

EXHIBIT A

Lease-Leaseback Proposal Qualifications Scoring Sheet

Firm Name: Bobo Construction, Inc.

Contact Person: _____

Address: _____

Phone: _____ Fax: _____ Email: _____

Contractor's License Number(s): _____, _____, _____

Instructions for Scoring

For the qualifications portion of the best value analysis and for the purpose of evaluating Contractors' qualifications, the District will evaluate each Contractor on the basis of the responses provided in the Contractor's completed questionnaire (see *Exhibit B*).

The District will evaluate the specific criteria listed below and each Contractor's qualifications will be scored on a one hundred (100) point scale. Each criterion has a point value that corresponds to a weighted percentage, which are listed next to the criterion. For example, the weighted percentage for "Bonding Capacity" is 10%, and therefore, the District may award up to 10 points to Contractor for Contractor's qualifications with respect to Bonding Capacity. Each criterion will be evaluated by the District and the District will award a point value to Contractor for each criterion. The maximum cumulative number of points available to any Contractor is 100 points. The criteria, their weighted percentages, and their corresponding point values are as follows:

- Bonding Capacity (weighted percentage: 10%; points possible: 10)
- Percentage of Credit Line Used (weighted percentage: 10%; points possible: 10)
- Number of Audit Exceptions (weighted percentage: 10%; points possible: 10)
- Experience (weighted percentage: 20%; points possible: 20)
- Financial History & Licensing (weighted percentage: 10%; points possible: 10)
- Disputes (weighted percentage: 10%; points possible: 10)
- Insurance and Bonding (weighted percentage: 10%; points possible: 10)
- Compliance with Law, Including Safety (weighted percentage: 10%; points possible: 10)
- Prevailing Wage and Apprenticeship Record (weighted percentage: 10%; points possible: 10)

Scoring

1. Bonding Capacity (10%) 10 points possible

Contractor's current bonding capacity is: \$??? (insert bonding capacity from Contractor's response to Part I, Section C, Question No. 8 of the questionnaire (*Exhibit B*)).

It says, "Please see attached notarized statement". Noting attached

The Cost Estimate for the Project is: \$ 34,000,000.

Contractor's current bonding capacity is ??? % of the Project Estimate (divide Contractor's current bonding capacity by the Project Estimate to determine percentage).

Best Value Point Allocation for Bonding Capacity:

Current Bonding Capacity %	Best Value Points Earned (10 points possible)
200% or greater	10
190% - 199%	9
180% - 189%	8
170% - 179%	7
160% - 169%	6
150% - 159%	5
140% - 149%	4
130% - 139%	3
120% - 129%	2
110% - 119%	1
100% - 109%	0
99% or less	Unable to perform Project

0

Best Value Points Awarded to Contractor for Bonding Capacity: 0

2. Percentage of Credit Line Use (10%) 10 points possible

Contractor's current maximum credit line is: \$ 2.5M (insert maximum credit line as set forth in Contractor's response to Part I, Section D, Question No. 12 of the questionnaire (*Exhibit B*)).

Amount of Contractor's credit line in use is: \$ 0 (insert the amount of the credit line currently in use as set forth in Contractor's response to Part I, Section D, Question No. 12 of the questionnaire (*Exhibit B*)).

Contractor's percentage of the credit line in use is: 0 % (divide the amount of Contractor's credit line in use by Contractor's maximum credit line).

Best Value Point Allocation for Percentage of Credit Line in Use:

Percentage of Credit Line Used	Best Value Points Earned (10 points possible)
0% - 10%	10
11% - 20%	9
21% - 30%	8
31% - 40%	7
41% - 50%	6
51% - 60%	5
61% - 70%	4
71% - 80%	3
81% - 90%	2
91% - 100%	1

Best Value Points Awarded to Contractor for Percentage of Credit Line Used: 10

3. Number of Audit Exceptions (10%) 10 points possible

Contractor's number of audit exceptions: 0 (this information should be included in Contractor's audited year-end financial statement, which is required to be submitted with the responses to the questionnaire (see Question No. 10 in Part I of Exhibit B)).

