI: <http://bit.ly/sfport-piers-rfi>. Learn more: <https://sfport.com/historic-pier-opportunities-partnership>. Email questions to Rebecca Benassini, Port Assistant Deputy Director Waterfront Development Projects, at historicpiers@sfport.com.

To save your responses and quit the form, click "NEXT" and click "SUBMIT" in the final section. You will be emailed a link to your form. Responses can be edited until 10/31/18 at 5:00 p.m.

7. Provide a range of rental rates in dollars per leasable square foot per month for a triple net lease that the proposed operation can pay.

N/A

8. a. Would you be willing to make capital improvements to your preferred pier facility that would last beyond your lease term?

Depends on the deal

No

Other:

8. b. Provide an approximate amount of tenant improvement funding you can advance to prepare space for your operation.

N/A

9. Provide a range of number of years of lease term you would anticipate requiring to amortize the tenant improvement investment in (8).

N/A

Additional Information

Both Master and Smaller Tenant Respondents, click "SUBMIT" below to complete the Port of San Francisco Embarcadero Historic District Piers Request for Interest. If you have any additional information you would like to submit with your RFI response, please email these items to historicpiers@sfport.com with "Historic Piers Additional RFI Information" in the subject line.

You will be emailed a link to your form and you will be able to make changes to your responses until the RFI closes on Wednesday, October 31, 2018 at 5:00 p.m., PDT. The Port of San Francisco will not consider responses until after the RFI closes.

All answers are non-binding and will help the Port generate a better understanding of the possibilities for the future of the Embarcadero Historic District piers. View the RFI: <http://bit.ly/sfport-piers-rfi>. Learn more: <https://sfport.com/historic-pier-opportunities-partnership>. Email questions to Rebecca Benassini, Port Assistant Deputy Director Waterfront Development Projects, at historicpiers@sfport.com.

This form was created inside of Next Steps Marketing.

Google Forms