



DISTRIBUTE: MARCH 20, 2017

REQUEST NO. 2

REQUEST FOR STATEMENT OF
INTEREST & QUALIFICATIONS

USD DISCOVERY DISTRICT PREFERRED RESEARCH FACILITY DEVELOPER

Proposals shall be received by USD Discovery District, 4800 N. Career Ave., Suite 100, Sioux Falls, SD 57107 not later than **3:00 p.m. on April 28, 2017.**

Proposals will be reviewed by the USD Discovery District Evaluation Committee with Proposer interviews, if any, scheduled for **May 16, 2017**, with USD Discovery District issuing notice of intent to award **May 19, 2017.**

The RFQ is available online at:
<http://www.usddiscovery.com/requests>

The USD Discovery District reserves the right to reject any or all proposals, waive technicalities, and make award(s) as deemed to be in the best interest of the USD Discovery District.





REQUEST FOR STATEMENT OF
INTEREST & QUALIFICATIONS
GUIDELINES & REQUIREMENTS
FOR SUBMITTAL

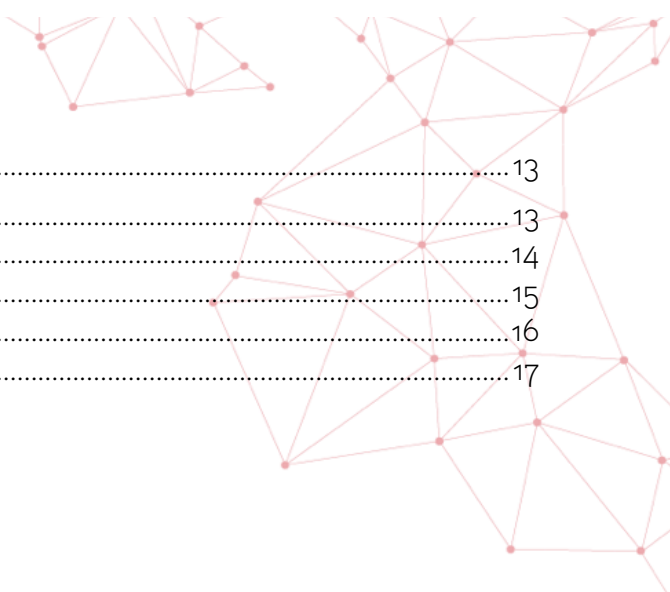
03.20.2017
**PREFERRED RESEARCH
FACILITY DEVELOPER
REQUEST NO. 2**





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SECTION ONE INSTRUCTIONS

1.1 PURPOSE OF THE RFQ

This Request for Interest and Qualifications (this “RFQ”) is issued by the University of South Dakota Research Park, Inc., dba the University of South Dakota Discovery District (hereinafter referred to as the “Owner”). The Owner is seeking statements of interest and qualifications from developer and/or teams (hereinafter referred to as the “Proposer”) that demonstrate their interest, qualifications and approach to partnering with the Owner as the Owner’s Preferred Research Facility Developer (“Preferred Developer” as further defined in Section 4) to develop one or more research and/or advanced manufacturing facilities within the 80-acre Discovery District.

The Owner anticipates the first of such facilities slated for development will be a +/- 25,000 SF multi-tenant research facility more particularly described in Section 3 below (the “Multi-tenant Research Facility”), which Requestor will master lease from developer on terms to be negotiated. It is critical that the facility be completed by October 1, 2018.

1.2 CONTACT PERSON, TELEPHONE, NUMBER, AND EMAIL

Contact: Rich Naser, President
Office Phone: 605-275-8010
Email: rich@usddiscovery.com

1.3 RFQ SCHEDULE OF EVENTS

This schedule of events represents the Owner’s best estimate of the schedule that will be followed for this RFQ. If a component of this schedule such as the deadline for receipt of proposals is delayed, the rest of the schedule will be shifted by the same number of days.

