

Summary of Fort Schuyler Management Corporation Buffalo Developer RFP Evaluation

(6) Firms responded to RFP advertisement and received RFP; Aquest, LP Ciminelli, McQuire, Mensch, TM Montante, and Uniland.

(3) Firms submitted proposals; LP Ciminelli, McGuire, and Uniland.

Evaluation Team Members:

- Tom O'Brien (Team Leader)
- Jerry Barber
- Alicia Dicks
- Brenda Birken
- Joe Schell (Procurement Facilitator)

Evaluation Meeting:

- 1/9/13 All team members present (Alicia via telephone).
- Consensus discussion and evaluation conducted resulting in ranking of three proposals. Rank as follows:
 1. LP Ciminelli was designated as submitting proposal which best fit to requirements of RFP
 - Strong Demonstration of Public Private Partnerships (incl. Legal team w/ PPP experience).
 - Listed available sites for development.
 - Demonstrated solid experience.
 2. McQuire was designated as submitting proposal which significantly met requirements of RFP
 - Projects applicable but relatively small in scope.
 - Strong in MWBE identification.
 - Comprehensive proposal submittal.
 3. Uniland was designated as not adequately submitting a proposal demonstrating fit to RFP requirements.
 - Proposal did not demonstrate adequate PPP experience.
 - Proposal did not provide potential sites or development strategies.
 - Submittal was more of an assembly of documents than a proposal.

Team Recommendation:

- Based on RFP requirements and proposal submittals LP Ciminelli and McQuire appear as proper fits to FSMC expectations and should be considered for award.
- Based on RFP requirements and proposal submittals Uniland appear not to be a proper fit to FSMC expectations and should not be considered for award.

1/15/14
#1000m

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JOE SCHEU

FRMC Buffalo Developer - ENVIRONMENTAL MEETING

TO AD JB
#1 #1 #1
#2 #1 #2
#3 #3 #3

	LP Ciminelli	McGuire	Uniland
15 years experience (Section 2Aa)			
HQ Location in Greater Buffalo (Section 2Ab)			
Demonstrated knowledge of real estate market (Section 2b)			
Demonstrated knowledge of business drivers (Section 2Ab)			
Multi use tech park ability (Section 2Ac)			
Comprehensive in-house skills (2Ad)			
Demonstrable Financial Know How (Section 2Ae)			
Eco Dev Partnering ability (Section 2Af and Section 7B)			
Readiness to invest and anchor (section 2Ag)			
Demonstrate MWBE track record (Section 2Ah)			
Single Point of contact accountability (Section 2Ai)			
Letter of Interest (Section 5Aa)			
Developers demographics (Section 5Ba)			
Developer history & background (Section 5Ba)			
Staffing list and org chart (Section 5Ba)			
Shareholders if not publicly traded (Section 5Ba)			
Current and historic (3 years) legal actions (Section 5Ba)			
Max value of payment/performance bond (Section 5Ba)			
Evidence of resources (Section 5Ba)			
List of ongoing projects and financial commitments (Section 5Ba)			
Limits of GCL insurance (Section 5Ba)			
Latest audited financial statements (Section 5Ba)			
Fee methodology (Section 5Ba)			
Completed a signed Appendix C, D, E (Section 5Ba)			
Quality and success of similar projects (Section 7Ba1)			
Job creation (Section 7Ba2)			
Level of in-house skills (Section 7Be)			
Public Private Partnership (Section 7Bf)			
Commitment to lease and occupy portion of space (Section 7Bj)			
Ability to identify prospective tenants (Section 7Bk)			

DEMONSTRATED PPP
 LEGAL W/ PPP
 LISTED AVAIL SITES
 AFFIRMATIVE POTENTIAL
 TEAM MEMBERS (NIN)
 BETTER EXPERIENCE

SMALL PROFS
 ID-ED NUMBERS
 BEST PROPOSAL (AV)

NOT PROPOSAL AS MUCH AS AN
 ASSEMBLY OF DOCUMENTS
 NO PPP, SITES, PLAN

NEW/LEADERS HAS EXPERIENCE AND OUTLAND