

# Facility Readiness Update

March 2018



# Facility Readiness – Lincoln Tenant Improvements

## ■ Greyhound/Amtrak

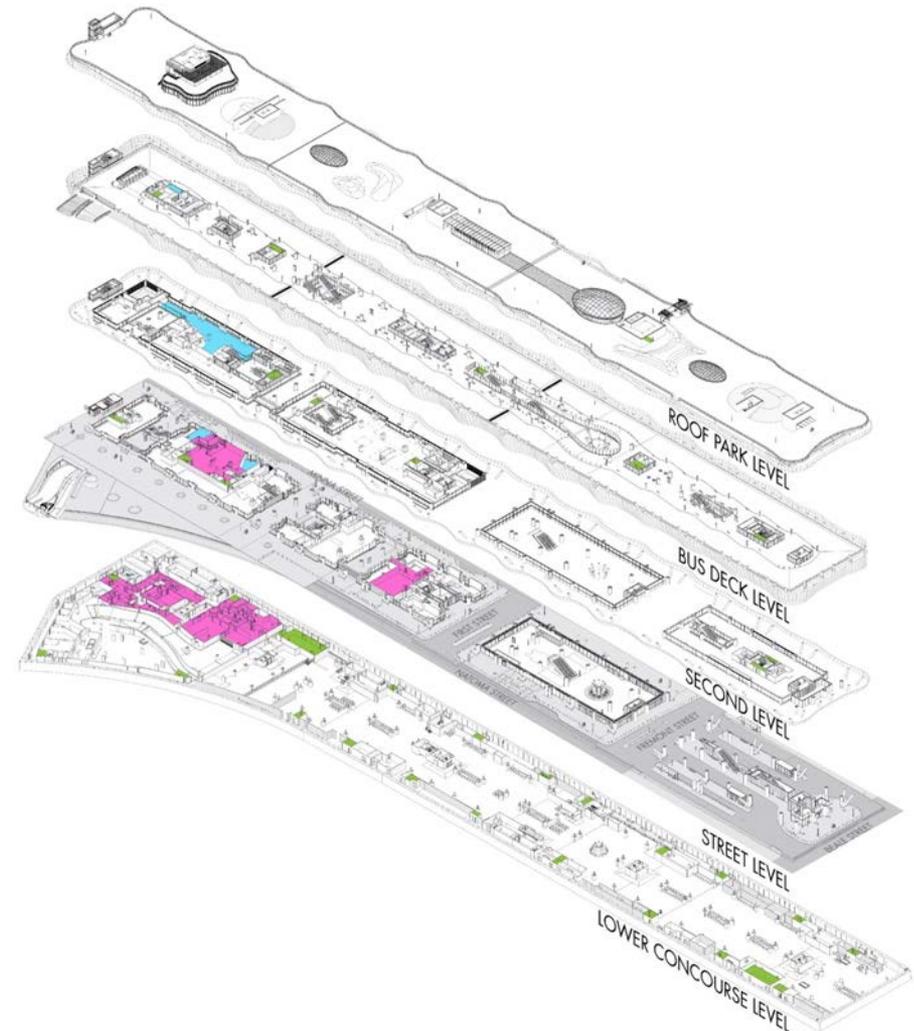
- Greyhound/Amtrak awarded: \$1.46M as compared to budget of \$1.69M
- TJPA/Lincoln/Turner SPD & WOJV coordinating access
- Completion May, however, pending WOJV

## ■ Operational Areas

- Mailroom finalizing equipment power needs followed by conversion to construction documents
- TJPA/Lincoln office converting schematics to construction drawings nearly complete
- Contract award about 3-4 weeks

