

APPENDIX B: PREDEVELOPMENT LOAN PROGRAM SCORING RUBRIC

<u>Review Category</u>	<u>5 points</u>	<u>3 points</u>	<u>1 point</u>
Project Readiness	Clear timeline defined; all key elements are in place; final financing package nearly complete; closing date set	Tentative timeline defined; most key elements are coming together; some financing secured; tentative closing estimated	Timeline not very clear; early in project development; most project elements still to be completed; little or no financing secured; no closing date
Site Control	Affected site is owned, leased or controlled by applicant or affiliate	P&S or other formal agreement in place with tentative closing set	No site control secured, but general agreement with seller
Permitting	All relevant permits secured	Some permits secured, others in process	No permits secured, but applications submitted
Community Benefit	Multiple benefits for a wide variety of people in the community; project would serve a broad cross-section of residents	Benefits some community residents; project would serve a more-narrow or limited cross-section of the population	Limited community benefit; project would serve a narrow or very limited segment of a community or population
Community Support	Strong and documented community support	Some tentative community support, but more work needs to be done	Plan for community input developed but no clear statement of community support yet
Management Team	Strong team with experience developing or managing large and complex projects	Good team, some experience with project development and/or management	Good team, but little or no experience with project development or management
Organizational Capacity	Organization has positive track record with project development and/or management; strong mission alignment	Organization has done one or more projects in the past; good mission alignment	Little or no previous history with project development and/or management; limited mission alignment
Financial Capacity	Strong balance sheet and extensive experience raising capital funds	Good balance sheet, but limited experience raising capital funds	Shaky financial situation or little to no experience with capital projects
Need for CDFA funding	No other sources available; CDFA funds will make or break the success of the project, or result in significant savings	Some other funding sources may be available	More than one other pre-development source available but not tapped
Intangible/other factors	Strong intangible factors that warrant loan capital	Moderate intangible factors that warrant loan capital	Limited intangible factors that warrant loan capital