

**Minimum Criteria**

Evalutor name: \_\_\_\_\_

Date: \_\_\_\_\_

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	Yes No	Yes No	Yes No
Proof of Experience (Min. 5 yrs on ACK or 10 yrs in busy seasonal beach environment)	Yes No	Yes No	Yes No
Proof of Financial Stability	Yes No	Yes No	Yes No
References	Yes No	Yes No	Yes No
Meet all Minimum Criteria	Yes No	Yes No	Yes No
Notes/Comments on Minimim 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><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>Emphasized sustainability; Retail well outlined; Good menu-breakfast is interesting; Very good ideas for promotional events/marketing-building sandcastles/rainy day games</p>	<p>Committed to family orientation; They have demonstrated that they know what works and can meet the demand; Sense of commitment to community is strong; menu has been successful and affordable; could have had more detail on retail plan;</p>	<p>11 am to 11 pm - isn't that late?! Food over alcohol is good; Capital improvements good idea but not part of bid specs; they too know how to make it work on Nantucket; bid was light on details and relied on proven record at Millies.</p>
<p><b>2. Quality Control</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>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>HA</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>A</p>		<p>A</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>Strong on trainings (ServSafe, CPR, liquor law, food); hybrid service model-interesting, but is turnover of customers the goal? Chef is accomplished but has bounced from opportunity to opportunity-will he stay through the end of the lease? Large upside, but possibly higher risk; dishes that will "please the more adventurous food lovers"??</p>	<p>Being the incumbent is an advantage if you have done well and a liability if you haven't, and I have heard only positives; they know what staffing is required to make it work and they made it work even in the midst of the pandemic</p>	<p>Bid is very light on details, i.e. menu, chef's experience, staffing needed</p>

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<b>3. Experience working with Concessions, Municipal Concessions, or on Nantucket Island specifically:</b>			
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.		HA	HA
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.	A	A-*	
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			
<b>Required:</b> Write your reasoning for your rating for each proposer:	Some principals have limited experience on Nantucket, but not on the beach; Annual Lease - \$800.000 over 5 yr; Revenue Share - 7% each year	Experience on Nantucket beach is a plus. *No info re marketing and retail plan; Annual Lease - \$750.745 total; Revenue Share - 5.5 to 7% each year, 6.40 avg	Experience on beach is a plus; Lowest financial proposal for both: Annual Lease - \$637,096 Revenue share - 5%;
<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 - Propsal does not address the criterion			

<p><b>Required:</b> Write your reasoning for your rating for each proposer:</p>	<p><b>Strong support overall</b></p>	<p><b>Very strong! Multiple letters from all segments of the community</b></p>	<p><b>Strong support overall.</b></p>
<p><b>Responder</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>Overall Ranking</b></p>	<p>#3</p>	<p>#1</p>	<p>#2</p>
<p><b>Comments on Rankings</b></p>	<p>Best marketing plan but high risk vs high reward.</p>	<p>Most complete proposal. Incumbent doing a good job.</p>	<p>Lacking in details, but they have proven track record on Nantucket.</p>