## ■ Permitting

- TJPA deferring permitting authority to DBI for retail areas



# Facility Readiness – Lincoln Tenant Improvements

## Amtrak/Greyhound

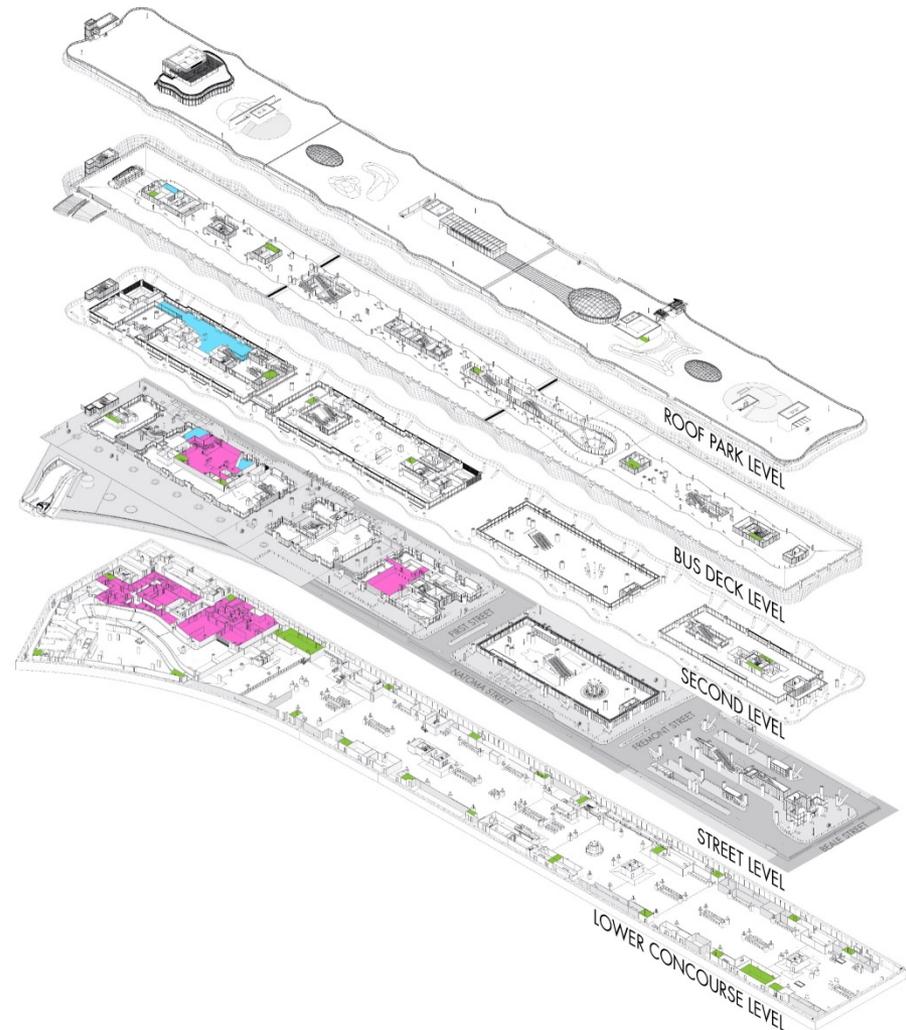
Budget: \$1,694,721

Low Bid: \$1,461,807

<u>Contract Work</u>	<u># of Bids</u>	<u>Low Bid</u>	<u>Mid Bid</u>	<u>High Bid</u>
Concrete - Topping Slab	3	\$ 80,849	\$ 133,342	\$ 153,823
Millwork	3	\$ 64,322	\$ 71,645	\$ 102,545
Doors, Frames, & Hardware	3	\$ 51,232	\$ 60,385	\$ 65,530
Glazing	3	\$ 34,401	\$ 74,091	\$ 75,000
Drywall	3	\$ 74,105	\$ 87,031	\$ 136,004
Tile	4	\$ 5,627	\$ 5,770	\$ 5,837
Accoustical Ceiling	4	\$ 35,887	\$ 41,843	\$ 42,185
Flooring	3	\$ 63,546	\$ 65,600	\$ 67,344
Toilet Partitions/Accessories	3	\$ 3,494	\$ 3,510	\$ 3,690
Fire Sprinklers	5	\$ 16,872	\$ 15,375	\$ 23,532
Plumbing	3	\$ 26,673	\$ 73,629	\$ 100,745
Painting	3	\$ 21,689	\$ 21,689	\$ 21,689
HVAC	5	\$ 183,931	\$ 221,240	\$ 329,434
Electrical	3	\$ 312,965	\$ 351,193	\$ 486,987
<b>Total Primary Subcontractors</b>	<b>3</b>	<b>\$ 975,593</b>	<b>\$ 1,226,343</b>	<b>\$ 1,614,345</b>
Other Expenses & Fees		\$ 486,214	\$ 553,249	\$ 656,978
<b>Total Initial GMP Value</b>		<b>\$ 1,461,807</b>	<b>\$ 1,779,592</b>	<b>\$ 2,271,323</b>

