

Union Cross - Purchase and Development of City-Owned Property

Developer: Front Street Capital			
Evaluation Criteria	Weight	Grade	Wtd. Avg.
Economic Benefit to City	30%	5.00	1.50
Relevant Experience	20%	5.00	1.00
Quality of Proposal & Presentation	20%	4.80	0.96
Time for Product to Market	15%	4.40	0.66
Plan for Quality Job Creation	15%	4.20	0.63
TOTAL			4.75
Developer: Williams Development			
Evaluation Criteria	Weight	Grade	Wtd. Avg.
Economic Benefit to City	30%	3.00	0.90
Relevant Experience	20%	4.20	0.84
Quality of Proposal & Presentation	20%	3.20	0.64
Time for Product to Market	15%	4.40	0.66
Plan for Quality Job Creation	15%	3.60	0.54
TOTAL			3.58

Evaluation Criteria

<u>Economic Benefit to City</u>	<u>Points</u>
Highest Price for Property	5
Second Highest Price for Property	3
Third Highest Price for Property	1

<u>Relevant Experience & Quality of Team</u>	<u>Points</u>
Minimum 6 Relevant Projects	5
3-5 Relevant Projects	4
2 or Fewer Relevant Projects	3

<u>Quality of Proposal/Presentation</u>	<u>Points</u>
Includes Complete Level of Detail	5
Solid Level of Detail	3
Lacks Adequate Detail	0

<u>Time for Product to Market</u>	<u>Points</u>
Quickest Product to Market	5
Second Quickest to Market	4
Third Quickest to Market	3

<u>Strategy for Quality/Quantity Job Creation</u>	<u>Points</u>
Superior Strategy for Meeting Workforce Needs	5
Very Good Strategy for Meeting Workforce Needs	4
Solid Strategy for Meeting Workforce Needs	3