

# Exhibit “C”

## Selection Criteria and Point System

### NOTICE OF AVAILABILITY TO LEASE

### YOUGHIOGHENY RIVER LAKE JOCKEY HOLLOW AND TUB RUN SITES REQUEST FOR APPLICATIONS TO DEVELOP COMMERCIAL CONCESSIONS

APPLICANTS NAME: \_\_\_\_\_

The following is the Selection Criteria and Point System to be used by the Selection Committee in determining the “best and final” applications submitted under this Notice. Applicants are to insure that their proposals address all the required criteria for consideration by the Committee. Thorough, comprehensive and professional applications will receive the highest ratings.

#### SELECTION CRITERIA:

#### 1. Diversity of Recreation Opportunities/Operation Proposed

##### Phase I

- a. Scope of development
- b. Proposed services to be provided
- c. Consistency of development and services with water based public recreation

##### Phase II

- a. Proposed operation and development plan
- b. Design
- c. Quality and nature of development
- d. Proposed sequencing/phasing

#### 2. Experience and Background

##### Phase I

- a. Business experience and training

- b. Comparable experience
- c. Current or previous work with Federal Government
- d. Business and personal references

**3. Financial Capability**

**Phase I**

- a. Bank references
- b. Financial Statement

**Phase II**

- a. Financial Plan for first five years
- b. Economic feasibility

**4. Credit and Criminal Background Check**

**5. Environmental and Cultural Acceptability**

**POINT SYSTEM:**

**1. Diversity of Recreation Opportunities/Operation Proposed (Maximum 150 points)**

**Phase I Conceptual Plan (Maximum 50 points)**

- a. Scope of development – 15 points
- b. Proposed services to be provided – 10 points
- c. Consistency of development and services with water based public recreation – 25 points

**Phase II Site Development and Long Term Management Plans (Maximum 100 Points)**

- a. Five (5) Year Development Plan  
(Maximum of 60 Points)
  - (1) site plan with estimated cost – 5 points
  - (2) design – 10 points
  - (3) quality and nature of development – 10 points
  - (4) consistency with lake setting – 10 points
  - (5) proposed construction sequencing/phasing – 15 points
  - (6) consistency with Notice of Availability requirements, i.e. laws, regulations, sample lease conditions addressed (compliance with ADA, pumpout facilities, etc.) parking criteria, proof of ownership, zoning variances, etc. – 10 points

- b. Long Term Management Plan  
(Maximum of 25 Points)
  - (1) identification and qualifications of key personnel as they relate to the business, i.e. accounting personnel for rental and financial reports, on-site manager, repair personnel, etc. – 5 points
  - (2) long term maintenance plan and schedule for ground maintenance, garbage collection and disposal, sanitation and handling of sewage pumpout, maintenance and improvements to structures, management of hazardous materials, etc. - 10 points
  - (3) emergency response plan (fire, injury, environmental, etc.) ,erosion control plan (bank stabilization), SPCC – 10 points

**2. Financial Capability and Credit Check (Maximum of 70 Points)**

**Phase I (Maximum of 30 Points)**

- a. 3 positive bank references – 5 points
- b. Credit checks are positive – 5 points
- c. Financial statement indicates applicant is capable to perform proposed development – 20 points

**Phase II (Maximum of 40 Points)**

- a. Commitment letters from loan institutions covering amount to be borrowed for duration of development plan – 20 points
- b. M survey validates/proves demand for proposed facilities and services – 15 points
- c. Corporation, partnership, individual, etc. has provided evidence that the current financial status of the applicant indicates the capability to succeed (make profit) in the overall business proposal as presented in their application – 5 points

**3. Phase I Experience and Background (Maximum 20 Points)**

- a. General business experience - 10 points
- b. Specific recreation based concessionaire or comparable type experience – 10 points

**4. Phase I Criminal Background Check (Qualifier or Non-Qualifier)**

**5. Both Phases Environmental and Cultural Acceptability (Qualifier or Non-Qualifier)**

Note: No proposals requiring to the extent of an Environmental Impact Statement review will be acceptable)

**Total Points** \_\_\_\_\_