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# **FINAL REPORT**

## **Russian Military Officer Resettlement Housing Program**

**Prepared for**

**United States Agency for International Development**

**Prepared by**

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Moscow, Russia**

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# **Russian Military Officer Resettlement Housing Program**

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## **1 General Comments**

One of the outcomes of the summit meeting held in Vancouver, Canada in 1992 between the United States and Russia was an agreement by the United States to facilitate the return and demobilization of troops from the Baltic nations to Russia by providing housing for demobilized Russian officers.

In an historic undertaking, the United States and Russia initiated a Pilot Program for the construction of 450 housing units that is now nearing completion. Based on the success of the pilot project, a more ambitious Russian Military Officer Resettlement Program was designed to house 5,000 Russian demobilized officers from the Baltic nations.

To expedite implementation of the Resettlement Program, PADCO was engaged to conduct a competitive tender on behalf of USAID for the construction of 4,000 housing units. PADCO's statement of work called for providing USAID with required pre-contract technical and administrative services. As such, PADCO conducted procurement seminars in Russia on behalf of USAID and solicited and evaluated proposals from potential design-build contractors. PADCO's evaluation and recommendations were provided to USAID in Moscow and Washington, DC. This information was made available by USAID to the general construction manager contractor selected to administer the program.

PADCO has now completed its obligations under the USAID's "US\$160 million" Russian Military Officer Resettlement Housing Program herein after referred to as the Housing Program. As mentioned the Housing Program called for 5,000 dwelling units, 4,000 dwelling units were to be constructed and 1,000 units were to be financed through a Voucher Program. At the beginning of July, 1994 the number of units to be constructed was reduced to 2,500 units and to maintain program targets the number of units in the Voucher Program was increased to 2,500 units. Originally PADCO's role on the Voucher Program was only to review the Pilot Project. Later PADCO's role in the voucher component was expanded beyond the pilot program. As a result, the Construction Program is discussed in Section 2 and the Voucher Program is discussed in Section 3.

## **2 Construction Program**

### **2.1 General Outline of Services**

PADCO's responsibilities included:

- advertising the Request for Proposal (RFP) for design-build contractors in trade journals;
- organizing and conducting pre-bid conferences for prospective contractors;
- responding to continual requests for information from prospective bidders;

- conducting preliminary meetings in oblasts to assist prospective contractors in the preparation of their proposals;
- reviewing and evaluating proposals that were initially submitted to determine proposal responsiveness;
- assisting bidders in improving their proposal responsiveness prior to the arrival of the General Construction Management Contractor (GCMC);
- assisting prospective bidders on where they may obtain information on the construction industry in Russia;
- disseminating to all bidders any USAID approved and directed amendment clarifications;
- inspecting all proposed building sites once proposals were received;
- verifying all site and construction approvals;
- conducting secondary reviews of the responsive proposals;
- making a ranking of proposals for USAID and providing transitional support to the General Construction Management Contractor (GCMC);
- assisting the General Construction Management Contractor (GCMC) in the final evaluation process as required; and
- assisting USAID with the development of Memoranda of Understandings.

## **2.2 Specific Tasks**

### **2.2.1 Advertising and Pre-Bid Conferences**

An advertising program was initiated to alert potential bidders to the existence of the RFP for the Housing Program. Advertisements were placed in the "Commerce Business Daily" in the United States and, with the assistance of Minstroi<sup>1</sup>, in the "Stroitelnaya Gazeta" in Russia. The "Stroitelnaya Gazeta" is published weekly and is read by all major public and private contractors throughout Russia. This publication is used by the Russian Government to announce projects and is a good way to contact builders throughout the Russian Federation. The Russian text of the bid announcement was essentially a translation of the "Commerce Business Daily" text from the United States. Additionally some oblasts independently placed advertisements in their local publications. Pre-bid conferences were held for the purpose of describing the requirements as set forth by USAID in the RFP. Bidder conferences were held both in Washington, DC on March 9, 1994 and Moscow, Russia on March 14, 15 and 17, 1994. These conferences were held in Russia to give potential bidders in more remote areas more time to travel to Moscow. PADCO conducted the Washington conference with the participation of USAID. The Moscow conferences were held in facilities arranged by Minstroi and attended by representatives from USAID/Moscow and Minstroi.

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<sup>1</sup>At the start of the USAID RFP process, Minstroi was known as the State Committee for Architecture and Construction (Gosstroi). Later this organization was elevated to full Ministry status.

