

## **7.0 EVALUATION SCORING CRITERIA: (DEVELOPER – BUILDER)**

### **7.1 Qualifications – Experience & References:**

- 7.1.1 **Qualifications:** scoring will emphasize the qualifications, experience, and resumes of corporate governance-management of Developer/Builder. Qualifications, experience and resumes of principal owners, project management personnel, including but not limited to: Construction Project Manager, Superintendent and Quality Control Personnel. Qualifications and experience of key subcontractors estimated to be employed on this project.
- 7.1.2 **Experience: scoring** will emphasize demonstrated and successful completion of various affordable senior housing developments with emphasis placed upon those developments completed using 9% low-income housing tax credits. Scoring will take into consideration the following:
- a. Developed Projects within a team structure, with emphasis on LIHTC Projects
  - b. Constructed Projects with emphasis on LIHTC Projects.
- 7.1.3 **References:** scoring will emphasize the input from client references who have intimate working knowledge of projects completed by the CG or as builders and designers separately. LIHTC project references will impact higher scores. Review committee may elect to visit completed projects to meet with references and to view first-hand the completed projects.

### **7.2 Project Approach:** scoring criteria related to the project design and implementation are as follows:

- 7.2.1 The proposal demonstrates a feasible and well-considered approach to the construction of the project that will exceed the (WNPFC) expectations and within the PHFA-LIHTC program requirements.

### **7.3 Material Participation of Minority, Women and Veteran Businesses:** scoring will emphasize a demonstrated plan to incorporate into the Developer – Builder Team, subcontractors and vendors that are classified as Minority, Women and Veteran owned that meet the eligibility requirements of PHFA, including Small Diverse Businesses (SDB's). PHFA requirements to secure application ranking points are defined within the 2025 QAP and LIHTC Application.

Developer-Builder – shall demonstrate how they will fully comply with this requirement of the LIHTC Program to obtain evaluation points.

- **To obtain 5 evaluation points the Developer/Builder will need to demonstrate a team that will produce 4 Points based on the 2025 PHFA QAP.**
- **If the Developer/Builder can't provide MBE-WBE-VBE&SDB participation that will garner 4 Points then zero (0) points will be awarded.**

## **7.0 EVALUATION SCORING CRITERIA: (ARCHITECT)**

### **7.1 Qualifications – Experience & References:**

7.1.1 **Qualifications:** scoring will emphasize the qualifications, experience, and resumes of corporate governance-management of Architect and Technical Team of Subconsultants. Qualifications, experience and resumes of principal owners, project management personnel, including but not limited to: Principal Architect, Project Architect, Subconsultant Engineers, HERS Rater, EGC Consultants estimated to be employed on this project.

7.1.2 **Experience: scoring** will emphasize demonstrated and successful design and completion of various affordable senior housing developments with emphasis placed upon those developments completed using 9% low-income housing tax credits. Scoring will take into consideration the following:

- a. Designed and developed projects within a team structure, with emphasis on LIHTC Projects
- b. Constructed Projects with emphasis on LIHTC Projects.

7.1.3 **References:** scoring will emphasize the input from client references who have intimate working knowledge of projects designed and completed by the Architectural Firm. LIHTC project references will impact higher scores. Review committee may elect to visit completed projects to meet with references and to view first-hand the completed projects.

### **7.2 Project Approach:** scoring criteria related to the project design and implementation are as follows:

7.2.1 The proposal demonstrates a feasible and well-considered approach to the design and construction administration of the project that will exceed the (WNPFC) expectations and within the PHFA-LIHTC program requirements.

### **7.3 Material Participation of Minority, Women and Veteran Businesses:** scoring will emphasize a demonstrated plan to incorporate into the Design – Build Team, businesses that are classified as Minority, Women and Veteran owned that meet the eligibility requirements of PHFA. PHFA requirements to secure application ranking points are defined within the 2025 QAP and LIHTC Application.

Architect - shall demonstrate how they will fully comply with this requirement of the LIHTC Program to obtain evaluation points.

