

Request for Qualifications

*The Public Health Service Hospital
at the Presidio of San Francisco*

RFQ



table of contents

- Executive Summary 1
- The Opportunity 2
- The Presidio & the Presidio Trust 3
 - The Presidio 3
 - The Presidio Trust 4
- The Site 5
 - Site History 5
 - Summary of PHSB District Buildings 6
 - Parking & Circulation 11
 - Utilities & Infrastructure 12
 - Environmental Resources & Management 12
- Project Goals & Objectives 14
 - Preservation of Historic Resources 14
 - Preferred Uses 14
 - Minimizing Traffic & Parking 14
 - Financial Contribution 14
 - Design & Quality of Improvements 15
 - Protection of Natural Resources 15
 - Environmental Sustainability 15
- Terms & Conditions of the Offering 16
 - Minimum Business Terms 16
- Regulatory Matters 17
- Selection Process 18
- Criteria 19
- Submittal Requirements 20
- Appendices 24
 - Appendix A: Reference Documents 24
 - Appendix B: Use & Disclosure of Information 24

executive summary

Development Opportunity	Lease and rehabilitate buildings within the Presidio’s 42-acre Public Health Service Hospital district
Location	Southwestern edge of the Presidio of San Francisco, near the intersection of Lake Street and 15th Avenue
Financial Requirements	Fair market rent, payment of Service District Charge with participation in future increased revenues
Maximum Lease Term	Ninety years (including all options)
Selection Process	Two-stage process, with a first stage of qualifications/conceptual proposals, and a second where detailed proposals will be sought from one or more “short listed” developers
Initial Deposit Required	An earnest money deposit of \$100,000 is required along with the submittal of detailed proposals, refundable to developers not selected
Additional Payment Required	Additional \$50,000 non-refundable fee required from developer selected for exclusive negotiations
Pre-Submittal Meeting and Site Visit	9 a.m., Tuesday, May 6, 2003, at the Presidio Officers’ Club, 50 Moraga Street, San Francisco
Response to RFQ Due	5 p.m., Monday, June 9, 2003
Contact	The Presidio Trust, 34 Graham St., P.O. Box 29052, San Francisco, CA 94129-0052 or (415) 561-5335

the opportunity

The Presidio Trust seeks qualified parties to lease and rehabilitate the former Public Health Service Hospital (PHSH). The 42-acre PHSB district contains approximately 400,000 square feet of buildings, including the main hospital (Building 1801) and nearby dormitories, offices, residences, and recreational buildings. The main hospital includes a c.1932 historic building of approximately 173,000 square feet and a non-historic addition of approximately 124,700 square feet. Non-historic portions of the building may be removed, and equivalent replacement construction provided within the district. The three-acre Battery Caulfield site, at the north end of the district, is a former military installation that may be a suitable site for replacement construction, and is available in combination with the main hospital building.

The Trust will entertain proposals for the main hospital building (Building 1801), alone or in combination with any other building within the PHSB complex and Battery Caulfield. All proposals must provide for the rehabilitation of the historic core of the main hospital building and any other historic buildings included in the proposal. The permitted use for the main hospital building and any replacement or new construction in the PHSB district is residential, including senior housing/assisted living. Permitted uses for other buildings include educational and other supporting uses. Rehabilitation of historic buildings in accordance with the Secretary of the Interior's Standards may qualify for the federal Historic Tax Credit.

Through the process described in this Request for Qualifications, several respondents may be invited to submit detailed proposals. This process will culminate in a lease and development agreement with the Presidio Trust. Both for-profit and non-profit entities are encouraged to respond. The selected respondent(s) must have experience completing similar projects, expertise in historic building rehabilitation, and historic tax credit projects, and the demonstrated ability to finance the project.



PUBLIC HEALTH SERVICE HOSPITAL, BUILDING 1801, 1953
source: Park Archive and Record Center Photo Collection, Golden Gate National Recreation Area

the presidio & the presidio trust

THE PRESIDIO

The Presidio's 1,491 acres feature unparalleled scenic beauty, dense forests, native plant communities, valuable wildlife habitat, and expansive beaches, as well as an extraordinary assortment of historic buildings, archaeological sites and historic landscapes. The Presidio was designated a National Historic Landmark in 1962, and in 1972 it was designated to become part of the Golden Gate National Recreation Area.

Since the military's departure in 1994, approximately 500,000 square feet of non-residential space has been rehabilitated through public/private partnerships with tenants. An affiliate of Lucasfilm is currently constructing a digital arts center of approximately 850,000 square feet at the site of the former Letterman Hospital. The current residential population of the Presidio is approximately 2,500 people, mostly occupying buildings constructed by the Army between 1900 and 1950 and recently rehabilitated by the Presidio Trust.

The Presidio offers amenities including coffee shops and cafes, a bank, a post office, and a wide range of recreation facilities including tennis courts, gymnasiums, a bowling center, a swimming pool, a golf course, trails, and a number of small playgrounds and athletic fields. The Presidio's historic Officers' Club has been renovated and now offers a visitor's center, banquet/reception venue, and exhibition space. Projects that are underway or in the planning stages include the rehabilitation of the Presidio's historic Main Post parade ground and the addition of destination restaurants.

The Presidio is accessible from downtown San Francisco, and surrounding residential neighborhoods and retail districts. The Golden Gate Bridge links the Presidio with Marin County and other areas in the North Bay region. Transit service to and from the Presidio is available on both the San Francisco Municipal Railway System (MUNI) and Golden Gate Transit lines. A Presidio-wide shuttle bus system connects the Public Health Service Hospital District with transit and other destinations in the Presidio.

