

EXHIBIT H**SPRING MEADOW GOLF COURSE & INN REQUEST FOR PROPOSAL****Internal Evaluation Criteria**

Each evaluation shall consist of two separate rankings based on: (1) the Bidder's Non-Monetary Proposal, (2) the Bidder's Monetary Proposal.

The Bidder's Non-Monetary Proposal is to be evaluated by each member of the Bid Evaluation Committee based on a total possible score of 250 points. Each member will justify their scoring at the time of ranking. The weight assigned to each element of the score reflects the overall level of importance of each item.

The Bidder's Monetary Proposal is to be evaluated by the Bid Evaluation Committee as follows: The highest-priced monetary bid proposal will receive the full 125 Points. All other bids will be scored by deducting the percentage difference in price against the 125 Points. For example, if a Bidder's Monetary Proposal was 20% lower, that Bidder's score would be 20% less than 125 Points.

I. BIDDERS NON-MONETARY PROPOSAL (250 points)**1. Operational Management Plan: (125 points total)****A. Overall Services (30 points) _____/30**

The proposed services that the Bidder will provide on the Leased Premises are realistic, attainable, and appropriate, meet the minimum requirements set forth in the Request for Proposal and the Lease Agreement, and the Bidder's proposal will lead to successful performance of the Lease Agreement.

B. Staffing Plan (10 points) _____/10

The staffing plan is realistic, attainable, and appropriate, and the Bidder's proposal will lead to successful performance of the Lease Agreement.

C. Hours of Operation (5 points) _____/5

The proposed hours of operation and months of operation will sufficiently make the Leased Premises available to the public.

D. Fee Schedule (5 points) _____/5

The fee schedule for all services is comparable to other golf courses and restaurant/bar providers within a 50 mile radius.

E. Advertising and Promotion (5 points) _____/5

The proposed advertising and promotion plans for the operation of the Leased Premises are realistic, attainable, and appropriate, and the Bidder's proposal will lead to successful performance of the Lease Agreement.

F. Maintenance Operations (30 points) _____/30

The proposed maintenance plan for the Leased Premises, including the equipment and maintenance schedules and a turf cultivation and management plan, is realistic, attainable, and appropriate, and the Bidder's proposed plans will ensure the Leased Premises remains in good condition.

G. Pro Shop (5 points) _____/5

The proposed merchandise is consistent with the merchandise sold at other pro shops at golf courses of similar size and scope, the proposed plans for the Pro Shop are realistic, attainable, and appropriate, and the Bidder's proposal will lead to successful performance of the Lease Agreement.

H. Security Plan (5 points) _____/5

The security plan is realistic, attainable, and appropriate for addressing security issues, and the Bidder's proposal will lead to successful performance of the Lease Agreement.

I. Required Improvement Plans (30 points total) _____/30 total

The Bidder has set forth plans and timelines for the Required Improvements listed in Section 1.4 of the Request for Proposal.

2. **Mobilization and Implementation Plan (25 points total)**

A. The Plan is realistic, attainable, and appropriate to mobilize and have the Leased Premises open and operational within a reasonable timeframe from the Effective Date of the Lease Agreement and otherwise meet the obligations in the Request for Proposal and Lease Agreement. **(10 points)** _____/10

B. The proposal demonstrates that the Bidder has sufficient personnel (number and qualifications) to fulfill the goals in its Mobilization and Implementation Plan. **(5 points)** _____/5

C. The proposal shows that the Bidder's plan for the purchase and distribution of equipment, inventory, supplies, materials, etc. is realistic, attainable, and appropriate to satisfy the Operational Management Plan and have the Leased Premises operational within a reasonable time after execution of the Lease Agreement. **(10 points)** _____/10

3. **Experience and Organizational Structure (50 points total)** _____/50

A. The Bidder has previously managed or is currently managing other golf courses and restaurant/bar and banquet/catering facilities of similar scope and size. **(20 points)** _____/20

- B. The organization chart lists key personnel who will run the Leased Premises. (10 points) _____/10
- C. The staffing plan and/or the recruitment plan for the hiring of management and staff are realistic, attainable, and appropriate, and the Bidder's proposal will lead to successful performance of the Lease Agreement. (10 points) _____/10
- D. The experience and organizational information provided (including information obtained from references and outside sources) demonstrates that the Bidder will be able to meet the obligations set forth in the Request for Proposal and the Lease Agreement. (10 points) _____/10

4. **Financial Viability (40 points total) _____/40**

- A. The Bidder has demonstrated it has the financial resources to run a golf course, restaurant/bar and halfway house in a manner that is acceptable to the Department. (20 points) _____/20
- B. The Bidder's plans and proposals for the operation, management, maintenance and improvement of the Leased Premises will not jeopardize its financial viability. (20 points) _____/20

5. **Organizational History and Past Performance (10 points total) _____/10**

- A. The Bidder responses to the questions set forth in Sections K and M of the Bid Application demonstrate that it will be able to operate as a successful business and meet the obligations set forth in the Request for Proposal and the Lease Agreement. (10 points) _____/10

II. BIDDERS MONETARY PROPOSAL (125 Points) _____/125

[This section is for internal use only. Bidders should refer the to Bid Application which includes the required Bid Proposal form. Bidders should not write their proposal on the line below]

*The Bidder shall propose to the Department an amount equal to or greater than the Department's minimum annual rental amount requirement of **Three Hundred Twenty-Five Thousand Nine Hundred Eight (\$325,908.00) Dollars** during each said Calendar Year, with the understanding that the first and last year Rent may not be based on full calendar years.*

The Bidder proposed to make payments to the Department of Rent in the amount of
\$ _____ during each said calendar year.