- **To obtain 5 evaluation points the Architect and Consultant Team will need to demonstrate a team that can produce 1-2 Points based on the 2025 PHFA QAP.**
- **If the Architect and Consultant Team can't provide MBE-WBE-VBE participation that will garner 1-2 Points then zero (0) points will be awarded.**

**MBE-WBE-VBE and SDB – REFERENCE PHFA 2025 QAP:**

D.2. Development Team – Material Participation of Minority, Women’s and Veteran’s Businesses – up to fifteen (15) points

Small Diverse Business or a Veteran Business Enterprise – The Agency may award up to fifteen (15) points for material participation in the development team by a Small Diverse Business or a Veteran Business Enterprise which meets eligibility criteria of the all-inclusive Small Diverse Business Program (“SBD”) operated by the Department of General Services, or a qualified small business that meets the definition above in Section D.1.f To be verified as a SBD by the Department of General Services, the SBD must:

(1) already hold and/or obtain a diverse business certificate (for one of the populations listed on the Department of General Services website) from one or more third-party certifiers recognized by the Commonwealth of PA and upload the certificate into the Commonwealth’s portal. A certification /verification checklist and a list of third-party certifies can be located at the following link: Small Business Certification and Small Diverse Business and Veteran Business Enterprise Verification Checklist (pa.gov).

(2) Once the diverse certificate is obtained, the SBD can then apply to the Department of General Services to obtain the “Small” Diverse Business Certificate.

Multiple entities will be considered and scored in accordance with the table below, with a maximum of 15 points awarded.

Firm-Contractor-Vendor	1%-4.99% of Total Development Cost	≥5% of Total Development Cost
Professional Services	1 Point	2 Points
General Contractor	1 Point	2 Points
Sub-Contractors	1 Point	2 Points
Vendors	1 Point	2 Points

**7.4 Total Development Cost:**

*(Reference can be made to Addendum No. 1 for WNPFC Program Costs as identified.)*

Scoring criteria will emphasize a demonstrated approach to the design and construction of Willowbrook Commons. PHFA's Total Development Cost limitations need to be factored into any design to secure the maximum allocation of ranking points from PHFA in the LIHTC application for Willowbrook Commons. The estimated Construction (Hard and Soft Costs), Architectural & Engineering Building Design Fees, Civil Engineering – Site Design Fees, and Construction Administrative Fees arrive at a Total Development Cost. Each cost component shall be broken down into the following line items with costs provided for each:

**Willowbrook Commons: ESTIMATE OF COSTS**

**Building Construction:**

1. General Contractor - Construction Cost
2. General Contractor – Overhead Cost
3. General Contractor – Profit
4. General Contractor – Bond Cost
5. Mechanical Construction Cost w/ OH-Profit-Bond
6. Electrical Construction Cost w/ OH-Profit-Bond
7. Plumbing Construction Cost w/OH-Profit-Bond

**Total Building Construction Cost = \_\_\_\_\_**

**Site Construction:**

8. Site Contractor – Construction Cost
9. Site Contractor – Overhead Cost
10. Site Contractor – Profit
11. Site Contractor – Bond Cost

**Total Site Construction Cost = \_\_\_\_\_**

*General Contractor shall work with their selected MEP subcontractors to identify the costs contained within 5-7 above.*

**Architectural & Engineering Building Fees:**

12. Architect Design Fee
13. Architect Administration Fee (including construction phase).
14. Engineering Fees (MEP, Structural, Energy Star ..)
15. Energy Audit and Testing

**Total Architectural & Engineering Cost = \_\_\_\_\_**

**TOTAL DEVELOPMENT COST (TDC) = \_\_\_\_\_**

TDC = Total Construction Costs (Building & Site) + Total Architectural & Engineering Building Costs

EVALUATION SCORING - SUMMARY	MAXIMUM POINT VALUE
<b>STEP I</b>	
Proposal Team Qualifications, Experience & References	(40 points)
Project Approach (Design and Implementation)	(15 points)
Material Participation of Minority, Women and Veteran Businesses	(5 points)
Proposal Team - Presentation and Content	(20 points)
<b>SCORE STEP I</b>	<b>(80 Points)</b>
<b>STEP 2</b>	
Total Development Cost - Proposal	(20 points)
<b>TOTAL SCORE</b>	<b>100 POINTS</b>