

**Second Bayshore Condominium Association
Management Company Evaluation Proposal Comparison**

Criteria	Importance	Castle Part Time			Castle Full Time			Casey			DellCore			Sentry			
		Comment	Score	Wt-Score	Comment	Score	Wt-Score	Comment	Score	Wt-Score	Comment	Score	Wt-Score	Comment	Score	Wt-Score	
Benefits																	
Company																	
	Back Office Sys	8.9	10	89		10	89		9	80		9	80		10	89	
	Web Site Supp	7.8	10	78		10	78		8	62		8	62		9	70	
	Longevity	8.2	10	82		10	82	20 yrs	7	58	30 yrs	10	82	26 yrs	10	82	
	Knowledge Bas	2.9	10	29		10	29		8	23		8	23		10	29	
	Company	6.9	10.0	278		10.0	278		8.0	223		8.8	248		9.8	270	
Branch																	
	Capacity	2.7	10	27		10	27		9	24		9	24		10	27	
	Locality	5.1	8	41		8	41		9	46		10	51		9	46	
	Support Skill Le	6.9	10	242		10	256		9	241		9	241		10	247	
	Support Depth	3.8	10	38		10	38		8	30		8	30		10	38	
	Experience	10.0	10	100		10	100		10	100		10	100		10	100	
	Established Bus	7.3	10	73		10	73		9	66		9	66		10	73	
	Personalization	4.4	7	31		10	44		10	44		10	44		8	36	
	Branch	5.7	9.3	310		9.7	323		9.1	311		9.3	316		9.6	319	
Assigned CAM																	
	Skill Level	9.8	10	98		10	98		10	98		10	98		10	98	
	Experience	10.0	10	100		10	100		10	100		10	100		10	100	
	Personnel Man	6.4	9	58		10	64		9	58		9	58		9	58	
	Time on-site	6.2	5	31		10	62		5	31		5	31		5	31	
	Assigned CAM	8.1	8.5	287		10.0	324		8.5	287		8.5	287		8.5	287	
Benefits	Total			874			925			820			850			876	
Costs																	
Monthly																	
	Monthly Mana	10	\$ 3,000	10	97	\$ 2,500	8	81	\$ 2,500	8	81	\$ 3,090	10	100	\$ 3,000	10	97
	Maintenance F	10	\$ 4,193	10	100	\$ 4,193	10	100	\$ 3,552	8	85	\$ 3,552	8	85	\$ 3,848	9	92
	Health Insuran	1	\$ 495	10	10	\$ 495	10	10	\$ -	0	0	\$ -	0	0	\$ 437	9	9
	CAM	10	\$ 2,795	4	40	\$ 6,988	10	100	\$ -	0	0	\$ -	0	0	\$ -	0	0
	Extra Fees	2	\$ -	0	0		0	0	\$ 300	10	20	\$ 292	10	19	\$ 279	9	19
	Monthly	6.6		6.7	247		7.6	291		5.3	186		5.6	204		7.4	216
One-Time Costs																	
	One Time Fee	1	\$ -	0	0	\$ -	0	0	\$ 900	6	6	\$ 1,545	10	10	\$ -	0	0
	Annual Inceas	4	3%	10	40	3%	10	40	1%	3	13	1.5%	5	20	0%	0	0

**Second Bayshore Condominium Association
Management Company Evaluation Proposal Comparison**

	Special Project	3		0	0		0	0	\$ 25	3	8	\$ 100	10	30	\$ 75	8	22.5
	One-Time Costs	2.7		3.3	40		3.3	40		3.9	27		8.3	60		2.5	23
	Other																
	Minimum Term	5	1	10	50	1	10	50	1	10	50	1	10	50	1	10	50
	Cancelation (days)	5		0	0		0	0	30	1	4	30	1	4	365	10	50
	Other	5.0		5.0	50		5.0	50		5.4	54		5.4	54		10.0	100
Costs	Total			337			381			266			318				339
Value	Benefits / Cost			2.6			2.4			3.1			2.7				2.6
	Maintenance \$	2960							2960			2960			2960		
	Overhead	592							592			592			888		
	Total	3552							3552			3552			3848		