The Presidio's National Historic Landmark status will be preserved; any changes will be compatible with the park's setting. PTMP, p. xii

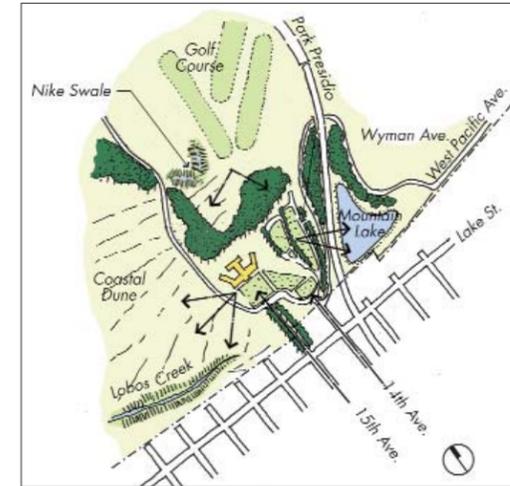
the site

THE PRESIDIO TRUST

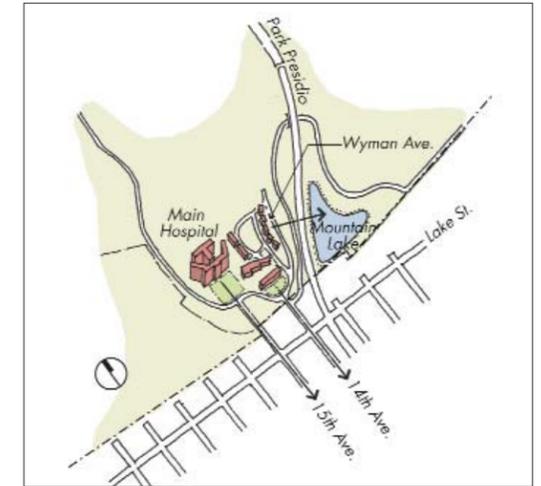
The Presidio Trust is a federal corporation established by Congress through the Presidio Trust Act (P.L. 104-333). The Trust has jurisdiction over the 1,168 inland acres of the Presidio known as Area B; the National Park Service manages the shoreline, or Area A. The Trust's mission is to preserve and enhance the natural, cultural, scenic, and recreational resources of the Presidio for public use in perpetuity and to achieve long-term financial sustainability. In 2002, after an extensive public process, the Trust finalized the *Presidio Trust Management Plan* (PTMP), a comprehensive land use plan for Area B of the Presidio. The PTMP policies and guidelines will guide the reuse of the PHSB district.



PUBLIC HEALTH SERVICE HOSPITAL AS SEEN FROM MOUNTAIN LAKE
source: Brenda Tharp, 1999



SITE SURROUNDED BY NATURAL AND CULTURAL RESOURCES AND SPECTACULAR VIEWS
source: PTMP, 2002



FORMAL ORIENTATION OF THE MAIN HOSPITAL AND NURSES' QUARTERS TOWARD 14TH AND 15TH AVENUES
source: PTMP, 2002

SITE HISTORY

For more than 100 years, the U.S. Marine Hospital at the Presidio of San Francisco tended to the needs of merchant seamen from around the world. The first Marine Hospital at the Presidio was constructed in 1875 and consisted of a complex of wood-frame buildings overlooking Mountain Lake. In 1894, services were extended to keepers and crews of life-saving stations. In 1902, the Marine Hospital Service was renamed the Public Health and Marine Hospital Service.

By the 1930s, the original wooden hospital complex was demolished and replaced with a seven-story hospital building, now known as Building 1801, the Public Health Service Hospital. In 1952, two seven-story wings and a lobby were added to the front of the building.

Today, most of the square footage within the district is unoccupied. The hospital building is entirely vacant and has been essentially unoccupied since 1981. The Trust has entered into short-term leases with tenants for some of the smaller buildings within the PHSB complex (see Appendix A). The Trust expects that most of the leases will have expired before delivery of the site to a selected developer. If the selected proposal involves an occupied building, tenant leases will be assigned to the developer.