The approximate RFQ schedule is as follows:

- (a) RFQ posted on the Owner’s website: **March 20, 2017.**
- (b) Preliminary site visits: **Weeks of April 3 – April 14.**
- (c) Proposals due to Owner: **3:00 pm Central Time, April 28, 2017.**
- (d) Reserved for Proposer interviews: **11:15 am to 3:15 pm–May 16, 2017.**
- (e) Owner issues notice of intent to award: **May 19, 2017.**
- (f) Initial working agreement: **May 19–31, 2017.**

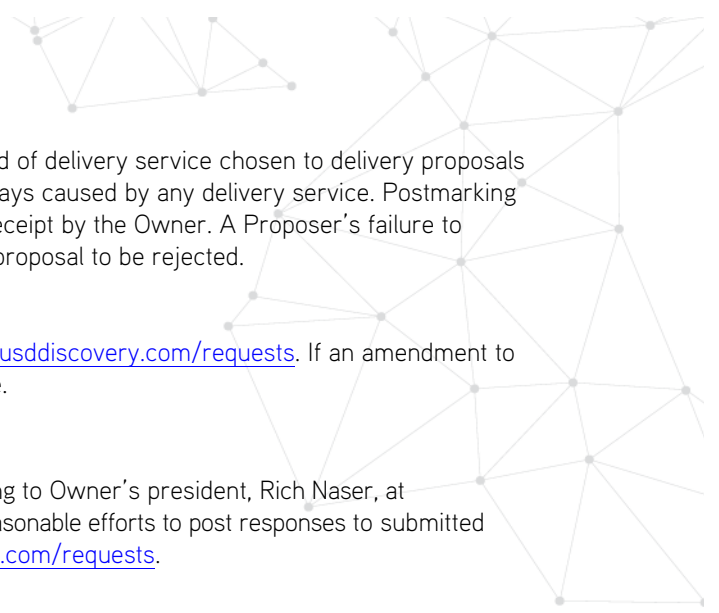
1.4 RETURN MAILING ADDRESS AND DEADLINES FOR RECEIPT OF PROPOSALS

Proposers must submit one (1) original hard copy (marked “Original”), one (1) electronic copy, and (9) nine hard copies of the proposals in sealed envelopes or packages.

Envelopes or packages containing proposals must be clearly addressed as described below to ensure proper delivery:

USD Discovery District
Attention: Rich Naser
Discovery District Preferred Research Facility Developer RFQ No. 2
4800 N. Career Ave., Suite 100
Sioux Falls, SD 57107

Proposals must be received by the Owner at the location specified no later than **3:00 pm Central time, on April 28, 2017.**



Proposers assumes all risks associated with the method of delivery service chosen to delivery proposals to Owner, and Owner assumes no responsibility for delays caused by any delivery service. Postmarking by the due date will not substitute for actual proposal receipt by the Owner. A Proposer's failure to submit its proposal prior to the deadline will cause the proposal to be rejected.

1.5 NOTICE PROVIDED AND AMENDMENTS

This RFQ will be posted to the following website: www.usddiscovery.com/requests. If an amendment to this RFQ is issued, it will be posted to the same website.

1.6 QUESTIONS

Questions regarding this RFQ shall be submitted in writing to Owner's president, Rich Naser, at rich@usddiscovery.com. Owner will use commercially reasonable efforts to post responses to submitted questions to the Owner's website at: www.usddiscovery.com/requests.



SECTION TWO

GOALS AND CONTEXT

2.1 INTRODUCTION

The real estate development referred to as the USD Discovery District (“Discovery District”) is an 80-acre contemporary corporate and academic research park under development in northwest Sioux Falls. The goal of this mixed-use, urban innovation community is to provide access to research facilities and infrastructure for research business development and spur innovation-driven businesses in a collaborative environment for students, researchers, and entrepreneurs. When fully developed, it will include an estimated 26 privately developed buildings and employ nearly 2,800 people within the Discovery District.

VISION:

“Create a dynamic and collaborative environment where talent, research and innovative businesses interact to create new ideas, new technologies and new opportunities impacting not only our region, but our world.”

MISSION:

Foster economic development by:

- Growing university research capacity, resources, and talent
- Connecting university strengths with the private sector
- Fostering entrepreneurship and commercialization
- Creating the physical infrastructure necessary to support research & innovation-based businesses

Anchors for the Discovery District include the University of South Dakota Graduate Education and Applied Research (GEAR) Center and University Center Sioux Falls.