About three hundred potential bidders attended the Moscow conferences illustrating local interest in the program. After the bid requirements were described in detail, question and answer sessions were conducted to clarify specific issues raised by prospective bidders. Both Russian and American firms asked for lists of counterpart firms interested in joint bids. Therefore as part of the bidder's materials provided to bidders who supplied their names and addresses PADCO provided lists of both Russian and American participants in the conferences. (A list of all conference attendees is included in Exhibit 1.) A list of questions asked and responses given at the conference was kept and is part of the project record. Though a list of pre-approved geographical sites was included in the Request for Proposal, bidders from areas not listed in the RFP were permitted to enter the competition if they received approval from Minstroi. Also during the bidder's conferences, the representatives from Minstroi said they would help American bidders get approvals for new technologies as long as these innovations did not impair health and safety. However, no bidders requested this assistance so it is unclear whether Minstroi would have been able to process new technology approvals within the proposal preparation period.

### **2.2.2 Preliminary Meetings with Bidders**

After the pre-bid conferences and before the actual date on which all proposals were due, PADCO personnel made visits to the cities and oblasts that were identified in the RFP as pre-approved areas. Minstroi was advised of the proposed PADCO itinerary and was instrumental in scheduling meetings with the interested oblasts. Typically Minstroi sent a representative along with the PADCO teams. Without the involvement of Minstroi, these initial contacts with the various oblasts would not have proceeded with the same efficiency. (See Exhibit 2 for map showing preliminary visit locations.)

The general purpose of these field visits was to meet first with the responsible city and oblast officials to describe the Housing Program in detail. After meeting privately with officials from the administration, a general meeting was held with prospective area bidders along with local officials. These meetings were informational in nature. Since not all contractors had attended the pre-bid conferences described in Section 2.2.1 above, PADCO personnel conducted a thorough briefing on the requirements of the RFP and answered questions from potential bidders.

PADCO found that Russian contractors were not familiar with competitively bid projects. Nor were they used to supplying the amount of information that is required by US Government RFPs.

The following are examples of the typical issues discussed during one of these briefing sessions:

- Contractors were not clear on the concept of a fixed price contract. They were unsure on how to estimate inflation over the duration of their projects or factor in exchange rate variations.

- There was confusion over liability for Value Added Taxes (VAT) and custom tariffs. Though the RFP indicated that VAT would not have to be paid, most contractors included VAT in their estimates. They stated that in actual practice in Russia, they were going to have to pay VAT to secure material from their suppliers and therefore could not exclude it from their bids.
- The amount of advance payments was repeatedly discussed as bidders perceived this as a hedge against inflation.
- Bidders also wanted to know under what conditions they would get their final payment.
- The administrations' questions revolved around infrastructure and beneficiary selection. If off-site infrastructure was required, they would ask the Ministry representative if they could expect any assistance from the Federal government to augment their local budgets.
- Also the administrations wanted a say in the selection of beneficiary officers. Generally they desired to accommodate their own retired officers prior to accepting new arrivals.

When discussions were held with American companies the following additional typical issues surfaced:

- Who would be providing the land? Many bidders expected either the Russian or American governments to provide land.
- What approvals would be required?
- What were the requirements for registration and licensing?<sup>2</sup>
- What Russian firms were available to establish a joint venture?
- Could projects be pre-approved?
- Some companies asked if the US Government would pay required shipping costs.

Finally there were many questions about taxes. Since the situation in Russia is very fluid, bidders were advised to consult Russian tax lawyers. However they were also reminded of the clauses in the RFP stating that this project would be tax exempt.

The informational sessions in the cities and oblasts were very helpful as they gave prospective bidders as well as administration representatives the opportunity to discuss the Military Officer Resettlement Housing Program in an informal setting. Though most bidders had read the RFP, they became more comfortable with it after PADCO representatives explained the document in detail. This was important, since most bidders had no previous experience with competitive bidding.

Also during the many briefing sessions, inconsistencies in the Russian and English translations of the USAID RFP were uncovered and corrected. For example, there is no Russian equivalent to off-site infrastructure, so this term had to be explained.

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<sup>2</sup> As part of the pre-bid materials package, bidders were given a description of registration and licensing requirements in Russia.

After these meetings, the PADCO team would often be escorted by the representatives of the administration to some of the potential construction sites. These site visits were organized by the administrations to offer the review team an advance look at the typical types of sites that would be proposed from their area. These site visits were observational as no judgements or critiques were offered by the PADCO team.

