

City of Sausalito Turney Street Floating Dock Improvement Project and Business Partnership Request for Ideas and Proposals (RFIP)

February 27, 2026
Proposals Due: March 26, 2026, by 2:00 PM



1. Introduction and Purpose

The City of Sausalito is issuing this Request for Ideas and Proposals (RFIP) for the rehabilitation and reactivation of the floating docks and associated waterfront facilities at the Turney Street Boat Launch area (see attachment 1). These facilities represent the City's only legal landing and public access point along the waterfront and are a critical community asset. The City seeks qualified partners to propose viable business concepts, infrastructure improvements, and management approaches that will enhance public access, support maritime uses, and generate sustainable revenue for the City.

The City is open to creative concepts, including but not limited to water taxi services, boat valet services, charter operations, support for mooring fields, and facilities for dinghy landings. Proposals must preserve existing public access and boat-launch functions and should align with Sausalito's maritime character and environmental priorities. Proposals can be limited to rehabilitating and activating the area of the current unusable and dilapidated floating docks (shown in red in Attachment 1), or include them in a larger concept involving the adjacent boat ramp, finger piers, and off-shore anchorage (shown in yellow in Attachment 1).

2. Project Background

The City owns the Turney Street land, waterfront, and water parcels, the finger pier, boat launch ramp, and adjacent floating docks. The floating docks are in poor condition and require repair or replacement. The current finger pier and boat ramp operate unmanaged on a first come first serve basis. The City views this site as an opportunity for a public-private partnership that can activate the waterfront, improve public access, and support maritime-oriented business operations that can help fund infrastructure improvements and provide an ongoing revenue stream to the City.

In parallel to this solicitation of ideas and proposals, the City is conducting a design study for the Turney Street Dock and Ramp Improvement Project managed by Anchor QEA, LLC. Submissions to this RFIP may inform the direction of that work. Selected proposer(s) will be required to coordinate their work with that of Anchor QEA.

3. RFIP Process and Partnership Structure

This RFIP may result in the selection of one or more entities to lease and/or manage all or part of the project area. Proposals may include a short-term pilot phase of approximately one year leading to a potential long-term agreement of ten (10) years or more with renewal options, or an immediate long-term partnership of ten (10) years or more with renewal options.

4. Financial Responsibilities

The selected Proposer will be responsible for all costs associated with design, construction, repair, and operation of the proposed business concept. The City will not provide funding for these activities but will carry the burden of regulatory approvals. Lease terms will be negotiated to reflect the capital investment made by the selected Proposer and the public benefits provided.

5. City Vision and Priorities

The City is particularly interested in proposals that: (1) complement Sausalito's maritime character and heritage; (2) enhance maritime uses and public access to the water and waterfront; (3) protect environmental resources, including eelgrass beds; (4) contribute to the economic vitality of the city; (5) benefit residents and visitors; (6) generate revenue to the City; (7) showcase innovation and creativity; and (8) provide a mechanism for visitors to arrive by water in Sausalito.

6. Proposal Submission Requirements

Proposals must be submitted in a sealed envelope clearly marked with the project title and the Proposer's name and address. Each submission must include one hard copy and one electronic copy (on a flash drive). Proposals must be received by March 26, 2026, no later than 2:00 PM at the City of Sausalito, Community Development Department, 420 Litho Street, Sausalito, CA 94965, Attn: Brandon Phipps, Assistant City Manager. Late submissions will not be accepted or considered regardless of the method of delivery or the cause of delay. It is the sole responsibility of the Proposer to ensure timely receipt by the City.

Through this RFIP process, the City seeks to invite submissions of specific ideas and proposals for the use of the area by entities equipped and capable of executing the idea they are proffering. The City Council shall select one or more of the ideas/proposals for staff to collaborate with in the formation of a public/private partnership to activate the area and executing a business arrangement with the entity.

More complete proposals will be more likely to be considered favorably by the City. All the elements of a standard business plan should be submitted along with renderings, drawings, and schedules for any infrastructure work required. A clear financial model with an anticipated financial payment to the city will be attractive. Assessment of the effects of the idea in advancing the priorities and vision delineated in Section 5 should be included. The bona fides of the submitter necessary to help persuade the City of the experience of the submitter relevant in successfully implementing the idea should also be included.

