Proponent or	Weight	Weak	Below Average	Average	Above Average	Exceptional	Evaluator's Comments	Evaluator's Score
Consortium Profile Innovative and creative	10	- Did not present	- Limited	- Some innovative	- Innovative	- Incorporates		
approaches focused on outcomes		any innovative approaches (1 POINT)	innovative approaches (3 POINTS)	approaches but not overly creative (6 POINTS)	thoughful and creative (8 POINTS)	innovation into a compelling proposed path forward (10 POINTS)		
Qualifications and experience of proposed resources	15	- Proposed team members do not have any relevant qualifications (1 POINT)	- Proposed team members possess some but not all relevant qualifications and experience (4 POINTS)	- Proposed team members have sufficient relevant qualifications and experience (8 POINTS)	 Proposed team members are highly qualified and experienced (12 POINTS) 	matter experts (15 POINTS)		
References	15	 Sample projects missing or not related to the project needs (1 POINT) 	 Sample projects have limited relation to the project's needs (4 POINTS) 	- Sample projects generally relate to the project's needs (8 POINTS)	 Sample projects generally have solid relation to the project's needs (12 POINTS) 	 Sample projects directly relate to this project's needs and demonstrate competency in each category (property management, sales & marketing, and land development) (15 POINTS) 		
TOTAL Marketing and Sales	40							0
Strategic vision for economic growth	10	- Does not demonstrate an understanding of GTH or communicate vision (1 POINT)	- Demonstrates limited understanding of GTH and vision (3 POINTS)	- Communicates a reasonable vision and approach to marketing and sales (6 POINTS)	- Communicates a thoughtful vision and approach to marketing and sales (8 POINTS)	- Communicates a compelling vision for the future of the GTH related to marketing and sales (10 POINTS)		
Action plan for land sales and revenue generation	10	- Does not provide an action plan with respect to marketing and sales (1 POINT)	- Communicates action plan with significant gaps or deficiencies to generate land sales (3 POINTS)	- Commuicates a reasonable action plan of steps to be taken to generate land sales (6 POINTS)	- Communicats a thoughful action plan to be taken to generate land sales (8 POINTS)	- Communicates a compelling, realistic action plan that addressed key risks and also understands the current environment of the GTH (10 POINTS)		
Access and plan to Iverage local, national and international networks	7	Description of network of contracts or approach to marketing and sales is not present (1 POINT)	N/A	- Sufficient network and approach to marketing and sales (4 POINTS)	N/A	- Advanced network and compelling approach to marketing and sales (7 POINTS)		
Qualifications to undertake this service	5	- Proponent lacks qualifications related to marketing and sales of GTH land (1 POINT)	N/A	- Proponent possess adequate qualificiations related to marketing and sales of GTH land (3 POINTS)	N/A	- Proponent is highly qualified with respect to marketing and sales of GTH land (5 POINTS)		
Outline of prior experience with similar developments	8	 Proponent does not have any relevant experience related to the marketing and sale of similar land (1 POINT) 	N/A	- Proponent has sufficient relevant experience related to the marketing and sale of similar land (4 POINTS)	N/A	- Proponent has extensive relevant experience related to the marketing and sale of similar land (8 POINTS)		
Proposed costing structure and estimate of costs	10	 Is not provided or proposed costing for marketing and sales is clearly not financially feasible (1 POINT) 	- Costing for marketing and sales is provided however presents significant gaps and deficiencies that question that financial vailability (3 POINTS)	- A reasonable costing structure is provided that clearly outlines how compensation for marketing and sales will take place (6 POINTS)	Costing structure is thorough and provides confidence that it will be financially sustainable and publicly defendable (8 POINTS)	Costing structure for marketing and sales is realistic, compelling, linked to key goals, and clearly demonstrates financial sustainability, responsibility and public defendibility (10 POINTS)		
TOTAL Broporty Monogramout	50							0
Property Management Vision/Approach to successful management	8	- Does not demonstrate an understanding of GTH or communicate vision related to provision of municipal services (1 POINT)	N/A	- Communicates a vision and feasible approach to property management and delivery of municipal services (4 POINTS)	N/A	- Communicats a compelling vision for the future of the GTH related to property management supported by a compelling approach to execution (8 POINTS)		
Qualifications to undertake this service	5	Proponent lacks qualifications related to property management and delivery of municipal services (1 POINT)	N/A	- Proponent possesses adquate qualifications related to property management and delivery of municipal services (3 POINTS)	N/A	 Proponent is highly qualified with respect to property management and delivery of municipal services (5 POINTS) 		

Outline of prior	7	- Proponent does	N/A	 Proponent has 	N/A	 Proponent has 	
experience with similar		not have any		sufficient		extenstive relevant	
developments		relevant		experience related		experience related	
		experience related		to property		to property	
		to property		management and		management and	
		management and		delivery of		delivery of	
		delivery of		municipal services		municipal services	
		municipal services		(4 POINTS)		(8 POINTS)	
		(1 POINT)					
Proposed costing	10	- Is not provided	 Costing for 	- A reasonable	- Costing structure	- Costing structure	
structure and estimate of		or proposed	property	costing structure is	is thorough and	for property	
costs		costing for property	management is	provided that	provides	management is	
		management is	provided however	clearly outlines	confidence that it	realistic,	
		clearly not	presents significant		will be financially	compelling, linked	
		financially feasible	gaps and	for property	sustainable and	to key goals, and	
		(1 POINT)	deficiencies that	management will	publicly defendable	clearly	
			question that	take place	(8 POINTS)	demonstrates	
			financial vailability	(6 POINTS)		financial	
			(3 POINTS)			sustainability,	
						responsibility and	
						public defendibility	
						(10 POINTS)	
TOTAL	30						0
TOTAL	30						U
Land Development Plan for effective delivery	5	- Does not provide	N/A	- Communicates a	N/A	- Communicates a	
of service	5	an action plan with	IN/A	 communicates a clear action plan of 	IN/A	 compelling, 	
OI SEIVICE		respect to land		steps to be taken		realistic action plan	
		development		for land		for effective	
		(1 POINT)		development		delivery of services	
		(11011)		(3 POINTS)		related to land	
				(01 01110)		development	
						(5 POINTS)	
Qualifications to	5	- Proponent lacks	N/A	- Proponent	N/A	- Proponent is	
undertake this service	-	qualifications		possesses		highly qualified in	
		related to land		adequate		land development	
		development		qualifications		(5 POINTS)	
		(1 POINT)		related to land		(* * * * *	
				development			
				(3 POINTS)			
Outline of prior	5	- Proponent does	N/A	- Proponent has	N/A	- Proponent has	
experience with similar		not have any		sufficient relevant		extensive	
developments		relevant		experience in land		experience in land	
		experience in land		development		development and	
		development of a		(3 POINTS)		has demonstrated	
		similar nature				success in similar	
		(1 POINT)				projects	
						(5 POINTS)	
Proposed costing	5	- Is not provided	N/A	- A reasonable	N/A	- Costing structure	
structure and estimate of		or proposed		costing structure is		for land	
costs		structure for land		provided that		development is	
		development is		clearly outlines		realistic,	
		clearly not		how compenstation		compeling, linked	
		financially		for and		to key goals, and	
		feasinable (1		development of		clearly	
		POINT)		land will take place		demonstrates	
				(3 POINTS)		financial stability,	
						responsibility, and	
						public defendability	
						(5 POINTS)	
TOTAL	20						0
GRAND TOTAL	140						0
on the route							