



## REQUEST FOR HOTEL ROOM BLOCK PRICE QUOTES

**TO:** Interested Hotel Operators

**FROM:** Trent Rhoads  
Executive Director  
San Francisco Human Services Agency

**DATE:** March 19, 2020

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### Executive Summary

The City and County of San Francisco (the "City") is taking aggressive steps to slow the spread of the COVID-19 virus. At the same time, the City's Human Services Agency ("HSA") is making preparations for the expected increase in the number of affected people in the City and has identified a need to arrange for the use of at least 4,250 hotel rooms for a minimum of the next four months to further the health and safety of (a) approximately 3,500 people who have been exposed to Covid-19 or are under medical quarantine and (b) approximately 750 COVID-19 front-line responders, all as further described below.

This need arises against the backdrop of sharply dropping hotel occupancy and, in some cases, closure of hotels and furloughed hotel workers. The City recognizes the importance of the hospitality industry to San Francisco's economy and eventual recovery and would like to structure this public-private partnership as a win-win-win: responsibly addressing the COVID-19 outbreak, providing participating solo-minded hotels with a revenue stream in excess of what the private market can offer during this time, and ensuring work and wages to the City's hotel labor force to the maximum extent possible.

### Response Requested

Interested hotels are invited to provide their response by completing Attachment A – Price Quote Response Form and returning it to Trent Rhoads, San Francisco Human Services Agency Director ([Trent.Rhoads@sf.gov](mailto:Trent.Rhoads@sf.gov)) by 5:00 p.m. on **Saturday, March 21, 2020**. Each respondent should structure its response based on the City's terms and conditions described below. Respondents will not be bound by their offers until the execution of a final agreement with the City.

### Protections to be Provided

HSA is seeking access to hotel rooms for the benefit of two populations:

On the one hand, in order to minimize the spread of the COVID-19 virus, the City plans to provide quarantine rooms to individuals whose current housing situation does not allow them