The 22,000 SF USD GEAR Center houses USD’s Biomedical Engineering Program (BME) and pilot-scale cGMP facility. The center serves as an incubator for the Discovery District providing a collaborative environment where innovative solutions are sought to relevant problems and where entrepreneurship is encouraged. USD BME’s cohesive research focus creates a critical mass of expertise and resources, and is aligned with state priorities in biomedical and material sciences and biotechnology.

University Center Sioux Falls represents the six higher education institutions of South Dakota. Consisting of two new high performance buildings totaling 110,000 SF, University Center serves nearly 2,500 students from the greater Sioux Falls community. University Center was created to provide access to a quality public higher education, with a special focus on providing opportunities for non-traditional and adult learners.



2.2 GOVERNANCE

Incorporated in 2012, the Owner is a 501(c) 3 organization with the South Dakota Board of Regents as its sole corporate member. The Board of Regents has the right to approve members and officers of the corporation and the Owner’s Board of Director has responsibility for all District development, operations and management activities. The Board of Directors consists of nine voting members, with the President of the University of South Dakota designated chairman, plus six non-voting ex-officio members. Other board representation includes member Regents, Sioux Falls Development Foundation, Sioux Falls Area Chamber of Commerce, City of Sioux Falls and other community and regional leaders.

2.3 MANAGEMENT

The Owner contracts with the Zeal Center for Entrepreneurship (Zeal) for management and development services. Rich Naser currently serves as President of Zeal and the Owner. Zeal has four team members who assist in fulfilling the terms of the Service Agreement.

2.4 FINANCIAL CAPACITY

The Owner is private-public partnership between the University of South Dakota, the Board of Regents, Governor’s Office of Economic Development, Forward Sioux Falls and the City of Sioux Falls.

The Owner seeks to use revenues from its development activities to cover the cost of pre-development and operations to the greatest extent possible, making this a self-sustaining venture.

To catalyze development, the parties listed below have made one-time and on-going financial commitments for the development and operations of the Owner as follows:

Onetime

State of South Dakota	\$500,000 (Appropriation to USD for infrastructure construction)
Forward Sioux Falls	\$750,000 (2016-2021 for infrastructure construction)
EDA	<u>\$755,000 (matching grant award for infrastructure)</u>
Total	\$2,005,000

Ongoing Annual

Forward Sioux Falls	\$150,000
University of South Dakota	\$150,000
City of Sioux Falls	\$150,000
Board of Regents	<u>\$100,000</u>
Total	\$550,000

The Board of Regents has also contributed significantly to the Owner's financial capacity by leasing the 80 acre site to the Owner for \$1 per year for 99 years.

The Owner anticipates assisting the Proposer's ability to secure preferential project financing by working with one or more of the above parties to enhance the Owner's credit capacity.

2.5 LOCATION/SITE DESCRIPTION

In 2014, the Owner, in partnership with the University of South Dakota, Forward Sioux Falls and the City of Sioux Falls, commissioned a Master Plan (Attachment 7.4) for the 80-acre site adjacent to University Center. The Master Plan, created with the professional support of Architecture Incorporated and Perkins + Will, was formally adopted in early 2015 and represents the foundation for the Discovery District's articulation of its vision for the future.

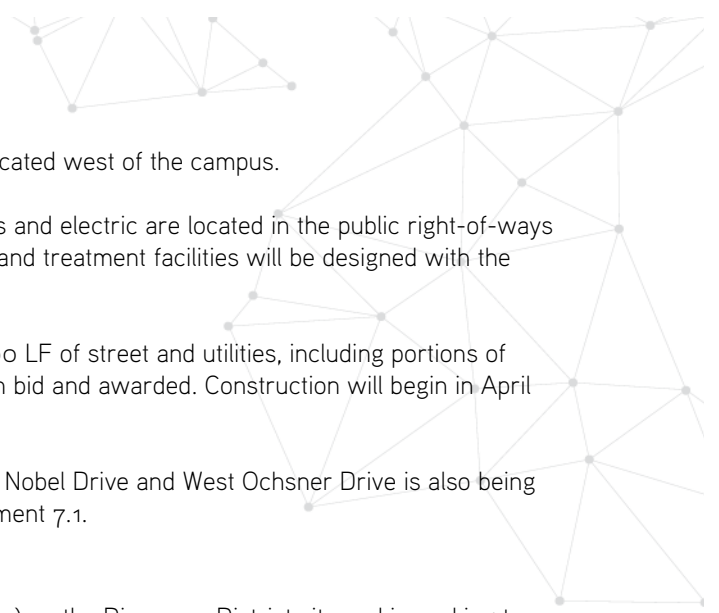
The Discovery District is situated in the growing northwest corner of Sioux Falls, South Dakota, conveniently located along I-29 and one mile from I-90. Sioux Falls is the state's largest community with an estimated 178,500 population within its city limits and a MSA population of 251,854. Nearby developments include the 80-acre University Hills mixed-use development; the Campus Crossing commercial development; and the Sanford Sports Complex. The Discovery District is within 3 miles of the Sioux Falls Regional Airport and 5 miles from the city's vibrant downtown.

