

	Max Points	1220G	Concept Companies	Cross Street Partners
1. Relevant Experience and Personnel (40 Points Max)	100			
<p>A. Submittal shall include the following: (a) firm name, address, telephone and fax numbers; (b) ownership/organization structure; (c) parent company (if applicable); (d) officers and principals; (e) organizational chart of the team identifying the lead developer (if present), project management, architect, landscape architect, civil engineer, leasing team (in-house or through an outside agent), and other members of the development team. [Scoring Scale: 15 pts = Very Experienced >10 years, 10 pts= Experienced > 5 years, 5 pts= <5 years but > 1 month]</p> <p>B. Include resumes which identify each of the proposed team members' experience in projects of similar scope and magnitude. Clearly indicate the role the individual performed and verify if the role is the same or similar as that proposed for this project. [Scoring Scale: Each project = 7.5 pts]</p> <p>C. Specifically indicate the lead Respondent and team members' experience with other redevelopment projects and operations similar in scope and scale. [Scoring Scale: 10 pts = Team members include Developer, Real Estate, Technical and Financial, 5 pts= partial inclusion of team members]</p> <p>D. Submit at least 2 examples of projects similar in size, scale, and complexity that clearly demonstrate the developer or team members' experience in related type projects. Provide information on the project including the location, year built, square footage and uses contained within the project. Describe the development team and management of the operation. This should include projects with environmental contamination and remediation activities. [Scoring Scale: Subjective]</p>				
a. Current and Previous Experience	15	12.33	12.3	12
b. Experience with similar projects in size and complexity	15	11	11.3	14
c. Project team qualifications	10	7.6	8.3	7.7
Total	40	30.93	31.9	33.7
2. Financial Capacity (20 Points Max)				
<p>A. The submittal shall include documentation indicating the general ability to secure financing for a future project related to the proposed general concept. Indicate the financing structure contemplated for this project and developer(s) equity position. Provide adequate information for the City to determine the credit worthiness of the Respondent.</p> <p>B. Respondents shall submit actual financial structure example from previously completed projects that demonstrate the Respondent's ability to finance a real estate transaction similar in size and scale to the general concept proposed. Identification of sources, including but not limited to, developer equity, debt, institutional or other loan sources, or other instruments should be adequately described to understand the financial structure of the project. [scoring Scale: Subjective]</p>				
a. Experience with Financing Projects Similar in Size and Complexity	20	14.6	13.7	16.3
Total	20	14.6	13.7	16.3
3. Strength of references (10 Points Max)	10			
<p>A. This section shall include Letters of Reference for the lead developer, and key team members. Provide a minimum of three (3) references for each, including contact information for verification purposes. [Scoring Scale: 3.3 pts per reference] Note: Andrew will do the references</p>				
Total	10	5.6	5.7	7.7
4. Conceptual Approach & Quality of the Written Narrative (30 Points Max)				
<p>A. A detailed discussion of the conceptual approach, including but not limited to: (a) Respondent's analysis of the Project Site; (b) acknowledgment, review, and consideration of the existing documents described in Section 1.3 Technical Studies and Project Due Diligence; (c) description of the conceptual project elements including unique features and opportunities; (d) parking configuration and layout, and (e) impact of, and relationship to, adjacent properties. This narrative should describe your development strategy which would ensure a successful Project.</p> <p>B. Identify the anticipated combination of uses that meets or exceeds the project goals. You may include photos or other visual elements to describe the tenant mix. Describe concepts related to offering a range of tenant rental, lease, or ownerships structures.</p> <p>C. The submittal shall include a very conceptual approach to the site plan showing the general phasing, massing, height, and layout of the buildings, amenities, common areas, street systems, public open spaces, and proposed parking. Include any proposed adaptive re-use of buildings.</p> <p>D. Describe how the proposed approach will address the transportation and parking needs for the development of the Site. Include on-site and off-site assumptions.</p> <p>E. Describe how the proposed approach will include local, independent, and diverse vendors, contractors and tenants throughout the redevelopment process.</p> <p>F. Identify any additional or unique resources, capabilities or assets which the Respondent would bring to this project.</p> <p>G. Provide a general schedule for the initial phases of development activities. [Scoring Scale: 7.5 pts per subcategory]</p>				
a. Ability to meet and exceed Project Goals	7.5	5.8	5.3	7.2
b. Creative approach to incorporating the desired elements	7.5	5.8	6.3	5.8
c. Inclusion of unique, innovative, and eclectic elements	7.5	6	6.2	7
d. Project Implementation and Phasing Schedule	7.5	6.2	7	5.3
Total	30	23.8	24.8	25.3
SUM TOTAL	100	74.93	76.1	83

Name:
Signature:

Dana Gauthier
Dana Gauthier

MICHAEL BEARD
Michael Beard

KRISTIE WILLIAMS
Kristie Williams

Andrew Meeker
Andrew Meeker