

**SAN FRANCISCO RESPONSE
ANALYSIS AND RECOMMENDATION**

1 Significant number of professionals engaged in the field of biomedical research.

1(a) Qualified Professionals that reside within less than 45 minutes of the proposed building.

1(b) Qualified professionals that reside between 45 minutes and 90 minutes from the proposed building.

San Francisco Recommendation: San Francisco should receive points in both categories (received 0). San Francisco indicates that its proposal provided estimated employment figures for area life sciences companies and contends that typical residency patterns would suggest that the bulk of the 85,000 employed in the San Francisco biomedical cluster are within 45 or 90 minutes of the proposed facility.

Evaluation Team Analysis: The RFP states: “A significant number of professionals engaged in the field of biomedical research should reside within 45 minutes under normal travel conditions of the proposed facility”. San Francisco’s proposal did not reference the RFP’s residency requirement or provide information about residency patterns. Therefore San Francisco received no points in category 1(a). With respect to 1(b), the RFP did not expressly request data for over 45 minutes. No proposal provided this information. All proposals received a score of 0.

Evaluation Team Conclusion: NO CHANGE.

2 International Airport

San Francisco Recommendation: San Francisco should have received more points than the other finalists in this category (each finalist received 10 points). The qualitative distinctions between airports were not taken into account in the assignment of point values. San Francisco airport offers significant advantages over other airports (see flight frequency schedule, proposal pg. 12).

Evaluation Team Analysis: Points were awarded based on the specific requirement in the RFP – commute time from the proposed facility to an international airport. To ensure objectivity, the present scoring system was agreed upon before the bids were viewed and should not be changed. However, the Committee could take such qualitative factors into account during its site visit.

Evaluation Team Conclusion: NO CHANGE.

Agenda Item: 4A, IV

3. No/low cost conference facilities and access to no/low cost hotel facilities.

San Francisco Recommendation: San Francisco's lead in this category should have been greater (received 20). San Francisco feels that it offered far more hotel rooms and more/larger conference facilities than other proposals.

Evaluation Team Analysis: San Francisco received the highest possible score in this category.

Evaluation Team Conclusion: NO CHANGE.

4 No/Low Cost Hotel Facilities

San Francisco Recommendation: San Francisco should have received even more points than other bidders in this category (received 10). San Francisco bases this request on a similar argument to that used in category 3, above.

Evaluation Team Analysis: San Francisco received the highest possible score in this category.

Evaluation Team Conclusion: NO CHANGE.

8 Incentives other than free rent during the first 10 years.

8(b) Direct or indirect financial value of innovative incentives not described as examples in the RFP – e.g., free/very low rent for more than ten years; no/very low cost for operating or utility expenses, etc.

San Francisco Recommendation: San Francisco should receive points (received 0). San Francisco contends it should have been awarded significant points for building incentives (Reasons enumerated in response.)

Evaluation Team Analysis: The Major Business Terms of the RFP include gross full service rent. This includes janitorial services and building operating expenses, including taxes, insurance, building maintenance and all utilities to the Premises. These factors are evaluated in the point awards in category 6 (Lease Payments for ten years). No proposal received Incentive Points for these items.

The RFP requires that the State shall have access to the building premises, at least one operational elevator and parking facilities 24 hours per day, 365 days per year. No incentive points are given for a keyless entry system.

The RFP stipulates that the facility should have approximately 17,000 net usable square feet of office space. No points are given for additional space. However, the Committee could consider this factor during its site visit.

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Community and in-kind incentives offered by outside providers are not scored in the building owner incentives section. No proposal received points for community and in-kind incentives. However, the Committee could consider this factor during its site visit..

Original Total Score: 158

Revised Total Score: 158