IMRC

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED OVERALL ABILITY TO MEET THE GOALS OF THE HHPA	**OPERATORS PROPOSED OVERALL ABILITY TO MEET THE HHPA GOALS:** Operators proposed overall ability to operate in a safe, efficient and productive manner, in accordance wtih current standards, with adequate investment, to ensure Operator will positively impact the communities served and meet the HHPA's Goals.		30	0
	Demonstrated outstanding organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	2		
	Demonstrated high level of organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	1		
	Overall organizatioin strcture, overall esources, investement, programs, and proposed operations at appropriate levels to meet minimum level of HHPA's goals	0		
	Insufficient overall organizational structure, overall resources, investments, programs, or proposed operations to meet minimum level of HHPA's goals	-1		
OPERATORS ORGANIZATIONAL STRUCTURE, PERSONNEL EXPERIENCE AND UNIQUE EXPERTISE OF PROPOSED TEAM	**OPERATORS PROPOSED OVERALL ORGANIZATIONAL TEAM QUALIFICATIONS AND EXPERTISE:** Operators proposed operations organizational structure and team members capabilities, experience, and expertise and predicted ability to manage and maintain an economically viable safe operation to the benefit of HHPA & the communities impacted.		20	0
	Demonstrated outstanding organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	2		
	Demonstrated high level of organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	1		
	Organizational structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient materials provided to ensure the proposed organizational structure, personnel qualifications, and expertise are provided will meet the needs the HHPA's goals and vision.	-1		
OPERATORS FINANCIAL VIABILITY	**OPERATORS PROPOSED FINANCIAL VIABILITY:** Operators proposed operations, programs, outreach, organizational structure, revenue forecasts, and capitol investments, are clear, manageable, and feasible.		15	0
	Demonstrated outstanding level of financial viability that will ensure long-term success of Operator	2		
	Demonstrated high level of financial viability that will ensure long-term success of Operator	1		
	Financial viability appears to meet minimum levels for long-term success of Operator	0		
	Insufficient evidence presented of financial viability to ensure minimum levels of success of Operator	-1		
PROPOSED INVESTMENT INTO HHPA FACILITIES OR PROPOSED LEASE PAYMENTS	**OPERATORS PROPOSED INVESTMENT INTO HHPA:** Operators proposed capital investment into HHPA facilities or proposed lease payments for use of the Corridor are clear and adequate for the HHPA's, Owner's and Communities along the Corridor future success.		15	0
	Demonstrated outstanding investment ensuring the future success of the HHPA, Owner's and Communities served	2		
	Demonstrated high level of investment to ensure the future success of the HHPA, Owner's and Communities served	1		
	Proposed investment meets minimum levels to ensure future success of the HHPA, Owners and Communities served	0		
	Insufficient investment to ensure the future success of the HHPA, Owners and communities served	-1		

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED EXCURSIONS, PROGRAMS, AND TOURISM IMPACT TO HHPA COMMUNITIES SERVED	OPERATORS PROPOSED PROGRAMS IMPACTS TO COMMUNITIES SERVED: Operators proposed excursions and programs ability to positively impact the communities served in terms of increased tourism opportunities, economic impact, railroad education, etc.		10	0
	Demonstrated outstanding program that will ensure positive impact to communities served	2		
	Demonstrated high level of programs that will ensure positive impact to communities served	1		
	Organizatioinal structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient organizatioinal structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	-1		
PROPOSED MINIMUM AND DESIRED LEASE TERM & LIMITS OF CORRIDOR USE	OPERATORS PROPOSED MINIMUM/DESIRED LEASE TERM AND LIMITS OF PROPOSED CORRIDOR USE & MAINTENANCE: Operators proposed minimum or desired lease term within reasonable limits and their proposed limits of operations and maintenance on the Corridor has ability to meet the needs of the HHPA and Owners.		10	0
	Demonstrated outstanding minimum and/or desired lease term and limits of proposed corridor use and maintenance that exceed the needs of the HHPA and its Owners	2		
	Demonstrated above average minimum and/or desired lease term and limits of proposed corridor use and maintenance that will meet the needs of the HHPA and its Owners	1		
	Demonstrated average minimum and/or desired lease term and limits of proposed corridor use and maintenance that may meet the needs of the HHPA and its Owners	0		
	Inadequate minimum and/or desired lease term and limits of proposed corridor use and maintenance that will not meet the needs of the HHPA and its Owners	-1		
		WEIGHTED TOTAL SCORE: (Add 6 weighted scores - Max Total = 200)		0

The scores assigned above represent my best judgment of the Operator's abilities for the rating categories based on the proposal submitted.

