

Composite Ratings for Brown Pelican Restaurant Concession Lease Proposals

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