

Minimum Criteria			
Evalutor name: Brian E. Turbitt			Date: July 21, 2021
Responder	Swim at Jetties LLC	Sandbar ACK LLC	Hither Creek d/b/a Millies "The Harpoon"
Certificate of Non-Collusion	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Tax Compliance Certificate	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Addenda Acknowledgement #1	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Insurance	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Business Plan	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Proof of Experience (Min. 5 yrs on ACK or 10 yrs in busy seasonal beach environment)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Proof of Financial Stability	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
References	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Meet all Minimum Criteria	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No
Notes/Comments on Minimim Requirements:	Proposal met the minimum criteria as outlined in the proposal requirements	Proposal met the minimum criteria as outlined in the proposal requirements	Proposal met the minimum criteria as outlined in the proposal requirements
Comparative Criteria			
Responder	Swim at Jetties LLC	Sandbar ACK LLC	Hither Creek d/b/a Millies "The Harpoon"
<b>1. Plan of Services (Business Plan)</b>			
<b>HA</b> – Proposer’s response is superior and excels at addressing the Lease Agreement Terms (Exhibit A) and displays the resources, and specifically states the ability, to meet the requirements of a seasonal beach restaurant, bar, retail shop, bathhouse and event venue with a focus on the island community from the third weekend in May through Columbus Day with potentially limited hours in May, June, September and October.	<b>HA</b>	<b>HA</b>	
<b>A</b> – Proposer’s response is satisfactory and meets the Lease Agreement Terms (Exhibit A) and displays the resources, and specifically states the ability, to meet the requirements of a seasonal beach restaurant, bar, retail shop, bathhouse and event venue with a focus on the island community from the third weekend in May through Columbus Day with potentially limited hours in May, June, September and October.			<b>A</b>

<p><b>NA</b> - Proposer's response does not fully meet the criterion or leaves a question or issue about ability to address Lease Agreement Terms (Exhibit A) and does not display the resources, or specifically states the ability, to meet the requirements of a seasonal beach restaurant, bar, retail shop, bathhouse and event venue with a focus on the island community from the third weekend in May through Columbus Day with potentially limited hours in May, June, September and October.</p>		<p>The proposal clearly demonstrated an understanding of how to run a beach concession, retail shop, and clearly showed how they have woven the operations into the community.</p>	<p>The proposal was lacking a clear vision or plan in its presentation and relied more on the experience at their other location, rather than expand on how they would differentiate the location.</p>
<p><b>U</b> – Proposal does not address the criterion</p>			
<p><b>Required:</b> Write your reasoning for your rating for each proposer:</p>	<p>Proposal excelled in the understanding of the terms of the lease. The</p>	<p>The proposal clearly demonstrated an understanding of how to run a beach concession, retail shop, and clearly showed how they have woven the operations into the community.</p>	<p>The proposal was lacking a clear vision or plan in its presentation and relied more on the experience at their other location, rather than expand on how they would differentiate the location.</p>
<p><b>2. Quality Control</b></p>	<p><b>Swim at Jetties LLC</b></p>	<p><b>Sandbar ACK LLC</b></p>	<p><b>Hither Creek d/b/a Millies "The Harpoon"</b></p>
<p><b>HA</b> – Proposal clearly demonstrates superior quality control and superior availability of resources, staff and relevant experience to perform the Lease Agreement Terms (Exhibit A) requested.</p>		<p><b>HA</b></p>	
<p><b>A</b> - Proposal demonstrates satisfactory quality control and satisfactory availability of resources, staff and relevant experience to perform the Lease Agreement Terms (Exhibit A) requested.</p>	<p><b>A</b></p>		<p><b>A</b></p>
<p><b>NA</b> - The staffing plan is vague and does not address scheduling and enforcement. It is unclear how the Proposer will ensure parking is generating the anticipated revenue.</p>			
<p><b>U</b> - Proposal does not address the criterion</p>			
<p><b>Required:</b> Write your reasoning for your rating for each proposer:</p>	<p>The proposal was lacking in specifics on how the proposed hybrid model would really change the operations at the location. It was difficult to follow the vision without more information related to this concept. The group did clearly have individuals with relevant experience.</p>	<p>The proposals demonstrated the resources and relevant experience. They identified how many staff they hire on a seasonal basis to operate the location, as well as documented the number of various food items that they sell on a daily basis.</p>	<p>The proposer's presentation was lacking on information on how they intended to implement the plan, there was limited information related to staffing and other resources.</p>