SCORER'S SIGNATURE: [signature]

SCORER'S NAME (PRINTED) JOSON REERY

DATE SCORED: 6/27/17

HOOSIER HERITAGE RAILROAD
J. BEERY
6/28/17

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED OVERALL ABILITY TO MEET THE GOALS OF THE HHPA	**OPERATORS PROPOSED OVERALL ABILITY TO MEET THE HHPA GOALS:** Operators proposed overall ability to operate in a safe, efficient and productive manner, in accordance wtih current standards, with adequate investment, to ensure Operator will positively impact the communities served and meet the HHPA's Goals.		30	-30
	Demonstrated outstanding organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	2		
	Demonstrated high level of organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	1		
	Overall organizatioin strcture, overall esources, investement, programs, and proposed operations at appropriate levels to meet minimum level of HHPA's goals	0		
	Insufficient overall organizational structure, overall resources, investments, programs, or proposed operations to meet minimum level of HHPA's goals	-1		
OPERATORS ORGANIZATIONAL STRUCTURE, PERSONNEL EXPERIENCE AND UNIQUE EXPERTISE OF PROPOSED TEAM	**OPERATORS PROPOSED OVERALL ORGANIZATIONAL TEAM QUALIFICATIONS AND EXPERTISE:** Operators proposed operations organizational structure and team members capabilities, experience, and expertise and predicted ability to manage and maintain an economically viable safe operation to the benefit of HHPA & the communities impacted.		20	-20
	Demonstrated outstanding organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	2		
	Demonstrated high level of organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	1		
	Organizational structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient materials provided to ensure the proposed organizational structure, personnel qualifications, and expertise are provided will meet the needs the HHPA's goals and vision.	-1		
OPERATORS FINANCIAL VIABILITY	**OPERATORS PROPOSED FINANCIAL VIABILITY:** Operators proposed operations, programs, outreach, organizational structure, revenue forecasts, and capitol investments, are clear, manageable, and feasible.		15	-15
	Demonstrated outstanding level of financial viability that will ensure long-term success of Operator	2		
	Demonstrated high level of financial viability that will ensure long-term success of Operator	1		
	Financial viability appears to meet minimum levels for long-term success of Operator	0		
	Insufficient evidence presented of financial viability to ensure minimum levels of success of Operator	-1		
PROPOSED INVESTMENT INTO HHPA FACILITIES OR PROPOSED LEASE PAYMENTS	**OPERATORS PROPOSED INVESTMENT INTO HHPA:** Operators proposed capital investment into HHPA facilities or proposed lease payments for use of the Corridor are clear and adequate for the HHPA's, Owner's and Communities along the Corridor future success.		15	0
	Demonstrated outstanding investment ensuring the future success of the HHPA, Owner's and Communities served	2		
	Demonstrated high level of investment to ensure the future success of the HHPA, Owner's and Communities served	1		
	Proposed investment meets minimum levels to ensure future success of the HHPA, Owners and Communities served	0		
	Insufficient investment to ensure the future success of the HHPA, Owners and communities served	-1		

