

Selection Committee Evaluation Form
RFQ No. 961 - Six Flags/Jazzland Site Redevelopment
March 16, 2021

Committee Member Name: Jeffrey Schwartz

A Squared LLC			
In the Evaluation column, Committee Members shall score each proposal on the Technical criteria and weighting factors listed below and provide an assessment of that score. A proposal may receive the maximum percentage, a portion of this score, or no percentage at all. Thereafter, Committee Members shall provide an assessment of the Respondent's price proposals before providing a Final Score.			
Criteria & Weight	Criteria Description	Evaluation	Score
Qualifications & Experience <u>25 Points</u> Score 0-25	Qualifications, specialized experience, and track record of success on similar projects [e.g. examples of successful redevelopment projects];	Assessment: The A-Squared team seems to deep experience and a roster of very well-qualified partners and relationships (VCC, Olin, Con-Real, JLL, Cromwell. The team—both principals and partners have extensive experience on some really exciting projects nationally, with some local projects—Atlantic Station, Outlet Collection at RiverWalk, RedBird Mall, Manhattan Village, University of AR, etc.	<u>21</u>
Financial Capacity & Competence <u>25 Points</u> Score 0-25	Financial capacity, and financial and technical competence [e.g. financial statements, balance sheets, other financial or technical competencies];	Assessment: Firm and partners are some of the larger names in real estate development and leasing, urban design and planning, construction, and development. While specific balance sheets and other financial information was not provided, the projects. A-Squared is a new venture, with less demonstrated financial capacity in its own right.	<u>18</u>
Capacity & Demonstrated Ability <u>25 Points</u> Score 0-25	Staff and organizational capacity, demonstrated ability including, without limitation, responsiveness to public and community goals, cost control, work quality and the ability to meet schedules and deadlines [e.g. staff and CV/resumes assigned to project, organizational charts, work samples, percentage of time dedicated to project];	Assessment: Overall proposal is oriented towards a master planning process, and doesn't state an anticipated direction for the project. It is unclear how the team anticipates participating long-term in the project—whether they want to own and hold the asset or exit upon project delivery. However, process well laid-out, and they have a very firm grasp of the development process.	<u>20</u>
References <u>15 Points</u> Score 0-15	References	Assessment: References listed include both public, private, and institutional partners. No letters included.	<u>13</u>
DBE <u>10 Points</u> Score 0-10	Past DBE Participation: Proposal submitted a quality DBE Participation Plan (DBE Form 3) that outlines past successful DBE participation on similar projects and includes innovative strategies and approaches to achieve and maintain DBE participation over the term of any formal agreements resulting from this solicitation	Assessment: Firm principals and ownership by people of color; Form 3 completed	<u>10</u>
Final Score			<u>82</u>

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Kiernan-West, LLC/			
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Criteria & Weight	Criteria Description	Evaluation	Score
Qualifications & Experience <u>25 Points</u> Score 0-25	Qualifications, specialized experience, and track record of success on similar projects [e.g. examples of successful redevelopment projects];	Assessment: Highly experienced in the development of transportation, trade, and logistics facilities and working with national and credit tenants. Team brings a wealth of experience for both the for-profit and the mission driven side of the anticipate project—Kevin Kiernan and Drew Brees, Demario Davis, and Josh Norman, and other members of the team.	<u>23</u>
Financial Capacity & Competence <u>25 Points</u> Score 0-25	Financial capacity, and financial and technical competence [e.g. financial statements, balance sheets, other financial or technical competencies];	Assessment: Company and individuals have strong financial backing and resources; provided a balance sheet that demonstrates financial capacity. Telling that they own and hold over 90% of the projects that K-W has developed.	<u>24</u>
Capacity & Demonstrated Ability <u>25 Points</u> Score 0-25	Staff and organizational capacity, demonstrated ability including, without limitation, responsiveness to public and community goals, cost control, work quality and the ability to meet schedules and deadlines [e.g. staff and CV/resumes assigned to project, organizational charts, work samples, percentage of time dedicated to project];	Assessment: Kiernan West is nationally recognized leader in the space and provides demonstrated ability as a master developer. Significant capacity and experience developing properties for long-term ownership. Track record of relationships with national credit tenants, and significant experience with build-to-suit. I appreciated the thought put into the concept here. Utilizing the logistics and transportation side of the project to also support the development of a mission-driven urban agriculture, innovation, sustainability hub is intriguing—touches on at least two of the City's priority economic development industries, including STEAM.	<u>24</u>
References <u>15 Points</u> Score 0-15	References	Assessment: References were with public and private sector clients, and provided letters supporting their work.	<u>14</u>
DBE <u>10 Points</u> Score 0-10	Past DBE Participation: Proposal submitted a quality DBE Participation Plan (DBE Form 3) that outlines past successful DBE participation on similar projects and includes innovative strategies and approaches to achieve and maintain DBE	Assessment: Submitted form, significant ownership, committed to 35% DBE	<u>10</u>

