

-----Original Message-----

From: ZDOG416@aol.com <ZDOG416@aol.com>  
To: Steve Auger  
CC: Vicki Robinson  
Sent: Thu Sep 20 15:51:57 2007  
Subject: leveraging

Steve

You had stated that SAIL was adding a tiebreaker based upon SAIL dollars per set-aside unit, to combat the potential abuse of inflated total development costs being submitted to artificially lower the SAIL as a percent of TDC calculation (the current tiebreaker).

The draft instructions include the SAIL per set--aside unit as a tiebreaker, but AFTER the SAIL as a % of TDC tiebreaker. The new calculation would only kick in if two deals had identical SAIL/% TDC numbers- a virtual impossibility. This renders the improved tiebreaker meaningless.

I would urge you to utilize the SAIL per set-aside unit as a tiebreaker BEFORE the SAIL/% TDC tiebreaker.

Mark Hendrickson  
1404 Alban Avenue  
Tallahassee, Florida 32301  
850.671.5601  
850.671.5603- fax

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