

DOA Selection Criteria for Purchase Proposals

1. Purchase Price and Terms

The State places significant emphasis on the financial value of the proposal. Proposers must provide a clear and competitive purchase offer that demonstrates fiscal responsibility, feasibility, and transparency.

Proposals should include:

- Offered purchase price and payment schedule.
- Demonstration of the proposer's capacity to complete the transaction as proposed.
- Clear alignment between the proposed use and the financial offer (e.g., feasibility of project economics).

Evaluation Focus: Competitive value to the State, likelihood of timely close, and overall financial strength and reliability.

2. Design Quality, Sustainability, Community Benefit, & Development Plan

Proposals must present a **comprehensive development plan** that clearly articulates the intended use(s) of the property and demonstrates how the project will integrate within and enhance the surrounding community. The plan should reflect **excellence in design, commitment to environmental stewardship**, and a **measurable benefit to the public**.

Proposals should demonstrate:

- Alignment with **local zoning**, comprehensive plans, and municipal development goals.
- **Feasibility and appropriateness** of proposed uses, including compatibility with adjacent land uses and supporting infrastructure.
- **Architectural quality** and thoughtful site design that enhances the built environment and contributes to a sense of place.
- Integration of **sustainable design principles**, such as green infrastructure, energy efficiency, and climate-resilient building practices.
- **Accessibility and inclusivity** in both site design and building layout, ensuring ADA compliance and equitable community access.
- Creation of **public or community benefits**, such as open spaces, cultural or recreational amenities, and opportunities for civic engagement.
- Contribution to **economic vitality**, environmental sustainability, and long-term community well-being.

Evaluation Focus: Quality and feasibility of the development plan; compatibility with zoning and community context; design excellence; sustainability and accessibility measures; and contribution to public benefit and community value.

3. Financial Capacity

The qualifications and financial strength of the proposer are key to ensuring successful execution.

Proposals should include:

- Evidence of financial capacity to deliver the project as proposed.
- Examples of similar completed projects and references from previous clients or partners.
- Demonstrated ability to partner effectively with public entities.

Evaluation Focus: Experience, proven performance, credibility of financing, and organizational capacity.

4. Schedule, Readiness, and Compliance

Proposers must show readiness to proceed efficiently upon award, as well as compliance with all applicable laws and standards.

Proposals should outline:

- Realistic development schedule from acquisition to completion.
- Strategies to manage risk, minimize disruption, and ensure timely delivery.
- Compliance with environmental, labor, accessibility, and procurement standards.

Evaluation Focus: Readiness to proceed, regulatory compliance, and commitment to ethical and transparent practices.

Evaluation Process

1. **Individual Scoring:** Each evaluator scores proposals independently.
 2. **Consensus Review:** Evaluators meet to finalize consensus scores for each criterion.
 3. **Final Weighted Score:** Totals are calculated to determine overall ranking.
 4. **Interviews (optional):** Shortlisted proposers may be invited for presentations or clarification.
 5. **Final Selection:** DOA reserves the right to select the proposal offering the **best overall value** to the public interest, not solely the highest purchase price.
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Additional Notes

- The State reserves the right to **reject any proposal** deemed non-responsive or non-compliant.
 - Evaluation will consider **both qualitative and quantitative criteria**, with priority on proposals demonstrating long-term community benefit, environmental sustainability, and financial reliability.
 - Final selection may incorporate **interviews or presentations** by shortlisted proposers.
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Key Features of This Rubric

This framework ensures **fairness, transparency, and consistency** in the evaluation process. It is designed to be:

- **Defensible:** Objectively quantifies both qualitative and quantitative aspects of proposals.
- **Transparent:** Provides proposers and the public with clear expectations and evaluation logic.
- **Professional:** Aligns with **NAIOP** (Commercial Real Estate Development Association) and public-sector best practices.