

RFQ Scoring Evaluation Criteria



DRAFT 10/28/2019

SCORING

Criteria and weighting use will be limited to a) ensuring that respondents are adequately qualified; and b) to the extent there are a large number of respondents, to rank and potentially screen among responses.

Evaluation will be done on an affirmative basis and on the basis of the judgement as to the size, character and other elements of a qualifying group that is mostly likely to achieve the City's objectives. These criteria are not the sole basis for how the City and its advisors will judge RFQ submissions. Responses will be evaluated based on the following criteria.

Answers to each of the following questions may contain reference to 1 or more examples, as available. For each example, please provide contact information for a person that can attest to your performance in the example provided. Responses to each question are limited to [2] sides of 8.5" x 11" paper with a minimum of 11 point font.

Total Score will be computed by the following weightings:

- Criteria 1: [40]%
- Criteria 2: [20]%
- Criteria 3: [20]%
- Criteria 4: [10]%
- Criteria 5: [10]%
- Criteria 6: [Pass/Fail]
- Criteria 7: [Pass/Fail]
- Criteria 8: [Pass/Fail]

1. Experience in managing airport(s) having similar scope, scale, and complexity to St. Louis within the past 7 years, including relevant examples of aeronautical and non-aeronautical improvement.
 - a. Score of 4: Respondent provided 2 or more examples of having managed airports of similar or greater complexity to the Airport.
 - b. Score of 3: Respondent provided 1 example of having managed airports of similar or greater complexity to the Airport and 1 or more examples of having managed airports of lesser complexity to the Airport.
 - c. Score of 2: Respondent provided 1 or more examples of having managed airports of lesser complexity to the Airport.
 - d. Score of 1: Respondent provided 1 or more examples of having managed airports, and such experience is of substantially lesser complexity than that of the Airport.
 - e. Score of 0: Respondent has not performed in a relevant airport management role and/or has materially underperformed in completing its management obligations.



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2. Experience in delivering capital improvement programs for material maintenance and upkeep, terminal expansion, and/or new construction and the size of the capital programs managed, in particular in an airport context and in particular in the U.S.
 - a. Score of 4: Respondent provided 1 or more examples of having delivered CAPEX program(s) of greater complexity to that envisioned for the Airport.
 - b. Score of 3: Respondent provided 1 or more examples of having delivered CAPEX program(s) of similar complexity to that envisioned for the Airport.
 - c. Score of 2: Respondent provided 1 or more examples of having delivered CAPEX program(s) of lesser complexity to that envisioned for the Airport.
 - d. Score of 1: Respondent provided 1 or more examples of having delivered CAPEX program(s), and such experience is of substantially lesser complexity than envisioned for the Airport.
 - e. Score of 0: Respondent has not performed in a relevant CAPEX delivery role and/or has materially underperformed in completing its material capital, lease, or concession obligations.
3. Successful leadership of public infrastructure transactions of greater than \$1 billion.
 - a. Score of 4: Respondent provided 1 or more examples of having successfully completed a transaction of greater value to that envisioned for the Airport.
 - b. Score of 3: Respondent provided 1 or more examples of having successfully completed a transaction of similar value to that envisioned for the Airport.
 - c. Score of 2: Respondent provided 1 or more examples of having successfully completed a transaction of lesser value to that envisioned for the Airport.
 - d. Score of 1: Respondent provided 1 or more examples of having completed transaction(s), and such experience is of substantially lesser value than envisioned for the Airport.
 - e. Score of 0: Respondent has not successfully completed a transaction of at least \$[500] million.
4. Experience in developing airport or other infrastructure-adjacent real estate for airport and non-airport purposes.
 - a. Score of 4: Respondent provided 1 or more examples of having successfully developed real estate of greater scale to the Airport's unused developable real estate (i) at another airport or infrastructure business or (ii) having similar use profile (industrial, commercial).
 - b. Score of 3: Respondent provided 1 or more examples of having successfully developed real estate of similar scale to the Airport's unused developable real estate (i) at another airport or infrastructure business or (ii) having similar use profile (industrial, commercial).
 - c. Score of 2: Respondent provided 1 or more examples of having successfully developed real estate of lesser scale to the Airport's unused developable real estate (i) at another airport or infrastructure business or (ii) having similar use profile (industrial, commercial).



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- d. Score of 1: Respondent provided 1 or more examples of having successfully developed real estate of substantially lesser scale to the Airport's unused developable real estate (i) at another airport or infrastructure business or (ii) having similar use profile (industrial, commercial).
 - e. Score of 0: Respondent has not completed 1 or more examples of having successfully developed real estate of at least \$75 million (i) at another airport or infrastructure business or (ii) having similar use profile (industrial, commercial).
 5. Management of public infrastructure in a manner that served the objectives of stakeholders, including local constituents and infrastructure users.
 - a. Score of 4: Respondent provided more than 2 examples of having successfully managed public infrastructure in a manner consistent with stakeholder objectives.
 - b. Score of 3: Respondent provided 2 examples of having successfully managed public infrastructure in a manner consistent with stakeholder objectives.
 - c. Score of 2: Respondent provided 1 example of having successfully managed public infrastructure in a manner consistent with stakeholder objectives.
 - d. Score of 1: Respondent appears to have some experience in working with stakeholders, and such experience does not include a complete example of relevant success.
 - e. Score of 0: Respondent has not demonstrated any experience in working with stakeholders.
 6. Financial information indicating success in raising equity and debt capital to support similar projects of this nature and the ability to do so for a potential St. Louis transaction.
 - a. Provided sufficient information with respect to the bidding team's financial capacity, access to equity capital, ability to raise debt capital to support similar projects of this nature.
 7. Acknowledgements of City Priorities for:
 - a. Airport improvement and use of excess capacity.
 - b. Net cash proceeds, upfront and / or over time for non-Airport purposes.
 - c. Community and economic development.
 8. Acknowledgement of City-Related Commitments regarding:
 - a. MBE / WBE requirements with respect to third party contracting.
 - b. Retention of current Airport Employees.
 - c. Lack of lender exclusivity as it relates to this transaction.
 - d. Conflicts of Interest certification.
 - e. Defeasance of all outstanding Airport Debt.

