

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Mixed Use Development for City Parking Lot 10 (Rebid) RFP# :ECOD150026-FB
 EVALUATOR: #1 DATE: February 3, 2015
 FIRM NAME: Bedford Lodging, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	39	hotel / restaurant Marriott rep a Grand
o Responsiveness to Questions	15	14	
o Project Team	25	24	
o Project Manager	20	19	
TOTAL	100	96 ✓	

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Mixed Use Development for City Parking Lot 10 (Rebid)

RFP# :ECOD150026-FB

EVALUATOR: #1

DATE: February 3, 2015

FIRM NAME: Horizon Hospitality Management, Inc.

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	39	hotel conference center / restaurant
o Responsiveness to Questions	15	14	retail client commitment letter / Shadow Health ↑ market value offers / revenue sharing w/ city on parking garage
o Project Team	25	25	Has detailed alternatives
o Project Manager	20	19	
TOTAL	100	97 ✓	

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Mixed Use Development for City Parking Lot 10 (Rebid)

RFP# :ECOD150026-FB

EVALUATOR: #2

DATE: February 3, 2015

FIRM NAME: Bedford Lodging, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	30	- INTERVIEW OR MANAGEMENT - FOCUS OF QUALITY URBAN PRIDE OF
o Responsiveness to Questions	15	15	
o Project Team	25	25	- Bedford Lodging 1d Marriott
o Project Manager	20	20	- MARriott 1d Bedford Lodging 1 Bedford Lodging R Room
TOTAL	100	90	ECOD 150026 - 02/03/15

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Mixed Use Development for City Parking Lot 10 (Rebid)

RFP# : ECOD150026-FB

EVALUATOR: #2

DATE: February 3, 2015

FIRM NAME: Horizon Hospitality Management, Inc.

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	35	- Horizon - TALLAHASSEE - CANAL - ST. PATRICK'S SQUARE - HOTELS IN VIRGINIA
o Responsiveness to Questions	15	15	- LOCAL SITES - GROVE - UP CONF. CITY - HAMPDEN ILL.
o Project Team	25	25	- HICS - ASHLEIGH - 25,000 sq ft - 51K RESIDUALS - QUANT
o Project Manager	20	20	- ECONOMIC STRATEGY - ANALYSIS - (Plan # 5)
TOTAL	100	95	CNA SIGNATURE

QUESTIONS

Oral-Ind Option 1

- ENVIRONMENTAL ISSUE → DECISIONS
- HEIGHT OF BUILDING - PROPOSED
- MATERIAL WITH HIGH RETURN
- HICOD OCCUPANCY 88%
- INITIAL START COMP. IS 100%

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: Mixed Use Development for City Parking Lot 10 (Rebid)

RFP# :ECOD150026-FB

EVALUATOR: #3

DATE: February 3, 2015

FIRM NAME: Bedford Lodging, LLC

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	35	<i>They have a good understanding</i>
o Responsiveness to Questions	15	15	<i>addressed the questions</i>
o Project Team	25	20	<i>Entire project team was not present</i>
o Project Manager	20	15	
TOTAL	100	85	

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: Mixed Use Development for City Parking Lot 10 (Rebid)

RFP# :ECOD150026-FB

EVALUATOR: #3

DATE: February 3, 2015

FIRM NAME: Horizon Hospitality Management, Inc.

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE OPTION 1	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	<i>Clancy + Thays + HKS fully understood the scope and the complexity of this type of project</i>
o Responsiveness to Questions	15	15	<i>addressed all the issues</i>
o Project Team	25	20	<i>HKS is top notch</i>
o Project Manager	20	15	
TOTAL	100	<hr style="width: 50px; margin: 0 auto;"/> 90 ✓	

18 new projects in the ground.

Samsung Project - St. Pete.

a 4ft Hotel

Using local market for workers - minority sub-contractors
Special payment terms

National Arch. Firm HKS -

46 urban downtown project

5 urban conference Hotel

Design Process

Development

Site Lines

Buildj Height → Depending on the configuration

200 rooms

2,500 sq feet conference

Economic Id.	2009 - 2014	
	.11%	5% GNP growth
Inflation	.4%	.8%

PKF consultant (number)

Occupancy rate of 88% after 2019

ADR - \$115 vs. \$173

Availability rate -

Shadow Health →

Environmental - Remediation - Re-foundations