

### RFP-1073 Financial Advisory Services

	Estrada Hinojosa & Company, Inc.				Masterson Advisors, LLC				PFM Financial Advisors, LLC					
Project Relative Weight				Average Team Score				Average Team Score				Average Team Score		
	E1	E2	E3	66.95	E1	E2	E3	88.00	E1	E2	E3	89.3		
<b>Price - 20 pts</b>														
Purchase Price Calculation per "Instruction to Respondents"				13.28				20.00				19.68		
<b>Respondent - 35 pts</b>														
<b>Quality of Respondent's goods and services - 10 pts</b>														
o Respondent's reputation														
o Respondent's demonstrated ability and qualifications to successfully perform work of this size, scope and complexity, including references that show that Respondent has successfully provided the goods and services to others	6.00	7.00	6.00	6.33	8.00	8.00	10.00	8.67	10.00	9.00	10.00	9.67		
<b>Financial position and stability of Respondent - 5 pts</b>	5.00	4.00	5.00	4.67	5.00	3.00	5.00	4.33	5.00	5.00	5.00	5.00		
<b>The Respondent's past performance - 5 pts</b>	4.00	5.00	4.00	4.33	4.00	4.00	5.00	4.33	5.00	5.00	5.00	5.00		
<b>Respondent's demonstrated understanding and acceptance of the scope of work - 5 pts</b>	3.00	4.00	3.00	3.33	5.00	4.00	5.00	4.67	5.00	5.00	5.00	5.00		
<b>Qualifications and experience of assigned personnel in services or projects like this Project - 5 pts</b>	3.00	4.00	3.00	3.33	3.00	4.00	5.00	4.00	5.00	5.00	5.00	5.00		
<b>Availability of other resources, including staffing capabilities and location of facilities - 5 pts</b>	5.00	4.00	3.00	4.00	4.00	3.00	5.00	4.00	5.00	4.00	5.00	4.67		
<b>Total Average - Respondent</b>	26.00	28.00	24.00	26.00	29.00	26.00	35.00	30.00	35.00	33.00	35.00	34.33		
<b>Benefit to Port Authority - 32 pts</b>														
<b>The extent to which services, including available service options and solutions proposed meet the PHA's needs: 10 pts</b>														
o they are compatible with existing PHA systems and procedures														
o they incorporate systems that are environmentally friendly														
o they exhibit the ability to meet PHA needs	6.00	7.00	4.00	5.67	8.00	8.00	10.00	8.67	10.00	10.00	10.00	10.00		
<b>The anticipated cost of maintenance, including costs related to compatibility (or lack thereof) with other PHA systems, procedures, and equipment- 6 pts</b>	6.00	6.00	4.00	5.33	6.00	6.00	6.00	6.00	6.00	5.00	6.00	5.67		
<b>After contract support, including the availability and quality of technical support and ability to timely deliver needed services - 10 pts</b>	10.00	8.00	4.00	7.33	10.00	8.00	10.00	9.33	10.00	10.00	10.00	10.00		
<b>The total long-term cost to acquire goods or services - 6 pts</b>	6.00	6.00	4.00	5.33	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00		
<b>Total Average - Benefit to Port Authority</b>	28.00	27.00	16.00	23.67	30.00	28.00	32.00	30.00	32.00	31.00	32.00	31.67		
<b>Overall Compliance with PHA Policies and Instructions - 5 pts</b>														
<b>Full completion of the proposal Response form and submission of the items required by the proposal documents, including, but not limited to, all items set forth in Section C of the proposal Response form, and including addenda, if any - 2 pts</b>	2.00	2.00	1.00	1.67	2.00	2.00	2.00	2.00	2.00	2.00	1.00	1.67		
<b>Understanding and acceptance of PHA's contract requirements - 1 pts</b>	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00	0.67		
<b>Transparency of all fees - 1 pts</b>	0.00	1.00	0.00	0.33	1.00	1.00	1.00	1.00	1.00	0.00	1.00	0.67		
<b>Response acceptably presented in terms of clarity, conciseness, organization and appearance - 1 pts</b>	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00	1.00	0.67		
<b>Total Average - Overall Compliance with PHA Policies and Instructions</b>	4.00	5.00	3.00	4.00	5.00	5.00	5.00	5.00	5.00	3.00	3.00	3.67		
<b>Local Business and Small Business Participation - 8 pts</b>														
<b>Calculation of Local Business participation will be performed by the Small Business Staff during the evaluation phase - 3 pts</b>				0.00	0.00				3.00	3.00			0.00	
<b>Calculation of Small Business participation will be performed by the Small Business Staff during the evaluation phase - 5 pts</b>				0.00	0.00				0.00	0.00			0.00	
<b>Total Average - Small Business Participation and Local Business</b>				0.00	0.00				3.00	3.00			0.00	
<b>TEAM AVERAGE TOTAL SCORES</b>				66.95					88.00					89.35