# Facility Readiness – Lincoln Facility Maintenance

- Finalizing key contracts: marketing and promotion and CMMS
- Completing the other 25 priority service contracts by end of March; rest to follow per need
- Finalized equipment selections and procurement process
- Planning operating procedures and protocols
- WOJV dependent activities ongoing to include commissioning and O&M/Warranty deliverable



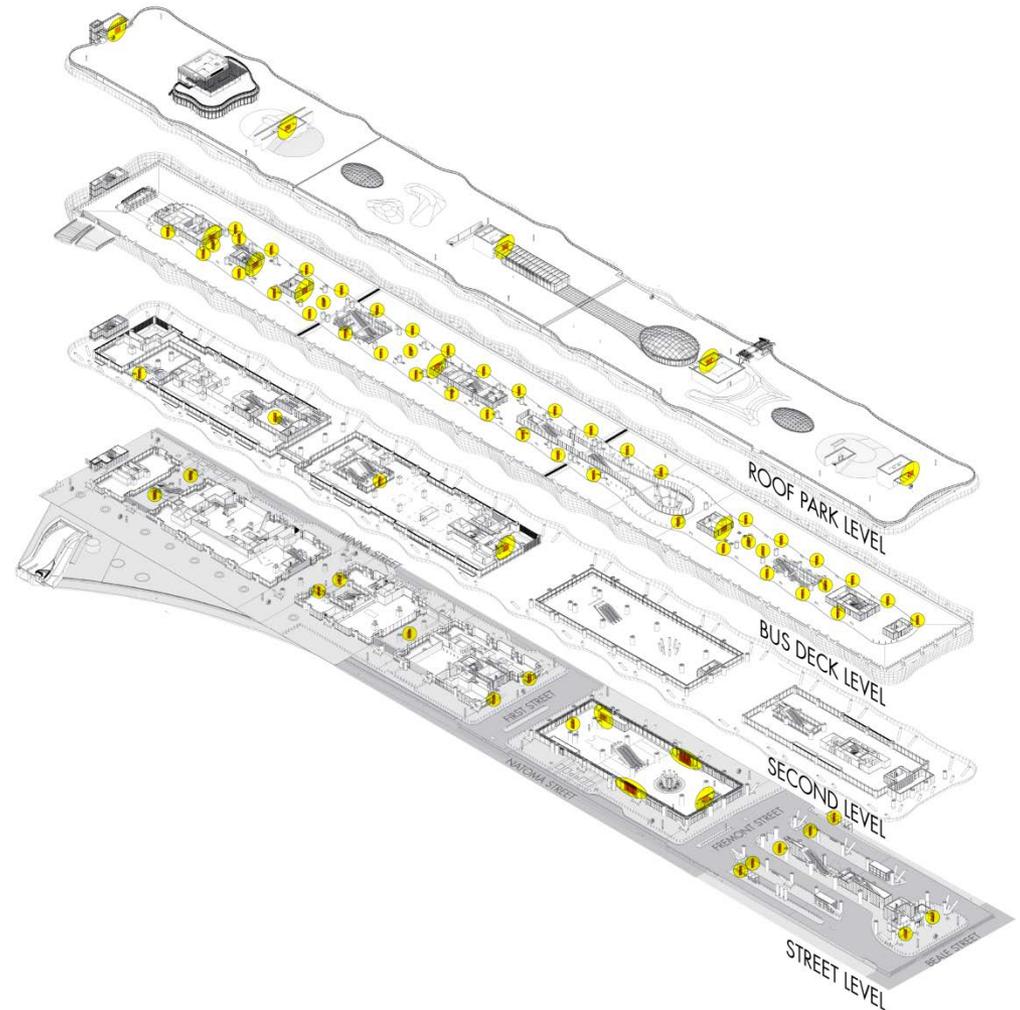
# Facility Readiness – BRV Roof Park

- Finalizing initial programming and event calendars; pending opening date
- Finalizing park operational procedures: janitorial and landscaping
- Setting up procedural requirements for programming and events partners
- Revisiting Place of Entertainment framework; includes pricing menu
- Coordinating security program with Chief Security Officer pending opening date
- Solidifying initial bench of programming partners (approx. 15) pending opening date