The Discovery District is a 45-minute drive from the University of South Dakota, 50 miles to the south in Vermillion. South Dakota State University and Dakota State University are both located approximately 50 miles north of the Discovery District. In a community that is accustomed to commuting on a daily basis, the distance between these institutions and the Discovery District is not significant. Additionally, Augustana University and the University of Sioux Falls are both located near downtown Sioux Falls within a 15-minute drive of the Discovery District.

2.6 INFRASTRUCTURE

The Owner will provide development-ready sites by constructing street and public utility infrastructure throughout the Discovery District.

City utilities, including water and sanitary sewer, are located in close proximity to the Discovery District development. There is an 8-inch water main on the east end of West Nobel Street and a 16-inch water main on the south side of 60th Street that will be extended down North Frances Avenue to complete the looped system. Sanitary sewer will serve the Discovery District by extending an 8-inch pipe on West Nobel



Street from the existing sanitary sewer trunk system located west of the campus.

Other private utilities including communication lines, gas and electric are located in the public right-of-ways near the proposed site. Drainage piping, inlets, storage and treatment facilities will be designed with the other infrastructure improvements.

A first phase of infrastructure construction for +/- 2,800 LF of street and utilities, including portions of North Frances Avenue and West Nobel Street, has been bid and awarded. Construction will begin in April 2017 and be completed in September 2017.

A second phase of infrastructure construction for West Nobel Drive and West Ochsner Drive is also being planned for 2017. Both phases are illustrated in Attachment 7.1.

2.7 LAND LEASING

The Owner has a 99-year Master Lease (Attachment 7.3) on the Discovery District site and is seeking to enter into long-term subleases on a per project basis. Depending on project terms, sublease payments may be deferred, tiered, or otherwise structured to facilitate achieving the overall objectives of the District. The Owner is eager to work with the Proposer to identify creative and flexible mechanisms/deal structures that meet the mutual needs of the parties.



SECTION THREE PROJECT PIPELINE

3.1 MULTI-TENANT RESEARCH FACILITY +/- 25,000 SF

The Owner intends to negotiate a Master Lease Agreement with the selected Proposer to facilitate development of a +/- 25,000 SF Multi-tenant Research Facility. The desired facility will accommodate the current identified needs as well as provide additional shell space to be marketed by the Owner and the Proposer.

3.2 CURRENT TENANT PIPELINE

In 2015, the Owner completed a feasibility study for a first Research and cGMP Facility. The study identified significant potential demand for a Multi-tenant Research Facility.

Since the study's conclusion, several companies have continued to grow and make progress commercializing their products and services. Two companies have expressed interest in leasing space and are in the process of executing Letters of Intent with the Owner for tenancy in a first Multi-tenant Research Facility.

The space requirements of these tenants are highlighted below.

(a) MEDICAL DEVICE AND DRUG COMPANY

A company with one device and drug combination currently in Phase I Clinical Trials has indicated a need for +/- 7,500 SF of space. Requirements include +/- 3,500 SF of laboratory and lab support space, +/- 1,250 SF of cGMP clean room space, and +/- 2,750 SF of office and administrative space.

(b) CLINICAL DIAGNOSTIC COMPANY

A medical diagnostic company with tests currently approved for use in the European Union and plans to seek the FDA 510(k) approval has indicated a need for +/- 7,500 SF of space. Requirements include +/- 2,750 SF of CLIA laboratory space and +/- 4,750 of office and administrative support space.