7. Reservation of Rights

The RFIP is intended to reach a broad cross section of interested parties with ideas and comparable experience in maritime related business and operations. The City, at its sole discretion, will determine the appropriate next steps if it chooses to proceed. The City reserves the right to reject any or all proposals, to waive informalities, to modify or cancel this RFIP, and to negotiate the terms of any resulting agreement. The City Council retains final decision-making authority regarding selection of proposals and partners. The City further reserves the right to use any ideas, concepts, or approaches contained in submitted proposals for City planning, design, or operational purposes.

8. Lease Terms (Summary)

Short-term pilot proposals may receive a lease of approximately one (1) year with an option to extend to a longer term lease upon mutual agreement with the City. Long-term proposals may receive a lease of ten (10) years with mutual renewal options. Lease rates will consider capital

investment, market conditions, public benefit, revenue-sharing arrangements, and lease term length. Renewal is not automatic and will depend on performance, facility condition, community benefit, and alignment with City goals.

The City Council shall select one or more of the ideas/proposals for staff to collaborate with in the formation of a public/private partnership to activate the area and executing a business arrangement with the entity. The City Council reserves the right to use one or more of the ideas/proposals received in response to this RFIP regardless of whether a particular proposer is selected.

9. Housing Element Reservation of Rights

The City reserves the right to make modifications to the site or lease arrangements as necessary to implement its Housing Element obligations, including cancellation of the lease. The City shall provide the selected party with no less than sixty (60) days' advance written notice prior to implementing any such changes, including any cancellation of the lease. Any such rights will be incorporated into the final lease agreement, and the selected party must reasonably cooperate with the City.

10. Proposer Qualifications (Summary)

Proposers must demonstrate relevant business experience, financial capacity, regulatory compliance, and the ability to design and construct marine facilities if applicable. The City will give favorable consideration to experience in the Bay Area, public-private partnerships, environmental stewardship, public access, and innovative business models.

11. Evaluation and Selection

Proposals will be reviewed for responsiveness and evaluated by an evaluation committee. Shortlisted proposers may be invited to interviews. City staff will present a recommendation to the City Council, which will make the final selection at a public meeting.

Proposals will be scored using the following criteria, for a maximum total of 60 points:

1. Anticipated revenue generation to the City (10 points)
2. Subjective assessment of benefits to neighboring businesses (10 points)
3. Subjective assessment of benefits to residents (10 points)
4. Subjective assessment of benefits to visitors (10 points)
5. Creativity (10 points)
6. Financial viability (10 points)

Total: 60 points.

12. Confidentiality and Public Records

All proposals become property of the City of Sausalito following receipt and are subject to disclosure under the California Public Records Act (Government Code § 7920.000 et seq.) following completion of any contract negotiations and/or recommendation on contract award. Detailed provisions governing the confidentiality, public disclosure, and ownership of submitted

proposals, including the City's right to use ideas and concepts, and copyright licensing, are set forth in Section 16 of this RFIP.

13. Ex Parte Communications

Proposers and their representatives may not communicate with City officials or staff regarding this RFIP outside the formal process, except as permitted in this document. Violations may result in disqualification.

14. Labor and Prevailing Wage Requirements

If applicable, the selected party must comply with California prevailing wage laws and Department of Industrial Relations (DIR) registration requirements. The selected party is responsible for determining applicability and ensuring compliance.

15. Attachments

Attachments include project site maps and photos, the Anchor QEA scope of work, and required proposal forms.

16. Intellectual Property and Public Records

All proposals, including all attachments, drawings, renderings, financial models, schedules, and supplementary materials submitted in response to this RFIP, shall become the property of the City of Sausalito upon submission and shall not be returned to the Proposer. The City reserves the right to retain all submitted materials for archival, planning, or reference purposes regardless of the outcome of this solicitation.

By submitting a proposal in response to this RFIP, each Proposer agrees that the City of Sausalito shall have a royalty-free, perpetual license to use, display, reproduce, modify, and make derivative works from materials submitted to the City in response to this RFIP. The City's right to use such materials shall not require additional compensation to the Proposer, and is not contingent on any contract award to the Proposer. By submitting a proposal, each Proposer expressly acknowledges and consents to this right.

