

LEGISTAR # 200509  
Attachment I

**TECHNICAL PROPOSAL**

**QUALIFICATIONS EVALUATION**

*Please complete one form for each submittal*

*Enter your Evaluator Number on Each Entry*

*Enter the Firm Name on Each Entry*

**BID #:** CRAX-210034-GD

**BID NAME:** Probate Leal Services for Heirs Property Program

**DUE DATE:** Friday April 23, 20201

**DEPARTMENT:** GCRA

**EVALUATOR NUMBER:** 3

**FIRM NAME:** Lippes Mathias Wexler Friedman LLP

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	25	Allesandro Apolito has practiced probate exclusively since 2013.
o Capability of Meeting Time and Budget	45	35	Hourly rate is on the higher end. Summary administration rate is good.
			Firm is based in Jacksonville, so travel is required.
			Estimated timeline for cases is good.
TOTAL	100	60	

**WRITTEN PROPOSAL EVALUATION**

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**FIRM NAME:** Lippes Mathias Wexler Friedman LLP

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	20	Understood basic scope of project.
o Project Approach	30	20	Somewhat generic response.
o Project Manager	15	15	Allesandro Apolito has been practicing probate exclusively since 2013.
o Project Team	15	12	Project team has diverse areas of practice, including 2 real estate attorneys, but only Mr. Apolito practices probate.
o Project Schedule	5	0	Not a criteria.
o Project Organization	5	5	
TOTAL	100	72	

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**FIRM NAME:** Three Rivers Legal Services, Inc.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	32	Home Sweet Home project, which secured or stablized
			home ownership, was implemented in 2019-2020.
o Capability of Meeting Time and Budget	45	42	Firm is local and was doing this work before grant funding ended.
			Hourly rate is low.
			Staff attorney will work full-time on this project.
TOTAL	100	74	

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**FIRM NAME:** Three Rivers Legal Services, Inc.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	Thorough understanding of the City's intent and project. Firm engaged in a similar project for 2 years.
o Project Approach	30	30	Understands that the goal is to clear title to heirs property, and the legal mechanisms to do so. Familiar with needs of the community.
o Project Manager	15	13	Supervising attorney has 12 years of experience in probate, and has been with Three Rivers for 2 years.
o Project Team	15	5	Did not provide resume for staff attorney who will be supervised.
o Project Schedule	5	0	Not a criteria.
o Project Organization	5	5	
TOTAL	100	83	

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**BID NAME:** Probate Leal Services for Heirs Property Program  
**DUE DATE:** Friday April 23, 2020  
**DEPARTMENT:** GCRA

**EVALUATOR NUMBER:** 3

**FIRM NAME:** Weidner Law

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	25	Attorney has 20 years of experience in probate.
o Capability of Meeting Time and Budget	45	30	Hourly rate is on high end.
			Firm based in St. Petersburg, so travel is required.
			Schedule/timeline not provided.
TOTAL	100	55	

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**FIRM NAME:** Weidner Law

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	20	Attorney states he assisted with another city's project, which he says is similar, but he terms his past work "Active Code Enforcement", and his attachments indicate his work is primarily clearing title and foreclosure of vacant properties with code liens.
o Project Approach	30	10	Little mention of using the probate process to clear title to heirs' properties that are occupied.
o Project Manager	15	7	Attorney says he is experienced in probate law, but the proposal does not focus on probate.
o Project Team	15	12	Mr. Weidner is sole team member.
o Project Schedule	5	0	Not a criteria.
o Project Organization	5	4	You-tube presentations are long.
TOTAL	100	53	