

Minimum Criteria			
Evalutor name: <u>Janet Schulte</u>			Date: <u>7/14 and 21/2021</u>
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:	No reference letters provided. Staff had to track them down. Financial Stability - only a letter from a banker; no data.	Ten letters of reference provided. A letter from a banker and historical financial data and projections provided.	No reference letters provided. Staff had to track them down. Financial Stability - only a letter from a banker, no data.
Comparative Criteria			
Responder	Swim at Jetties LLC	Sandbar ACK LLC	Hither Creek d/b/a Millies "The Harpoon"
1. Plan of Services (Business Plan)			
HA – 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.		X	X
A – 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.	X		

<p>NA - 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>U – Proposal does not address the criterion</p>			
<p>Required: Write your reasoning for your rating for each proposer:</p>	<p>The addition of children's activities could be a distraction from food service and retail operations. Strong marketing plan.</p>	<p>Family-focused business plan that address all aspects of the concession. Comprehensive proposal with good details. Demonstrates sense of and commitment to the community.</p>	<p>Family-focused emphasizing food over alcohol. I'm unclear about how the capital improvements element fits into the concession agreement. Program description is a replication of what takes place at Millies.</p>
<p>2. Quality Control</p>	<p>Swim at Jetties LLC</p>	<p>Sandbar ACK LLC</p>	<p>Hither Creek d/b/a Millies "The Harpoon"</p>
<p>HA – 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>X</p>	
<p>A - 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>X</p>		<p>X</p>
<p>NA - 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>U - Proposal does not address the criterion</p>			
<p>Required: Write your reasoning for your rating for each proposer:</p>	<p>Hybrid model reduces staffing needs but could jeopardize the quality of service and the visitor experience. Rushing people along isn't part of the vibe of the concession.</p>	<p>Staff is experienced with the demands of the location and operations. They know their volume, programs, and challenges.</p>	<p>Staff is experienced with a busy beachside setting on island. The reliance on descriptions of Millies does not necessarily replicate at Jetties.</p>

Responder	Swim at Jetties LLC	Sandbar ACK LLC	Hither Creek d/b/a Millies "The Harpoon"
3. Experience working with Concessions, Municipal Concessions, or on Nantucket Island specifically:			
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.		X	X
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.	X		
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>Required: Write your reasoning for your rating for each proposer:</p>	<p>Chef has significant experience in food service in a wide variety of settings. It is unclear how they would handle the free children's activities with everything else going on. Some Nantucket experience in different locations and businesses.</p>	<p>Experienced with Jetties already. Staff is familiar with setting and operations. Has demonstrated strong community focus.</p>	<p>Experience in a beachside location on island. Several years of experience on Nantucket.</p>
4. References	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.		X	X
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.	X		
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>Required: Write your reasoning for your rating for each proposer:</p>	<p>References primarily speak to the strong character and outstanding experience of the bidder but do not address knowledge or experience in a business relationship with the bidder. Five references received.</p>	<p>Ten letters provide with a range of relationship to the bidder - neighbors, business relationships, parents of a staff member. All indicate high quality of work and service and community support.</p>	<p>Four references received. The CISCO one is highly positive about the working relationship with the bidder. One neighbor addresses the quality of work at the bidder's DC restaurants.</p>
<p>Responder</p>	<p>Swim at Jetties LLC</p>	<p>Sandbar ACK LLC</p>	<p>Hither Creek d/b/a Millies "The Harpoon"</p>
<p>Overall Ranking</p>	<p>A</p>	<p>HA</p>	<p>A</p>
<p>Comments on Rankings</p>	<p>A strong proposal with good marketing plan. Appears to be planning for too many activities and the hybrid model of restaurant service doesn't seem like a good fit for the location.</p>	<p>This incumbent tenant has a solid reputation and demonstrates great support of the Nantucket community. The proposal is thorough and relevant and provides great detail.</p>	<p>The bidder has island experience at a beachside location, but the proposal is thin on specific details for how the operation would work at the Jetties location. Proposal does more to describe what happens at Millies and not so much how it would work at Jetties.</p>