

**415 W. Washington – RFP 695**  
**Interview Questions**

Proposed work plan

1. Please expand upon how your proposal responds to the challenges of developing this site.
2. Are you willing to team with others to strengthen your proposal?

Past involvement with similar projects

3. How does your past experience position you for success in completing this project?
4. Do key members of project team, including the project manager, have experience with similar projects and what will their roles be during this project?
5. How will you manage project team continuity to complete this project?

Financial capacity

6. With the limited financial information provided, how should this group evaluate your financial capacity?
7. If your proposal advances beyond the interview stage, under what conditions will you disclose your financial information?
8. Given current market conditions, what do you see as thresholds for making this project work (i.e., public vs. private dollars, timing, advance commitments)?
9. How much of each of the following elements does your proposal include?
  - Private investment (equity, etc.)
  - Public investment (DDA, City, etc.)
  - Other financing (debt, etc.)

Cost proposal

10. If the City does not undertake the responsibilities as outlined in your proposal, what alternatives would you explore to proceed?
11. Is there anything that can be done to increase the net economic benefit to the City?