

**SAN DIEGO RESPONSE
ANALYSIS AND RECOMMENDATION**

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

San Diego Recommendation: San Diego should receive the full 10 points (originally given 0). On page 18 of the San Diego bid, the number of biomedical research employees in the county is identified as 38,934. The map on page 20 of the San Diego bid defines location of San Diego's adult populations and driving times under normal conditions for the major of San Diego County residents. All are within 28 minutes of proposed location. San Diego clarifies that it was their intent that this support a conclusion that a large segment of the biomedical research employees must reside within that commute time as well..

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". With this clarification, it appears that the material in the original bid package does support San Diego's contention that a large portion of the 38,934 biomedical research employees reside within the commute times listed on the map on page 20. No other bidder, except Sacramento, provided sufficient data to allow a similar determination to be reached.

Evaluation Team Conclusion: AWARD FULL 10 POINTS

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

San Diego Recommendation: San Diego should receive the full 5 points (received 0). The RFP established a 45 minute measure of proximity. Scoring criteria in 1b should either be eliminated or be amended to reflect the number of qualified professionals within a five mile radius of the proposed facility, in which case

Evaluation Team Analysis: 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

1(c) Number of qualified professionals in the area.

San Diego Recommendation: San Diego should receive the full 25 points (received 11).

- (1) Subcategory 1c should be amended to say "within 45 minutes" as is specifically stipulated in the RFP.
- (2) San Diego provided a map (pg. 18) showing that most of the 38,934 biomedical professionals in San Diego County are located within a 45 minute radius.

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Evaluation Team Analysis:

- (1) To ensure objectivity, the present scoring system was agreed upon before the bids were viewed and should not be changed. However, it should be noted that the evaluation team used the 45 minute factor in evaluating “area”.
- (2) The San Diego proposal indicated that 38,934 workers are employed in 500 biomedical firms in San Diego County (pg. 18). The proposal included a map showing the life science companies in San Diego County and indicating a 20 mile-radius around the proposed facility (pg. 18). The map indicates that most, but not all, San Diego life science companies fall within the indicated radius. The evaluation team credited San Diego with the total number of professionals cited (38,934), despite the fact that not all work within the indicated radius.

The same logic was applied to the other proposals, i.e. each proposal provided objective documentation for the number of qualified professionals in the area surrounding the proposed location. San Diego, Emeryville and San Francisco had mileage maps that indicated that most of the businesses employing biomedical research staff were located within approximately 45 minutes of the facility (note – the maps were all in miles). The evaluation team decided that this information was sufficient to allow all three bidders to receive credit for the full number of documented qualified professionals. Sacramento did not provide a map but did provide a list of all biomedical businesses. In other words, each proposal demonstrated that the majority of the documented professionals fell within the indicated area. Therefore, each bid received credit for the total number of professionals cited.

Evaluation Team Conclusion: NO CHANGE

1(d) Number of leading universities, research hospitals and/or private research institutions that specialize in biomedical research within 45 minutes.

San Diego Recommendation: San Diego should receive 13 points (received 16).

- (1) Disqualify two sites claimed by San Francisco, which fall outside the 45-minute radius.
- (2) Give a comparative score for number of institutions and extra credit for close proximity.

Evaluation Team Analysis:

- (1) The evaluation team did not count the two identified outlier sites towards San Francisco’s total. San Francisco received the top score for 15 institutions (out of 17 claimed). San Diego was credited with 12 institutions (out of 13 claimed). The Scripps Institution of Oceanography was not counted as a biomedical research institution.

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- (2) To ensure objectivity, the present scoring system was agreed upon before the bids were viewed and should not be changed.

Evaluation Team Conclusion: NO CHANGE

2(a) & (b) International Airport located within 45 minutes of proposed building; additional points for travel time under 45 minutes.

San Diego Recommendation: Alter point allocation; no change to scores. Assign 5 points to 2(a) and 5 points to 2(b), rather than (current) 7 points for 2(a) and 3 points for 2(b.)