Best Value Point Allocation for Audit Exceptions:

Contractor's Audit Exceptions	Best Value Points Earned (10 points possible)
0	10
1	9
2	8
3	7
4	6
5	5
6	4
7	3
8	2
9	1
10 or more	0

Best Value Points Awarded to Contractor for number of Audit Exceptions: 10

4. Firm's Experience (20%) 20 points possible

For scoring of this subsection, use the information provided in Contractor's responses to Part I, Section E, of **Exhibit B** regarding (a) California public school K-12 construction projects subject to DSA approval completed in the last three years, and (b) other California public works projects completed in the last two years – all of which shall be referred to as "Contracts" hereinafter in this Section 4.

a. Large Construction

As a prime contractor, Contractor has completed ^{4 or more} _____ Contracts which each have an original price of construction exceeding \$20,000,000.

Best Value Point Allocation for Contractor's Experience:

Number of Contracts (see above) that had an original price exceeding \$20,000,000	Best Value Points Earned (10 points possible)
4 or more	10
3	7
2	4
1	2
0	0

Lakewood, Village Park,
Rengstroff Park, McCourtney
Road Transfer Station,

10

Best Value Point Allocation for large projects: ¹⁰ _____

b. Multiple Prime Construction

As a prime contractor, Contractor has completed ¹⁰ _____ Contracts to install modular buildings as a multiple prime contractor where other contractors performed the site construction work.

Number of Contracts (see above) as multiple prime contractor	Best Value Points Earned (10 points possible)
7 or more	10
6	8
5	6
4	4
3	3
2	2
1	1
0	0

10

Best Value Point Allocation for multiple prime construction: 10

c. Total Points for Experience

Best Value Points Awarded to Contractor for Experience (total of (a) and (b) above): 20

5. Financial History & Licensing (10%) 10 points possible

District will evaluate Contractor's financial history and licensing based on Contractor's responses to Part III, Section A, Question Nos. 1 and 2 of the questionnaire (*Exhibit B*):

- For Question No. 1, a "no" earns 5 points, and a "yes" earns 0 points.
- For Question No. 2, a "no" earns 5 points, and a "yes" earns -5 points (but may be adjusted up to 0 points if the reason for the suspension is not material).

Contractor's Total Score for Part III, Section A is 10 points.

Best Value Point Allocation for Contractor's Financial History & Licensing:

Contractor's Total Score for Part III, Section A	Best Value Points Earned (10 points possible)
10	10
5	6
0	2
Less than 0	0

10

Best Value Points Awarded to Contractor for Financial History and Licensing: 10

6. Disputes (100%) 10 points possible

District will evaluate Contractor's qualifications with regard to disputes based on Contractor's responses to Part III, Section B, Question Nos. 3 through 11 of the questionnaire (*Exhibit B*):

- For Question No. 3, a "no" earns 5 points; 1-2 times earns 3 points; and more than 2 times earns 0 points. For Question No. 4, a "no" earns 5 points; and a "yes" earns 0 points. 5
- For Question No. 5, a "no" earns 5 points; and a "yes" earns 0 points. 5
- For Question No. 6, a "no" earns 5 points; 1-2 instances earns 3 points; and more than 2 instances earns 0 points (but may be adjusted upward if contractor prevailed on claim outside settlement). 5
- For Question No. 7, a "no" earns 5 points; 1 instance earns 3 points; and more than 1 instance earns 0 points (but may be adjusted upward if contractor prevailed on claim outside settlement). 5

- For Question No. 8, a “no” earns 5 points; a “yes, by consent” earns 0 points; and a “yes, for cause without consent” earns -5 points. 5
- For Question No. 9, a “no” earns 5 points; 1 instance earns 3 points; and more than 1 instance earns 0 points. 5
- For Question No. 10, a “no” earns 5 points; and a “yes” earns 0 points. 5
- For Question No. 11, a “no” earns 5 points; 1 instance earns 3 points; and more than 1 instance earns 0 points. 5

Contractor’s Total Score for Part III, Section B is 45 points.