(c) OWNER

The Owner has need for +/- 1,250 SF of office, conference and administrative space to serve as the Owners headquarters. In addition, the Owner desires +/- 10,000 SF of laboratory shell space to accommodate the growth of the companies identified above and the needs of future prospective tenants.



3.3 OTHER POTENTIAL TENANTS/FACILITIES

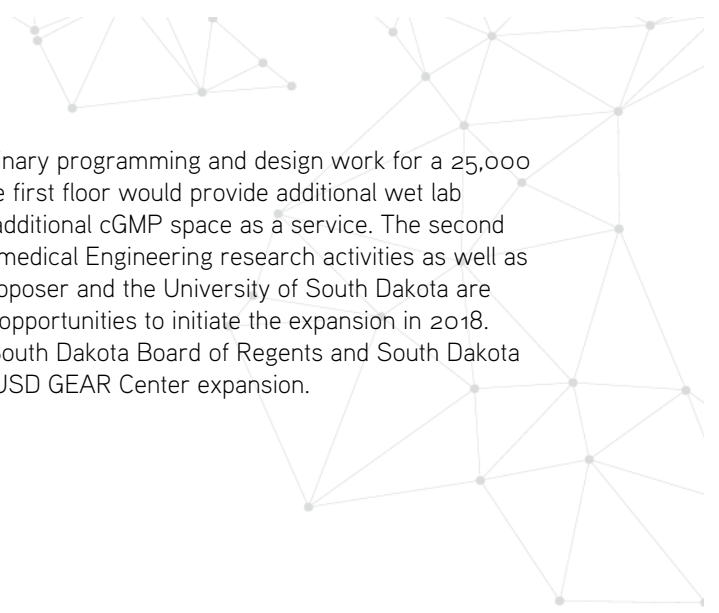
(a) PHARMACEUTICAL MANUFACTURING & LABORATORY FACILITY

A company with three products currently in FDA Phase I/II Clinical Trials has requested pricing for a single tenant facility. The company projects needing +/- 48,000 SF Facility consisting of +/- 25,000 SF of laboratory, administrative and support space and +/- 23,000 SF of space to house multiple modular clean room "pods", as well as all of the mechanical, electrical and logistical support space needed to operate the pods.

(b) ANIMAL RESEARCH FACILITY

A company has requested pricing for a single-tenant contract research facility and provided requirements for 14,000 SF of usable space. Space requirements include: +/- 5,000 SF animal holding space, +/- 5,000 SF of operating, prep and recovery suites; office, meeting and support space. The Proposer has engaged a local architecture firm to assist preliminary programming and construction pricing. This information will be provided to the select Proposer who will be responsible for finalizing construction and lease pricing for the Owner.

(c) USD GEAR CENTER EXPANSION



The University of South Dakota completed preliminary programming and design work for a 25,000 SF GEAR Center expansion (Attachment 7.5). The first floor would provide additional wet lab incubator space to private companies as well as additional cGMP space as a service. The second floor would be designated for USD's growing Biomedical Engineering research activities as well as portion of USD's Bioinformatics program. The Proposer and the University of South Dakota are interested in exploring public-private partnership opportunities to initiate the expansion in 2018. Additional processes and approval involving the South Dakota Board of Regents and South Dakota Legislature will be required prior to initiating the USD GEAR Center expansion.



SECTION FOUR

ROLE OF PREFERRED DEVELOPER

4.1 PREFERRED DEVELOPER DESIGNATION

The Owner is seeking a Proposer with the expertise, commitment and business philosophy needed to function as a strategic partner in helping the Owner to rapidly and effectively advance development of one or more research and/or advanced manufacturing facilities. The selected firm will be designated as the Preferred Research Facility Developer (“Preferred Developer”) and it is anticipated the Preferred Developer will be engage in one or more research facility development projects within the Discovery District.

4.2 GOAL OF SELECTING A DEVELOPER

The Owner is seeking firms/teams that can propose creative and innovative approaches to implementing the its development agenda, to ensure that the Owner delivers on its vision of serving as a catalyst for an emerging innovation ecosystem in Sioux Falls that is effectively:

- Integrated with the surrounding community,
- Capitalizes on existing assets of the adjacent University Center and USD GEAR Center, and that
- Provides links to the innovation assets of the wider region.

