

Attachment C to Agenda File No. 2015-1684

Iconic Waterfront Restaurant Location Opportunity for Redevelopment and Operation

Supplemental Information Request August 21, 2015

The District is requesting supplemental information from Fish Market Restaurants, Inc., Sunroad Enterprises and The Brigantine Inc. **All responses are due by noon on Friday, September 4, 2015** and should be submitted via email to pmaus@portofsandiego.org. Responses received after noon on Friday, September 4, 2015 **will not be accepted**. Proposers should include responses to the following two sections:

1. Proposal Amendment Submittal (optional)

Per direction provided by the Board of Port Commissioners at the August 11, 2015 meeting, staff is providing the proposers with the option to amend their proposals. If any amendments are made, proposers may wish to consider certain programmatic components, as discussed by the Board of Port Commissioners which include public access; expansion or utilization of dock and dine opportunities; activation of the waterfront; and, provision of a variety of cuisine and price point options to reach a variety of demographics. If proposers submit an amendment, it should be in the form of a written response to the District (revised renderings are optional). The written response should clearly identify if the amendment is introducing new components to the initial proposal or if the amendment is updating portions of the prior submittal. Updates to the prior submittal should clearly identify the page number, section that is being updated and in what way (redlines of those sections are acceptable).

If proposers do not wish to submit an amendment, please note "I do not wish to submit an amendment" in response to item one.

2. Price and Terms Proposal (mandatory)

Each proposer is required to submit to the District a proposal of price and terms. Each proposer is required to provide:

- A. **Term**: In the amount of years, for the lease of the premises.
- B. **Project Description**: Details provided should be sufficient to commence environmental review. Please refer to the District's environmental assessment form for more information.
- C. **Minimum Investment**: Proposed minimum investment amount for the proposed project description, with a preliminary estimate of hard costs versus soft costs.
- D. **Rent**: Provide the total rent proposed for each year of the lease term in a proforma, which must be submitted in the form of an editable excel spreadsheet. Proposers should identify what portion of the total rent is guaranteed (traditionally known as minimum annual rent), as well as the method of calculating the projected rent to the District, including proposed percentages. Proposers may include alternative rent structures such as the method and frequency of increasing rent, and revenue sharing with the District. An overall narrative of the proposed rent structure should be included as a supplement to the excel spreadsheet.

Note: If any or all of the items above were included in the initial proposal, they should be resubmitted as they were not evaluation criteria for the preliminary phase.