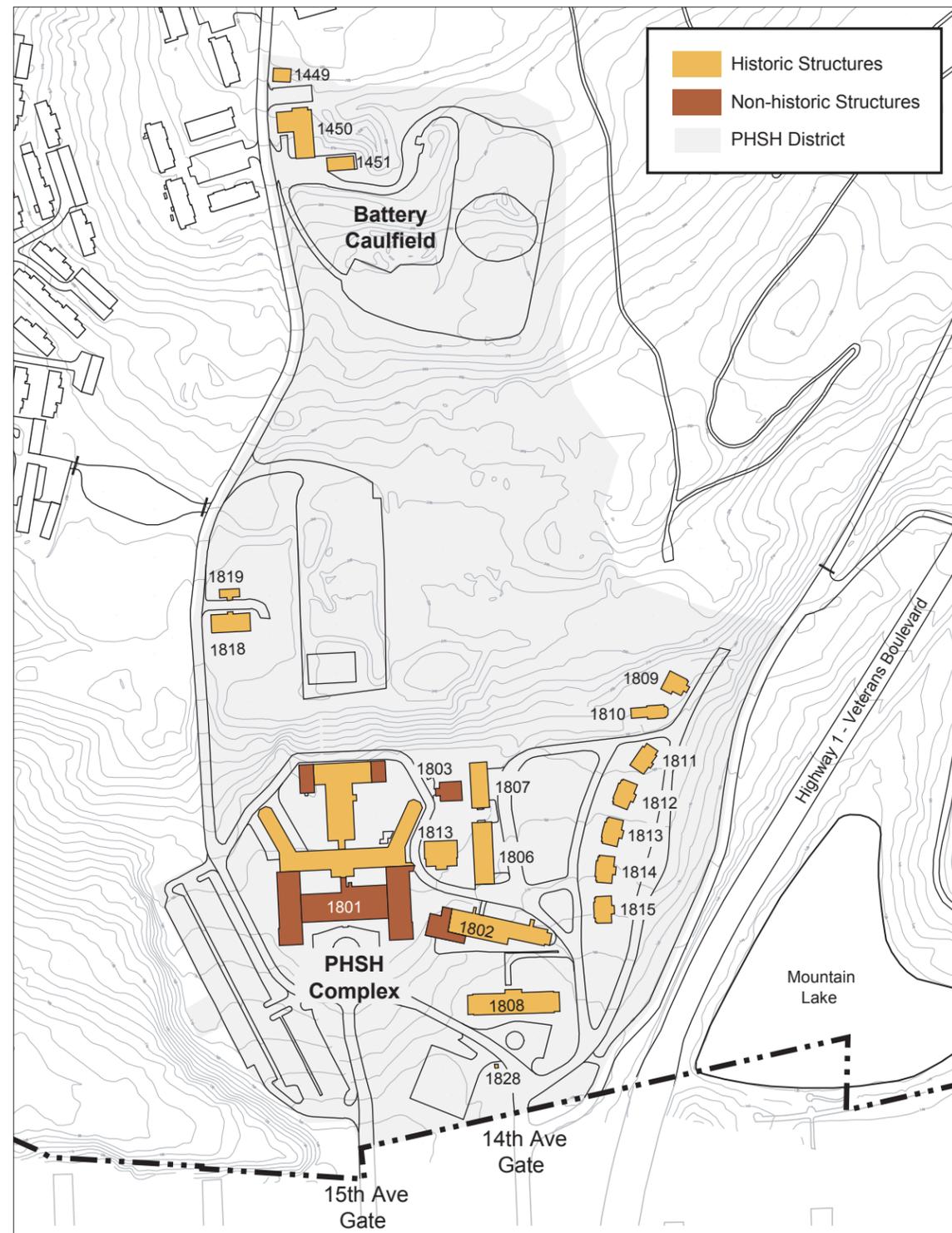
SUMMARY OF THE PHSH DISTRICT BUILDINGS

There are 17 buildings in the PHSH complex, the largest of which is Building 1801, the historic hospital with its non-historic addition. Seven residential buildings on the site, four of which are duplexes, total 24,000 square feet. There are nine other buildings, including dormitories and offices, that make up an additional 74,000 square feet. All of the residential and nine of the ten other buildings (including the original hospital building) are certified historic structures that contribute to the Presidio's National Historic Landmark status and qualify for the Federal Historic Rehabilitation Tax Credit. One historic building (1450) is available at Battery Caulfield.

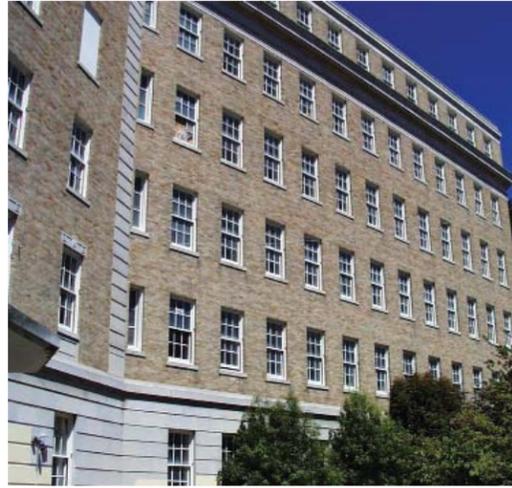
BUILDING DETAILS

BUILDING #	DESCRIPTION	HISTORIC	SQUARE FT.*
1801	Hospital:		
	1932 original	Yes	173,500
	1952 addition	No	124,700
	<i>total square feet</i>		<i>298,200</i>
1802	Engineering Building	Yes	15,000
1803	Recreation Bunker	No	1,400
1805	Recreation Center	Yes	3,600
1806	Quarters & Garages	Yes	9,500
1807	Senior Enlisted Quarters	Yes	8,700
1808	Nurses' Quarters	Yes	28,000
1818	Laboratory	Yes	6,000
1819	Laboratory	Yes	1,700
1828	Meter Houses	Yes	100
1809 to 1815	Residences	Yes	24,000
1450	Radio Transmitting Station	Yes	9,600
	TOTAL SQUARE FOOTAGE:		405,800

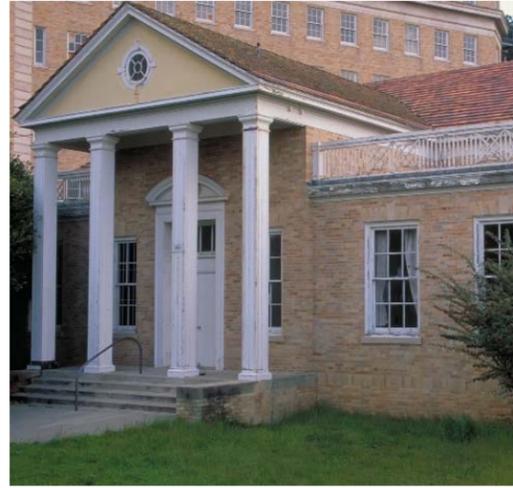
* All figures are gross exterior square footage based in many cases on Army measurements.



HISTORIC AND NON-HISTORIC STRUCTURES
source: Presidio Trust, April 2003



BUILDING 1801
source: Presidio Trust, 1999



BUILDING 1805
source: Brenda Tharp, 1999

Building 1801—Public Health Service Hospital

Built in 1932, this seven-story (including the basement) reinforced concrete building, clad in buff-colored brick, is one of the largest historic buildings in the Presidio. The original building was approximately 173,500 square feet composed of a rectangular front block with three large rear wings. Two of the wings, which rise the full seven stories, are placed in outward diagonal extensions from either end of the rear elevation; a large central wing, three stories in height, extends on axis, far to the rear of the property.

A 1952 addition added 124,700 square feet to the building, bringing the building size to 298,200 square feet. Comprised of two forward-projecting seven-story end wings and a large one-story connector, the addition partially obstructs the original front of the hospital building. The addition is distinct from the 1932 building, structurally non-integral, and not historic. It is expected that all or a portion of the nonhistoric addition could be removed without compromising the integrity of the historic hospital building.

Building 1802—Engineering Building

Constructed in 1932 as a maintenance facility, this historic two-story flat-roofed building of brick and reinforced concrete is rectangular in plan. It is the former steam generation plant and provided steam heat to the entire hospital complex; it also served as the hospital's laundry. The building has a prominent, approximately eight-story smoke/steam stack.

Building 1803—Recreation Bunker

The Recreation Bunker was built in 1950 and is the only ancillary building in the complex that is not historic.

Building 1805—Recreation Center

Constructed in 1932, this one-story brick building served as the recreation center for the hospital. The roughly square plan is comprised of a main rectangular portion, a projecting front (south) entrance portico, and lower one-story front rooms that flank the central portico.