Evaluation Team Analysis: All proposals received full points for this category. To ensure objectivity, the present scoring system was agreed upon before the bids were viewed and should not be changed.

Evaluation Team Conclusion: NO CHANGE

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

3(a) Conditions under which facilities will be available (cost, number of years available, stringency and other conditions.)

San Diego Recommendation: San Diego should receive 4 points (received 2). San Diego's response reiterated information stated in the original bid, but provided no additional clarification.

Evaluation Team Analysis: The terms of some of the proposed facilities were unclear or limited with respect to factors including: the number of years for which offers extended (Torrey Pines and Catamaran provided conference facilities for a limited number of years; five other conference facilities provided no information with respect to years offered), the number of available dates at the facilities, and the associated costs (AV, room rental, hotel rooms, parking, etc.). San Diego's score in this category also reflects the fact that other proposals offered a greater number of free conference facilities and hotel rooms. San Diego's response does not provide information to support a different conclusion.

Evaluation Team Conclusion: NO CHANGE.

3(f) Provide for more than 6 days per year.

San Diego Recommendation: San Diego should receive the full 4 points (received 0). San Diego has provided sufficient options to ensure more than six days per year at any time convenient to the CIRM. In support of this recommendation, San Diego contends that the Estancia offers 14 days in 2005 alone.

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Evaluation Team Analysis: It is not clear from the proposal whether more than 6 days of conference facilities are available per year. San Diego's response does not indicate where in the original proposal this information is clearly outlined. The comment regarding the Estancia is inconsistent with the information provided on page 25 of the proposal, where the Estancia only guarantees 4 days in 2005.

Evaluation Team Conclusion: NO CHANGE

3(g) Parking for participants.

San Diego Recommendation: San Diego should be awarded 1 point for providing parking information for these hotel facilities (earned 0). Parking is specifically stipulated in the hotel proposals received from the Hilton and Marriott.

Evaluation Team Analysis: While the Hilton and Marriott hotels do offer parking, they do not offer conference facilities. The team did not score the guest parking at these hotels towards conference facilities parking.

Evaluation Team Conclusion: NO CHANGE

4 No/low cost hotel facilities.

4(a) Number of times available during the year.

San Diego Recommendation: San Diego should be awarded the full 4 points (earned 1). Significant variety of nearby hotel facilities allowing for availability anytime throughout the year. Guaranteed state rate for CIRM personnel.

Evaluation Team Analysis: The information in the proposal was not clear. The evaluation team concluded that 2 hotels, the Estancia and Hilton, offer discounted rooms for the entire 10 year period. The Hilton offer is on a limited availability basis. The Estancia offer makes no reference to availability. A third hotel, the Marriott, offers hotel rooms at the state rate for 6 months (through December 2005.) Two additional hotels, the Catamaran and Torrey Pines, offer rooms in association with conferences only. The Catamaran offer extends for 5 years. The Torrey Pines offers 25 free rooms per conference for four conferences, to be held in August and December of 2005 and 2006. (Proposal, Appendix D, letters 1-5.) San Diego's response does not indicate where in the original proposal this information is clearly outlined.

Scoring Method Clarification: *San Francisco received the highest point total for this category because it offers a higher level of hotel facility availability at a lower cost than the other proposals (which received comparatively lower scores.) For example, San Francisco offered 2600 free hotel rooms over 10 years with very few restrictions, and received the full 4 points; San Diego offered discounted hotel rooms at 2 facilities over the entire ten year period with incomplete information about availability, and received 1 point.*

Evaluation Team Conclusion: NO CHANGE

5 Access to Sacramento

5a, 5b, 5c Frequency of Transportation, Type of Transportation, Time needed to access Sacramento.

San Diego Recommendation: San Diego should earn 3 points for 5a, San Francisco should earn 4 and Emeryville – 5 (earned 6, 10 and 12 respectively.) Category 5b should be dropped.

- (1) The scoring language “type of transportation” subjectively assumes that driving or traveling by train is preferable even if flying is equally timely. Therefore scoring category 5(b) should be eliminated.
- (2) San Diego’s 85-minute flight time is less than the 1½ - 2 hour car or train time from San Francisco or Emeryville to Sacramento.

