

#1 Use 25% #2 Financial 30% #3 Rent 15% #4 Experience 20% #5 Sustainability 10%

#### TM Foods

- #1 = 5% - Snack bar style concession with no detailed plans. The beachfront currently has 3 snack bar like establishments.
  - #2 = 25% - credit report submitted (late payment less than 4 years ago) no additional financial documentation provided.
  - #3 = 10% - \$15K annually in 3 installments
  - #4 = 15% - Snack bar experience – contacted Loch Arbour and Deal and was informed that he operates a good snack bar and has been the concessionaire for 4 (LA) and 3 (Deal) summer seasons
  - #5 = 10% - Fair response
- 70%

**I have personally frequented both snack bars and they appear to run well.**

#### Grillo

- #1 =25% - Detailed plans and renderings submitted, which displayed a much needed full service restaurant and will add to the style and beauty of the beachfront.
  - #2 =25% - Was advised verbally that all the required financial information will be provided prior to entering into a contract. The borough is aware of the two successfully businesses and long term commitment to the borough.
  - #3 =10% - \$3K to \$5K based on term was found to be reasonable based on amount of money that will be put into the building.
  - #4 = 20% - well run successfully business in borough
  - #5 = 2% - - no response but is currently complying with recycling/plastic bag ordinances
- 82%

**Strongly recommend Grillo based firsthand knowledge of businesses and plan/design of the building.**

Kelly Barrett