Building 1806 & Building 1807—Quarters & Garages

Built between 1920 and 1928, the Senior Enlisted Quarters (1806) has two stories, with reinforced concrete construction finished in stucco. In Buildings 1806 and 1807, the first story accommodates multiple garages while the living quarters are located on the upper floor(s). These are two of the four remaining buildings that pre-date the 1932 complex (along with residences 1809 and 1810), and therefore are associated with the earlier historic hospital complex.

Building 1808—Nurses' Quarters

Built in 1932 as nurses' quarters, this three-story building with basement has a rectangular plan. The walls of the recessed portion of the portico are finished in stucco, while the rest of the exterior, with the exception of the wooden sun porches, is covered in buff-colored brick. It is aligned with the 14th Avenue entrance to the complex.

Building 1818 & 1819—Laboratories

Built in 1931, these small one-story buildings are rectangular in plan, clad in buff brick, and have flat roofs edged in molded copper coping.

Building 1828—Meter House

Built in 1932, this small, block-like, windowless building houses an electric meter.



BUILDING 1808
source: Presidio Trust, 2003



BUILDING 1810
source: Presidio Trust, 2003

Building 1809-1815—Wyman Avenue Housing

The Wyman Avenue cluster of three single-family homes and four duplexes is set in a row overlooking Mountain Lake. Residence 1810 was built in 1915 and is the oldest existing building in the hospital complex; residence 1809 was built in 1920. Although these houses were built over a period of 17 years, they share architectural features such as stuccoed wood-frame construction, portico entrances, and similar window and door treatments. The single family homes range in size from 3,000 to 4,000 square feet. The nearly identical three-bedroom/two-bath duplex units are 1,600 square feet each with full basements.

Building 1450—Radio Transmitter Building

Built in the early 1940s, this two-story modern style building is a utilitarian concrete structure. Originally a radio transmitting station built to serve the coastal defense batteries, the building was later used to support the adjacent missile site.

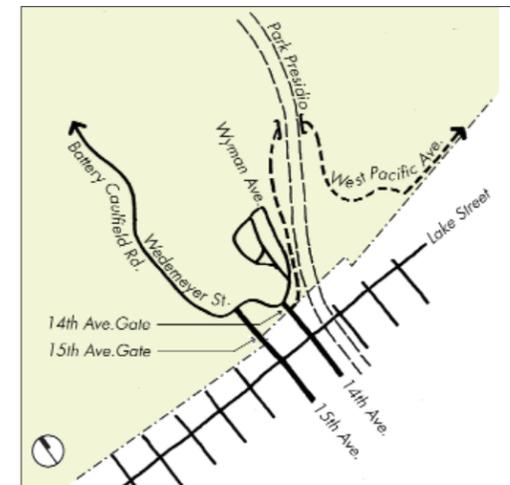
Battery Caulfield

Battery Caulfield is approximately three acres of asphalt with underground missile silo substructures. It is not considered an historic property, and is used primarily as a storage area. The Trust will consider proposals for replacement construction

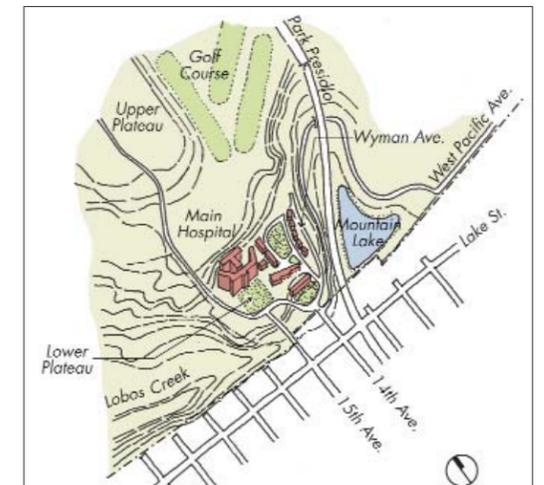
at Battery Caulfield. While the exact amount of replacement construction will be determined during site-specific planning, the total square footage in the district after construction may not exceed about 400,000 square feet, as provided in the PTMP. Also, a prerequisite of new construction will be the deconstruction of an equivalent amount of square footage elsewhere in the PHS district.

PARKING AND CIRCULATION

Parking areas within the PHS district contain approximately 306 spaces, although the size and configuration of these lots are subject to change. The PHS district's primary access is through the 15th Avenue Gate, and the residential Lake Street neighborhood. The Presidio Trust has long planned to reopen the original 14th Avenue Gate, so that 14th and 15th Avenues can be operated as a one-way couplet, with 14th A



PRIMARY SITE ACCESS FROM 14TH AND 15TH AVENUES
source: PTMP, 2002



PRIMARY BUILDINGS CLUSTERED ON SMALL PLATEAU
OVERLOOKING CITY
source: PTMP, 2002

UTILITIES AND INFRASTRUCTURE

The Presidio Trust provides potable water service to the PHSB district. The sanitary sewer system at the PHSB district consists of several lines of various sizes. Users will be expected to pay their metered share of system costs as well as any discharge charges levied by outside sanitary sewer agencies. There is also an existing storm sewer system. Electricity is distributed by the Presidio Trust from a central metering point. PG&E operates the natural gas system at the Presidio and Building 1802 is currently the only building within the complex to which natural gas is supplied. Boilers in 1802 service the PHSB complex buildings.

The Presidio's fiber optic backbone will provide high-speed data transmission capability to the PHSB complex. The Presidio Trust operates non-residential telephone service and maintains the outside telecommunications plant and billing for service. Users will be responsible for the inside plant.

ENVIRONMENTAL RESOURCES & MANAGEMENT

In August 2002, the Trust completed a program-level environmental impact statement (EIS) for its comprehensive land use plan for Area B of the Presidio, PTMP. Environmental review of project proposals will tier from the PTMP EIS. A detailed summary and discussion is provided in the Environmental Review Summary referenced in Appendix A. Respondents should particularly note the following environmental issues:

Biological Resources

The upper plateau of the PHSB district supports significant native plant communities including coast live oak woodland, central dune scrub, and riparian and dune slack wetland vegetation, as well as the San Francisco lessingia, a federally-listed endangered plant. This area is also habitat for the largest known quail population in San Francisco.