# Facility Readiness – Pearl Digital Media

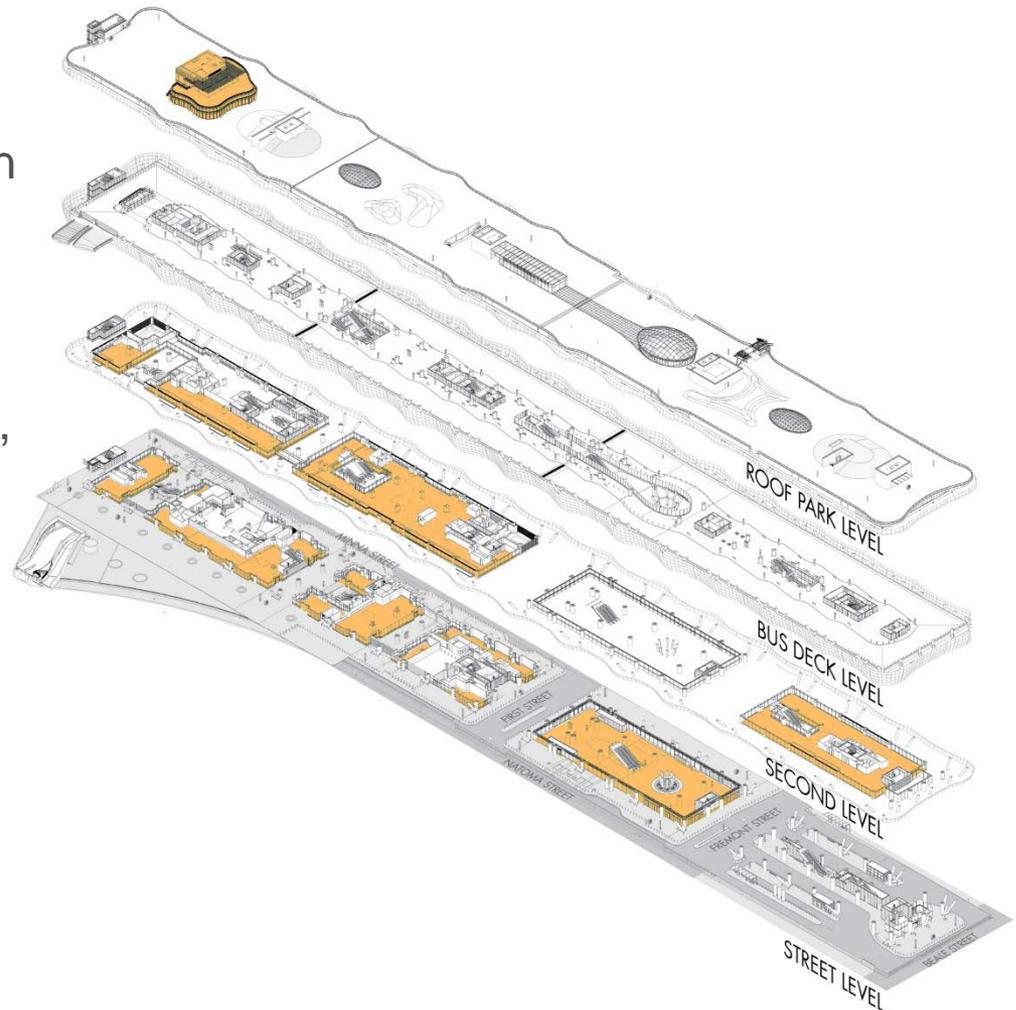
- Collaborating with transit operators and MTC-511 for transit information display is ongoing
- Sales packages being marketed
- Advertising sales are in process and campaigns will commence upon center opening
- Activating content management system pending receipt of media players by end of March triggering hardware and software testing, installation, further testing; dependent on WOJV installing and electrifying the kiosks
- Optimization planned for August



