

Minimum Criteria			
Evalutor name: <u> Rachel K Day</u>			Date: <u> 7/21/2021</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	<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:	Unclear how long in beach enviornment for one team member. Listed references for financial. Can obtain insurance through local business as new business once/if awarded.	Letter of stability from bank.	Listed references for financial stability, minimal business plan info.
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.		HA	
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.	A		A

<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>/NA?</p>
<p>U – Proposal does not address the criterion</p>			
<p>Required: Write your reasoning for your rating for each proposer:</p>	<p>Team member experience in running similar noted for one team member. Sample menu and retail is good. No bathhouse mentioned but indicated a facility individual. Utilize local vendors, sustainability. Community event 'options' and packages discount for purchase focus. Community involvement mentioned for one member. Hyrid model not necessary what looking for?</p>	<p>Has operated current for 5 years, strong community involvement and donations. Some local vendors used, sustainability.</p>	<p>Provided sample menu which is minimal. No description of retail, just stated what currently do). Indicated improvements and a dollar figure but no elaboration on what these are - not part of price proposal or request as well so no obligation. No bathhouse mentioned. Island committment and no premise maintenance mentioned.</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>HA</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>A</p>		<p>A/HA</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>Team members experience, unclear how long in beach environment though. No indication of on island staffing but model indicates lower staffing levels needed.</p>	<p>Restaurant, concession and bathhouse retail shop management. Staffing plan (# of people) present.</p>	<p>11 years as a restaurant similar environment but unknown on retail shop. Indicated can staff, no details.</p>

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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.		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		
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			
Required: Write your reasoning for your rating for each proposer:	Conceptual ideas - free activites, mentions new awning; without this as an option does that change the offerings? Has community focused efforts done by team members in event/fundraising, noted use local vendors. Concession experience with Chef. Local business experience.	Strong community focus/involvement built into business and demonstrated. 5+ years of Nantucket at beach environment.	Retail shop and restaurant but no municipal or bathhouse noted. Community focus by business plan but no other mention. Strong focus on events - we are not looking for an event venue.
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.	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>Required: Write your reasoning for your rating for each proposer:</p>	<p>listed multiple per each team member, none overall as a group. Need to contact</p>	<p>Provided names and wirtten references in proposal. All references were local and demonstrated ability to operate concession as outlined in RFP.</p>	<p>Listed 6 - need to contact.</p>
<p>All provided info on abilty to run a business, attested to management, community commitment (Jetties stronger in this area).</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>the Hybrid model is an interesting concept but unsure if this is what looking for in this concession as a majority. Price proposal is highest but unsure what the revenue % would truly bring in based on Hybrid model as no comparison for revenue expectation.</p>	<p>Strong proposal and clear outline of plan for operation (benefit of being incumbent), price proposal more solid with numbers - proven record of sales.</p>	<p>Ability to pivot and operate business well, references indicated a lot of 'out of box' thinking but didn't see any of that in their proposal. Price was the lowest of the three.</p>