Qualified Proposers will be able to deliver strong financial, architectural, engineering, planning, development, marketing and operational services within the broad range of professional disciplines needed to ensure successful development of the Discovery District. The Owner is interested in working with firms/teams that have a history of successfully implementing and completing major development projects of this type.

4.3 PUBLIC-PRIVATE PARTNERSHIP

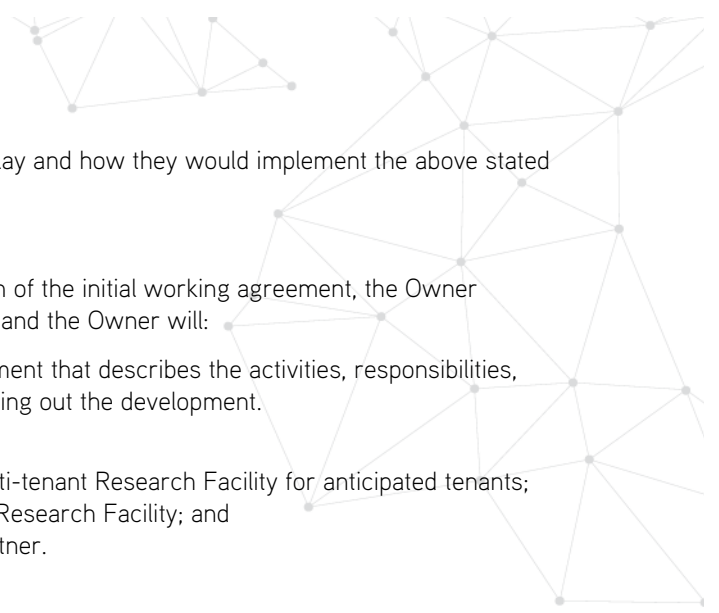
The relationship between the Proposer and the Owner is envisioned as a Public-Private Partnership (PPP). The Owner wishes to establish a long-term working relationship with the selected Proposer. At the same time, the development project itself is to be operated independently by the selected Proposer. The Owner’s selection criteria will give favorable consideration to Proposers that are able to articulate how they will address this PPP interface. A proven track record in successfully implementing large-scale projects within a PPP or similar organizational context is essential in order to be designated as the Preferred Developer.

4.4 QUALIFICATIONS

The Preferred Developer must exhibit the ability to:

- (a) Prepare a budget and financial model showing how the Multi-tenant Research Facility will be funded and generate revenues, and how the financial goals can be met;
- (b) Recommend a partnership development structure and roles of the various entities needed to drive the development forward (e.g. Owner, State of South Dakota, University of South Dakota, Proposer and/or other parties);
- (c) Assemble financing needed to implement the Multi-tenant Research Facility;
- (d) Recommend and implement marketing strategies that will successfully attract tenants to the Discovery District;
- (e) Demonstrate an ability to recruit appropriate companies to locate at the Discovery District within the Multi-tenant Facility and/or future facilities;
- (f) Oversee the entire development implementation process, including design, construction management, leasing (when applicable), project coordination and ongoing property management roles;
- (g) Operate effectively in a partnership relationship to the Owner’s Board of Directors, it’s professional staff, and representatives of the Proposer’s partner organizations.

Proposers are requested to submit their background and qualifications in accordance with Section 5 of this



RFQ and specifically to address what role they would play and how they would implement the above stated tasks.

4.5 PRIORITY ACTIVITIES

Upon selection of a Preferred Developer and finalization of the initial working agreement, the Owner anticipates a 90-day period during which the Proposer and the Owner will:

- (a) Prepare and sign a Development Services Agreement that describes the activities, responsibilities, and schedule requirements of the parties in carrying out the development.
- (b) Initiate Development Activities
 - 1) Finalize program and schematic design for Multi-tenant Research Facility for anticipated tenants;
 - 2) Begin design development for the Multi-tenant Research Facility; and
 - 3) Interview and select a project construction partner.
- (c) Initiate Financing Activities
 - 1) Provide proposed Multi-tenant Research Facility construction and lease pricing estimates; and
 - 2) Work with Owner and partners to identify and develop financial support requirements for Multi-tenant Research Facility.
- (d) Initiate Lease Activities
 - 1) Prepare and sign the facility Master Lease; and
 - 2) Prepare the facility sublease and market to subtenants.



