

EVALUATION SHEET

Purchase, Design, and Development of Former State Supreme Court Site

Please keep the following evaluation criteria in mind as you review the proposals we received:

Consistency with Stated Mixed Use Vision:	45 points
Financial Capacity and Business Plan:	30 points
Qualifications and Experience:	25 points
Goals for Sustainability and Use of DBEs Addressed:	10 points

Note: The following items must be included in the proposal, with each section tabbed as follows:

Tab 4: Proposal Summary/Executive Summary

The Proposal Summary shall include a brief overview of the proposed project's concept and development.

Tab 5: Proposer's Qualifications

Describe in detail the proposed development team and demonstrate a track record of successfully financing, developing, completing, and managing comparable projects.

- Clearly identify the key individual, companies, and organizational structure of the proposer.
- Clearly identify the roles and responsibilities of all proposal team members.
- Cite proposer's experience with other successful development projects, including roles and responsibilities for these projects' team members, in addition to providing current contact information for references relative to these projects.

Tab 6: Proposer's Financial Capacity

Provide clear and compelling information to demonstrate proposer's financial capacity to execute and complete the project successfully.

- Describe a clear strategy to fund all project costs.
- Specify and clearly describe all sources, types, and amounts of equity, financing, grants, and other funding sources for the proposed project.
- Provide documentation from potential lenders of interest in the property.
- Cite other projects in which the proposed equity/financing/granting entities have successfully worked with the proposer.
- Provide evidence of a history of project financing for prior projects.
- If tax credits are desired as part of the proposed financing plan, provide evidence of experience in applying for and being awarded tax credits. Additionally, clearly describe the public benefit component of the proposal as detailed in Paragraph 8.4 above.

Tab 7: Proposer's Business Plan

Sufficiently detail and include a reasonable project budget and pro forma, in addition to demonstrating the proposed project's viability and details for the operation and management of the project after completion of construction.

- Provide research/market demand data.
- Provide details on how the proposer intends to utilize the project site.

- Demonstrate committed and/or qualified tenants/buyers/operators for the completed project.
- Clearly detail and define the project's development costs, include all construction costs, soft costs, and contingencies.
- Clearly detail and define the project's operating pro forma, including all revenues, expenses, debt service, taxes, and other assessments for the same number of years for which City assistance, if any, is requested.
- Provide reasonable assumptions for all costs and revenues.

Tab 8: Level of Return and Benefit to the Community

Describe the economic, fiscal, employment, and other tangible public benefits generated by the proposed project. Requests for City assistance must be limited to assistance the City can reasonably accommodate and be clearly and quantitatively demonstrated to be less than the public benefit generated by the project.

- Specify requested City assistance, if any, and include details such as type of assistance, length of agreement term, commencement and completion dates, etc.
- Clearly demonstrate that any such requested financial assistance is a requirement for fulfilling a financial gap in the proposal.

Tab 9: Consistency with the City's Ordinances, Guidelines, and Vision

Explain how the proposal complies with other City policies.

- Explain how the proposal is consistent with the City's stated Goals and Vision for the Project Site
- Explain how the proposal is consistent with Downtown Knoxville Urban Design Guidelines
- Explain how the proposal is consistent with the City of Knoxville's zoning ordinances
- Explain how the proposal is consistent with the City's sustainability goals
- Explain why the proposal is a unique urban and/or mixed-use development or redevelopment project
- Describe how the project will create housing alternatives (if applicable), and net new jobs and business opportunities.

Tab 10: Description and Clear Scope/Scale of Project

Provide project details, a conceptual access and circulation plan, and describe the project's compatibility to the area and adjacent uses.

- Clearly detail and define the project, including:
 1. Gross SF of project and proposed uses (e.g., commercial, retail, residential, office); Number of (rental or ownership) residential units or hotel rooms; note any specific intended user for the product (such as a business or boutique hotel)
 2. Number of parking spaces, differentiating between spaces for building occupants and spaces dedicated to public use
 3. Building height (feet and stories)
 4. Expected number of construction jobs and construction costs
 5. Expected number of permanent jobs
 6. Estimated project costs (all costs)
- Provide a conceptual site plan and building elevations (color recommended).
- Plans and elevations to be submitted in the proposal should be conceptual in nature. All plans

and elevations included in the proposal should be bound with the proposal: larger drawings, physical models, or computer graphics/models may be used by proposers at interviews and presentations, if desired. Larger drawings and physical models should not be submitted with the proposal, but the City reserves the right to request such drawings and/or models for clarification purposes during its evaluation.

- Describe the utilization of the site.
- Describe how the project will exist in context with adjacent buildings, public amenities, and other uses.
- Provide circulation plan(s) showing transit, vehicular, bicycle, and pedestrian access and circulation within and around the site for the various proposed users.

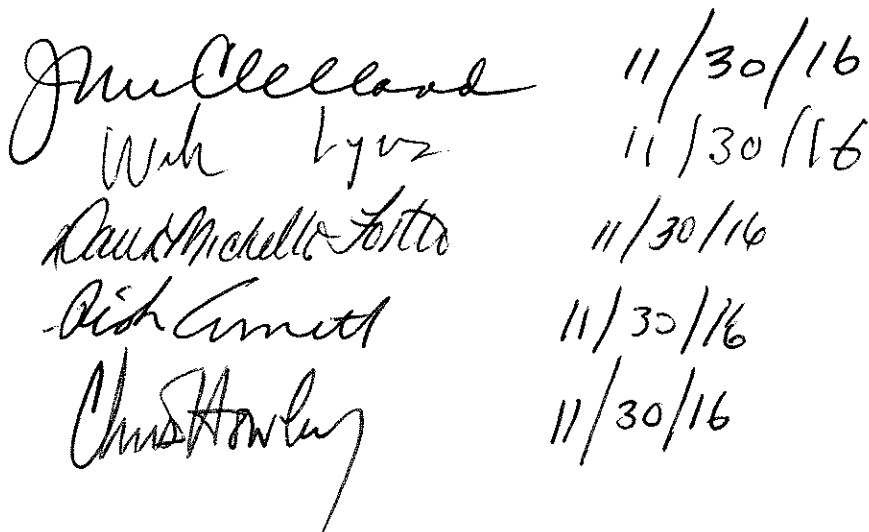
Tab 11: Project Timeline

Provide a comprehensive schedule with major milestones that addresses all phases of planning, entitlements, design, plan review, permits, construction, and occupancy. Proposers should commit to a reasonable project time frame.

- Use reasonable assumptions
- Provide a construction mitigation plan that identifies potential challenges that neighboring businesses and residents may experience during the development and operating periods, and propose viable mitigation plans.

Max Points per Category	Marble Alley	BNA	Comm & Investment	Dover Dypt
Consistency with Stated Mixed Use Vision – 45 points	23	31	38	42
Financial Capacity and Business Plan – 30 points	18	18	23	27
Qualifications and Experience – 25 points	21	21	23	24
Goals for Sustainability and Use of DBEs Addressed – 10 points	5	5	8	9
Total	67	75	92	102

All Evaluation Committee members must sign and date to indicate agreement with the score shown.



 Julie Clelland 11/30/16
 Wih Lyoz 11/30/16
 David Michelle Foster 11/30/16
 Rich Cornett 11/30/16
 Chris Hawley 11/30/16