

**ATTACHMENT "8"**  
**LEASE AND DEVELOPMENT OF VACANT LAND FOR COMMERCIAL USES**  
**(RFP #PB 17-3)**

**Selection Criteria**

| <b>Selection Criteria</b>   | <b>Maximum Points</b> |
|---|-----------------------|
| Financial Proposal<br>Section 1A of Proposal Response Form (Appendix "A")             | 20                    |
| Experience, Qualifications and Financial Information<br>Section 3.2 of RFP            | 30                    |
| Project Approach<br>Sections 3.3 and 3.4 of RFP                                       | 45                    |
| Airport Disadvantaged Business Enterprise (ACDBE) Participation<br>Section 3.5 of RFP | 5                     |
| <b>Total Available Points</b>   | <b>100</b>            |

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**Scoring Instructions**

Selection Committee Members shall evaluate and score each proposal by reviewing the proposal against the Selection Criteria set forth in this Attachment “9” in accordance with Section 2.13 of the RFP, taking into consideration the Scoring Instructions set forth in this Attachment “9”.

- A. Financial Proposal. The Financial Proposal will be scored based upon the initial annual fixed ground rental proposals only. Percentage rent, lease term and lease option proposals will be considered under Project Approach.
1. Ground Rental.
- a. The proposal with the highest Proposed Initial Annual Ground Rental (“Ground Rental”) will be awarded the full 20 points. In the event more than one proposal contains the amount designated as the highest Ground Rental, all such proposals will be awarded 20 points.
  - b. All remaining proposals shall be scored on a basis relative to the proposal with the highest Ground Rental (i.e., Each proposer’s Ground Rental will be divided by the highest Ground Rental and then multiplied by 20 points to calculate the score. Stated by equation: Score = (Ground Rental/highest Ground Rental) x 20 points).
  - c. Any calculated score with a fractional result will be rounded the nearest whole point.
- B. Experience, Qualifications and Financial Information. Proposals may receive up to 30 points based on the proposer’s Experience, Qualifications and Financial Information. Selection Committee Members should review the information submitted in accordance with Section 3.2 of the RFP in determining the number of points to be allocated to each proposal for Experience, Qualifications and Financial Information.
- C. Project Approach. Proposals may receive up to 45 points based on the proposer’s Project Approach proposal. The Project Approach criteria includes, but is not limited to, percentage rent, lease term, proposed uses, minimum capital investment, economic benefits and lease option (if any). Selection Committee Members should review the information submitted in accordance with Sections 3.3 and 3.4 of the RFP (excluding the Ground Rental proposal, which shall be evaluated under the Financial Proposal criteria). Selection Committee Members should also consider the County’s purpose in issuing the RFP as set forth in Section 1.2 of the RFP when determining the number of points to be allocated to each proposal for Project Approach.

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D. Airport Concession Disadvantaged Business Enterprise (ACDBE) Participation.

1. The proposal with the highest proposed percentage of ACDBE participation will be awarded the full 5 points. In the event more than one proposal contains the amount designated as the highest percentage of ACDBE participation, all such proposals will be awarded 5 points.
2. All remaining proposals shall be scored on a basis relative to the proposal with the highest percentage of ACDBE participation above the ACDBE goal (i.e., Each proposer's percentage of ACDBE participation will be divided by the highest percentage of ACDBE participation and then multiplied by 5 points to calculate the score. Stated by equation:  $\text{Score} = (\text{Percentage of ACDBE participation} / \text{highest percentage of ACDBE participation}) \times 5 \text{ points}$ ).
3. Any calculated score with a fractional result will be rounded the nearest whole point.