

The eight selection committee members evaluated the proposals on the criteria below, employing a ranking system of 1-5 with 1 being minimally responsive and 5 being most detailed and reasonable. This master scoresheet combines all individual scores. Consequently, the highest possible score for any criteria is 40 (8 x 5).

Preservation of Affordable Housing is shown as “POAH” below. Portsmouth Housing Authority is shown as “PHA” below.

Totals by selection criteria are set forth below.

Site and Building Design – Project narrative to describe the design approach taken for each to create a vibrant housing development that is high-quality, livable, durable and sustainable.

Scenario 1 - Sherburne School Remaining

| Selection Criteria | POAH | Avesta | Pennrose | PHA |
|---|--------------|---------------|-----------------|--------------|
| Narrative describes a high value and quality design that will reflect and be compatible with the existing architecture and character of the neighborhood and City | 32 | 14.5 | 33.5 | 25 |
| Multiple smaller scale buildings rather than a large, single structure | 34.5 | 16 | 34 | 18 |
| Narrative describes building types with "universal access" design | 32.5 | 22 | 27 | 28.5 |
| Scenario shows design concepts that include lifestyle amenities of high value that will benefit residents and create indoor and outdoor community spaces, and facilities that support a vibrant community | 35 | 27.5 | 30 | 28.5 |
| Narrative describes building(s) configuration(s) that accommodate a variety of household sizes and income mix | 36.5 | 29 | 36.5 | 31.5 |
| Description of how site design will facilitate efficient and safe internal and external traffic flow and emergency access for public safety officials | 29 | 25 | 30.5 | 26 |
| Description of how site design and layout incorporate exterior lighting to enhance safety while dark sky compliant to minimize light | 32.5 | 15.5 | 25 | 32.5 |
| Sustainable and green building elements are considered | 35.5 | 17 | 34 | 29.5 |
| Subtotal | 267.5 | 166.5 | 250.5 | 219.5 |

Scenario 2 - Sherburne School Removed

| Selection Criteria | POAH | Avesta | Pennrose | PHA |
|---|-------------|---------------|-----------------|--------------|
| Narrative describes a high value and quality design that will reflect and be compatible with the existing architecture and character of the neighborhood and City | 32 | 32 | 32 | 32 |
| Multiple smaller scale buildings rather than a large, single structure | 34.5 | 34.5 | 34.5 | 34.5 |
| Narrative describes building types with "universal access" design | 33 | 24 | 28.5 | 29.5 |
| Scenario shows design concepts that include lifestyle amenities of high value that will benefit residents and create indoor and outdoor community spaces and facilities that will support a vibrant community | 35.5 | 26.5 | 29.5 | 28.5 |
| Narrative describes building(s) configuration(s) that accommodate a variety of household sizes and income mix | 37.5 | 30 | 37.5 | 32.5 |
| Description of how site design will facilitate efficient and safe internal and external traffic flow and emergency access for public safety officials | 31 | 26 | 31.5 | 27.5 |
| Description of how site design and layout that incorporates exterior lighting to enhance safety while dark sky compliant to minimize light | 31.5 | 16.5 | 24.5 | 31.5 |
| Sustainable and green building elements are considered | 37 | 19 | 34 | 31.5 |
| Subtotal | 272 | 208.5 | 252 | 247.5 |

Cost, Budget, and Financial Feasibility – Proposal to include an overview of anticipated financials for each development scenario - providing a description of financing sources used in past projects.

| Selection Criteria | POAH | Avesta | Pennrose | PHA |
|---|-------------|---------------|-----------------|--------------|
| Demonstrated experience in financing affordable / workforce / permanent below-market rate housing developments, especially as rental only | 37 | 31.5 | 36.5 | 37 |
| Demonstrated experience in successfully estimating anticipated project costs | 35.5 | 27.5 | 35.5 | 33 |
| Anticipated financing sources likely to be used in this project | 35.5 | 31 | 36 | 35 |
| Sources and uses - a pro-forma that demonstrates financial feasibility of proposed development and operating budgets | 37 | 33 | 36.5 | 36.5 |
| All units are affordable with affordability ranges from 30% to 100% AMI for the Portsmouth-Rochester, NH HMFA | 37 | 35 | 38 | 37.5 |
| Provides a clear analysis of the levels of affordability, the mix of units, and the income levels to be served | 39 | 32.5 | 39 | 38.5 |
| Subtotal | 221 | 190.5 | 221.5 | 217.5 |

Property Management - Proposal to include a housing management plan summary that considers the proposed development’s marketing and tenant selection process.

| Selection Criteria | POAH | Avesta | Pennrose | PHA |
|--|--------------|---------------|-----------------|------------|
| Plan specifying who will manage property (the owner or a property management firm) and applicant's relationship with the property manager (if not applicant) | 37.5 | 36.5 | 37.5 | 38 |
| Property manager will be onsite with a dedicated office | 37.5 | 16 | 37.5 | 37.5 |
| Property manager has experience and a strong track record managing affordable housing developments of comparable size | 38 | 28.5 | 38 | 38.5 |
| Applicant has clear plan describing how building will be operated, including tenant selection, ongoing monitoring, maintenance and tenant issues | 37.5 | 32.5 | 38 | 37 |
| Subtotal | 150.5 | 113.5 | 151 | 151 |

Community Engagement - Proposal outlines a robust community outreach and engagement process and includes, at a minimum, methods and a timeline for community participation that includes listening sessions and charettes. The community engagement process shall include at least three public events to achieve a general consensus of the public on the development solution.

| Selection Criteria | POAH | Avesta | Pennrose | PHA |
|---|-------------|---------------|-----------------|------------|
| Community outreach and engagement efforts describe a process that complements the respondent’s development project timeline | 36 | 17.5 | 22 | 35.5 |
| Described community outreach and engagement process is robust and considers a comprehensive list of stakeholders | 34.5 | 20.5 | 18.5 | 34.5 |
| Provides a reasonable timeline with specific goals, deadlines and deliverables, and clear sequence of meetings | 36.5 | 23 | 29.5 | 34 |
| Examples of previous community engagement experiences | 38 | 19 | 20 | 35 |
| Subtotal | 145 | 80 | 90 | 139 |

Implementation Plan and Timeline - Proposal includes a description of how the housing development solution, developed in part from the community outreach and engagement effort, will be implemented. This description is to include, at a minimum, anticipated schedule for all elements of the development effort including key milestones, financing benchmarks, timeline of the community engagement process, achieving permitting approvals from local, state and other governmental and regulatory entities, and projected completion/occupancy timeframes.

| Selection Criteria | POAH | Avesta | Pennrose | PHA |
|---|-------------|---------------|-----------------|------------|
| Provides timeline that reflects an understanding that time is of the essence by establishing a sequence of specific goals, milestones, and deliverables | 35.5 | 20.5 | 34 | 34 |
| Examples of previous development timelines | 32.5 | 16 | 16 | 18 |
| Subtotal | 68 | 36.5 | 50 | 52 |

| | POAH | Avesta | Pennrose | PHA |
|----------------------------|---------------|---------------|-----------------|---------------|
| Total of All Scores | 1980.5 | 1424.5 | 1779.5 | 1833.5 |
| Total with just Scenario 1 | 852 | 587 | 763 | 779 |
| Total with just Scenario 2 | 856.5 | 629 | 764.5 | 807 |