Proposers shall indemnify, defend, and hold harmless the City of Sausalito, its officers, employees, and agents from and against any claim, loss, liability, or expense arising from any alleged infringement of a third party's intellectual property rights arising from the City's use of materials submitted by that Proposer.

Any contract awarded shall require that all works produced by the Proposer under the contract shall be deemed "work for hire" and that intellectual property rights, including copyright, shall belong to the City of Sausalito.

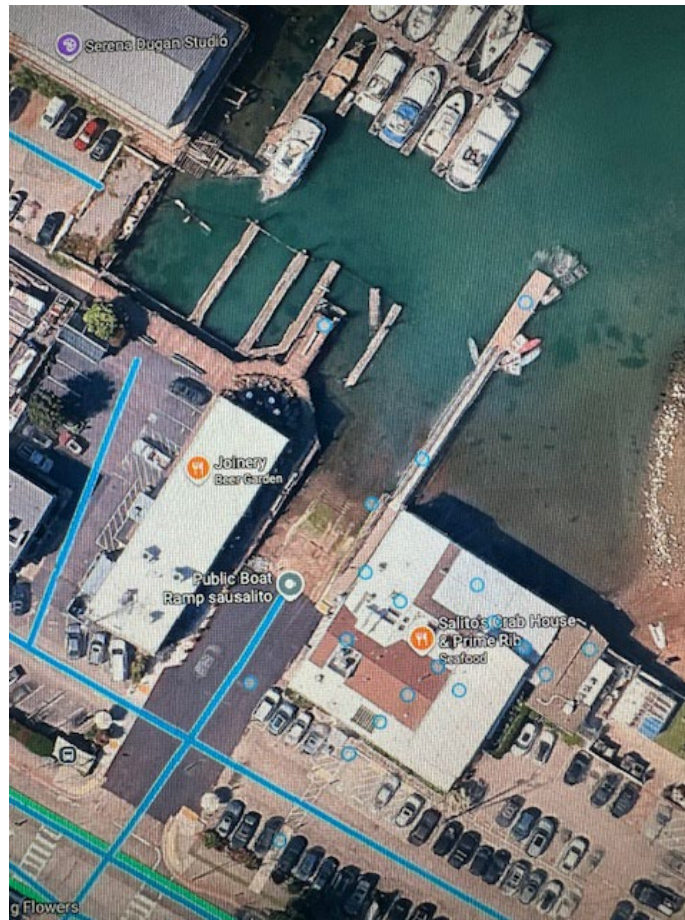
Proposals should not include any protectable trade secrets or proprietary business information. Pricing information submitted to public agencies is normally public record following contract award. To the extent such information needs to be submitted, proposers are encouraged to clearly identify and separately mark any elements of their submission that they believe constitute protectable trade secrets or proprietary business information, and the City will endeavor to notify

any affected proposer of any public records request for such information prior to disclosure by the City in order to allow the affected proposer to file legal action to prevent disclosure at such proposer's sole expense.

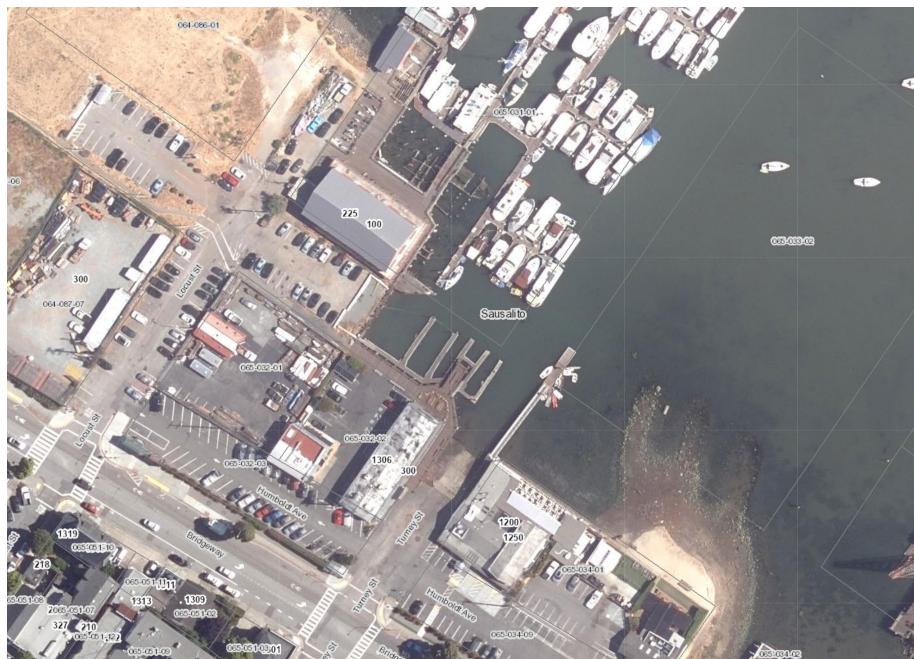
All proposals submitted in response to this RFIP are public records subject to disclosure under the California Public Records Act (Government Code § 7920.000 et seq.). Notwithstanding any marking or designation by a Proposer, the City shall handle all submitted materials in accordance with applicable law.

