


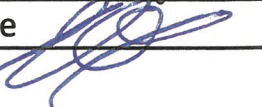



- 1 Jathon Williams 
- 2 David Kaminsky 
- 3 Roger McVeigh 
- 4 Rosi Ware 
- 5 Steve McAlearney 

RFP 008-021 3.2 Acre  
**Proposal Ranking**  
 Key West City Hall, Room 216  
 10/27/21

| SELECTION CRITERIA                                       | POINTS ALLOWED | Gorman & Co |    |    |    |    | Turnstone Development |    |    |    |    | Oikos Development |    |    |    |    | BV at Ft St LLC |    |    |    |    | Lofts at BV GP LLC |    |    |    |    |
|--|----------------|-------------|----|----|----|----|-----------------------|----|----|----|----|-------------------|----|----|----|----|-----------------|----|----|----|----|--------------------|----|----|----|----|
|  |                | 1           | 2  | 3  | 4  | 5  | 1                     | 2  | 3  | 4  | 5  | 1                 | 2  | 3  | 4  | 5  | 1               | 2  | 3  | 4  | 5  | 1                  | 2  | 3  | 4  | 5  |
| EXPERIENCE OF TEAM                                       | 10             | 7           | 5  | 6  | 8  | 6  | 6                     | 5  | 5  | 6  | 8  | 6                 | 5  | 7  | 9  | 10 | 8               | 5  | 9  | 8  | 10 | 10                 | 5  | 7  | 9  | 8  |
| CONCEPTUAL SITE PLAN DESIGN                              | 10             | 8           | 5  | 4  | 7  | 7  | 2                     | 3  | 5  | 5  | 2  | 5                 | 5  | 8  | 8  | 9  | 8               | 8  | 9  | 8  | 5  | 10                 | 8  | 9  | 9  | 9  |
| HOUSING COSTS, UNIT MIX, RENTS ETC.                      | 25             | 9           | 15 | 9  | 8  | 10 | 7                     | 7  | 13 | 8  | 5  | 10                | 0  | 14 | 15 | 10 | 11              | 2  | 23 | 15 | 16 | 24                 | 3  | 21 | 20 | 21 |
| PERMANENT AFFORDABILITY                                  | 10             | 5           | 9  | 0  | 6  | 5  | 6                     | 10 | 0  | 6  | 5  | 6                 | 3  | 0  | 6  | 8  | 8               | 8  | 10 | 8  | 10 | 8                  | 8  | 10 | 10 | 8  |
| HISTORIC PRESERVATION EXPERTISE                          | 10             | 7           | 2  | 5  | 6  | 7  | 2                     | 5  | 0  | 5  | 5  | 9                 | 0  | 0  | 6  | 5  | 6               | 7  | 7  | 7  | 10 | 10                 | 8  | 6  | 9  | 9  |
| FINANCIAL PACKAGING & LEVERAGE                           | 15             | 6           | 8  | 8  | 6  | 10 | 6                     | 7  | 8  | 7  | 7  | 8                 | 8  | 3  | 8  | 12 | 9               | 8  | 11 | 10 | 10 | 13                 | 8  | 10 | 11 | 10 |
| CONNECTIVITY, LANDSCAPE/STREETScape/PUBLIC ART           | 5              | 2           | 4  | 2  | 3  | 3  | 2                     | 5  | 3  | 3  | 2  | 4                 | 3  | 5  | 4  | 5  | 3               | 4  | 4  | 3  | 4  | 5                  | 4  | 4  | 5  | 5  |
| PUBLIC PARTICIPATION METHODOLOGY                         | 5              | 2           | 4  | 1  | 2  | 2  | 3                     | 4  | 2  | 3  | 4  | 3                 | 3  | 1  | 3  | 4  | 4               | 3  | 4  | 4  | 5  | 5                  | 5  | 1  | 5  | 5  |
| INCLUSION OF MINORITY & WOMEN OWNED BUSINESS ENTERPRISES | 5              | 3           | 4  | 4  | 2  | 4  | 2                     | 4  | 3  | 2  | 4  | 2                 | 5  | 0  | 2  | 2  | 3               | 5  | 1  | 3  | 5  | 4                  | 5  | 4  | 4  | 5  |
| ON-SITE AMENITIES  | 5              | 0           | 2  | 4  | 0  | 2  | 3                     | 4  | 3  | 3  | 4  | 2                 | 2  | 2  | 3  | 3  | 4               | 3  | 4  | 4  | 5  | 5                  | 5  | 4  | 5  | 5  |
| <b>Total Points</b>                                      | <b>100</b>     | 49          | 58 | 43 | 48 | 56 | 39                    | 54 | 42 | 48 | 46 | 55                | 34 | 40 | 64 | 68 | 64              | 53 | 82 | 70 | 80 | 94                 | 59 | 76 | 87 | 85 |

**Proposer Average Points**

50.8

45.8

52.2

69.8

**80.2**

| Proposer              | Score |
|-----------------------|-------|
| Gorman & Comp         | 50.8  |
| Turnstone Development | 45.8  |
| Oikos Development     | 52.2  |
| BV at Ft St LLC       | 69.8  |
| Lofts at BV GP LLC    | 80.2  |