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED EXCURSIONS, PROGRAMS, AND TOURISM IMPACT TO HHPA COMMUNITIES SERVED	OPERATORS PROPOSED PROGRAMS IMPACTS TO COMMUNITIES SERVED: Operators proposed excursions and programs ability to positively impact the communities served in terms of increased tourism opportunities, economic impact, railroad education, etc.		10	0
	Demonstrated outstanding program that will ensure positive impact to communities served	2		
	Demonstrated high level of programs that will ensure positive impact to communities served	1		
	Organizatioinal structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient organizatioinal structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	-1		
PROPOSED MINIMUM AND DESIRED LEASE TERM & LIMITS OF CORRIDOR USE	OPERATORS PROPOSED MINIMUM/DESIRED LEASE TERM AND LIMITS OF PROPOSED CORRIDOR USE & MAINTENANCE: Operators proposed minimum or desired lease term within reasonable limits and their proposed limits of operations and maintenance on the Corridor has ability to meet the needs of the HHPA and Owners.		PROBABLY NEEDS MORE WORK 10	0
	Demonstrated outstanding minimum and/or desired lease term and limits of proposed corridor use and maintenance that exceed the needs of the HHPA and its Owners	2		
	Demonstrated above average minimum and/or desired lease term and limits of proposed corridor use and maintenance that will meet the needs of the HHPA and its Owners	1		
	Demonstrated average minimum and/or desired lease term and limits of proposed corridor use and maintenance that may meet the needs of the HHPA and its Owners	0		
	Inadequate minimum and/or desired lease term and limits of proposed corridor use and maintenance that will not meet the needs of the HHPA and its Owners	-1		
		WEIGHTED TOTAL SCORE: (Add 6 weighted scores - Max Total = 200)		-65

The scores assigned above represent my best judgment of the Operator's abilities for the rating categories based on the proposal submitted.

SCORER'S SIGNATURE: [signature]

SCORER'S NAME (PRINTED) JOHN BEERY

DATE SCORED: 6/28/17

ITM

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED OVERALL ABILITY TO MEET THE GOALS OF THE HHPA	**OPERATORS PROPOSED OVERALL ABILITY TO MEET THE HHPA GOALS:** Operators proposed overall ability to operate in a safe, efficient and productive manner, in accordance wtih current standards, with adequate investment, to ensure Operator will positively impact the communities served and meet the HHPA's Goals.		30	0
	Demonstrated outstanding organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	2		
	Demonstrated high level of organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	1		
	Overall organizatioin strcture, overall esources, investement, programs, and proposed operations at appropriate levels to meet minimum level of HHPA's goals	0		
	Insufficient overall organizational structure, overall resources, investments, programs, or proposed operations to meet minimum level of HHPA's goals	-1		
OPERATORS ORGANIZATIONAL STRUCTURE, PERSONNEL EXPERIENCE AND UNIQUE EXPERTISE OF PROPOSED TEAM	**OPERATORS PROPOSED OVERALL ORGANIZATIONAL TEAM QUALIFICATIONS AND EXPERTISE:** Operators proposed operations organizational structure and team members capabilities, experience, and expertise and predicted ability to manage and maintain an economically viable safe operation to the benefit of HHPA & the communities impacted.		20	-20
	Demonstrated outstanding organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	2		
	Demonstrated high level of organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	1		
	Organizational structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient materials provided to ensure the proposed organizational structure, personnel qualifications, and expertise are provided will meet the needs the HHPA's goals and vision.	-1		
OPERATORS FINANCIAL VIABILITY	**OPERATORS PROPOSED FINANCIAL VIABILITY:** Operators proposed operations, programs, outreach, organizational structure, revenue forecasts, and capitol investments, are clear, manageable, and feasible.		15	0
	Demonstrated outstanding level of financial viability that will ensure long-term success of Operator	2		
	Demonstrated high level of financial viability that will ensure long-term success of Operator	1		
	Financial viability appears to meet minimum levels for long-term success of Operator	0		
	Insufficient evidence presented of financial viability to ensure minimum levels of success of Operator	-1		
PROPOSED INVESTMENT INTO HHPA FACILITIES OR PROPOSED LEASE PAYMENTS	**OPERATORS PROPOSED INVESTMENT INTO HHPA:** Operators proposed capital investment into HHPA facilities or proposed lease payments for use of the Corridor are clear and adequate for the HHPA's, Owner's and Communities along the Corridor future success.		15	0
	Demonstrated outstanding investment ensuring the future success of the HHPA, Owner's and Communities served	2		
	Demonstrated high level of investment to ensure the future success of the HHPA, Owner's and Communities served	1		
	Proposed investment meets minimum levels to ensure future success of the HHPA, Owners and Communities served	0		
	Insufficient investment to ensure the future success of the HHPA, Owners and communities served	-1		

