

QUESTIONS AND ANSWERS FOR WEST CRISSY FIELD RFP

BUSINESS TERMS

1. *Has the Trust established a minimum and maximum lease term?*
No, the Trust will agree to a lease term appropriate to the proposed use, amount of tenant investment, market conditions, and whether or not historic tax credits are used. (For more information on historic tax credits, please refer to page 8 of the West Crissy RFP.)
2. *Will the Trust adjust the expectation of “market rate” base rent in consideration for the cost of rehabilitation and remediation?*
These and other factors will be used in evaluating economic and rent proposals.
3. *What could a tenant expect in terms of building permit plan check fees and inspection fees?*
Please refer to the Trust’s [Permit Fees Schedule](#), available on our web site.
4. *Does the Trust require tenants to reserve a percentage of project revenues in a Capital Improvement Reserve Fund for structural and other repairs to the leased buildings? Are there any specific requirements about the amount funded annually?*
The Trust will require the tenant to be fully responsible for all building repairs and maintenance. The Trust will perform periodic inspections to ensure compliance with these standards. The Trust does not normally require that the tenant set aside funds for these purposes.
5. *What are the Trust’s requirements on transfers and subletting?*
The Trust has the right to approve any lease assignment or sublet agreement and will require participation in transfer and refinancing proceeds.
6. *What is the Trust’s estimate of the “fair share payment” to help offset the cost of compliance activities, including possible technical studies?*
Costs, if any, will depend on the specific proposal, including the project’s scope of work and nature of the compliance-related issues.
7. *Will the Trust require all project financing in place prior to signing the lease, including loans, foundation grants and equity commitments?*
Yes, the Trust may also require guarantees or other forms of financial securities.
8. *Upon execution of the letter of intent/exclusive negotiations for selected entities, may the \$10,000 deposit required be credited against Base Rent or Percentage Rent?*
Upon lease execution, the deposit normally is credited against any security deposit required under the lease.
9. *What taxes do Presidio tenants pay?*
Businesses located within the Presidio are not exempt from most business taxes, and such taxes do not accrue to the Trust, but to the City and County of San Francisco (CCSF). Sales tax revenue is one example of a tax that accrues to the CCSF. The CCSF is restricted from collecting property taxes and assessments related to the Presidio. Presidio tenants are required to pay a service district charge to the Trust that is similar in many respects to property tax.

The revenue from the service district charge supports the various municipal-type services that the Trust, rather than the CCSF, provides to Area B of the Presidio.

PROPOSAL AND SELECTION PROCESS

1. *What does “first consideration” mean as it is applied to the January 7 submission date?*
Proposals received before January 7, 2005, will be reviewed and considered ahead of proposals received after that date. The Trust reserves the right to begin reviewing proposals received prior to January 7, 2005, as they come in and to begin discussions with the submitters of such proposals at any time. The Trust will not select an entity for exclusive negotiations before January 7, 2005.
2. *Does the Trust have a preference for proposals by a single tenant for a single building or proposals by a coordinated effort of multiple tenants for combinations of buildings?*
The Trust has no such preference.
3. *May a prospective respondent spend extended time in a building(s) to analyze its physical condition and rehabilitation requirements for the purpose of preparing the cost estimates and conceptual design?*
Yes, subject to the provision of insurance acceptable to the Trust for its benefit.
4. *How can a proposer best provide the requested information related to transportation and parking demand?*
The Trust has developed a [transportation worksheet](#) that provides assistance in responding to the RFP. The optional worksheet is available on the Trust web site.
5. *How can small organizations find out about ways to partner with larger entities to respond jointly to the RFP?*
The Trust encourages such relationships and has included on its web site a [list of all parties](#) who have requested a copy of the RFP.
6. *What is the estimated/preferred project timeline including selection, negotiation, compliance, remediation, rehabilitation and opening?*
The Trust proposes to select tenants for negotiation within two months after January 7, 2005. Please refer to page 29 of the RFP for more details on project timing. Abatement and construction periods vary according to specific scopes of work and cannot be determined at this time.

PLANNING AND LAND USE ISSUES

1. *Can liquor be served in the Presidio?*
Yes, subject to Trust approval.
2. *Are fitness gyms, health clubs or other membership-based recreational providers subject to any unique public access requirements?*
The Trust encourages uses that provide access to the general public.
3. *Would the field area of the restored Crissy Airfield be available on a contractual basis for scheduled use, activities and classes sponsored by tenants?*
The airfield is under the jurisdiction of the National Park Service (NPS). A tenant would have to negotiate with the NPS regarding scheduled use.
4. *Would the Crissy Field beach/waterfront area be available on a contractual basis for scheduled use, activities and classes sponsored by tenants?*
The beach/waterfront is under the jurisdiction of the NPS. A tenant would have to negotiate with the NPS regarding scheduled use.

5. *May a tenant use sheds and outbuildings for storage or back-office space?*

The Trust will consider such uses provided they are an ancillary required part of a tenant's operation that is one of the Trust's preferred uses.

BUILDINGS, USE AND CONSTRUCTION

1. *Will tenants be allowed to use the "front porch" or other outdoor areas to show their wares, demonstrate their work and draw Crissy Field visitors into the spaces?*

Privatization of exterior spaces is discouraged. However, tenants could be allowed to use outdoor space on a case-by-case basis. Please refer to page 40 of the RFP for more information on issues related to public access. Tenants are encouraged to restore the original hangar doors, which would allow them to open their buildings to Mason Street, giving the public a view inside.

2. *What constraints, if any, are associated with the development of Building 924, the only non-historic building included in the project?*

Although it is a non-historic structure, Building 924 fits appropriately into its historic context and special attention should be given to its sash windows and expressed structural frame.

3. *Are there any restrictions on excavation within a building or generally?*

Yes, please see the Trust's [Proposed Land Use Controls for Buildings 923-937](#). Also, other restrictions would apply on a case-by-case basis, including those associated with the draft building rehabilitation guidelines described in Appendix B of the RFP.

4. *In what condition will the Trust deliver the buildings?*

The Trust will deliver the buildings in "as is" condition. Prior to delivery of certain buildings the Trust will perform lead or other soil remediation.