SECTION FIVE SUBMISSION REQUIREMENTS

5.1 LETTER OF INTEREST

A transmittal letter must accompany the submission, signed by a principal of the Proposer. Documentation should also be provided listing the officers in the firm who are authorized to negotiate and execute agreements on behalf of the Proposer.

5.2 STATEMENT OF EXPERIENCE AND QUALIFICATIONS

Identification of Proposer's development team (with proposed roles & responsibilities):

- (a) Name, address and telephone number of the principal on the development team assigned by the Proposer to negotiate on its behalf.
- (b) Provide a development team organizational chart describing all partnering firms and key personnel of each. Describe the anticipated management structure for development of the project, including the identification and role of the day-to-day project manager, the principal architect and other key firms or individuals who are to be involved in the implementation of the project, their background, experience and potential role. Include resumes for all key personnel.
- (c) Identify the type of legal entity with whom the Owner would potentially contract and the date of the organization's formation. If the legal entity is different from the parent corporation, please indicate the relationship to the parent corporation.

5.3 IDENTIFICATION OF FINANCIAL CAPACITY

- (a) Provide a statement describing the Proposer's financing capacity, along with prior experience in successfully securing financing for similarly sized, research facility projects. Provide evidence of available capacity to the extent to convince the Owner that the Proposer has the resources to commit to the project. List ongoing projects, value, and current funds committed and overall status of completion.
- (b) Illustrate financial capacity to complete and carry the project, including what funding sources will be committed to the project and assurances that sources are solid and reliable to protect the Owner and ensure a timely and successful development.
- (c) Describe the status and nature of any bankruptcy and/or major lawsuit (\$500,000 or greater) or settlement that the development entity or parent corporation has been involved in within the past 10 years.

5.4 EXPERIENCE AND EXAMPLES OF SIMILAR WORK

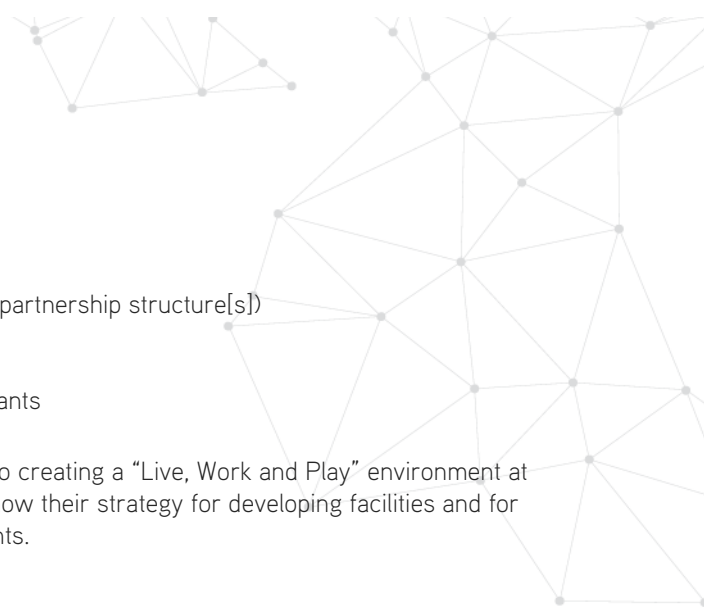
Provide a description of the Proposer's previous relevant experience in the design and implementation of projects similar in size and character over the past 10 years. Describe the Proposer's experience, if any, specifically with advanced manufacturing and research facilities that must meet regulatory standards; plus with research districts and mixed-use science and technology projects in particular. Identify the location, completion date and type of project, as well as construction cost and detailed description of the financial structure of each project. Include a current project status and the role performed by Proposer's development entity and/or officers.

5.5 REFERENCES

Provide at least (3) references for work similar to this project, including any experience with the development of buildings for research and advanced manufacturing uses. List names, titles, addresses, phone numbers and identify the relevant project(s) for each reference.

5.6 STATEMENT OF APPROACH (6 pages maximum, exclusive of graphics)

In preparing this statement, Proposers should respond as directly as possible to sections of this RFQ and Interest dealing with:

- 
- (a) Role of the developer/team
 - (b) Developer priority activities/outputs
 - (c) Market assessment/validation
 - (d) Financial strategy (including potential developer partnership structure[s])
 - (e) Building design approach
 - (f) Leasing/ and marketing strategy to potential tenants

Proposers are encouraged to describe their approach to creating a “Live, Work and Play” environment at the Discovery District. Proposers should demonstrate how their strategy for developing facilities and for marketing and programming would help to attract tenants.



