

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: CBRE

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	5
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	15
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	10
Total	0-100	50


List the reasons for this evaluation (justify the rating/scoring):

Cookie cutter approach to RFP with little & limited effort to be provide specific details related to P. Beach.

Cookie cutter strategy, again with no detail on Pompano - "centric" approach. \$7500 retained -

Qualified falls but not enough detail.

Public Sector experience a plus


Signature of Evaluator

8/31/17
Date

Kim Briesemeister
Printed Name

EVALUATION CRITERIA


RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: CUSHMAN & WAKEFIELD

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	25
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	25
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	20
Total	0-100	95

List the reasons for this evaluation (justify the rating/scoring):

Excellent approach & understanding of P. Beach & the Innovation District. Very detailed understanding of area. Good market data. Not a good idea to change the legal doc.


Signature of Evaluator

8/31/17
Date

Kim Briesemeister
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: MARCUS & MILLICHAP

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	
Percent Sales Commission to Broker	0-25	
Total	0-100	

List the reasons for this evaluation (justify the rating/scoring):

No fee schedule - No response


Signature of Evaluator

8/31/17
Date

Kw Brieseman
Printed Name

EVALUATION CRITERIA

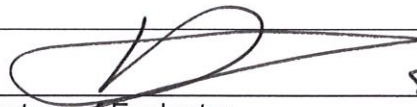
RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: RAUCH WEAVER NORFLEET KURTZ

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	0
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	10
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	15
Percent Sales Commission to Broker	0-25	10
Total	0-100	35

List the reasons for this evaluation (justify the rating/scoring):

Page 2 - Didn't get vision at all.
 Large firm but not much effort
 to customize for P. Deals



Signature of Evaluator

8/31/17

Date

Kw Briesemanter

Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: TREC

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	10
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	10
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	0
Percent Sales Commission to Broker	0-25	5
Total	0-100	25

List the reasons for this evaluation (justify the rating/scoring):

Task + Scope ~~was~~^{seems} likely beyond the ability of this firm to handle effectively. Give them an A for effort on trying to grasp P. Black + our goals.


Signature of Evaluator

8/31/17
Date

Rini Brieseman
Printed Name

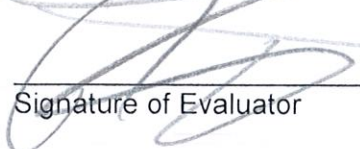
EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: CBRE

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	10
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	12
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	23
Percent Sales Commission to Broker	0-25	10
Total	0-100	55

List the reasons for this evaluation (justify the rating/scoring):

* Case Studies Main Team → 5
 - international exp. Ancillary → 7
 - sig Public Sector Exp.
 - Lease 2-68 - Fee structure is very extensive
 - Purchase 68 - addresses needs
 - 2,500 Retainer Exp in RFP?
 Signature of Evaluator  Date 8/31/17 Printed Name Brian Donovan

EVALUATION CRITERIA

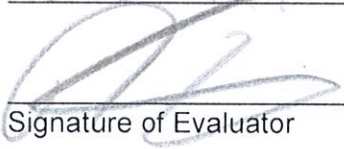
RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Cushman & Wakefield

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	20
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	20
Percent Sales Commission to Broker	0-25	18
Total	0-100	78

List the reasons for this evaluation (justify the rating/scoring):

- * Market discussion ✓ Team - 14
- * Trends & Statistics - speaking engagements
- * P.B. Exp.
- * Specific examples w/ discussion
- Commission 5-6%
- virtual tours
- overall strategy



8/31/17

Brian Donovan

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

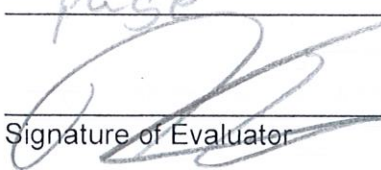
RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: M&M

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	/
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	/
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	/
Percent Sales Commission to Broker	0-25	/
Total	0-100	0

List the reasons for this evaluation (justify the rating/scoring):

- * Focus on innovation district.
- * Market overview
- Fee schedule
- ADN-responsive?
- Confidentiality statement as 1st page



8/31/17
Date

Brian Donovan
Printed Name

EVALUATION CRITERIA

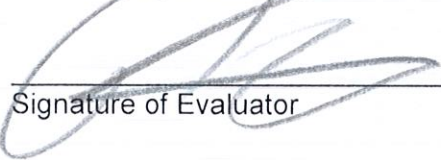
RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Racch (NAF)

