

**ATTACHMENT “8”  
LEASE AND DEVELOPMENT OF VACANT LAND  
PALM BEACH INTERNATIONAL AIRPORT  
(RFP #PB 17-5)**

**Selection Criteria**

<b>Selection Criteria</b>	<b>Maximum Points</b>
Financial Proposal Section 1A of Proposal Response Form (Appendix “A”)	35
Experience, Qualifications and Financial Information Section 3.2 of RFP	25
Project Approach Sections 3.3 and 3.4 of RFP	40
<b>Total Available Points</b>	<b>100</b>

**ATTACHMENT “8”  
LEASE AND DEVELOPMENT OF VACANT LAND FOR COMMERCIAL USES  
(RFP #PB 17-5)**

**Scoring Instructions**

Selection Committee Members shall evaluate and score each proposal by reviewing the proposal against the Selection Criteria set forth in this Attachment “8” in accordance with Section 2.13 of the RFP, taking into consideration the Scoring Instructions set forth in this Attachment “8”.

- A. Financial Proposal. The Financial Proposal will be scored based upon the initial annual Fixed Rental proposals only. Percentage rent and lease term proposals will be considered under Project Approach.
1. Fixed Rental.
- a. The proposal with the highest proposed initial annual Fixed Rental (“Fixed Rental”) will be awarded the full 35 points. In the event more than one proposal contains the amount designated as the highest Fixed Rental, all such proposals will be awarded 35 points.
  - b. All remaining proposals shall be scored on a basis relative to the proposal with the highest Fixed Rental (i.e., Each proposer’s Fixed Rental will be divided by the highest Fixed Rental and then multiplied by 35 points to calculate the score. Stated by equation:  $\text{Score} = (\text{Fixed Rental} / \text{highest Fixed Rental}) \times 35 \text{ points}$ ).
  - c. Any calculated score with a fractional result will be rounded the nearest whole point.
- B. Experience, Qualifications and Financial Information. Proposals may receive up to 25 points based on the proposer’s Experience, Qualifications and Financial Information. Selection Committee Members should review the information submitted in accordance with Section 3.2 of the RFP in determining the number of points to be allocated to each proposal for Experience, Qualifications and Financial Information.
- C. Project Approach. Proposals may receive up to 40 points based on the proposer’s Project Approach proposal. The Project Approach criteria includes, but is not limited to, percentage rent, lease term, proposed uses, lease option, minimum capital investment and economic benefits. Selection Committee Members should review the information submitted in accordance with Sections 3.3 and 3.4 of the RFP (excluding the Fixed Rental Proposal, which shall be evaluated under the Financial Proposal criteria). Selection Committee Members should also consider the County’s purpose in issuing the RFP as set forth in Section 1.2 of the RFP when determining the number of points to be allocated to each proposal for Project Approach, including the desire to maximize the use of the Property.