SECTION SIX EVALUATION PROCESS

6.1 EVALUATION COMMITTEE

The Owner's Executive Committee, the Owner's President, and other parties advising the Owner will comprise the evaluation committee considering submissions from Proposers (the "Evaluation Committee").

The Evaluation Committee will make its recommendation to the Owners full Board of Directors, which retains authority to make the final selection, based upon the qualifications, responsibility and capabilities of Proposers, and other factors. Any decision by the Owner's Board of Directors shall be final.

6.2 EVALUATION CRITERIA

Objective criteria will be used to guide the comparison of Proposer submissions. The Evaluation process will focus on the following categories:

- (a) Team composition
- (b) Financial capacity and financing strategies
- (c) Financial opportunity for Owner
- (d) Demonstrated track record with similar projects
- (e) Capacity to meet Owner's desired timeline
- (f) Proven ability to attract tenants from technology fields, including bioscience
- (g) Responsiveness and completeness of Proposers submission relative to this RFQ

The Owner expressly reserves the right to take into account factors not otherwise listed herein to evaluate Proposer submissions.

6.3 PROPOSAL EVALUATION AND INTERVIEWS

Upon review of the proposals, the Owner's Evaluation Committee will score the proposals will interview shortlisted firms in accordance with the RFQ schedule.

Upon completion of the interviews, the selected Proposer(s) will be asked to enter into contract negotiations with the Owner. If an agreement cannot be reached with the Evaluation Committee's preferred Proposer, the Owner may move to another Proposer. The same process may be repeated with the other Proposers if no such agreement can be reached. The Owner reserves the right to not select any Proposer as part of this process if an agreement cannot be reached, for any other reason, or for no reason at all, at Owner's sole and absolute discretion.

If contract negotiations are commenced, they will be held at the **USD GEAR Center, 2329 N. Career Ave. — a date and time to be determined.**

If contract negotiations are held, the Proposer will be responsible for all of its costs including its travel and per diem expenses.



ATTACHMENTS

7.1 AERIAL VIEW ATTACHMENT

An exhibit illustrating the infrastructure and available parcels as defined by aerial exhibit is attached.

Click here for Aerial View:

<http://usddiscovery.com/wp-content/uploads/2017/03/Attachment-1-Aerial-View.pdf>

7.2 EVALUATION SUMMARY ATTACHMENT

DEVELOPER STATEMENT OF INTEREST AND QUALIFICATIONS EVALUATION SUMMARY

NAME OF RFQ: _____
RFQ NUMBER: _____
PROPOSER BEING EVALUATED: _____
EVALUATOR'S NAME: _____
DATE: _____

REQUEST FOR QUALIFICATIONS: EVALUATION

SELECTION CRITERIA*	MAXIMUM POINTS PER CATEGORY	POINTS AWARDED
1. Qualifications of the Proposer's team.	15	
2. Financial capacity.	15	
3. Experience and examples of similar work.	20	
4. Approach to developments and partnerships.	15	
5. Tenant marketing and recruitment experience/capacity.	15	
6. Capacity to meet desired timeline.	10	
7. Financial opportunity for Proposer.	10	
RFQ TOTAL:	100	

* The Owner expressly reserves the right to take into account factors not otherwise listed herein to evaluate Proposer submissions.

7.3 MASTER LEASE AGREEMENT

Click here for Master Lease Agreement:

<http://usddiscovery.com/wp-content/uploads/2017/03/Attachment-3-USD-DD-Amended-Master-Lease.pdf>

7.4 DISCOVERY DISTRICT MASTER PLAN

Click here for Discovery District Master Plan:

<http://usddiscovery.com/wp-content/uploads/2017/03/Attachment-4-Discovery-District-Master-Plan-Updated.pdf>

7.5 USD GEAR CENTER EXPANSION

Click here for USD GEAR Expansion Programming:

<http://usddiscovery.com/wp-content/uploads/2017/03/Attachment-7.5-USD-GEAR-Expansion.pdf>