# Facility Readiness – PRI Pop-Up Retail

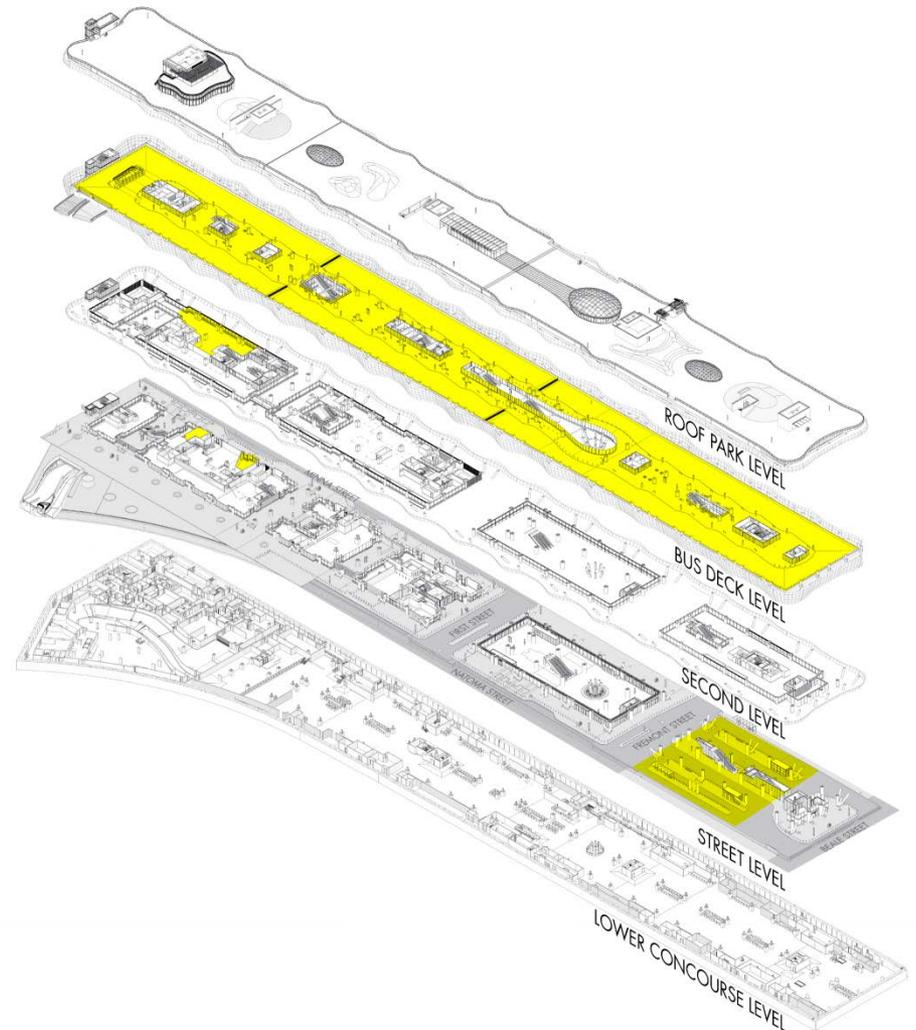
## PRI:

- Completed comprehensive plan to include revenue projections; final presentation to TJPA in March
- Continue to market pop-up spaces with ongoing coordination with BRV, Pearl, and Colliers
- Finalizing agreements pending solid opening date

