

EXHIBIT E

Evaluation Criteria

The following criteria and the related submittals described below will be used in the evaluation of each Respondent that passes the Initial Screening Process:

A. Respondent Information and Experience (15 points)

- A.1 Provide Respondent's Vision and Mission statement, complete business organization (including all parent or holding companies and subsidiaries), operating agreement, operational structure, and formation documents.
- A.2 Provide resumes of project team including consultants to be used. This shall include experience working with CEQA.
- A.3 Describe the Respondent's business including past project performance, current ongoing projects, years in business, and photographs of current completed projects.
- A.4 Submit a minimum of one reference from each of the reference types listed below (three references from each type is preferred):
 - Financial References: Include a bank or savings and loan institution.
 - Client of Business Reference: Clients or other persons that most accurately reflect the business performance and ability to fulfill contract obligations with other entities.
 - Vendor References: Vendors the Respondent is currently utilizing.

References will be used to confirm information provided by Respondents to evaluate quality of experience and past performance. Respondents should notify their references in writing that a representative from the State may be contacting them.

- A.5 Provide a complete credit report from a nationally recognized credit bureau, such as Equifax or Experian, issued within 60 days of the submittal due date. The credit report shall include the FICO score for sole proprietors, each partner within a partnership, and managing member of an LLC. Corporations shall provide the report from a recognized agency such as Dun and Bradstreet (D&B). Any derogatory information listed in said reports must be explained.

A.6 Provide Respondent's audited financial statements for the past five (5) years including statement of changes in financial position and organizational structure of any parent organizations and any materially relevant subsidiary units, identifying any projects with negative cash flows, any nonperforming loans, and the amount of guarantees and/or contingent liabilities.

B. Proposed Concept (50 points)

B.1 Provide the long-term project description including a description of all proposed uses and a description of the design concept. The project description must be detailed enough to be used for purposes of environmental review under CEQA.

B.2 List and describe in detail the Public Trust-consistent use(s) proposed. Detail any and all proposed products, merchandise, and services that will be provided at the Property, along with a discussion on proposed pricing and pricing policies.

B.3 Describe how the proposed project will provide new and enhance existing public access, to all sectors of the public, to the Bay as a primary use of the property, including: recreational open space with restrooms and parking, Bay Trail access, San Francisco Bay access, and water-based recreation.

B.4 Describe and provide a site plan and conceptual design sketches detailing the location of all uses proposed for the property.

B.5 Describe how the project will rehabilitate or replace the existing shoreline protective structure and Bay Trail segment.

B.6 Provide a detailed plan on how the Property will be maintained during the Interim-Term Lease and Long-Term Lease. Provide an Interim-Term and Long-Term Property Maintenance Plan and Budget, and label **Submittal I**.

B.7 Provide a Sea Level Rise and Climate Change Adaptation Strategy (and label **Submittal H**) to describe how the project will adapt to climate change and sea-level rise based on the projections detailed in the attached Staff Report and Public Trust Needs Assessment (Exhibit B) through the year 2100. If the Respondent does not believe they can feasibly adapt to sea level rise through 2100 then describe how long you anticipate utilizing the property and what measures will be taken to return the site to a natural state when feasible use of the site has concluded.

B.8 Provide a project schedule for design, permitting and construction.

- B.9 Discuss how the project will avoid delays and disruptions in construction, operation and maintenance of facilities due to labor disruptions, if applicable

C. Capital Investment and Financial Strength (35 points)

- C.1 Provide a detailed Project Financial Pro Forma cash flow and financial feasibility analysis for the Long-Term Lease, including but not limited to shoreline/Bay Trail rehabilitation, CEQA, design, permitting, construction, and operating cost estimates for the proposed Project, and label **Submittal G**. If long term project viability is based on receiving income from the lease area, provide a detailed market feasibility study and analysis, as appropriate.
- C.2 Provide detailed information on the source, amount, timing and use of capital investment and other funds for the project along with evidence of such funds. If the funding involves any grants, including any matching funds, the Respondent shall supply information on the Respondent's reputation, ability, and success in obtaining grants.