ATTACHMENT 1

Project Site Aerials & Photos

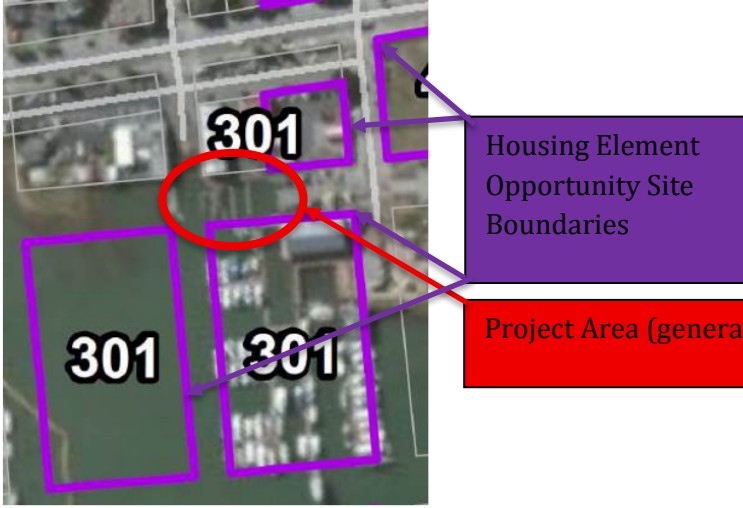


ATTACHMENT 1
Project Site Aerials & Photos Continued



ATTACHMENT 2

Housing Element Opportunity Site 301 – Site Details & Project Area Proximity

Site 301: Bridgeway Marina, Locust St/Bridgeway, 063-140-21, Marinship			
Site Number	301	Acreage	0.99 acres (portion of 9.1-acre site)
Ownership	Private	Existing Use(s)	Industrial building (9,600 s.f.), parking, marina
Existing Floor Area Ratio	0.02	Existing Value	\$2,033,009
General Plan/ Zoning	Commercial Waterfront / CW	Proposed Zoning	Mixed Use-49/85%
Potential Capacity by Household Income Level	29 Units Realistic Capacity (16 ELI/VL, 8 L, 2 M, 3 AM)		
Proximity to Transit and Services	Bus stop - <0.1 mi., Ferry - 1.8 mi., Retail, restaurants, and services -<0.1 mi., Community facilities - <0.1 mi.		
Proximity to Infrastructure	Water and sewer on-site		
Environmental Constraints	Landslide susceptibility: Map 58 rating for majority of site - 0 Fire hazard severity zone: Urban Unzoned Flood zone: 100-year flood zone		
Site Location			
Factors Supporting Development	<p>Two commercial buildings with retail and service uses are located on the site. The property owner expressed interest in multifamily units through discussions with City staff and elected decision-makers. This site has the potential for redevelopment with residential uses.</p> <p>Zoning, density, and floor area ratio restricted by the Fair Traffic Initiative - Ordinance 1022 (see Chapter III, Constraints, of the Background Report).</p> <p>Development of the site with 29 units can occur in a variety of ways. Assuming unit sizes ranging from an average of 400 s.f. to 1200 s.f., the following housing types can occur on the site. The Mixed Use zone applied to the site by Program 4 allows a variety of development types. Any of the following housing types can be developed under the Program 4 rezoning and all housing types listed below can achieve the realistic capacity:</p>		

ATTACHMENT 3

Anchor QEA Scope of Work for Turney Street Dock and Ramp

Task 1: Document Review, Kickoff Meeting, and Condition Assessment

Before the kickoff meeting, Anchor QEA will review available record drawings and reports on the boat launch ramp, boarding float, floating docks, and pier and wharf decks, as well as Humboldt Street bulkhead. We will prepare a request for any additional documents and a draft meeting agenda. At the kickoff meeting, we will discuss critical concerns, design goals, and project expectations and will provide meeting minutes afterward.