Evaluation Team Analysis:

- (1) The RFP states that the facility should be accessible to Sacramento by reasonable and reliable transportation via plane, train, car or bus. Category 5(a) and (b) assigned points based on the frequency, variety, accessibility and reliability of different modes of transportation. San Diego had only one mode of transportation – airplane. Each of the other three bidders had multiple options and therefore received more points in this category
- (2) The RFP requests information about travel time between the proposed facility and Sacramento. San Diego’s response states a time of 85 minutes for its one option (flight), but does not allow time for travel from the facility to the airport, check-in and security. Based on information provided in the proposals, the evaluation team estimated that travel from San Diego by plane would take 3 hours, and that travel by car or train from San Francisco or Emeryville to Sacramento would take 2 hours.

Evaluation Team Conclusion: NO CHANGE

Lease Payments up to 10 years

6(b) Total costs of Lease

San Diego Recommendation: San Diego should receive the full 10 points (received 8). San Diego’s proposal includes the Building Owner paying for not only NNN expenses and operating expenses, but also utilities and janitorial services within the CIRM space.

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Evaluation Team Analysis: The evaluation team was unable to discern from information provided in the proposal whether the CIRM would be required to pay for after-hours HVAC. The proposal states that the facility's current HVAC schedule provides for such services from 6:00am to 6:00pm Monday through Friday, and from 8:00am to 1:00pm on Saturday, which schedule shall be modified if necessary to accommodate the needs of the CIRM. (Proposal, page 39, section 5.2.3 "HVAC Services.") The proposal does not clarify whether or not the CIRM would be responsible for this cost. (NOTE: Sacramento also lost points in this category based on the same rationale.)

Evaluation Team Decision: NO CHANGE

7 Internet Access. Presence of fiber optics or high speed internet connection.

San Diego Recommendation: San Diego should receive the full 3 points (received 2). San Diego clarified that both fiber optics and cable are available at the building and that both would be provided to the suite at the Building Owner's expense.

Evaluation Team Analysis: The clarification of the language: "copper and fiber conduit" on page 29 of the proposal addresses the reason why San Diego was only given 2 points.

Evaluation Team Decision: AWARD FULL 3 POINTS.

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

8(a) Financial value of identified incentives (Tenant Improvement account, additional parking, moving and conventional furniture allowance and facilities that require minimal TI and meet the state's requirements.

San Diego Recommendation: San Diego should receive the full 10 points (received 7). San Diego contends that they offered a better lease term than the minimum requirement (reasons enumerated in response.)

Evaluation Team Analysis: San Diego received points for the following offered incentives: \$40,000 of furniture, 40 additional parking spots, and 30% off commercial and residential moving costs. The Major Business Terms of the RFP include gross full service rent (including janitorial services to the suite) and Tenant Improvements necessary for the State to be in full operation on the commencement date of the lease. No proposal received Incentive Points for these items. (The term "Tenant Improvement account" in category 8(a) refers to an account for ongoing Tenant Improvements following occupation of the space, rather than necessary TIs required to bring the facility up to CIRM standards.)

Evaluation Team Decision: NO CHANGE.

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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 Diego Recommendation: San Diego should receive a score, although it should not receive full credit (received 0).

- (1) The scores for the San Diego proposal should be adjusted to reflect the value of community and in-kind incentives.
- (2) The San Diego full service lease includes 24/7 security guard as well as access to the Wellness Center located in the complex.

Evaluation Team Analysis:

- (1) The incentives asked for were related to the building owner. Community and in-kind incentives offered by outside providers were not requested as part of the RFP and therefore were not scored for any of the bidders. We have previously recommended that these incentives may be assigned scores by the Site Search Committee as part of its site visit evaluation.
- (2) The evaluation team found no reference to security guards or the Wellness Center in the original proposal and San Diego's response does not indicate where in the original proposal this information is presented.

Evaluation Team Decision: NO CHANGE

Original Total Score: 116
Revised Total Score: 127