Water Resources

The PHSB district is adjacent to Lobos Creek and Mountain Lake. Lobos Creek supplies the Presidio's water treatment plant and is the drinking water source for

the Presidio. Activities and stormwater runoff from the PHSB district must not impact the Lobos Creek watershed. In addition, the Presidio's domestic water supply permit prohibits the use of reclaimed wastewater for irrigation within the district.

Marine Hospital Cemetery

A cemetery estimated to contain as many as 585 graves is located to the north of the PHSB complex and south of Battery Caulfield. The cemetery site and surrounding natural area are not available for development.

Environmental Remediation

The Trust manages a Presidio-wide environmental remediation program that is overseen by the Department of Toxic Substances Control and the Regional Water Quality Control Board. Several remediation sites are located within the PHSB district. The Summary of Landfill Remediation referenced in Appendix A includes a more detailed discussion of environmental remediation in the PHSB district.

Asbestos and Lead-Based Paint

Asbestos-containing materials and lead-based paint are assumed to be present in all of the PHSB district buildings. Although the Army undertook a program for abating the friable hazardous materials in the main hospital building in 1996, asbestos-containing material is still present within the walls and other non-exposed areas. This material will need to be managed and/or abated.

Other Information

The PHSB district, including the hospital building, has been the subject of several studies and reports in addition to the Environmental Review Summary. These other sources are listed in Appendix A in the Environmental Review Summary and are available for purchase at Ford Graphics in San Francisco.

project goals & objectives

The Presidio Trust is seeking a project that achieves the following goals:

PRESERVATION OF HISTORIC RESOURCES

The Trust seeks to preserve the historic resources that contribute to the Presidio's designation as a National Historic Landmark District. Preservation and rehabilitation of the historic core of the hospital building will be an essential element of prospective redevelopment plans. If other historic buildings are included as part of a proposal, they must also be preserved. A significant portion of the costs incurred in the rehabilitation of historic structures may qualify for the federal Historic Tax Credit, which provides for a tax credit equal to 20 percent of qualifying rehabilitation costs. Developers are encouraged to consult with qualified advisors in investigating use of the Historic Tax Credit.

PREFERRED USES

The Trust seeks proposals that are consistent with the PTMP, which specifies residential use as the preference for the main hospital building. As subsets of residential use, senior housing and assisted living and related uses (e.g., skilled nursing, and continuing care) will also be preferred uses. Educational uses and supporting uses may be considered in the ancillary buildings in the district, in addition to residential use. Public access to open spaces within the district must be preserved.

MINIMIZING TRAFFIC AND PARKING

The Trust seeks to minimize traffic and parking demand, and will require prospective tenants to participate in the Trust's transportation demand management program, which encourages alternatives to single-occupant automobile use. Proponents should consider uses and programs that minimize traffic and parking demand. Program elements may include use of paratransit, public transportation support, and other incentives and disincentives.

FINANCIAL CONTRIBUTION

The Trust seeks to maximize revenue to the Trust over the term of the lease to support the Trust's mission to preserve and protect the Presidio for the public.

Expected elements of proposals include a minimum annual base rent (adjusted to increase over time) of at least \$1.0 million for the hospital building and the Battery Caulfield site, some participation in future increased revenues, and payment of the Service District Charge (SDC) to commence upon delivery of the site by the Trust. The SDC is a pass-through of a portion of Presidio operating expenses (e.g., police, fire, road and other infrastructure maintenance) that are not directly associated with revenue-generating buildings. Tenants are charged a pro rata portion of such costs based on the relationship of the space leased to the total Presidio square footage of non-residential buildings. The SDC for Fiscal Year 2003 is estimated to be \$3.57 per rentable square foot.

DESIGN AND QUALITY OF IMPROVEMENTS

The Trust seeks proposals which exhibit the highest quality of site planning and design, and which are compatible with the National Historic Landmark District and surrounding neighborhoods. The PHSH project will be required to meet prevailing codes and standards for the proposed use, and to comply with the Planning and Design Guidelines prepared by the Trust and referenced in Appendix A.

PROTECTION OF NATURAL RESOURCES

The undeveloped areas within and adjacent to the PHSH district shelter many important habitats, including that of the San Francisco lessingia, a federally-listed endangered species. Residents and visitors will have an opportunity to learn about and protect these valuable natural and biological resources. The Trust expects that proposals will preserve and respect the district's natural and biological resources as discussed in the Environmental Review Summary referenced in Appendix A.

ENVIRONMENTAL SUSTAINABILITY

The Trust encourages environmentally sustainable building design, materials, and construction practices. Energy-efficient materials and building techniques should be incorporated into any proposed design. Building and grounds operations should promote water conservation, energy efficiency, and indoor air quality. Tenants are expected to participate in Presidio-wide waste management programs. Green building guidelines are referenced in Appendix A.

terms & conditions of offering

MINIMUM BUSINESS TERMS

The Presidio Trust intends to enter into a development agreement and long-term lease with one developer. The following section briefly describes the minimum lease terms. In submittals, prospective developers will be required to indicate acceptance of the basic business terms, or to identify areas of disagreement with an explanation and suggestion of an alternative way to address the issue. Proponents are not required to submit specific financial proposals in excess of the minimum terms in response to this RFQ.

1. **Building Combinations** — Proposals may be submitted for Building 1801 alone or in combination with any of the buildings within the PHS complex and/or Battery Caulfield. Proposals for Battery Caulfield may include or exclude Buildings 1450.
2. **Subordination** — The fee ownership will not be subordinated.
3. **Term** — The Presidio Trust will agree to a lease term appropriate to the proposed use and market conditions, not to exceed ninety (90) years (including any options). The initial lease term shall be limited to seventy-five (75) years.
4. **Rent** —
 - a. **Monthly Base Rent** - A minimum monthly base rent, beginning at the earliest feasible date, of not less than \$1.0 million annually (NNN) for Building 1801 and related new construction. Additional base rent is required for other buildings on the site.
 - b. **Base Rent Increases** - Periodic base rent increases should be proposed.
 - c. **Percentage Rent and/or Participation Rent** - Percentage and/or participation rent should be included in the proposal, as well as sale and refinancing proceeds.
5. **Service District Charge** — A Service District Charge will be payable monthly beginning upon delivery of the site.
6. **Permitted Uses** — All uses shall be responsive to the PTMP and the Presidio Trust Act, including consistency with the general objectives of the General Management Plan Amendment, as set forth in the Trust Board of Directors Resolution 99-11.
7. **Assignment** — The Presidio Trust will have the right to approve any assignment of the lease.

