

Melone RFP Response Rankings

	PB	LS	JD	DC	BH	
Cavicchio						
Criteria 1	15	10	5	15	5	
Criteria 2	7	4	4	7	4	
Criteria 3	10	5	5	15	5	
Criteria 4	5	0	0	5	5	
Criteria 5	10	7	4	10	4	
Price Proposal	10	1	1	15	1	
	57	27	19	67	24	<u>38.8 average</u>

	PB	LS	JD	DC	BH	
Quarry North						
Criteria 1	15	10	5	10	20	
Criteria 2	4	4	4	7	10	
Criteria 3	15	5	10	5	20	
Criteria 4	10	0	5	0	15	
Criteria 5	10	4	4	10	10	
Price Proposal	15	10	10	10	25	
	69	33	38	42	100	<u>56.4 average</u>

	PB	LS	JD	DC	BH	
EDF						
Criteria 1	20	20	15	20	10	
Criteria 2	1	7	4	0	1	
Criteria 3	15	15	10	15	10	
Criteria 4	10	5	10	10	5	
Criteria 5	10	10	4	10	7	
Price Proposal	25	15	25	25	10	
	81	72	68	80	43	<u>68.8 average</u>

Criteria 1 (20 max)
 Criteria 2 (10 max)
 Criteria 3 (20 max)
 Criteria 4 (15 max)
 Criteria 5 (10 max)
 Price Proposal (25 max)

Cavicchio Comments

LS: Cavicchio would need water for his operation and a well so close to a town well, even though now inactive, could pose a problem in the future. He has warned about the toxicity of spray pesticides he uses which would get into the groundwater. Tax revenue would be less because of the reduced agriculture tax rate. The dollar amount of his offer is low, and some of the payments would benefit him as a tax write off. The benefits the town now gets from Cavicchio are modest and would not improve with acquisition of the additional land. We have very low unemployment and the jobs there are not ones customarily taken by Sudbury residents.

PB: Long term demonstrated commitment to Town, demonstrated sustainable practices, requires minimal services and generates minimal disruption.

JD: I believe the RDP process to be deeply flawed. The Town should have an appraisal for the Melone property.

EDF Comments

LS: In the abstract this is the best offer, since the town still owns the land and it would use little in the way of municipal resources. The annual revenue from this project is particularly attractive.

PB: Uncertainties- vegetation control, existence of ledge (info from Geosight study), adjustments for inflation over time. Requires minimal municipal services and generates minimal disruption.

JD: I believe the RDP process to be deeply flawed. The Town should have an appraisal for the Melone property.

Quarry Comments

LS: A highly complex project with several transactions needing to come together to make it happen. The trust factor with this Proposer is very low.

DC: No mention of new costs that come along with new revenue.

PB: Water District contingency, require Host Community Agreement to preserve rental unit status, valuation of Melone and Town Center land, total size of development, lack of retail or services on site (require offsite trips for shopping and entertainment.) Where is the NET fiscal impact, including municipal services and schools? Pro/cons of land swap. Litigation in progress.

JD: I believe the RDP process to be deeply flawed. The Town should have an appraisal for the Melone property.

Disposition of Real Property (Melone Property) RFP Evaluation

Proposer Name:

Evaluator Name:

BEST USE NARRATIVE

	A. Highly Advantageous: Provides substantial expected benefits in accordance with Town's criteria with extensive supportive documentation regarding best use analysis.	B. Advantageous: Provides significant expected benefits in accordance with the Town's criteria with appropriate supportive documentation regarding best use analysis.	C. Acceptable: Provides some expected benefits in accordance with the Town's criteria with only limited supportive documentation regarding best use analysis.	D. Disadvantageous: Provides few, if any benefits in accordance with the Town's criteria with minimal supportive documentation regarding best use analysis.
Evaluation Criteria for 1	(20 points)	(15 points)	(10 points)	(5 points)
1. Description of the added economic enhancement and commercial/residential benefits to the Town of Sudbury, including anticipated tax revenue, and benefits to the surrounding business area; inclusion of a fiscal impact analysis is encouraged. (Up to 20 points)				
Evaluation Criteria for 2	(10 points)	(7 points)	(4 points)	(1 point)
2. Information regarding job descriptions for full-time, part-time or subcontracted staff and supervisory personnel, which may result in employment opportunities for the Town of Sudbury residents (Up to 10 points)				
Evaluation Criteria for 3	(20 points)	(15 points)	(10 points)	(5 points)
3. Any improvements that the proposal would make to the quality of life of the residents of Sudbury. (Up to 20 points)				
Evaluation Criteria for 4	(15 points)	(10 points)	(5 points)	(0 points)
4. Demonstrated need for the proposed use in the Sudbury community. (Up to 15 points)				
Evaluation Criteria for 5	(10 points)	(7 points)	(4 points)	(1 point)
5. Proof of successful present or past performance working in the area of real estate development and/or facility development/operation. (Up to 10 points)				

PRICE PROPOSAL

	A. Highly advantageous: Substantially highest price or value	B. Advantageous: Significantly higher price or value within 50-75% of highest price	C. Acceptable: Moderately higher price or value within 25-50% of highest price	D. Disadvantageous: Lowest price or value
Evaluation Criteria for Price or Value Proposal	(25 points)	(15 points)	(10 points)	(1 point)
The Proposer must submit a price or value proposal based on all of the information included in this application.				

TOTAL RANKING:

COMMENTS: