

**Composite Ratings for Arroyo Burro Beach Restaurant Concession Lease Proposals**

<b>Proposer</b>	<b>Business Plan (50 points maximum)</b>	<b>Management (20 points maximum)</b>	<b>Financial Information (20 points maximum)</b>	<b>Capital Improvements (10 points maximum)</b>	<b>Total Score</b>	<b>Overall Ranking</b>
<b>1. Tom White (Santa Barbara Shellfish Co./The FisHouse Restaurant in Santa Barbara)</b>	47.5	18	17.5	8.8	<b>91.8</b>	<b>1</b>
<b>2. Dave Kellams (The Mesa Café &amp; Cody's Café in Santa Barbar)</b>	36.7	18	18.5	5	<b>78.2</b>	<b>2</b>
<b>3. Jerome Bohnett (Brophy Brothers' Restaurant in Santa Barbara; The Big Yellow House in Summerland)</b>	38	14.5	15.7	9.3	<b>77.5</b>	<b>3</b>
<b>4. Cat Cora (Celebrity Chef) - C2 Restaurant Group LLC in Santa Barbara (represented by Sharon Hills Century 21 Realty, Inc.)</b>	36.2	15.8	14.7	8.7	<b>75.4</b>	<b>4</b>
<b>5. John Lambe (John Lambe Construction in Santa Barbara)</b>	38.2	14.7	13.2	8.7	<b>74.8</b>	<b>5</b>
<b>6. Iraj Bozorgmehr (current concessionaire)</b>	31.7	13.2	16.7	3.7	<b>65.3</b>	<b>6</b>
<b>7. Jimmy Wilson (Airport Concession Group, Inc.)</b>	23.3	12.0	8.2	4.5	<b>48.0</b>	<b>7</b>