Concurrently with the visits to the field, PADCO personnel in Moscow responded to bidders' inquiries on a daily basis, and a log was kept for this purpose. Inquiries would be in the form of telephone calls, fax communications and bidder visits to the PADCO office. PADCO insisted that all substantive questions be made in writing and kept a log of all inquiries received in Washington DC and Moscow. There were also a substantial number of telephone calls and visits to the PADCO offices. In all cases logs of these visits were maintained and are part of the project record. PADCO personnel also maintained contact with USAID in Moscow and Washington, as well as Minstroi.

During the pre-proposal review, seventeen oblasts were visited over a period of twenty-one days by five PADCO teams. Field reports were made for each visit, and these are part of the project record.

### **2.2.3 Review of Proposals**

All proposals by prospective bidders were due in either Washington, DC or Moscow, Russia on or before May 3, 1994. This date was extended for one day until May 4, 1994 as May 3, 1994 was an official Russian holiday. Proposals submitted in Washington, DC were sent to the Moscow PADCO office via State Department pouch for review in Moscow. (A list of all proposals received in response to the USAID Request for Proposal is included in Exhibit 3.) The review of all proposals was conducted by PADCO personnel at the PADCO office in Moscow. All proposals were reviewed for responsiveness to the USAID RFP. In addition to PADCO personnel, Minstroi was also invited to participate in the review process.

Per the USAID RFP, projects could be proposed in any of the following cities/oblasts: Nizhny Novgorod Oblast and City, Volgograd Oblast and City, Lipetsk Oblast, Tver Oblast (exclusive of Tver City), Novgorod City, Pskov Oblast, Ekaterinburg City, Cherepovets City (Vologda Oblast), Ryazan Oblast and City, Kaliningrad Oblast, Leningrad Oblast and St. Petersburg, Tula Oblast, Krasnodar Krai, Moscow Oblast (exclusive of Moscow City), Kaluga Oblast, Khabarovsk Krai, Ulan Ude City, and Barnaul City (or other cities yet to be determined by the Interministerial Committee or IMC). Minstroi included these cities and oblasts because they sent letters to Minstroi stating their willingness to accept officers from the Baltics, their readiness to provide land for construction and their intent to provide off-site infrastructure. Of the 225 proposals received, 45, or 20 percent were from areas not on the original pre-approved list.

To insure fairness in the review process, criteria were formulated and an evaluation form was prepared to guide each reviewer. (A copy of the initial evaluation form is included in

Exhibit 4.) This preliminary evaluation form followed the requirements as set forth in the USAID RFP. A form was completed for each proposal that was received<sup>3</sup>.

Proposals from US bidders were typically in English while proposals from Russian bidders were in Russian. PADCO's Russian technical assistants read through each proposal with an American counterpart. The completed forms were then channeled through another PADCO review member who after checking the form also prepared a summary of the proposals' key features. After the initial review was completed, a select committee of PADCO's most experienced personnel along with a representative of USAID reassessed the level of responsiveness of each proposal.

The proposals were judged to be in one of three categories of responsiveness to the USAID RFP. The first category was "responsive to the Request for Proposal". These proposals generally provided most if not all the required information requested in the RFP. A number of these proposals had significant amounts of completed construction and were around the USAID proposed cost range. If this were the case, the proposal warranted further consideration. The second category was "partially responsive to the Request for Proposal". These proposals generally had a flaw, such as a cost above the \$25,000 figure, a lack of information on the off-site infrastructure or a lack of land and/or design approvals. Such a proposal warranted further consideration only if 5,000 units were not available from the category 1 proposals. The third category was "not responsive to the Request for Proposal". These proposals generally had no approvals in place, had excessively high costs (above \$60,000/unit), had no information of infrastructure or had no cost information. These were not given further consideration. (A list of all proposals that were judged to be responsive, partially responsive and non-responsive to the Request for Proposal is also included in Exhibit 3.)

#### **2.2.4 Selected Site Visits**

Prior to the start of the second round of field trips a final bid evaluation form was prepared by the PADCO team and approved by USAID. (A copy of the final evaluation form is included in Exhibit 5.) This final evaluation form expanded on the preliminary evaluation form and was designed to permit numerical ranking later. The scoring was based on a maximum of 1000 points, 70 percent based on technical merit and professional competence and 30 percent based on cost. This percentage split was specified by USAID in the Washington Bidder's Conferences and then later incorporated into the minutes of the conferences provided to all bidders who provided names and addresses. The technical merit evaluation criteria consisted of the following: design and land approvals and permits, corporate capacity, professional competence, access to off-site infrastructure, miscellaneous site issues, status of construction, and support of the local administrations. Each criteria was

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<sup>3</sup>These forms along with other materials provided subsequently by the bidders plus a final evaluation of the proposal are bound separately and were provided to USAID/Moscow.

individually weighted based on its contribution to the successful completion of a typical project.

