



REQUEST FOR PROPOSALS

EAST CAFÉ *Restaurant Lease Opportunity*

720 Howard Street
San Francisco, CA 94103.

Released: **04 July 2026**
Due: **07 August 2026**

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EAST CAFÉ
Restaurant Lease

SCHEDULE

(All times listed are Pacific Standard Time)

Request for Proposal Release Date	Friday, 04 July 2026
Informational Site Visit (Highly Recommended)	Monday, 20 July 2026 10am 720 Howard Street San Francisco, California 94103.
Deadline for Submission of Questions or Requests for Clarification	Monday, 27 July 2026 5pm Accepted by e-mail only sghose@ybgardens.org
Submittal Deadline for Answers to Submitted Questions (Answers to all questions will be e-mailed to the persons submitting, and posted on the website)	Friday, 31 July 2026 5pm
Submittal Deadline for formal RFP	Friday, 07 August 2026 5pm Accepted only via e-mail
Submittal Location	sghose@ybgardens.org
Final Interviews	Monday, 17 August, 2026
Selection Decision	Monday, 31 August 2026

CONSERVANCY BACKGROUND

The Conservancy was created in 2019, after a change in City direction, to be the chief steward of the two blocks comprising Mission and Folsom Streets to the north and south, and 3rd and 4th Streets to the east and west.

The site was developed in the early and late nineties offering amenities, facilities, and programs run by the entities who occupied the spaces on campus. These spaces include a Center for the Arts, a Creativity Museum, an Ice Arena, a Bowling Center, a Child Care facility, a historic Carousel, several works of art including the Dr. Martin Luther King Jr. Memorial, a large playground, and a stage that hosts free community concerts during the summer. Additionally, the campus was served by two on-site restaurants—the East and West Café’s, and the Metreon complex offering shopping, movies, and food.

The Conservancy is led by a 15-member Board of Directors, comprised of eight from the community and seven from City staff, who then in turn hire the Executive Director to lead the staff team that manages the Gardens. The staff team is small with 12 full-time staff and services such as custodial, waste sorting, landscaping, and security (24/7), contracted out on long-term contracts.

EAST CAFÉ BACKGROUND

The East Café space of approximately 2,500 square feet was developed in 1993. It has been operated as a restaurant and event space since then in three iterations. The latest lease expired on 31 May 2026 allowing us to seek new ventures and ideas as a campus partner.

The main space is 1,900 square feet, with an additional 600 square feet of outdoor space. Items currently on site include:

- A 16-person bar
- 2 ADA compatible restrooms
- Triple sinks
- A built-in cooler
- A water heater
- Some shelves and storage area
- Occupancy of 40 (indoor, including bar) and 12 (outdoor)

It is available for rent as soon as the terms are worked out and signed off on. The final decision on the lease agreement rests with the Conservancy Board.

EAST CAFÉ EXPECTATIONS (main items, not inclusive)

- The space is being offered in an as-is condition with the expectation that the new tenant will make the improvements, changes, and alterations following the City and County of San Francisco guidelines, laws, and rules that pertain to restaurant spaces, after seeking and receiving the written approvals from the Conservancy through submittals of design.
- There is an expectation of a total square foot lease, including both the indoor and outdoor spaces, that are inclusive. The annual increase will be a minimum of 3% for the expected ten-year lease.
- There is an expectation of a share of additional revenues, when and if agreed upon benchmarks are exceeded. This rate will be negotiated during the drafting of the lease agreement, with a minimum expectation of 6%.
- The Security Deposit will equal two months' rent.
- The site lends itself to further activations during large conferences and conventions at the Moscone Convention Center. The rental fee for this type of activation is on the tenant to decide, with an expectation of a share of such revenue with the Conservancy at a rate to be agreed upon during the drafting of the lease agreement, when specifically approved.
- It is expected that the restaurant, once the lease is approved, will be open at least six days every week, on a set schedule.
- All utilities are to be paid for by the tenant, with some items such as waste sorting billed back to the tenant by the Conservancy.

RFP EXPECTATIONS

- A detailed Cover Letter, signed off by a person authorized to do so by the entity submitting.
- Minimum qualifications of five years of documented success in business, with the last five years financials provided.
- Each Proposal will be evaluated as follows:
 - **Proposed Concept** 20 points
 - **Design Intention and Capital Investment** 20 points
 - **Experience and Financial Strength** 20 points
 - **Proposed Rent and Business Plan** 30 points
 - **Local Business Enterprise-LBE** 10 points
- All RFP submittals are confidential and become the property of the Conservancy.
- The submittals will be evaluated by a Staff/Board Committee.