Concurrent with the kickoff meeting, Anchor QEA's engineering lead will conduct a Level I topside survey to observe and document the existing above-water condition of the structures in accordance with the American Society of Civil Engineers' (ASCE's) Waterfront Facilities Inspection and Assessment, Manual of Practice No. 130 (ASCE MOP 130). The survey will be performed from land to allow safe access to and beneath the structures. One goal will be to identify components that can remain and/or be reused. Findings from this survey, together with the assessments of the storm drain outfall impacts on the boat ramp and of the boat ramp slope, using information from the Task 2 topographic and hydrographic surveys, will be summarized in a memorandum.

Task 1 Deliverable

PDF copy of summary of condition survey observations Note: Given the limited nature of the under wharf and pier survey, not all defects may be observed.

Task 2: Pre-Design Studies

Geotechnical Analysis

Anchor QEA will complete a desktop analysis of local and regional geologic mapping, publicly available data, and relevant geotechnical information from nearby projects provided by the City. We assume this analysis will provide sufficient criteria for initial design development. If the available data are inadequate, we will review assumptions and risks with the City and, if appropriate, recommend a targeted subsurface investigation program. Following the desktop analysis, we will prepare a geotechnical review report summarizing interpreted site and subsurface conditions. The report will provide preliminary recommendations for pile and pavement criteria, developed in coordination with the design engineers.

Topographic and Hydrographic Surveys

Topographic and hydrographic surveys will establish the critical elevations needed for slope requirements defined in the California Building Code (CBC) and the Division of Boating and Waterways (DBW's) Layout & Design Guidelines for Boat Launching Facilities. Survey data will include bathymetric contours of Richardson Bay within the project area, approach ramp grades and pavement elevations, the hand launch beach, Humboldt Street bulkhead, wharf and pier deck, existing piles, and visible aboveground and underground utilities.

Surveys will be referenced to the California State Plane Coordinate System (CCS83, Zone 2) and North American Vertical Datum of 1988 (NAVD88). The topographic survey, conducted at low tide, will use conventional, GPS, and/or 3D scanning methods. The bathymetric survey, performed at high tide, will use a vessel-mounted multibeam system. Data from both surveys will be combined into a single drawing file. All survey work will be performed by Woolpert, a California-licensed surveyor, under Anchor QEA's management.

Wind and Wave Analysis

Anchor QEA will use ASCE Standard 7-22 and the associated hazard design tool to develop wind, wave, tsunami, and seismic criteria for environmental loads on the boat launch ramp, docks, and bulkhead. No separate wind and wave analysis will be prepared.

Task 2 Deliverables

- PDF copy of desktop geotechnical review study
- PDF copy of combined topographic and hydrographic surveys

Task 3: Community and City Engagement

Anchor QEA will support the City with the requested community and City council updates. We understand that the City will organize these meetings, and Anchor QEA will be prepared to present as technical experts for the project. Anchor QEA has extensive experience facilitating and presenting at city council meetings, community workshops, and large stakeholder meetings for numerous Bay Area cities, ports, and agencies. For this project, we will apply that experience by coordinating closely with City staff to prepare clear, visually engaging presentation materials, tailoring technical content for a range of audiences and guiding discussions that focus on project goals and community priorities. Our team will support the City in building understanding and consensus at each stage of the process.