The USAID RFP was specific in describing the criteria on which responses would be judged. Table 1, following on page 9, shows the evaluation criteria categories along with their weighted values which were developed by the PADCO team, and approved by USAID. The general categories as shown in the table, were:

- approvals;
- corporate strength;
- professional competence;
- off-site infrastructure;
- site and others;
- completion schedule; and
- local government support.

A description of the contents of each criteria category is as follows:

a. Approvals

This category assessed the following:

- the status of the company's legal identity (was it registered in Russia, was it licensed to construct);
- was there a company management structure enclosed;
- did the company meet the nationality requirements set forth in the RFP;
- did the company have rights to develop the land;
- what was the status of architectural and planning approvals; and
- did the company submit an environmental checklist with their proposal.

Of all these items, land reservation and status of architectural and planning approvals are the most critical to the success of a project.

The RFP included an Environmental Checklist based on one developed in the State of California. Since the RFP did not specify who should sign the checklist, its validity was questionable in the Russian context. It would have been preferable if the checklist had been signed by either a municipal or oblast official. As a result, the information contained in the Environmental Checklist was judged to be suspect and not scored very high in the total number of points awarded to proposals.

**b. Corporate Strength**

This category was developed to ascertain the role of the bidder and the control that the bidder would have over the construction process. For example, was the bidder also the intended contractor, or was the bidder acting as a developer who would then contract out the construction works. If the bidder was an agent who was neither a developer nor a builder, they were given no points in this category since they would not actually perform any construction works. Some of the other questions that were evaluated were:

- What percentage of the work did the builder intend to perform with its own forces.
- Did the bidder have existing relationships with established suppliers.
- Were the suppliers local.

**c. Professional Competence**

The bidder's experience in housing and its financial strength were addressed in this section. How many housing units were completed in the last two years and had the bidder completed work in the proposed city or oblast. The time to complete the proposed project was noted. The shorter the time frame the greater the likelihood that project would be successful. It was preferred that the bidder had working capital to cover any interim expenditures required rather than relying solely on USAID financing. Also would the bidder provide some form of bank guarantee so that in the event of a default, USAID could reclaim the total amount of the advance payment.

**d. Off-Site Infrastructure**

The availability of off-site infrastructure is absolutely critical to the success of a project. In these times of dwindling local budgets, the fewer expenditures required of the local administrations, the greater the likelihood that infrastructure will be available. The closer the off-site infrastructure, the more favorably the proposal was reviewed. Projects that had construction in place usually had off-site infrastructure either available or close by.

**e. Site & others**

To minimize the future general construction management contractor effort, proposals for 125 or more housing units were preferred. Smaller sites were not rejected but just not preferred. Proposals that incorporated innovative designs, energy efficiencies and transfer of Western technology were also preferred, though typical Russian designs were accepted. Joint ventures were also preferred.

**f. Completion Schedule**

Projects with construction in place were preferred over new construction as there is less risk with these types of projects. Such a project is more likely to be successful as there is less

construction to be put in place. Also the more construction already in place, the quicker the project should be completed.

**g. Local Government Support**

Projects without governmental support do not succeed. The proposer had to show that the local government supported the project. Letters were required from the local government stating support as well as agreeing to furnish off-site infrastructure. In addition, the local government had to agree to accept officers who were not on local waiting lists since officers selected by the national government would be from outside the local area.

**Table 1**

<b>Evaluation Criteria Form</b>		
<b>Criteria</b>	<b>Maximum Points</b>	<b>Percentage of Technical Total</b>
Approvals	300	20%
Corporate Strength	120	8%
Professional Competence	190	13%
Off-Site Infrastructure	300	20%
Site & Others	50	3%
Completion Schedule (start up potential)	400	26%
Governmental Support	150	10%
Technical Total (the percentage of the actual points to the maximum times 700 is the prorated technical score in the final ranking)	1510	100%
Cost Proposal	300	100%
<b>Final Ranking</b>		<b>Percent of Total</b>
Technical Points	700	70%
Cost Points	300	30%
Total Points	1000	100%

As stated previously, the individual criteria items were weighted based on their relative importance to the probable success of a typical construction project in Russia. This "relative importance" was based on previous PADCO hands-on experience with the Pilot Officer Resettlement Program.