Best Value Point Allocation for Disputes:

Total Score for Part III, Section B (see above)	Best Value Points Earned (10 points possible)
42-45	10
38-41	9
34-37	8
30-33	7
26-29	6
22-25	5
18-21	4
14-17	3
10-13	2
6-9	1
0-5	0

10

Best Value Points Awarded to Contractor for Disputes: 10

7. Insurance and Bonding (10%) 10 points possible

District will evaluate Contractor’s insurance and bonding based on Contractor’s responses to Part III, Section C, Question Nos. 12 through 14 of the questionnaire (*Exhibit B*):

- For Question No. 12, a “no” earns 5 points; and a “yes” earns -5 points. 5
- For Question No. 13, a “no” earns 5 points; more than 1% but equal or less than 1.25% premium earns 4 points; more than 1.25% but equal or less than 1.5% premium earns 3 points; and more than 1.5% premium earns 0 points. 5
- For Question No. 14, a “no” earns 5 points; and a “yes” earns 0 points. 5

Contractor’s Total Score for Part III, Section C is 15 points.

Best Value Point Allocation for Insurance and Bonding:

Total Score for	Best Value Points Earned
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Part III, Section C	(10 points possible)
15	10
14	9
13	8
10	7
9	6
8	5
5	4
4	3
3	2
0	1
Less than 0	0

10

Best Value Points Awarded to Contractor for Insurance and Bonding: 10

8. Compliance with Law, Including Safety (10%) 10 points possible

District will evaluate Contractor's compliance with law based on Contractor's responses to Part III, Section D, Question Nos. 15 through 20 of the questionnaire (*Exhibit B*):

- For Question No. 15, a "no" earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5
- For Question No. 16, a "no" earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5
- For Question No. 17, a "no" earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5
- For Question No. 18, "weekly" earns 5 points; "monthly" earns 3 points; "quarterly" earns 1 points; and less frequently than quarterly earns 0 points. 5
- For Question No. 19, an average EMR of 0.95 or less earns 5 points; an average EMR more than 0.95 but less than or equal to 1.00 earns 3 points; and an average EMR more than 1.00 earns 0 points. 5
- For Question No. 20, a "no" earns 5 points; and a "yes" earns 0 points. 5

Contractor's Total Score for Part III, Section D is 30 points.

Best Value Point Allocation for Compliance with Law:

Total Score for Part III, Section D	Best Value Points Earned (10 points possible)
30	10
27 – 29	9
24 – 26	8
21 – 23	7
18 – 20	6

10

15 – 17	5
12 – 14	4
9 – 11	3
6 – 8	2
3 – 5	1
2 or less	0

Best Value Points Awarded to Contractor for Compliance with Law: 10

9. Prevailing Wage and Apprenticeship Compliance Record (10%) 10 points possible

District will evaluate Contractor's prevailing wage and apprenticeship compliance record based upon Contractor's responses to Part III, Section E, Question Nos. 21 through 24 of the questionnaire (*Exhibit B*):

- For Question No. 21, a “no” earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5
- For Question No. 22, a “no” earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5
- For Question No. 23, a “no” earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5
- For Question No. 24, a “no” earns 5 points; 1 instance earns 4 points; 2 instances earns 3 points; and more than 2 instances earns 0 points. 5

Contractor's Total Score for Part III, Section E is 20 points.

Best Value Point Allocation for Wage and Apprenticeship Compliance Record:

Total Score for Part III, Section E	Best Value Points Earned (10 points possible)
20	10
18 – 19	9
16 – 17	8
14 – 15	7
12 – 13	6
10 – 11	5
8 – 9	4
6 – 7	3
4 – 5	2
2 – 3	1
0 – 1	0

10

Best Value Points Awarded to Contractor for Wage and Apprenticeship Compliance Record: 10

Contractor's Total Score

1. 0 Best Value Points for Bonding Capacity
2. 10 Best Value Points for Percentage of Credit Line Used
3. 10 Best Value Points for Number of Audit Exceptions
4. 20 Best Value Points for Experience
5. 10 Best Value Points for Financial History and Licensing
6. 10 Best Value Points for Disputes
7. 10 Best Value Points for Insurance and Bonding
8. 10 Best Value Points for Compliance with Law
9. 10 Best Value Points for Wage and Apprenticeship Compliance Record

Contractor's Total Best Value Points: 90
(Maximum Best Value Point Total Available is 100)