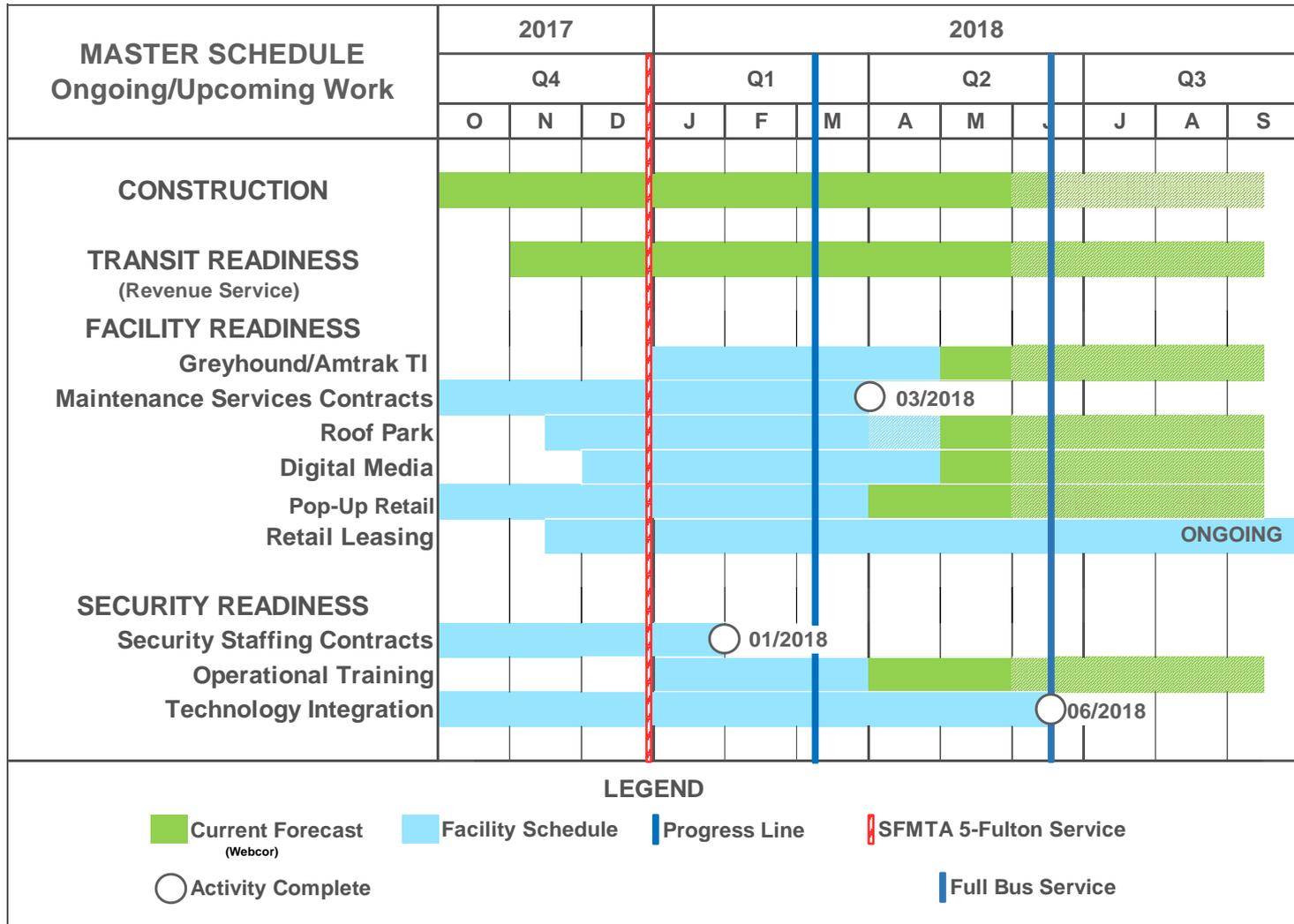


# Facility Readiness - Transit

- Bus deck testing with AC Transit underway
- Developing driver training program
- Ongoing planning for vacating temporary terminal; dependent on center opening date
- SFTMA agreements for lease and ancillary agreements nearly complete; plan to go to SFMTA Board in April
- AC Transit personnel presented license agreement template for bus Deck to AC Transit Board in February
- Restarted talks Amtrak for 2<sup>nd</sup> floor

