



Application References

The MALB requires that the Applicant provide a minimum of three (3) references that have direct experience with projects that had significant involvement, or were led, by the Applicant within the last four years. The project(s) should be similar to the proposed project(s) in the Application.

Past performance information from these references will be evaluated in the following manner:

- Each Applicant shall be evaluated on its past performance under current and prior contracts. By past performance, the MALB means the Applicant's record of conforming to specifications and to standards of good workmanship; the Applicant's record of forecasting and controlling costs; the Applicant's adherence to contract schedules and terms, including the administrative aspects of performance; the Applicant's reputation for reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Applicant's business-like concern for the interest of the customer and the degree of quality of deliverables and performance.
- Past performance will not be scored, but the MALB's conclusions about overall quality of the Applicant's past performance will be highly influential in determining the relative merits of the Applicant's proposal.
- The MALB will focus on information that demonstrates quality of performance for similar services relative to the size and complexity of the application.
- Evaluation of past performance will be a subjective assessment based on a consideration of all relevant facts and circumstances. It will not be based on absolute standards of acceptable performance.

The MALB reserves the right to contact the organizations and/or individuals identified on the Reference Form. As documented in the Applicant Certification section in the Application, the Applicant acknowledges that the MALB may contact the aforementioned organizations and/or individuals.

Please copy and distribute the attached Reference Form to a minimum of three individuals or organizations and have them forward it directly via email to Terica Bashir at tbashir@metroatlantalandbank.org or other person designated by the MALB.

