

Incentive Study Scoring

	<u>Angelou</u> <u>Proposal</u>	<u>AEG</u> <u>Proposal</u>	<u>B&D</u> <u>Proposal</u>
Morante	95	82	60
Anastor	93	79	62
Morris	95	80	70
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Avg. (75% weight)	94 100.0%	80 85.2%	64 67.8%
Price (25% weight)	\$ 80,000 89.4%	\$ 71,500 100.0%	\$ 74,850 95.5%
75/25 wgt.	97.3%	88.9%	74.8%

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: *Arpelo*

Criteria

Comments

Points

(95)

Statement of the Problem: Ability to articulate understanding of MEDC's need

on point; on agreement

25 points possible:
25

Technical Work Plan:

- Includes all aspects of our expressed *need* from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described
- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

yes we find it good; our findings need more and more

50 points possible:
45

Prior Experience: Ability to show relevant experience in doing this type of research:

spot on; very thorough! these are significant

25 points possible:
25

Additional Points: Discretionary

financing perfect; good and please open

5 points possible:
5

REVIEWER:

[Signature]

Proposal Evaluation Form - MEDC Incentive Study
Proposal Applicant: ANDERSON E.S.

Criteria

Comments

82

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

understands but wants to modify and re-direct.

25 points possible:
20

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described
- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

wants to do a deeper dive than we now need.

50 points possible:
40

Prior Experience: Ability to show relevant experience in doing this type of research:

big cost (taxes) increased and important, when incentives are gone

25 points possible:
20

Additional Points: Discretionary

Home Team

5 points possible:
2

REVIEWER:

[Handwritten Signature]

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant:

Criteria

B&D

Comments

60

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

Lots of words

25 points possible:

15

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described
- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

*Almost finished
Non-existence
Non-existent
good job*

50 points possible:

30

Prior Experience: Ability to show relevant experience in doing this type of research:

*Small
FPO
EPO
atccs*

25 points possible:

15

Additional Points: Discretionary

5 points possible:

0

REVIEWER:

[Signature]

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: *Angela Lewis*

Criteria

Comments

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

- Good base understanding of the need

25 points possible:

25

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described
- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

*- Brief but to the point.
- Not a rote tracked but a secondary source which could impact timeline if they become too pre-occupied w/ it*

50 points possible:

45

Prior Experience: Ability to show relevant experience in doing this type of research:

Do not comment on w/ economic background - perfect qualifications

25 points possible:

20

Additional Points: Discretionary

5 points possible:

REVIEWER:

Donald McCreary Jr

95

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: *Anderson*

Criteria

Comments

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

- Seems to get the elements of the study but wants to take the analysis in a different direction

25 points possible:
20

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described
- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

- Concerned that they want to do a great deal more than is asked. Got a value based program and objectives of \$ amount for materials, not what type of program

50 points possible:
35

Prior Experience: Ability to show relevant experience in doing this type of research:

- Good staff experience in this type of work
- Very familiar w/ Michigan

25 points possible:
25

Additional Points: Discretionary

5 points possible:

REVIEWER:

W. Anderson

80

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: B & D

Criteria

Comments

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

- Too broad. Just re-state what the RFP said

25 points possible:

15

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described

- Also very good

50 points possible:

40

- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

Prior Experience: Ability to show relevant experience in doing this type of research:

- I worked with Indiana ED. - likely will learn on what Indiana did - - at but too limited in scope

25 points possible:

15

Additional Points: Discretionary

5 points possible:

REVIEWER:

Donald W. Brown Jr.

70

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: *Angelou Economics*

Criteria

Comments

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

Concise work statement. Appear to understand needs

25 points possible:

22

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described

*Can meet timelines
Good. Feels like they can deliver in timelines outlined*

50 points possible:

43

- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

Prior Experience: Ability to show relevant experience in doing this type of research:

*Similar projects in Delaware Wisconsin + Phoenix
4 person team assigned to engagement*

25 points possible:

23

Additional Points: Discretionary

*Perfect firm to do this study as they combine economic development analysis w/ site consultant knowledge.
Out-of-state Firm*

5 points possible:

5

REVIEWER: *P. Anasof*

23

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: *Anderson Economic Group*

Criteria

Comments

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

They have a good understanding of the needs.

25 points possible:
20

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described
- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

*Three phase work plan.
Only two phases available by 12/31.
Concerned about what we would have by 1/1/31*

50 points possible:
35

Prior Experience: Ability to show relevant experience in doing this type of research:

Experience w/ cross-state analytics but not necessarily experienced w/ all state economic development tools

25 points possible:
20

Additional Points: Discretionary

*ME Based.
Familiar w/ MEDC*

5 points possible:
4

REVIEWER:

P. Arnesen

79

Proposal Evaluation Form - MEDC Incentive Study

Proposal Applicant: B+D Consulting

Criteria

Comments

Points

Statement of the Problem: Ability to articulate understanding of MEDC's need

Didn't fully grasp needs, was going to spend time interviewing MEDC officials. why

25 points possible:

15

Technical Work Plan:

- Includes all aspects of our expressed need from the RFP.
- Detailed research outlines and timelines provided.
- Project method provided was presented and adequately described

could meet Dec 31st deadline
3-person team for engagement.

50 points possible:

37

- Staffing plan identified with a clear outline of who and how many will be dedicated to this project including their respective responsibilities.

Prior Experience: Ability to show relevant experience in doing this type of research:

No relevant examples provided.

25 points possible:

10

Additional Points: Discretionary

Out-of-State Firm

5 points possible:

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REVIEWER:

P. Anaster

62