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	10
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	10
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	15
Percent Sales Commission to Broker	0-25	20
Total	0-100	45

List the reasons for this evaluation (justify the rating/scoring):

- Team → 5 # Mainly Retail
- "No cost for Strategic Plan"
- P.B. EXP
- Case Study (West Palm)
- Affordable Housing (CDBG)
- Commission 5%
- Overall strategy
- Diff Vision



8/31/12

Brian Donovan

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: TREC

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	12
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	15
Percent Sales Commission to Broker	0-25	20
Total	0-100	67

List the reasons for this evaluation (justify the rating/scoring):

- Consulting \$0 - Team 2
- Marketing costs 50/50
- Marketing plan - Boutique firm
- Aerial Drone Video
- International Exp ?
- Case studies ?
- Purchase 4-68 Lease 4-58

Signature of Evaluator

Date

Printed Name

8/31/17

Brian Donovan

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Cushman & Wakefield

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	23
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	23
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	25
Total	0-100	96

List the reasons for this evaluation (justify the rating/scoring):

- Experienced firm
 - they focused on multi-family & hotel
 - Included an ~~asset~~ analysis of Panama
 - More so than other firms
- Fees on 8/15
 Parcel 5%
 (0 Broker 6%)
~~Morgan Stanley~~

Signature of Evaluator _____ Date 8-31-17 Printed Name Jennifer Cover

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Marcus & Millichap

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	0
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	
Percent Sales Commission to Broker	0-25	
Total	0-100	0

List the reasons for this evaluation (justify the rating/scoring):

- Very little focus on Pampano
- Costs not listed, so cannot eval price
- No specific experience dealing w/ municipalities

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Rauch Waever Norfleet Kurtz, & Co

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	15
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	20
Percent Sales Commission to Broker	0-25	20
Total	0-100	75

List the reasons for this evaluation (justify the rating/scoring):

- Ft Lauderdale office
- Vision listed on pg 2 does not match vision for innovation district
- Experienced firm

Signature of Evaluator

8-31-17
Date

Jennifer Gomez
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: TREC

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	15 8
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	15
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	15
Percent Sales Commission to Broker	0-25	10
Total	0-100	58

List the reasons for this evaluation (justify the rating/scoring):

- 6% brokerage fees + monthly marketing costs
- Did not demonstrate a national/international presence
- Did not demonstrate breadth of experience like other submitter

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS


VENDOR NAME: CBRE

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	5
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	10
Total	0-100	60

List the reasons for this evaluation (justify the rating/scoring):

"Understanding of overall needs" was not implied in the response.

- Retainer is high, in addition to other fees... not clear what the final costs will be.


Signature of Evaluator

8/31/17
Date

Whitney Rawls
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Cushman & Wakefield

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	24
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	20
Total	0-100	90

List the reasons for this evaluation (justify the rating/scoring):

C&W's response appears to capture all elements of the RFA and a heightened level of understanding for our needs. Plus, they offer the greatest opportunity for extended community engagement along the way.

Whitney Rawls
Signature of Evaluator

8/3/17
Date

Whitney Rawls
Printed Name

EVALUATION CRITERIA


RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: NAI

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	0
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	20
Percent Sales Commission to Broker	0-25	15
Total	0-100	65

List the reasons for this evaluation (justify the rating/scoring):

The vision for the Innovation District does not include an outlet mall.


Signature of Evaluator

8/31/17
Date

Whitney Rawls
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: TREC

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	15
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	5
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	0
Percent Sales Commission to Broker	0-25	10
Total	0-100	30

List the reasons for this evaluation (justify the rating/scoring):

Not sure if they have the national capacity to attract developers.

Additional costs for marketing is unwarranted.


Signature of Evaluator

8/31/17
Date

Whitney Rawls
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: CBRE, Inc.

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	15
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	25
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	21
Total	0-100	86

List the reasons for this evaluation (justify the rating/scoring):

Large firm with strong local presence. Actually worked with City of Miami, State of Florida etc. Proposed monthly retainer to be credited towards any commissions. Has hotel group/land svcs. group. Provides an array of services. Included sample Broker ^(Miami property) opinion value & sample strategic plan for State of S. Carolina. However, approach could have been more specific to Pompano

S. Sibble
Signature of Evaluator

8/31/17
Date

Suzette Sibble
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Cushman and Wakefield

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	25
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	25
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	22
Total	0-100	97

List the reasons for this evaluation (justify the rating/scoring):

Experienced firm with strong local presence.
Liked transmittal letter as laid out strengths
of site for the innovation district. Referenced potentially
similar projects in Boca, Delray & Ft. Laud. Discussed
targeted industries. Good mktg. Plan & status mtg/
reports for updates to City/CRA. Provided property
analysis & attributes. Also provided data on trends, statistics,

S. Sible 8/31/17 Suzette Sible
 Signature of Evaluator Date Printed Name

U.S. Hospitality & Gaming industry, multi-family etc.

