

1. Selection Criteria and Process

1.1. Evaluation Factors. Respondents will be evaluated based upon the evaluation factors listed below. All Respondents will be evaluated based on the strength of their entire proposal as compared with the criteria listed below, along with balancing the best interests of the LRA. Information provided within the Proposals, interviews, responses to questions, best and final offers, and any other information obtained by the LRA may be considered during the evaluation.

<p>Factor 1: Development Concept</p>	<ul style="list-style-type: none"> • Proposal presents a financially stable, market-viable and concrete ideas for the Project that is compatible with the 2014 Development Zones Master Plan; and complies with the Roosevelt Roads ROTFU. • Proposal identifies whether is contingent upon the LRA opting to make available a portion of property smaller than the full property identified in Exhibit A, or any additional property beyond what is described in Exhibit A. It identifies any other contingencies with respect to the Respondent’s interest in the land available for the project contemplated (i.e. term of lease, fee conveyance, etc.). • Proposal provides a detailed narrative description of the proposed preliminary development concept that shows the understanding of the technical and regulatory issues involved in the redevelopment. Such description should include a land use diagram that describes the proposed locations of the uses contemplated. • Proposal provides a tentative redevelopment schedule for the full project (i.e., it identifies specific milestones and any conditions that must be satisfied prior to commencing each step of the development, estimated dates of construction commencement and substantial completion, etc.). • Regarding environmental considerations, the proposal provides detail with respect to any prior environmental remediation experience, including a brief description of such projects; the size and scope of such projects, and a description of any specific environmental or regulatory challenges that the Respondent has dealt with.
<p>Factor 2: Qualification and Past Performance</p>	<ul style="list-style-type: none"> • Proposal provides relevant information relating to the Respondent’s past performance (as well as entities that the Respondent intends to partner with for the project, if any), specifically focusing on how such experience demonstrates the skills and experience necessary to develop the NSRR property. It includes three (3) specific examples of projects that entailed redevelopment of similar scale and nature that it has undertaken in the last ten (10) years. For each example, its identified: (a) the size and scope of the project, (b) the location of the project, (c) the role played in the project, (d) a brief description of the project and its financing structure, (e) the period of performance, and (f) the contact information for the client’s contracting officer or similar supervising party for the project. If applicable, it highlights any projects that were public-private partnerships, or located on former military bases, federally owned properties, and any other projects that dealt with unique environmental or regulatory challenges. Any “failed” projects within the last ten (10) years are identified. • Proposal describes the roles and qualifications of key team members the Respondent anticipates would be involved in the project and provides a detailed description of their roles with respect to the specific project proposed at the former NSRR. It also provides an organizational chart. • Proposal expands upon the relationship between the Respondent and any partners it intends to collaborate with for the project, if any; and submits documentation (for example, a letter of intent) evidencing such intent. It elaborates on the role that such

	<p>partners would have in the development, financing, and operation of the project, or discrete portions of the project.</p> <ul style="list-style-type: none"> • Proposal provides biographies of all key personnel for the proposed partner(s) that are expected to be involved in the project and provide a detailed description of their roles with respect to the specific project proposed at the former NSRR. It also provides an organizational chart.
<p>Factor 3: Financial Capability and Strategy</p>	<ul style="list-style-type: none"> • Proposal provides additional information to help the LRA determine the Respondent's ability to finance the proposed redevelopment of the property, including: <ul style="list-style-type: none"> ○ Proposal provides detail with respect to the total investment it estimates the project would receive. It is explained how this number was estimated and described potential sources and uses of such funding. It also explains why the Respondent believes those sources would be interested in investing in the project. If applicable, it describes any constraints or conditions tied to the Respondent's capital funds, if any (i.e., maximum period of time for investment, restrictions as to the type of projects that can be funded). ○ Proposal provides a general overview of the Respondent's financial capabilities. ○ Proposal provides a general overview of financial capabilities of any proposed partners. ○ Proposal provides the Respondent's audited financial statements from the previous three (3) years showing its net worth and current financial status, including all statements of changes in financial position, and identifying any projects with negative cash flows, amount of nonrecourse debt, and any non-performing loans. In the event funds are to be borrowed to finance any portion of the total investment, it includes a letter of interest from a bank or other lending institution. ○ Proposal provides the contact information for up to three (3) banking/investment references that have provided the Respondent with financing of a magnitude similar to what its required for the redevelopment. • Proposal provides detail with respect to the Respondent's local and regional relationships with financial institutions and governmental entities, including a description of how its intended to leverage such experience and relationships for the project.
<p>Factor 4: Local Impact</p>	<ul style="list-style-type: none"> • Proposal describes in detail in what ways the project will improve the quality of life for the surrounding communities and the region and how it plans to address potential concerns from community members regarding the development of this project. • The proposal provides detail with respect of the Respondent's recognition and presence in the region. • The proposal provides supporting information identifying an expected number of jobs for the project, including how such number was estimated and additional detail with respect to the type of jobs expected to be generated, and the timing for such job generation.
<p>Factor 5: Consideration to the LRA</p>	<ul style="list-style-type: none"> • The proposal includes the following economic considerations to the LRA: <ul style="list-style-type: none"> ○ Interim Rent ○ Stabilization Period Rent ○ Operational Period Rent ○ Percentage of Gross Revenue ○ Percentage Participation in Capital Events

- 1.2. Oral Presentations. The LRA, at its sole discretion, may require all or a short-listed group of the Respondents to participate in oral presentations. Details regarding the date, format, and other logistics for oral presentations will be provided to Respondents at a later date.
- 1.3. Best and Final Offer. If Respondents are asked to submit a “Best and Final Offer” (BAFO), Respondents are expected to adhere to the additional guidance of the LRA and submit a final revised Proposal for the LRA’s final consideration. Upon receiving the BAFO, the LRA reserves the right to conduct additional rounds of requests for information, interviews, and request further discussions and negotiations if the BAFO lacks adequate information to make a final selection.
- 1.4. Respondent Selection Process. A phased process has been established by the LRA for selecting a Respondent to proceed with the Project.
 - 1.4.1. This Phase 1, the Request for Proposals (“RFP”) stage, requires the submissions of Proposals and, if requested by the LRA, participation in interviews or submission of responses to questions or a Best and Final Offer. At the completion of Phase 1, the LRA will select one or more Respondents to participate in Phase 2.
 - 1.4.2. Phase 2 will entail the exclusive negotiation with one or more Respondents selected by the LRA for a specified period of time. If successful, exclusive negotiations will terminate upon the execution of an agreed upon Lease and Development Agreement.
- 1.5. Respondent Selection Timeline. The LRA's expected timeline for selection of the Respondent(s) is set forth in the tables below. Please note that the activities and timetable are only a guide and are subject to change at the LRA's sole discretion.

Phase 1 for Respondents	
Issuance of the RFP	July 1, 2022 5:00pm
Proposal Deadline	August 1, 2022 11:59pm September 12, 2022 11:59pm
Presentations by Respondents if required	TBD
Selection of top Respondent	On or about October, 2022