8. **Performance Benchmarks** — The letter of intent, development agreement, and lease will contain time and performance benchmarks with clear termination provisions for non-performance.
9. **Assurances** — The development agreement and lease will include provisions for liquidated damages, performance bonds, or other remedies to assure completion of the project. Depending on the financial capacity of the entity entering into the Development Agreement and Lease, the Trust may also require a guaranty from a parent company or other security guaranteeing the successful completion of the project.
10. **Maintenance/Repairs** — During the lease term, the developer will be responsible for all maintenance, repairs, and operating expenses associated with the site.
11. **Broker Policy** - The Presidio Trust will not pay commissions to brokers who are involved in the transaction. Brokerage fees, if applicable, will be the responsibility of the tenant/developer.

regulatory matters

Area B of the Presidio is under the exclusive jurisdiction of the Presidio Trust. The Trust is the permitting authority for purposes of issuing site, building, and other permits and approvals related to land use and construction. The Presidio Trust is also responsible for required review under the National Environmental Policy Act (NEPA) and the National Historic Preservation Act (NHPA). NEPA and NHPA compliance activities involve public review and consultation with other agencies, such as the State Historic Preservation Officer, the Advisory Council for Historic Preservation, and the National Park Service.

selection process

The Presidio Trust Board of Directors and staff will conduct the selection process. The Presidio Trust is the sole and final decision-maker regarding this selection, and it reserves the right to reject any or all proposals or terminate lease negotiations at any time.

PHASE 1 — Qualifications and Conceptual Proposals

Interested parties will provide a statement of qualifications and a brief description of the proposed use and redevelopment concept in response to this Request for Qualifications. The submissions will be evaluated based on the outlined submittal requirements, and the Trust's Board of Directors will vote on a short list of qualified respondents to receive a Request for Proposal. During the review period, the Presidio Trust may request written clarifications or conduct interviews with any or all of the respondents.

PHASE 2 — Detailed Proposals

Following the selection of the short list, a Request for Proposals will be mailed. Respondents selected for the short list will have approximately 60 days to prepare more detailed proposals that include the following elements:

- Detailed description of the redevelopment concept with specifics as to the type of project, name of occupants, anticipated quality, land uses, and use of Historic Tax Credit
- Rehabilitation/redevelopment plan for proposed project
- Identification of complete development team
- Detailed business terms, including development cost, transaction structure, lease term, base rent, future rent increases, and formula for participating rent
- Preliminary statement of interest from lenders
- Schedule of performance
- \$100,000 good faith deposit, refundable to non-selected respondents
- Comments from respondent's counsel on specified aspects of the form of the Development Agreement and Lease provided as exhibits to the RFP

The Presidio Trust will carefully review the detailed proposals. Additional information or clarification may be requested of any or all of the respondents. Also, interviews may be conducted at this point, and a public presentation scheduled. At the conclusion of this review, one or two respondents will be selected for negotiations leading to a non-binding Letter of Intent and/or an Exclusive Negotiations Agreement.

PHASE 3 — Proposal Refinements/Letter of Intent

The emphasis during these discussions will be on refining specific business terms, general design considerations, and performance schedule. The detailed Letter of Intent will delineate the business terms, and outline the steps and schedule to reach agreement on the terms of the lease and development agreement.

PHASE 4 — Exclusive Negotiations Agreement, Lease and Development Agreement Negotiations

Upon the approval of the Presidio Trust Board of Directors, the Letter of Intent and an Exclusive Negotiations Agreement will be executed, the selected respondent's initial deposit will become non-refundable, and the selected respondent will make an additional non-refundable deposit of \$50,000. Given the detailed nature of the Letter of Intent and the early limited legal review of the form agreements by respondent's counsel, the Exclusive Negotiations Agreement will provide for a limited period (not to exceed 60 days) for the negotiation and execution of a development agreement and lease.

DEADLINE & DELIVERY

Ten originals and one unbound copy (as well as a redacted copy if submitted pursuant to the provisions of Appendix B) of the Statement of Qualifications must be received by the Presidio Trust no later than 5:00 p.m., Pacific Standard Time, on June 9, 2003, at the following address:

The Presidio Trust
34 Graham Street
P.O. Box 29052
San Francisco, CA 94129-0052

Statements of Qualifications that are not received at the designated address before the specified deadline will not be accepted. Facsimile reproductions or electronic transmissions of Statements of Qualifications will not be accepted.

All copies of the submittal must be enclosed in a sealed box or envelope showing the title of the submittal, and the name and address of the submitting organizations(s). The Presidio Trust will retain all Statements of Qualifications for the official record. The Presidio Trust will not furnish respondents with any pre-selection information concerning the status of submittals other than the acknowledgment that they were received.

Respondents should submit a Public Copy of their Statement of Qualifications that complies with the requirements of the Freedom of Information Act. (See Appendix B.)

criteria

In the Request for Qualifications phase of the selection process, emphasis will be placed on the relevant program qualifications and financial capacity of the respondent, as well as the general appeal of the preliminary development concept. Submittals will be evaluated based upon the following criteria:

CONCEPTUAL PROPOSAL

- Compatibility with the draft PHS Planning and Design Guidelines, the Presidio Trust Management Plan, the Presidio Trust Act, and the general objectives of the General Management Plan Amendment for the Presidio
- Responsiveness to the Presidio Trust goals and objectives for the site, as stated in this RFQ
- Compatibility of design and concept with the Presidio's National Historic Landmark District

QUALIFICATIONS & EXPERIENCE TO DEVELOP SITE

- Experience with similar projects
- Quality of past projects & timeliness of past performance
- Quality of ongoing maintenance standards
- Qualifications of principal and other team members
- Experience with public-private collaborations
- Experience working in an historic district setting and/or national park
- Experience in historic building rehabilitation, including use of historic tax credits
- Experience using environmentally sustainable building techniques

FINANCIAL CAPABILITY

- Ability to raise capital for the project
- Strength of current relationships with financial institutions
- Overall financial track record
- Acceptance of Minimum Business Terms

OUTREACH

- Proposed public outreach efforts

Additional criteria may be provided at the Request for Proposal phase of the selection process.

submittal requirements

Although the Presidio Trust will accept all qualifications submitted within the stipulated timeframe, those that do not comply with the submittal requirements, have limited financial capability, or propose speculative development may be disqualified without further evaluation. Please refer to Appendix B for information about the federal Freedom of Information Act (FOIA) and use and disclosure of submittal contents.