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

Non-Responsive -
No fees
Submitted

VENDOR NAME: Marcus & Millichap Real Estate, Inv. Svcs, Inc.

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	0
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	0
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	0
Percent Sales Commission to Broker	0-25	0
Total	0-100	0

List the reasons for this evaluation (justify the rating/scoring):

Smaller firm. No specific experience working with public sector. No real detailed discussion to demonstrate a good understanding of scope of project & innovation district. No reference contacts provided. Did provide good discussion of landscape in Broward County (economy, demographics, companies headquartered here), Ft. Laud. mkt forecast, Demographic analysis for Pompano etc. No fees submitted.

S. Sibble
Signature of Evaluator

8/31/17
Date

Suzette Sibble
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: NAI Rauch Weaver Norfleet + Co, Inc.

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	15
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	15
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	20
Percent Sales Commission to Broker	0-25	25
Total	0-100	75

List the reasons for this evaluation (justify the rating/scoring):

Limited vision (outlet mall concept). Primarily
retail experience.

S Sibble
 Signature of Evaluator

8/31/17
 Date

Suzette Sibble
 Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Total Real Estate Consultants

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	10
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	10
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	15
Percent Sales Commission to Broker	0-25	24
Total	0-100	59

List the reasons for this evaluation (justify the rating/scoring):

No. Public Sector experience. Light discussion specific to
vision for the Innovation District. No stats. for firm
provided in terms of value of properties (or no.) Some properties
sold locally or regionally etc. Wants us to kick in 50% of
marketing budget. No national presence.

S. Sibble 8/31/17
 Signature of Evaluator Date

Suzette Sibble
 Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: CBRE

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Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	5
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	25
Percent Sales Commission to Broker	0-25	5
Total	0-100	55

List the reasons for this evaluation (justify the rating/scoring):

CBRE gave a very cookie-cutter proposal and seemed to put very little effort into demonstrating their understanding the Innovation District

M. Snediker
Signature of Evaluator

8/31/17
Date

Marc Snediker
Printed Name

EVALUATION CRITERIA


RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Cushman + Wakefield

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	24
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	20
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	22
Percent Sales Commission to Broker	0-25	20
Total	0-100	86

List the reasons for this evaluation (justify the rating/scoring):

C+W made a strong proposal that showed a clear effort to understand the district and the marketing thereof


Signature of Evaluator

8/31/17
Date

Marc Snediker
Printed Name

EVALUATION CRITERIA


RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Marcus + Millichap

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	0
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	0
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	0
Percent Sales Commission to Broker	0-25	0
Total	0-100	0

List the reasons for this evaluation (justify the rating/scoring):

Did not respond to pricing requirement.


Signature of Evaluator

8/31/17
Date

Marc Snediker
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: NAI RAUCH

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	8
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	15
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	20
Percent Sales Commission to Broker	0-25	20
Total	0-100	63

List the reasons for this evaluation (justify the rating/scoring):


Signature of Evaluator

8/31/17
Date

Marc Snediker
Printed Name

EVALUATION CRITERIA

RFP P-40-17 – BROKERAGE SERVICES FOR CITY AND CRA ASSETS

VENDOR NAME: Total Real Estate Consulting

Criteria	Point Range	Score
Understanding of the overall needs of the CRA and City for such services, as presented in the narrative proposal.	0-25	15
Experience, qualifications and past performance of the proposing firm, including persons proposed to provide the services for similar types of sales and disposition efforts.	0-25	5
National office presence or affiliates with access to national and preferably international buyers. Firm must already have these offices or affiliates in place prior to this response and should demonstrate established and existing relationships. Financial resources.	0-25	5
Percent Sales Commission to Broker	0-25	10
Total	0-100	35

List the reasons for this evaluation (justify the rating/scoring):

Broker does not have sufficient national presence for a project of this size. Their marketing examples were inferior and their understanding of the project only fair.

[Signature]
Signature of Evaluator

8/31/17
Date

Marc Sneider
Printed Name