

Wallace

| Maximum Points | Category                                                                                                                                                                                                                                                     | Firm     |              |               |                      |
|----------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|--------------|---------------|----------------------|
|                |                                                                                                                                                                                                                                                              | Meenan   | Capital City | Gray Robinson | Becker and Poliakoff |
| 20             | <b>Experience of Firm</b><br>* Experience of firm with similar clients<br>* Past accomplishments with similar clients<br>* References                                                                                                                        | 4        | 5            | 19            | 15                   |
| 20             | <b>Qualifications and Availability of "Core Team"</b><br>* Qualifications for "core team" members<br>* Availability of "core team" members                                                                                                                   | 10       | 18           | 19            | 15                   |
| 20             | <b>Methodologies</b><br>* Proposed methods for identifying funding opportunities<br>* Lobbying and advocacy strategies for securing State funds through legislation and State grant opportunities                                                            | 10       | 15           | 15            | 15                   |
| 10             | <b>Location Consideration and How It Impacts Effective Communication Between the CITY, Consultant and Key State Contacts</b><br>* Location of the firm and key "Core team" members<br>* Approach to maintaining good communication/coordination with clients | 5        | 5            | 8             | 5                    |
| 5              | <b>Scheduling</b><br>* Willingness to meet with CITY time requirements<br>* Recent, current and projected workload of the firm                                                                                                                               | 2        | 4            | 4             | 3                    |
| 5              | <b>Knowledge/Understanding of the CITY and Projects</b><br>* Understanding of the City's governmental process<br>* Understanding of the City's projects                                                                                                      | 2        | 3            | 5             | 3                    |
| 20             | <b>Cost</b><br>* Fees and cost basis                                                                                                                                                                                                                         | 5        | 18           | 17            | 19                   |
| 100            |                                                                                                                                                                                                                                                              | \$96,000 | \$63,000     | \$72,000      | \$66,000             |