Task 3 Deliverables

- Meeting presentations (draft and final)
- Meeting notes with action items

Task 4: Preliminary Design

Concept Design Development

Anchor QEA will develop up to three conceptual-level design layouts for the boat launch ramp, hand launch beach, storm drain outfall modifications, boarding float, floating docks, and Humboldt Street bulkhead. For each layout, we will prepare rough-order-of-magnitude (ROM) construction cost estimates. These concept design alternatives will consider environmental factors, such as sea level rise, as well as address community boating and fishing needs. We will propose reusing resilient materials and provide a table comparing their relative capital and long-term maintenance costs and overall sustainability. The materials will be in accordance with the requirements of the CBC, Americans with Disabilities Act Accessibility Guidelines (ADAAG) for Recreational Boating Facilities, and DBW and will align with the findings of the Task 1 condition assessment. We also will incorporate reuse of existing components such as the boarding float gangway, as determined by the condition assessment. The alternatives will be presented at a community meeting (Task 3) to gather input. Based on community feedback and direction from the City, we will work with City staff to identify a preferred alternative for design advancement.

Schematic Design Development

The Anchor QEA team, including our electrical and lighting subconsultant Intrinsic, will advance the preferred concept to a 20% schematic design level. This level of design will incorporate community input and City direction and will serve as the basis for regulatory agency permit applications. In coordination with the City Building Division and Southern Marin Fire Protection District, we will incorporate utility equipment and fire and life safety elements that comply with the California Fire Code (CFC) and National Fire Protection Association (NFPA) standards for standpipes and marinas, as well as California Electrical Code (CEC). The 20% drawings (not more than five sheets) will also provide the City an opportunity to review and comment before design development advances to the 65% design stage.

Task 4 Deliverables

- PDF copies of three concept design alternatives, including ROM estimates of construction costs
- PDF copy of 20% design-level schematic plans

Task 5: CEQA Determination and Regulatory Permit Applications

CEQA Compliance

Based on our preliminary review of the project scope and location, we anticipate that the project can be cleared under a CEQA categorical exemption. We will confirm the applicability of the exemption with City staff, prepare the supporting documentation, and file the Notice of Exemption. Should agency or City review indicate the need for a higher level of CEQA review, we will work with City staff to refine the project description and address potential triggers early.

Regulatory Permitting

In parallel, Anchor QEA will prepare and submit permit applications and supporting materials for all required approvals. Anticipated regulatory agencies and authorizations include:

- USACE: Section 10/404 permit
- National Marine Fisheries Service (NMFS) and U.S. Fish and Wildlife Service (USFWS): Endangered Species Act (ESA) compliance
- San Francisco Bay Regional Water Quality Control Board (RWQCB): Section 401 Water Quality Certification or waiver
- BCDC: Major or administrative permit

Anchor QEA will prepare a bioacoustics assessment and biological assessment (BA) to support ESA consultations with NMFS and USFWS. Our permitting strategy will emphasize early coordination with agency staff to confirm application needs, integrate permit conditions into the project design, and minimize delays during review. Because CEQA clearance must be in place prior to final permit issuance, we will align the CEQA exemption process with permit submittals to maintain schedule efficiency.

Task 5 Deliverables

- CEQA categorical exemption documentation (draft and final)
- Bioacoustics assessment and BA
- Permit application packages (forms, figures, and supporting technical materials; draft and final)
- Agency coordination log summarizing meetings, comments, and responses
- Responses to agency and City comments and revised submittals, as needed

Task 6: 65% Design Development

The Anchor QEA team will prepare 65% design development plans, outline specifications, and a construction cost estimate (PS&E) for the boat launch ramp, hand launch beach, storm drain outfall modifications, boarding float, floating docks, and Humboldt Street bulkhead. We will also perform preliminary structural and utility calculations, as well as electrical calculations for the fishing dock, appurtenances, and associated systems. These calculations will include the following:

- Structural analysis of dock elements
- Electrical load, demand, and voltage drop calculations
- Fire flow calculations

The results will guide development of dock and utility details and inform the construction cost estimate.

The 65% design plan set, anticipated at approximately 20 sheets, will build upon the Task 4 design. Plans will incorporate City comments on the 20% design drawings as well as applicable permit conditions. In addition, the design will conform to CBC, DBW, ADAAG, CFC, and NFPA standards.

The outline specifications will list required CSI format sections and define the material and code requirements. The construction cost estimate will follow AACE International Class 3 guidelines, providing

a reliable basis for budget planning and decision-making. We will make minor revisions to the 65% design plan set after the second community meeting and before the presentation to City Council.

Task 6 Deliverable

- PDF copy of 65% design plans including outline specifications and estimate of construction costs.

