

Work Experience	
Number of Similar Projects	Points
Greatest number (compared to all other proposers)	5
2nd greatest number	4
3rd greatest number	3
4th greatest number	2
5th greatest number	1

Wye River Group, Inc.			
	Weight	Grade	Total Score
Work Experience	20.00	3.75	75.00
Knowledge of CWS Debt	25.00	5.00	125.00
Price/Total for Services	10.00	2.50	25.00
Qualified Independent Representative - Certified	5.00	5.00	25.00
Distance from City of Winston-Salem	20.00	3.00	60.00
MWBE Commitment	20.00	0.00	0.00
Final Score	Max 500		310.00

First Tryon Securities, LLC			
	Weight	Grade	Total Score
Work Experience	20.00	4.50	90.00
Knowledge of CWS Debt	25.00	4.00	100.00
Price/Total for Services	10.00	3.00	30.00
Qualified Independent Representative - Certified	5.00	5.00	25.00
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	0.00	0.00
Final Score	Max 500		265.00

Knowledge of CWS Debt	
Number of Similar Projects	Points
Greatest number (compared to all other proposers)	5
2nd greatest number	4
3rd greatest number	3
4th greatest number	2
5th greatest number	1

Hilltop Securities, Inc.			
	Weight	Grade	Total Score
Work Experience	20.00	0.75	15.00
Knowledge of CWS Debt	25.00	1.00	25.00
Price/Total for Services	10.00	5.00	50.00
Qualified Independent Representative - Certified	5.00	5.00	25.00
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	5.00	100.00
Final Score	Max 500		235.00

Stephens, Inc.			
	Weight	Grade	Total Score
Work Experience	20.00	1.50	30.00
Knowledge of CWS Debt	25.00	1.75	43.75
Price/Total for Services	10.00	4.00	40.00
Qualified Independent Representative - Certified	5.00	0.00	0.00
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	5.00	100.00
Final Score	Max 500		233.75

Price / Total for Services	
Response	Points
Least cost compared to all other proposers	5
2nd least cost	4
3rd least cost	3
4th least cost	2
5th least cost	1
6th (or more) least cost	0

Davenport & Company LLC			
	Weight	Grade	Total Score
Work Experience	20.00	1.50	30.00
Knowledge of CWS Debt	25.00	1.25	31.25
Price/Total for Services	10.00	1.25	12.50
Qualified Independent Representative - Certified	5.00	5.00	25.00
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	5.00	100.00
Final Score	Max 500		218.75

DEC Associates, Inc.			
	Weight	Grade	Total Score
Work Experience	20.00	3.00	60.00
Knowledge of CWS Debt	25.00	2.75	68.75
Price/Total for Services	10.00	0.00	0.00
Qualified Independent Representative - Certified	5.00	0.00	0.00
Distance from City of Winston-Salem	20.00	1.00	20.00
MWBE Commitment	20.00	0.00	0.00
Final Score	Max 500		148.75

QIR Certification	
	Points
Y	5
N	0

PFM Financial Advisors LLC			
	Weight	Grade	Total Score
Work Experience	20.00	0.50	10.00
Knowledge of CWS Debt	25.00	0.00	0.00
Price/Total for Services	10.00	0.00	0.00
Qualified Independent Representative - Certified	5.00	0.00	0.00
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score	Max 500		110.00

Terminus Securities, LLC			
	Weight	Grade	Total Score
Work Experience	20.00	0.00	0.00
Knowledge of CWS Debt	25.00	0.00	0.00
Price/Total for Services	10.00	0.25	2.50
Qualified Independent Representative - Certified	5.00	0.00	0.00
Distance from City of Winston-Salem	20.00	0.00	0.00
MWBE Commitment	20.00	5.00	100.00
Final Score	Max 500		102.50

Distance From City of Winston-Salem	
Miles	Points
More than 120	0
61 to 120 (2 Hours)	1
0 to 60 (60 Minutes)	3
Within City of Winston-Salem	5

MWBE Scoring	
Percent goal met or good faith effort made?	Points
Y	5
N	0

Business	Avg Score	Rank
Wye River Group, Inc.	310.00	1.00
First Tryon Securities, LLC	265.00	2.00
Hilltop Securities, Inc.	235.00	3.00
Stephens, Inc.	233.75	4.00
Davenport & Company LLC	218.75	5.00
DEC Associates, Inc.	148.75	6.00
PFM Financial Advisors LLC	110.00	7.00
Terminus Securities, LLC	102.50	8.00