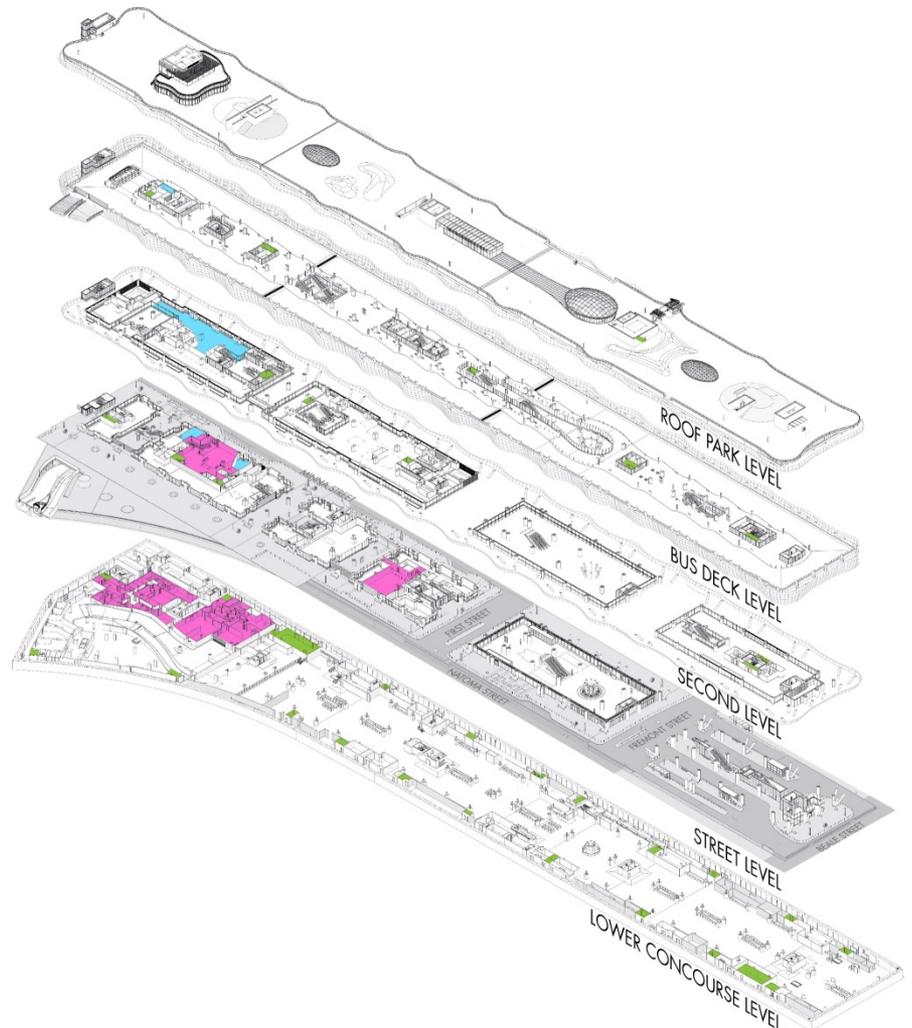


# Schedule



# Facility Readiness - Security

- Code of Conduct presentation to Board during March meeting
- InfoSec/Cybersecurity contract presentation during March Board meeting
- Standard Operating Procedures are under development and will be in place prior to opening
- Pre-opening security training is on hold until 10 weeks prior to opening because hiring security staff too early will idle staff
- PSIM and ECS/MNS project will be complete in June 2018, provided the security team has access to the building, with operable security systems, in due time





# Questions?

**TJPA**  
TRANSBAY JOINT POWERS AUTHORITY

201 Mission Street, Suite 2100 San Francisco, CA 94105 • 415.597.4620 • [www.tjpa.org](http://www.tjpa.org)

# Retail Leasing Update

March 2018



# Colliers Leasing Report By Stage

Industries										
Stage:	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant - Quick Service	10	2	5	10	9			12	7	
Restaurant - Fast Casual	11		1	3				11	7	
Restaurant - Full Service	5				3			6	5	
Bar	7		2	4	2			7	4	
Sporting Goods			1	1						
Fitness			1	1	2			2	4	
Grocery	3							3	5	
Coffee	1		4	2	3			3	5	
Toy/Gift/Craft	1							3		
Health/Beauty	2		1					1	1	
Salon/Spa	5							2	1	
Electronics	3		2		1			2	1	
Services	8		6	1	3			6	2	
Specialty Retail	1			1				3	3	
Apparel/Accessories				1	1			2	4	
<b>Total</b>	<b>57</b>	<b>2</b>	<b>23</b>	<b>24</b>	<b>24</b>			<b>63</b>	<b>49</b>	
										242
										3.8.18
										231
										2.8.18