Task 7: Meetings and Project Management

This task includes an allowance for monthly progress meetings with the City to review schedule, technical progress, and upcoming decisions. Anchor QEA will provide project scheduling, cost tracking, and QC to ensure tasks remain on budget and on schedule. We will prepare agendas in advance of meetings and provide meeting notes summarizing key discussion items, decisions, and action items. In addition, Anchor QEA will manage subconsultant coordination and prepare monthly invoices with progress updates for the City's review.

Task 7 Deliverables

- Biweekly progress meetings (with agendas and meeting notes)
- Updated project schedule, as needed
- Monthly invoices with progress summaries

Task 8: 90% Design Development (Optional)

The Anchor QEA team will prepare 90% design-level construction plans, draft specifications, and updated PS&Es. Final structural and utility calculations will be completed to confirm design details and refine the cost estimate. These calculations will be considered final and suitable for plan check submittal.

The 90% plan set, anticipated to include approximately 32 sheets, will build upon the 65% design drawings prepared in Task 6. Draft technical specifications will be prepared in CSI format, along with a draft bid form to support development of bid documents. The construction cost estimate will follow AACE International Class 2 guidelines.

This 90% package will be suitable for plan check review, if desired by the City. Following the City's design review meeting, Anchor QEA will revise the drawings and specifications to address comments and prepare for final design.

Task 8 Deliverables

- PDF copy of draft 90% design development documents
- PDF copy of final 90% design development documents

Task 9: Floating Docks (Optional)

Optional Task 9 includes development of three targeted concepts for the floating docks adjacent to the bulkhead and wharf indicated in correspondence with the City, additional development for 20% and 65% drawings based on the selected option, and additional permitting coordination.

These costs are assumed on a time-and-materials basis, not to exceed the amounts shown. In addition to the labor categories listed, Anchor QEA will assign additional staff at the appropriate skill level to complete the project within the approved schedule and budget while maintaining quality work.

Task 9 Deliverables

- PDF copy of 20% and 65% design plans including outline specifications and estimate of construction costs.

ATTACHMENT 4

Acknowledgement of Addenda

The undersigned Proposer acknowledges receipt of the following Addenda, if issued, to the RFP Documents. If none received, write "None Received."

Addendum No._____, dated _____

Addendum No._____, dated _____

Addendum No._____, dated _____

Signature Date

Print Name Title

Firm

ATTACHMENT 5

Acknowledgement of Insurance Requirements

There are City requirements related to Insurance Provisions of any Professional Services Agreement(s) entered into as a result of this RFIP.

Workers' Compensation Insurance as per statutory requirements. By signing below, Proposer is aware of the provisions of section 3700 of the Labor Code which requires every employer to be insured against liability for workers' compensation or to undertake self- insurance in accordance with the provision of that code, and if awarded an Agreement, Proposer will comply with such provisions before commencing services under the Agreement.

The insurance shall be issued by an insurance company or companies authorized to do business in the State of California with minimum "Best's" ratings of A- and with minimum policyholder surplus of Fifty Million Dollars (\$50,000,000) or a company acceptable to City in its sole discretion. Workers' Compensation coverage requirements may be met with the California State Compensation Fund. All policies shall be issued in a form satisfactory to the City and shall be issued specifically as primary insurance over and above any insurance that City may carry. The insurer shall agree that its policy is Primary Insurance and that it shall be liable under its policy for the full amount of any loss up to and including the total limit of liability without right of contribution from any other insurance affected by City.

Signature of Proposer/Title

Date

ATTACHMENT 6

Certification of Consultant, Commissions and Fees

I HEREBY CERTIFY that I am the _____ and duly authorized
representative of the firm of _____ whose address is
_____.

and that, except as hereby expressly stated, neither I nor the above firm that I represent have:

- employed or retained for a commission, percentage, brokerage, contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the above consultant) to solicit or secure this Agreement; nor
- agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the agreement; nor
- paid, or agreed to pay, to any firm, organization, or person (other than a bona fide employee working solely for me or the above consultant) any fee, contribution, donation, or consideration of any kind for, or in connection with, procuring or carrying out the agreement.

I acknowledge that this Certificate is subject to applicable State and Federal laws, both criminal and civil.

Signature

Date