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

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EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED EXCURSIONS, PROGRAMS, AND TOURISM IMPACT TO HHPA COMMUNITIES SERVED	**OPERATORS PROPOSED PROGRAMS IMPACTS TO COMMUNITIES SERVED:** Operators proposed excursions and programs ability to positively impact the communities served in terms of increased tourism opportunities, economic impact, railroad education, etc.		10	10
	Demonstrated outstanding program that will ensure positive impact to communities served	2		
	Demonstrated high level of programs that will ensure positive impact to communities served	1		
	Organizatioinal structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient organizatioinal structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	-1		
PROPOSED MINIMUM AND DESIRED LEASE TERM & LIMITS OF CORRIDOR USE	**OPERATORS PROPOSED MINIMUM/DESIRED LEASE TERM AND LIMITS OF PROPOSED CORRIDOR USE & MAINTENANCE:** Operators proposed minimum or desired lease term within reasonable limits and their proposed limits of operations and maintenance on the Corridor has ability to meet the needs of the HHPA and Owners.		10	0
	Demonstrated outstanding minimum and/or desired lease term and limits of proposed corridor use and maintenance that exceed the needs of the HHPA and its Owners	2		
	Demonstrated above average minimum and/or desired lease term and limits of proposed corridor use and maintenance that will meet the needs of the HHPA and its Owners	1		
	Demonstrated average minimum and/or desired lease term and limits of proposed corridor use and maintenance that may meet the needs of the HHPA and its Owners	0		
	Inadequate minimum and/or desired lease term and limits of proposed corridor use and maintenance that will not meet the needs of the HHPA and its Owners	-1		
		WEIGHTED TOTAL SCORE: (Add 6 weighted scores - Max Total = 200)		-10

The scores assigned above represent my best judgment of the Operator's abilities for the rating categories based on the proposal submitted.

SCORER'S SIGNATURE: [signature]

SCORER'S NAME (PRINTED) JOHN BEERY

DATE SCORED: 6/27/17

NICKEL PLATE HERITAGE RAILROAD

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED OVERALL ABILITY TO MEET THE GOALS OF THE HHPA	**OPERATORS PROPOSED OVERALL ABILITY TO MEET THE HHPA GOALS:** Operators proposed overall ability to operate in a safe, efficient and productive manner, in accordance wtih current standards, with adequate investment, to ensure Operator will positively impact the communities served and meet the HHPA's Goals.		30	0
	Demonstrated outstanding organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	2		
	Demonstrated high level of organizational structure, overall resources, investment, programs, and proposed operations that will exceed HHPA's goals	1		
	Overall organizatioin strcture, overall esources, investement, programs, and proposed operations at appropriate levels to meet minimum level of HHPA's goals	0		
	Insufficient overall organizational structure, overall resources, investments, programs, or proposed operations to meet minimum level of HHPA's goals	-1		
OPERATORS ORGANIZATIONAL STRUCTURE, PERSONNEL EXPERIENCE AND UNIQUE EXPERTISE OF PROPOSED TEAM	**OPERATORS PROPOSED OVERALL ORGANIZATIONAL TEAM QUALIFICATIONS AND EXPERTISE:** Operators proposed operations organizational structure and team members capabilities, experience, and expertise and predicted ability to manage and maintain an economically viable safe operation to the benefit of HHPA & the communities impacted.		20	20
	Demonstrated outstanding organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	2		
	Demonstrated high level of organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	1		
	Organizational structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient materials provided to ensure the proposed organizational structure, personnel qualifications, and expertise are provided will meet the needs the HHPA's goals and vision.	-1		
OPERATORS FINANCIAL VIABILITY	**OPERATORS PROPOSED FINANCIAL VIABILITY:** Operators proposed operations, programs, outreach, organizational structure, revenue forecasts, and capitol investments, are clear, manageable, and feasible.		15	0
	Demonstrated outstanding level of financial viability that will ensure long-term success of Operator	2		
	Demonstrated high level of financial viability that will ensure long-term success of Operator	1		
	Financial viability appears to meet minimum levels for long-term success of Operator	0		
	Insufficient evidence presented of financial viability to ensure minimum levels of success of Operator	-1		
PROPOSED INVESTMENT INTO HHPA FACILITIES OR PROPOSED LEASE PAYMENTS	**OPERATORS PROPOSED INVESTMENT INTO HHPA:** Operators proposed capital investment into HHPA facilities or proposed lease payments for use of the Corridor are clear and adequate for the HHPA's, Owner's and Communities along the Corridor future success.		15	0
	Demonstrated outstanding investment ensuring the future success of the HHPA, Owner's and Communities served	2		
	Demonstrated high level of investment to ensure the future success of the HHPA, Owner's and Communities served	1		
	Proposed investment meets minimum levels to ensure future success of the HHPA, Owners and Communities served	0		
	Insufficient investment to ensure the future success of the HHPA, Owners and communities served	-1		