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	participation over the term of any formal agreements resulting from this solicitation	
Final Score		<u>95</u>

Situs Development Collective LLC

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Criteria & Weight	Criteria Description	Evaluation	Score
Qualifications & Experience <u>25 Points</u> Score 0-25	Qualifications, specialized experience, and track record of success on similar projects [e.g. examples of successful redevelopment projects];	Assessment: A team that assembles great local talent with significant and demonstrable experience, but the response was very light on successful examples of redevelopment projects.	<u>20</u>
Financial Capacity & Competence <u>25 Points</u> Score 0-25	Financial capacity, and financial and technical competence [e.g. financial statements, balance sheets, other financial or technical competencies];	Assessment: Team's financial capacity not presented, but letter and term sheet from family offices and PE. Project financing structure has been thought out.	<u>19</u>
Capacity & Demonstrated Ability <u>25 Points</u> Score 0-25	Staff and organizational capacity, demonstrated ability including, without limitation, responsiveness to public and community goals, cost control, work quality and the ability to meet schedules and deadlines [e.g. staff and CV/resumes assigned to project, organizational charts, work samples, percentage of time dedicated to project];	Assessment: Excellent demonstration of an understanding of the process, and probably the most compelling and fleshed out vision for the site. A highly ambitious vision for the site that is cohesive and in line with the City's economic development priorities. Individual members of the team bring extensive experience. Significant stakeholder engagement plan.	<u>24</u>
References <u>15 Points</u> Score 0-15	References	Assessment: References for each of the principles and individuals were presented, but not for Situs as a master developer.	<u>13</u>
DBE <u>10 Points</u>	Past DBE Participation: Proposal submitted a quality DBE Participation Plan (DBE Form 3) that outlines past successful DBE participation on similar projects and includes innovative	Assessment: Submitted Form 3, significant representation, additional ideas/thoughts	<u>10</u>

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Score 0-10	strategies and approaches to achieve and maintain DBE participation over the term of any formal agreements resulting from this solicitation	
Final Score		<u>86</u>

TPC-NOLA, Inc.

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Criteria & Weight	Criteria Description	Evaluation	Score
Qualifications & Experience <u>25 Points</u> Score 0-25	Qualifications, specialized experience, and track record of success on similar projects [e.g. examples of successful redevelopment projects];	Assessment: This respondent has been envisioning the redevelopment of the site for many years, and the respondent has additional entertainment sector experience. Largely revolves around the redevelopment of the site as an entertainment destination	<u>18</u>
Financial Capacity & Competence <u>25 Points</u> Score 0-25	Financial capacity, and financial and technical competence [e.g. financial statements, balance sheets, other financial or technical competencies];	Assessment: Response purports to have financial backing, but provides not demonstrated evidence that such financing exists. After years of contemplating this project, I was hoping for some more details about the financing partner.	<u>5</u>
Capacity & Demonstrated Ability <u>25 Points</u> Score 0-25	Staff and organizational capacity, demonstrated ability including, without limitation, responsiveness to public and community goals, cost control, work quality and the ability to meet schedules and deadlines [e.g. staff and CV/resumes assigned to project, organizational charts, work samples, percentage of time dedicated to project];	Assessment: This respondent provided a very clear sense of the timeline and their process for their redevelopment, and the qualifications of their principals. The response leaves some questions about the	<u>15</u>
References <u>15 Points</u> Score 0-15	References	Assessment: Letters of support reference the do not speak to their ability to do large scale redevelopment projects, but do speak highly of the individuals (not to the overall company's ability to do master development).	<u>10</u>
DBE <u>10 Points</u> Score 0-10	Past DBE Participation: Proposal submitted a quality DBE Participation Plan (DBE Form 3) that outlines past successful DBE participation on similar projects and includes innovative strategies and approaches to achieve and maintain DBE	Assessment: Provided Form 3, made commitments	<u>10</u>

