

Summary of Evaluation:

On July 19, 2014, Jerry Barber, Tom O'Brien, Alicia Dicks (phone), and Joe Schell meet to discuss the two submittals from LeChase/Buckingham and Pike. The initial determination is that both firms appeared qualified. It was decided that the evaluation team would take a second look at the proposals and reconvene. Individual statements; "Both firms have good reputations. LeChase has a fuller body of work" (AD), "LeChase is portfolio contains more high tech and Pike's contains more education and labs" (TO).

On August 12, 2014, Jerry Barber, Tom O'Brien, Michael Fancher, Alicia Dicks (phone), and Joe Schell meet to discuss our additional review of the proposals. The unanimous decision was that the two firms are well established in the Rochester region, both are qualified, and FSMC/FRMC/RF previous experiences with both firms have been positive.

Recommendation:

Multiple award; both LeChase and Pike should be awarded status as FRMC Developers for the greater Rochester region.

MATRIX ATTACHED.

3/29/14  
 Tom O'Brien  
 Jerry Barber  
 Alicia Dicks  
 Joe Schou  
 8/12/14  
 Tom O'Brien  
 Jerry Barber  
 Alicia Dicks  
 MICHIE FENNER  
 JOE SCHOU

Joe Schou - "Classroom Partnership"  
 MICHIE FENNER

FSMC Rochester Developer

*Handwritten note:* MICHIE FENNER

	LeChase/Bukingham	Pike
15 years experience (Section 2Aa)	✓	✓
HQ Location in Greater Rochester (Section 2Ab)	✓	✓
Demonstrated knowledge of real estate market (Section 2b)	✓	✓
Demonstrated knowledge of business drivers (Section 2Ab)		
Multi use tech park ability (Section 2Ac)	✓	✓
Comprehensive in-house skills (2Ad)	✓	✓
Demonstrable Financial Know How (Section 2Ae)		
Eco Dev Partnering ability (Section 2Af and Section 7B)	✓	✓
Readiness to invest and anchor (section 2Ag)	✓	✓
Demonstrate MWBE track record (Section 2Ah)	✓	✓
Single Point of contact accountability (Section 2Ai)		
Letter of Interest (Section 5Aa)	✓	✓
Developers demographics (Section 5Ba)	✓	✓
Developer history & background (Section 5Ba)	✓	✓
Staffing list and org chart (Section 5Ba)	✓	✓
Shareholders if not publicly traded (Section 5Ba)		
Current and historic (3 years) legal actions (Section 5Ba)	DISCLOSED BY CLIENT	DISCLOSED
Max value of payment/performance bond (Section 5Ba)	200k/600k/1.5M/1.5M	150M / 450M/ 1.5M/1.5M
Evidence of resources (Section 5Ba)	✓	✓
List of ongoing projects and financial commitments (Section 5Ba)		
Limits of GCL insurance (Section 5Ba)	✓	✓
Latest audited financial statements (Section 5Ba)	✓	✓
Fee methodology (Section 5Ba)		
Completed a signed Appendix C, D, E (Section 5Ba)	3-6%	2-3%
Quality and success of similar projects (Section 7Ba1)	✓	No Leasing Discussion No Disposition
Job creation (Section 7Ba2)		
Level of in-house skills (Section 7Be)	✓	✓
Public Private Partnership (Section 7Bf)	✓	✓
Commitment to lease and occupy portion of space (Section 7Bj)		✓
Ability to identify prospective tenants (Section 7Bk)		

Alicia → Both Firms Have Good Reputation. LeChase Fuller Body of Work.  
 Tom → LeChase More Hi-Tech, Pike Education/LABS  
 OVERALL → BETTER QUALIFIED.