The Presidio Trust prefers to enter into lease negotiations with a single master tenant interested in Building 1801, any combination of other buildings within the PHS complex, and Battery Caulfield. Qualifications will be accepted from organizations desiring to lease and rehabilitate any of the permitted building combinations. Qualifications will also be accepted from organizations desiring to sublease improved space from the selected master tenant(s).

The Presidio Trust is the sole and final decision-maker regarding this selection, and reserves the right to reject any or all proposals or terminate lease negotiations at any time. All submittals become the property of the Presidio Trust. The Presidio Trust welcomes submissions from for-profit companies and non-profit organizations and joint ventures. Minority- and women-owned businesses are encouraged to respond.

Please submit clear and concise responses with only the information requested below. Submittals should not exceed 50 pages. No architectural drawings or detailed financial terms are required at this time.

DEVELOPMENT ENTITY

- Identification and type of legal entity(ies) that will develop and implement the project, and that will contract with the Presidio Trust for the ground lease, including all joint venture/limited partners and percentage interest and capital/equity committed to the entity
- Intended role of each partner/major consultant in the implementation of the project and the responsible entity(ies) in the organizational structure for ongoing project management and operations
- Role and resumes of project manager and key individuals who would implement and operate this project

- Key consultants and relevant experience, including but not limited to financial, marketing, architecture, engineering, general contractor (if known), environmental, regulatory, legal and historic preservation consultants, including experience on projects with public entities and historic preservation
- Description of lead negotiator and identification of any limitations to his/her authority to contractually bind the entity in negotiations
- Identification of local, minority, and woman-owned businesses that would participate in the project

DEVELOPER EXPERIENCE

Relevant project experience, particularly with residential, senior housing, mixed use development, developments with other public entities, and historic renovation and rehabilitation involving National Register and other historic properties, and historic tax credit projects, is preferred. Include the following information for each project identified:

- Location and photographs
- Size (rentable area), number, and type of units, including all related facilities
- Development timeline from developer selection to completion of construction, indicating any relevant phasing
- Project cost, capital and financing sources used, and economic performance
- General description including role of development entity, unique challenges of project, occupancy, history
- Current management/owner and public agency contact
- Whether or not development was undertaken in conjunction with public entities, with references and contact information
- Identification of development entity, and explanation if different from the proposed developer for this project
- Identification of operator / manager, and explanation if different from the proposed operator/manager for this project

FINANCIAL CAPACITY

Evidence of access to equity capital and financing resources to carry out proposed project, supported by:

- The most recent available credit report and an audited financial statement for the past four years of each principal and joint venture participant, including statement of changes in financial position and statements of any parent organizations and any materially relevant subsidiary units, identifying any projects with negative cash flows, amount of developer's recourse debt, any non-performing loans, and the amount of guarantees and/or contingent liabilities
- Composition of current real estate portfolio, listing the following information for each project: project name, type, location, date completed, project size (rentable area, number of units) value, debt, role (i.e. developer, operator, property manager etc.) ownership interest, and occupancy rate
- Recent history (preferably with the last two to three years) in obtaining financing commitments, detailing type of project, financing source, amounts committed, etc.

- List and description of all projects in pipeline including status, development schedule and financial commitment required of developer/operator, a detailed description of the project financing methods, sources and amounts, and any working relationship (on other projects) with members of the proposed team for this project
- Identification of specific relationships (and contact information) with sources of equity/debt capital and their indication that the project outlined by the Presidio Trust is consistent with their investment criteria for a project of this size and type
- A written statement from each financing source that the equity and/or mortgage capital is available or will be made available for funding the proposed project, and that the project outlined by the Presidio Trust is consistent with the source's investment criteria for a project of this size and type. In lieu of a letter of commitment, respondents may submit written statements from their financing sources describing past projects which said source has financed for said respondent, detailing the amount of capital, the size of the project and any other pertinent information which will assist in determining the availability of equity or subordinate mortgage capital to fund the project
- Address whether the respondent or any participating team members have been involved in any litigation or other legal dispute regarding a real estate venture during the past five years. If so, provide an explanation of the details

CONCEPTUAL PROPOSAL

Size & Type of Project

Describe in narrative form the redevelopment concept and proposed use of the site. A conceptual plan showing the general layout of all buildings should be submitted. Photos of comparable or similar projects may be included but are not necessary. Please include the following information:

- Site development concept, including relationship to the Secretary of the Interior's Standards for the Rehabilitation of Historic Properties
- Define the buildings to be rehabilitated, the proposed uses, and any proposed demolition and/or new construction
- Describe the type and square footage of all uses included as part of the proposal
- Summarize the number, type and average size of all residential and senior housing units, and all related facilities
- Identify the name of all users or tenants
- Describe the type of activities and programs to take place at the site
- Describe any employee or visitor services and facilities, such as food service
- Indicate the number of employees and visitors associated with your concept
- Include a brief description of the quality and character of anticipated general architectural design
- Provide information on the estimated amount and type of access needed and parking required. Specify the type of parking anticipated (surface, structured, or underground)
- Describe plans for reducing single occupancy vehicle auto usage through traffic demand management plans
- Describe preliminary concepts for sustainable design, environmentally sensitive construction, and energy management

Schedule

Provide an estimated development schedule, including all predevelopment activities.

COMMITMENT TO MEET FINANCIAL OBJECTIVES

An agreement to meet the Presidio Trust's financial objectives for a guaranteed minimum rent with periodic adjustments, payment of the Service District Charge, participation for the Trust in future increased revenues, protection from risk, and the provision of completion guarantees.