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	participation over the term of any formal agreements resulting from this solicitation	
Final Score		<u>58</u>

PACE Group LLC

In the Evaluation column, Committee Members shall score each proposal on the Technical criteria and weighting factors listed below and provide an assessment of that score. A proposal may receive the maximum percentage, a portion of this score, or no percentage at all. Thereafter, Committee Members shall provide an assessment of the Respondent's price proposals before providing a Final Score.

Criteria & Weight	Criteria Description	Evaluation	Score
Qualifications & Experience <u>25 Points</u> Score 0-25	Qualifications, specialized experience, and track record of success on similar projects [e.g. examples of successful redevelopment projects];	Assessment: Bring significant experience, but not providing the type of master development experience sought in the solicitation. Not responsive to the solicitation.	<u>5</u>
Financial Capacity & Competence <u>25 Points</u> Score 0-25	Financial capacity, and financial and technical competence [e.g. financial statements, balance sheets, other financial or technical competencies];	Assessment: Respondent did not provide any demonstration of financial capacity, though they do have significant technical abilities in predevelopment.	<u>5</u>
Capacity & Demonstrated Ability <u>25 Points</u> Score 0-25	Staff and organizational capacity, demonstrated ability including, without limitation, responsiveness to public and community goals, cost control, work quality and the ability to meet schedules and deadlines [e.g. staff and CV/resumes assigned to project, organizational charts, work samples, percentage of time dedicated to project];	Assessment: Staff has significant capacity for specific surveying and geotechnical work, as well as project management experience, but the abilities provided do not speak to the	<u>5</u>
References <u>15 Points</u> Score 0-15	References	Assessment: No letters of reference provided.	<u>3</u>
DBE <u>10 Points</u>	Past DBE Participation: Proposal submitted a quality DBE Participation Plan (DBE Form 3) that outlines past successful DBE participation on similar projects and includes innovative	Assessment: Form 3 submitted and plan presented	<u>10</u>

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Score 0-10	strategies and approaches to achieve and maintain DBE participation over the term of any formal agreements resulting from this solicitation	
Final Score		<u>28</u>

TKTMJ Incorporated/ Henry Consulting

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Criteria & Weight	Criteria Description	Evaluation	Score
Qualifications & Experience <u>25 Points</u> Score 0-25	Qualifications, specialized experience, and track record of success on similar projects [e.g. examples of successful redevelopment projects];	Assessment: Local development team with significant experience, good understanding of New Orleans and particularly New Orleans East. Overall vision includes some important elements, but didn't present as cohesive of a vision.	<u>20</u>
Financial Capacity & Competence <u>25 Points</u> Score 0-25	Financial capacity, and financial and technical competence [e.g. financial statements, balance sheets, other financial or technical competencies];	Assessment: The projects cited in the application demonstrate significant financial experience and ability to close a transaction, but didn't provide specifics on financial capacity.	<u>18</u>
Capacity & Demonstrated Ability <u>25 Points</u> Score 0-25	Staff and organizational capacity, demonstrated ability including, without limitation, responsiveness to public and community goals, cost control, work quality and the ability to meet schedules and deadlines [e.g. staff and CV/resumes assigned to project, organizational charts, work samples, percentage of time dedicated to project];	Assessment: Some questions about capacity to do Master Development—experience is on specific construction and real estate transactions. Alignment with City economic development priorities.	<u>18</u>
References <u>15 Points</u> Score 0-15	References	Assessment: Three letters of reference and one of interest, which spoke to their ability to advance this project.	<u>13</u>
DBE <u>10 Points</u>	Past DBE Participation: Proposal submitted a quality DBE Participation Plan (DBE Form 3) that outlines past successful DBE participation on similar projects and includes innovative	Assessment:	<u>10</u>

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Score 0-10	strategies and approaches to achieve and maintain DBE participation over the term of any formal agreements resulting from this solicitation	
Final Score		<u>79</u>

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