

**ATTACHMENT "9"**  
**LEASE AND DEVELOPMENT OF VACANT LAND FOR HOTEL/COMMERCIAL USES**  
**(RFP #PB 16-6)**

**Selection Criteria**

<b>Selection Criteria</b>	<b>Maximum Points</b>
Financial Proposal - Base Rental for Hotel Property Section 3.4.2.b. of RFP	10
Financial Proposal - Ground Rental for Additional Property Section 3.4.3.b. of RFP	5
Experience, Qualifications and Financial Information Section 3.2 of RFP	35
Project Approach Sections 3.3 and 3.4 of RFP ( <i>excluding Base Rental for Hotel Property and Ground Rental for Additional Property</i> )	45
Airport Disadvantaged Business Enterprise (ACDBE) Participation 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 rental proposals only. Percentage rent proposals will be considered under Project Approach.

1. Base Rental for Hotel Property.

- a. The proposal with the highest Proposed Initial Hotel Annual Base Rental (“Base Rental”) will be awarded the full 10 points. In the event more than one proposal contains the amount designated as the highest Base Rental, all such proposals will be awarded 10 points.
- b. All remaining proposals shall be scored on a basis relative to the proposal with the highest Base Rental (i.e., Each proposer’s Base Rental will be divided by the highest Base Rental and then multiplied by 5 points to calculate the score. Stated by equation:  $\text{Score} = (\text{Base Rental}/\text{highest Base Rental}) \times 10 \text{ points}$ ).
- c. Any calculated score with a fractional result will be rounded the nearest whole point.

2. Ground Rental for Additional Property.

- a. The proposal with the highest Proposed Initial Annual Ground Rental for proposals that include the use of Additional Property (“Ground Rental”) will be awarded the full 5 points. In the event more than one proposal contains the amount designated as the highest Ground Rental, all such proposals will be awarded 5 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 5 points to calculate the score. Stated by equation:  $\text{Score} = (\text{Ground Rental}/\text{Ground Base Rental}) \times 5 \text{ points}$ ).
- 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 35 points based on the proposer’s Experience, Qualifications and Financial Information. Selection Committee Members should review the information

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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, hotel brand(s), number of guest rooms, additional commercial uses (if any), minimum capital investment, and any lease option or right of first refusal proposal (if any). Selection Committee Members should review the information submitted in accordance with Sections 3.3 and 3.4 of the RFP (excluding the Base Rental and Ground Rental proposals, 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. While proposals to develop commercial uses on the Property in addition to a hotel are encouraged, the primary purpose of this RFP is to provide for the lease and development of a first class, on-Airport hotel satisfying or exceeding the requirements of this RFP.
- 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.