OUTREACH

Diversity

Please provide narrative descriptions and examples of successful past outreach programs to increase employee diversity and procurement from minority- and woman-owned firms. Also, please provide narrative descriptions of past outreach programs to increase diversity in residential populations. Please elaborate on how you might continue or enhance these programs at the Presidio.

Public Outreach

Provide a description of planned public outreach programs associated with the proposed project.

EDUCATIONAL USE SUBMITTAL REQUIREMENTS

In addition to the information requested above, submittals that include an educational component for use of one or more of the ancillary buildings should include the following:

- Detailed description of the school's operational plan including number of students, faculty, support staff, etc.
- Physical program needs, including number and size of classrooms, administrative support space, lunchroom, assembly space, special room needs (music, science labs, etc.) within the school building
- All offsite requirements including playing fields, gymnasiums and any other activity space. Indicate whether such needs are required to be located at the Presidio, and whether shared use is acceptable
- Tuition schedule and scholarship plans, including number of scholarships and criteria for student selection, and strategies for ensuring diversity within the student body
- Proposed curriculum and how it relates to the natural, scenic, cultural and recreational resources of the Presidio
- Number, type, and schedule of programs offered to non-students
- Specific description of the school's accreditation status
- Estimated parking demand and description of other transportation needs, including the timing/frequency of student pick-up and drop-off, estimated transit ridership, timing and nature of deliveries, and programs designed to minimize traffic impacts associated with student and faculty/staff travel

appendices

APPENDIX A - REFERENCE DOCUMENTS

Appendix A is contained in a second volume and includes the following supplemental materials:

- Public Health Service Hospital Environmental Review Summary
- Draft Planning and Design Guidelines, Public Health Service Hospital District
- Summary of Landfill Remediation at the Public Health Service Hospital
- Overview of Existing Residential Programs
- Summary of Project Responsibilities
- Summary of Existing Tenants of the PHSH District

In addition, the Presidio Trust has a variety of resources to help prospective tenants respond to this Request for Qualifications. Respondents may review this information at the offices of the Presidio Trust or obtain copies at Ford Graphics in San Francisco. Please call 415-561-5335 for more information. Resources available for review include:

- The Presidio Trust Act, Public Law 104-333
- The Presidio Trust Management Plan (May 2002)
- The Presidio Trust Management Plan Final Environmental Impact Statement, Presidio of San Francisco (May 2002)
- Floor plans for buildings in the PHSH district
- Presidio National Register of Historic Places Updated Registration Forms (October 1993)
- Guidelines for Rehabilitating Buildings at the Presidio of San Francisco (1995)
- The Programmatic Agreement regarding PTMP and various operations and maintenance activities for Area B of the Presidio
- Draft Green Building Guidelines for the Rehabilitation of Historic and Non-Historic Buildings (October 2000)

This is a partial list of information sources. Please contact the Presidio Trust if you have questions about other information resources.

APPENDIX B - USE AND DISCLOSURE OF INFORMATION

Your submittal in response to this Request for Qualifications may be subject to the federal Freedom of Information Act (“FOIA”), 5 U.S.C. §552. Under the FOIA, only certain categories of information submitted to and in possession of the federal government are exempt from disclosure to the public upon request. In your submittal, you must properly identify all information that you believe is exempt from disclosure under the FOIA. Information that is not properly identified may be released by the Presidio Trust (“Trust”) without further review or consultation with you. Information that is properly identified may be released to a public requester under the FOIA only upon a finding by the Trust or by a court that it is not, in fact, exempt from disclosure.

Among the FOIA exemptions that may apply to information you submit is one that exempts “trade secrets and commercial or financial information obtained from a person and privileged or confidential.” 5 U.S.C. §552(b)(4). Courts have further defined these terms in specific situations. You may wish to seek legal advice on this and other FOIA issues, including other exemptions that may apply to the information you submit.

If your proposal does not contain information that you believe is exempt from disclosure under the FOIA, you must submit a letter to the Trust along with your proposal indicating that nothing in the proposal is exempt from disclosure.

If your submittal contains information that you believe is exempt from disclosure under the FOIA, you must mark the cover of each document submitted as part of your proposal with the following legend:

The information specifically identified on pages ____ of this document constitutes information which the submitter believes to be exempt from disclosure under the federal Freedom of Information Act. The submitter requests that this information not be disclosed to the public, except as may be required by law.

You must also specifically identify the information on each page of the proposal on which exempt material appears, and must prominently mark each such page as follows:

CONTAINS INFORMATION THAT IS EXEMPT FROM DISCLOSURE UNDER THE FOIA

You must also submit to the Trust an additional complete copy of your proposal marked prominently on the cover as a “PUBLIC COPY” with the information that you believe is exempt from disclosure permanently redacted such that this public copy may be released to the public without further review.

Failure to identify information in your submittal and/or failure to redact information from the public copy you submit will be treated by the Trust as a waiver of your claim to exemption from public disclosure under the FOIA for such information.

The Trust shall use the information that you identify in your submittal only for the evaluation of your submittal. Please note, however, that if the Trust enters into a contract with you as a result of or in connection with the submittal, the Trust shall have the right to use the information as provided in the contract. In addition, if the same information is obtained from you or from another source, it may be used in accordance with such restrictions, if any, as may be placed on it by that source.

If a request of the Trust under the FOIA seeks access to information in the submittal that you have identified as exempt from disclosure under the FOIA, the Trust will notify you at your current address on file with the Trust in accordance with Executive Order 12600, and the Trust will provide you with an opportunity, on an expedited basis, to submit additional evidence and written argument in support of your position. If the Trust determines that some or all of the information claimed by you to be exempt from the FOIA is, in fact, subject to disclosure by the Trust under the FOIA, the Trust will notify you of this determination before the information is released. In order to receive notice in such situations, you must ensure that the Trust at all times has your current mailing address, phone number, facsimile number (if any), and electronic mail address (if any).

Questions concerning these FOIA procedures and related policies should be directed to:

The Presidio Trust
 Attn: Steve Carp, FOIA Officer
 Building 34, Graham Street
 P.O. Box 29052



source: Presidio Trust, 2003



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