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED EXCURSIONS, PROGRAMS, AND TOURISM IMPACT TO HHPA COMMUNITIES SERVED	**OPERATORS PROPOSED PROGRAMS IMPACTS TO COMMUNITIES SERVED:** Operators proposed excursions and programs ability to positively impact the communities served in terms of increased tourism opportunities, economic impact, railroad education, etc.		10	0
	Demonstrated outstanding program that will ensure positive impact to communities served	2		
	Demonstrated high level of programs that will ensure positive impact to communities served	1		
	Organizatioinal structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	(0)		
	Insufficient organizatioinal structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	-1		
PROPOSED MINIMUM AND DESIRED LEASE TERM & LIMITS OF CORRIDOR USE	**OPERATORS PROPOSED MINIMUM/DESIRED LEASE TERM AND LIMITS OF PROPOSED CORRIDOR USE & MAINTENANCE:** Operators proposed minimum or desired lease term within reasonable limits and their proposed limits of operations and maintenance on the Corridor has ability to meet the needs of the HHPA and Owners.		10	0
	Demonstrated outstanding minimum and/or desired lease term and limits of proposed corridor use and maintenance that exceed the needs of the HHPA and its Owners	2		
	Demonstrated above average minimum and/or desired lease term and limits of proposed corridor use and maintenance that will meet the needs of the HHPA and its Owners	1		
	Demonstrated average minimum and/or desired lease term and limits of proposed corridor use and maintenance that may meet the needs of the HHPA and its Owners	(0)		
	Inadequate minimum and/or desired lease term and limits of proposed corridor use and maintenance that will not meet the needs of the HHPA and its Owners	-1		
		WEIGHTED TOTAL SCORE: (Add 6 weighted scores - Max Total = 200)		20

The scores assigned above represent my best judgment of the Operator's abilities for the rating categories based on the proposal submitted.

SCORER'S SIGNATURE: [signature]

SCORER'S NAME (PRINTED) John BEERY

DATE SCORED: 6/30/17

IOWA PACIFIC

2017 HHPA OPERATOR REQUEST FOR PROPOSALS SCORESHEET

(SCORERS SHALL CIRCLE SCORE GIVEN IN EACH CATEGORY AND TALLY THE WEIGHTED SCORE AND SUM THE TOTAL IN THE BOXES PROVIDED)

EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
OPERATORS PROPOSED OVERALL IMPACTS	**OPERATORS PROPOSED OVERALL IMPACT:** Operators proposed operations impact to the communities served, unique operations plan, tourism impact, economic impact, viability of proposed operations, etc.		30	30
	Demonstrated outstanding overall resources, programs, and proposed operations that exceed HHPA's goals and vision	2		
	Demonstrated high level of overall resources, programs, and proposed operations that exceed HHPA's goals and vision	1		
	Overall resources, programs, and proposed operations at appropriate levels to meet minimum levels of HHPA's goals and vision	0		
	Insufficient overall resources, programs, and proposed operations to meet minimum levels of HHPA's goals and vision	-1		
OPERATORS ORGANIZATIONAL STRUCTURE, PERSONNEL EXPERIENCE AND UNIQUE EXPERTISE OF PROPOSED TEAM	**OPERATORS PROPOSED OVERALL ORGANIZATIONAL TEAM QUALIFICATIONS AND EXPERTISE:** Operators proposed operations organizational structure and team members capabilities, experience, and expertise and predicted ability to manage and maintain an economically viable safe operation to the benefit of HHPA & the communities impacted.		20	20
	Demonstrated outstanding organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	2		
	Demonstrated high level of organizational structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	1		
	Organizational structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient materials provided to ensure the proposed organizational structure, personnel qualifications, and expertise are provided will meet the needs the HHPA's goals and vision.	-1		
OPERATORS FINANCIAL VIABILITY	**OPERATORS PROPOSED FINANCIAL VIABILITY:** Operators proposed operations, programs, outreach, organizational structure, revenue forecasts, and capitol investments, are clear, manageable, and feasible.		15	15
	Demonstrated outstanding level of financial viability that will ensure long-term success of Operator	2		
	Demonstrated high level of financial viability that will ensure long-term success of Operator	1		
	Financial viability appears to meet minimum levels for long-term success of Operator	0		
	Insufficient evidence presented of financial viability to ensure minimum levels of success of Operator	-1		

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EVALUATION CRITERIA RATED BY SCORERS

CATEGORY	SCORING CRITERIA	SCORE (Circle One)	WEIGHT	CATEGORY WEIGHTED SCORES (score x weight)
PROPOSED INVESTMENT INTO HHPA FACILITIES OR PROPOSED LEASE PAYMENTS	**OPERATORS PROPOSED INVESTMENT INTO HHPA:** Operators proposed capital investment into HHPA facilities or proposed lease payments for use of the Corridor are clear and adequate for the HHPA's, Owner's and Communities along the Corridor future success.		15	0
	Demonstrated outstanding investment ensuring the future success of the HHPA, Owner's and Communities served	2		
	Demonstrated high level of investment to ensure the future success of the HHPA, Owner's and Communities served	1		
	Proposed investment meets minimum levels to ensure future success of the HHPA, Owners and Communities served	0		
	Insufficient investment to ensure the future success of the HHPA, Owners and communities served	-1		
OPERATORS PROPOSED EXCURSIONS, PROGRAMS, AND TOURISM IMPACT TO HHPA COMMUNITIES SERVED	**OPERATORS PROPOSED PROGRAMS IMPACTS TO COMMUNITIES SERVED:** Operators proposed excursions and programs ability to positively impact the communities served in terms of increased tourism opportunities, economic impact, railroad education, etc.		10	0
	Demonstrated outstanding program that will ensure positive impact to communities served	2		
	Demonstrated high level of programs that will ensure positive impact to communities served	1		
	Organizatioinal structure, personnel qualifications, and expertise meet minimum levels of expertise to ensure long-term viability of operations proposed	0		
	Insufficient organizatioinal structure, personnel qualifications, and expertise to ensure long-term viability of operations proposed	-1		
PROPOSED MINIMUM AND DESIRED LEASE TERM & LIMITS OF CORRIDOR USE	**OPERATORS PROPOSED MINIMUM/DESIRED LEASE TERM AND LIMITS OF PROPOSED CORRIDOR USE:** Operators proposed minimum or desired lease term and their proposed limits of operations on the Corridor ability to meet the needs of the HHPA and Owners.		10	0
	Demonstrated outstanding minimum and/or desired lease term and limits of proposed corridor use that exceed the expectations of the HHPA and its Owners	2		
	Demonstrated above average minimum and/or desired lease term and limits of proposed corridor use that will meet the expectations of the HHPA and its Owners	1		
	Demonstrated average minimum and/or desired lease term and limits of proposed corridor use that may meet the expectations of the HHPA and its Owners	0		
	Inadequate minimum and/or desired lease term and limits of proposed corridor use that will not meet the expectations of the HHPA and its Owners	-1		
			WEIGHTED TOTAL SCORE: (Add 6 weighted scores - Max Total = 200)	5

The scores assigned above represent my best judgment of the Operator's abilities for the rating categories based on the proposal submitted.

SCORER'S SIGNATURE: [signature]

SCORER'S NAME (PRINTED) John Beery

DATE SCORED: 7/12/17