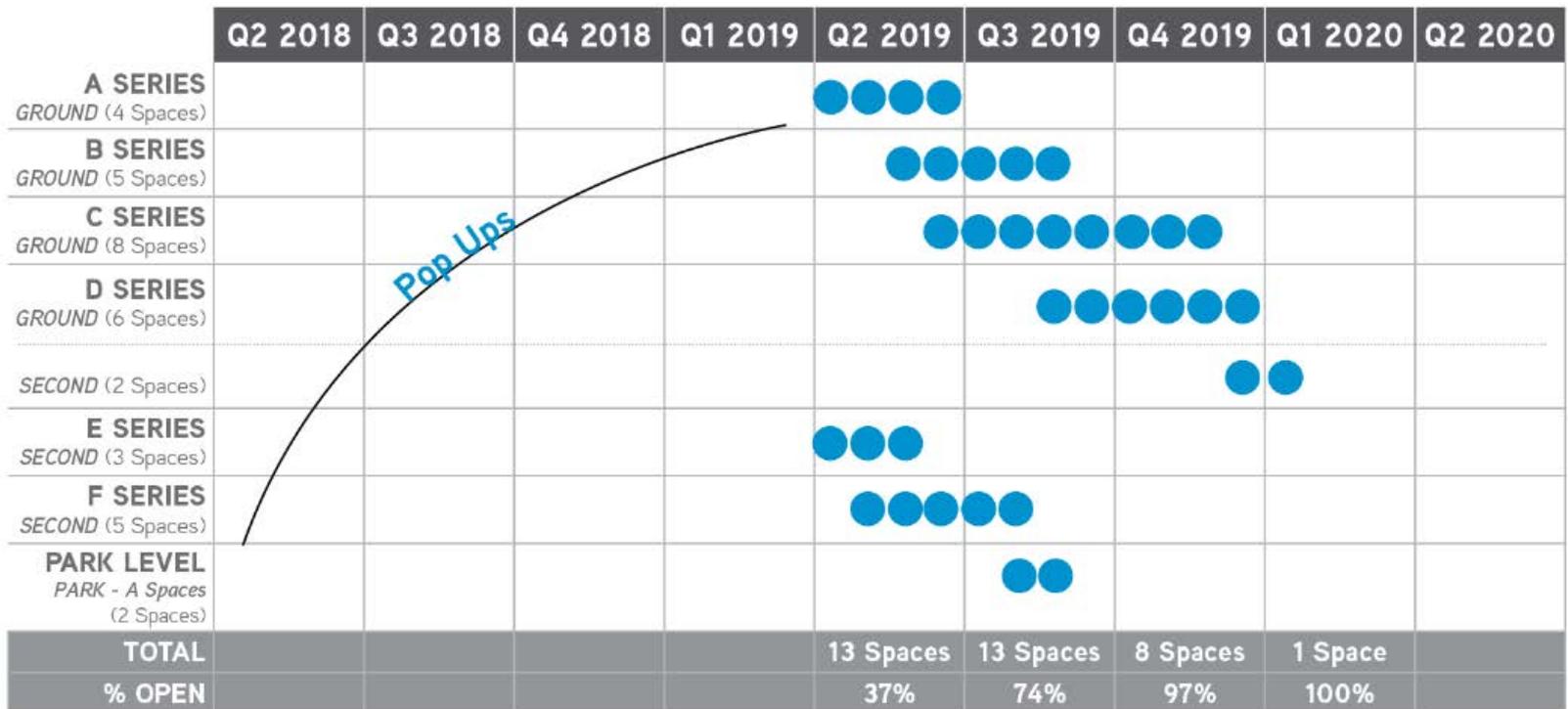
Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Total
	1	34	5	2	6	1	49
							45
							3.8.18
							2.8.18

**DEFINITION OF STAGE**

- Prospects: Tenants Colliers has targeted and is reaching out to
- Inquiry: Comes through the website (registrants) + anyone who inquired prior to launch
- Preview: These people have been contacted through our Gmail and directed to a location in the center/invited to submit a proposal.
- Touring: Self-explanatory
- LOI: Trading paper
- Legal: Lease being drafted
- Lease Out: Lease negotiations
- Dead Deal: Tenant has been rejected, opted out, or deal died
- Idle: No communication after several attempts to reach to them, or TJPA not ready to reject tenant.

# Colliers Progress Report By Stage

		Actual/Target*						YTD
		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	3.8.18
	LOI:	24/13	0/13	0/8	0/1			24/35
On	Negotiate:		0/13	0/13	0/8	0/1		0/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35



\*Takes into consideration average construction time of 16 weeks.

# Colliers Update

- Promoting, campaigning, & touring - full swing
- Working on tenant placement in center as the interest comes in with optimal tenant mix in mind
- Working with Lincoln to review tenant's mechanical electrical plumbing requirements
- Negotiating letters of intent





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