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<b>3. Experience working with Concessions, Municipal Concessions, or on Nantucket Island specifically:</b>		HA	HA
HA – Proposer clearly demonstrates superior community-focused concessions, retail shop, bathhouse and event venue experience on Nantucket or a similar busy seasonal beach environment as Nantucket for more than five (5) years.	A		
A – Proposer demonstrates satisfactory community-focused concessions, retail shop, bathhouse and event venue experience on Nantucket or a similar busy seasonal beach environment as Nantucket for more than three (3) year but less than five (5) years.			
NA - Proposer does not demonstrate adequate community-focused concessions, retail shop, bathhouse and event venue experience or has worked on Nantucket or a similar busy seasonal beach environment as Nantucket for less than three (3) years or leaves questions about it.			
U – Proposal does not address the criterion			
<p><b>Required:</b> Write your reasoning for your rating for each proposer:</p>	<p>The proposal while clearly identifying individuals who had experience working in community focused concessions, or a seasonal beach environment, did not really explain where those locations were and for how long they were at those locations.</p>	<p>The proposal clearly identified the experience of the staff and the experience working not only in a seasonal beach community, but also in a seasonal beach environment</p>	<p>There is no doubt from the proposal that the proposers have the relevant experience working in a seasonal beach environment, along with the relevant retail experience.</p>
<b>4. References</b>	Swim at Jetties LLC	Sandbar ACK LLC	Hither Creek d/b/a Millies "The Harpoon"
HA – Proposer provides more than five (5) relevant professional or community references that clearly identifies superior service quality, community commitment and general customer satisfaction.	HA	HA	HA
A – Proposer provides more than three (3) but less than five (5) relevant professional or community references that satisfactorily address service quality, community commitment and general customer satisfaction.			
NA - Proposer provides less than three (3) relevant professional or community references that address service quality, community commitment and general customer satisfaction or leave questions.			
U - Proposal does not address the criterion			

<p><b>Required:</b> Write your reasoning for your rating for each proposer:</p>	<p>The refernece list provided by the proposer certainly represents a diverse group of iondividuals who spoke very highly of the proposers and their ability to execute on a plan and make the concession something the community would be proud of.</p>	<p>Numerous letters of references included from a diverse section of the Nantucket Population.</p>	<p>all of the references spoke of the proposers ability to manage a fast paced envirnment, as well as to integarte numerous different brands into the operations. All spoke oif the efficient operaitons and their ability to adapt to an ever changing envirnment.</p>
<p><b>Responder</b></p>	<p>Swim at Jetties LLC</p>	<p>Sandbar ACK LLC</p>	<p>Hither Creek d/b/a Millies "The Harpoon"</p>
<p><b>Overall Ranking</b></p>	<p>A</p>	<p>HA</p>	<p>A</p>
<p><b>Comments on Rankings</b></p>	<p>Overall the proposal was well written and thought out. The onyl real area of concern was in the lack of information regarding he proposed change to a hyrrid model of service. This lack of articulating the vision made it difficult for this reviewer to fully understand the possibilities. There was also concern with the the amount of games and potetnial theme nights they wanted to undertake. It appeared that they were trying to do so much, there was a concern that they would not be able to execute their plan.</p>	<p>Very well done proposal, that articulated the accomplishments over the last 5 years, the concept for moving forward. They articluate a vision for a contnued committment to the community and a family friendly envirnment.</p>	<p>The proposal was well done, but it lacked a cohesive vision, that would have helpd differentiate it from the the others, as well as the other island operaiton they have. This reviewer felt they relied to much on the operaitons of the other island venture they have, rather than articulate clear vision to differentiate the two operations. There is little doubt that they can succeed in the seasonal beach operations, based on their success at the other locaiton. It would have been helpful to expand on the vision for this proposal.</p>