

EVALUATION MATRIX**Energy Efficiency Loan Program****RFP NO. SMH0116**

Evaluation Category	Max. Points	Velocity Credit Union Austin, TX	Ygrene Energy Fund, LLC Santa Rosa, CA	Peter Squire DBA Austin Green Loans Austin, TX
Financial Institution Qualifications and Experience (10 Max)				
Experience and Qualifications	5	5	3	2
Skills of staff and proposed level of effort	5	5	3	2
Energy Efficiency Loan Terms and Underwriting (35 Max)				
Interest Rate and Fee Pricing	10	8	4	4
Total Evaluated Cost to City	5	4	3	2
Loan Tenors	10	8	8	8
Underwriting Guidelines and Security Requirements	10	7	6	4
Approach to Loan Loss Reserve (20 Max)				
Proposed Risk-Sharing Formula	10	6	2	3
Response to other Loan Agreement Terms	5	4	2	3
Ability to Achieve Broadening Access to Finance	5	2	4	2
Approach to program and Marketing (25 Max)				
Loan Marketing	10	7	6	6
Numbers of Accounts/Members	5	4	1	0
Loan Origination Procedures	10	8	5	4
Other (10 Max)				
Financial Stability	5	4	3	0
Match of Proposal with Program Goals	5	4	2	3
Total Maximum Points Available	100	76	52	43