The three technical areas judged to be the most critical to a successful project were: the status of approvals, the availability of off-site infrastructure and the completion schedule (start-up potential based on existing work in place). These critical areas were stressed by USAID as well. The values associated with these criteria reflect their relative value (300 points, 300 points and 400 points respectively out of the total of 1510). These criteria were readily evaluated as they are based on objective data.

The Technical criteria related to corporate strength and professional competence relied on bidder input. One of the subcategories in the professional competence criteria was a comparison of the contractor's stated short term assets and liabilities. Contractors with positive working capital, i.e., greater short term assets than liabilities, were awarded evaluation points as they were thought to be more viable than those without working capital. A most recent balance sheet as well as the 1993 year end balance sheet was requested. A comparison of the most recent and year end balance sheets offered a glimpse of the financial health of the company and noted any particular financial trends that might bear further scrutiny. Though company balance sheets in Russia tend to be understated to avoid excessive national tax liabilities, they provide an indication of relative financial strength. Further, companies which show persistent losses are supposed to be declared bankrupt and closed down.

Site characteristics such as area of the site, number of units proposed, typical apartment gross area were reviewed but not judged to be as important to the success of a project as are the previously discussed criteria. These characteristics are under the umbrella of architectural approvals granted by the oblast authorities. If architectural approvals are in place, the project will have met Russian standards. The PADCO teams checked site conditions to insure conformance to the parameters set forth in the USAID RFP.

Local government support is critical to the success of a potential project. This was one of the important lessons of the Pilot Program. If local officials support a bidder, the entire approval process can be streamlined. If there is no support, projects are likely to fail or be seriously delayed. This criteria was ranked in several ways. First the city/oblast officials were asked if they would accept officers not on their waiting list. Then the teams asked if they would streamline any approval processes and provide any required infrastructure. Finally local administrations were asked if they supported the bidder.

Some bidders proposed projects where construction had already been started for other clients. A section in the evaluation form was developed to confirm that all rights to the site and approval to start construction had in fact been transferred from the previous client to the bidder. A "yes" or "no" response was imputed for each question in the section. Any

incorrect response would trigger an "x" in the appropriate informational box at the bottom of the summary sheet of the Evaluation Criteria form (page 1). The GCMC upon reviewing a proposal evaluation form would then be alerted to a potential problem with ownership of the site and ability to start construction. These are problems that would have to be corrected prior to the signing of a contract.

In making the evaluation of the status of approvals, if one of the members of the bidder's team held the rights to the land, full points were awarded to the proposal. However, if a third party, not part of the bidder's team held the rights to the land, the project was judged as having "letters of guarantee" only, therefore having no legal status and ranked accordingly.

Also at the bottom of the summary sheet of the Evaluation Criteria (page 1) is another informational box identified as Legal Requirements. If an "x" appeared in this box, the GCMC would be warned that there may be a problem with the bidder's legal status in Russia (see Section 1 of the Evaluation Criteria form).

The bidder's cost was weighted at 30 percent of the total points. The competitive cost ranges were determined by calculating the mean price received and then calculating standard deviations away from the mean. Though the highest points were given for lower costs per the RFP, very low cost responses were not ranked as they were determined to be unrealistic when factoring in inflation. Regardless of the stated costs, there is still a concern as to whether all contractors have actually budgeted sufficient sums to cover inflation over the life of the project. Again, the concept of a fixed price contract is still not fully understood nor followed in the Russian construction market.

PADCO teams returned to the field to visit with bidders whose proposals were deemed to be responsive to the RFP. Generally a decision was made to visit a category 2 proposal (see 2.2.3 above) if the proposal was in the same geographical area as a level 1 proposal being visited.

Prior to the second round of visits to the field, all PADCO teams were instructed on the use of the final evaluation form. Particular attention was taken with respect to Section 12 (Status of Approvals) in regards to proposals involving existing construction. Also as a result of a pre-visit meeting with USAID, PADCO was informed that the advance payment criteria had changed. PADCO was to inform all bidders that the maximum advance payment allowed by USAID would be 10 percent. During the first round of oblast visits and per the USAID RFP, the maximum allowed advance payment was stated as up to 40 percent. PADCO was instructed to inform all bidders that if this considerable reduction in the advance payment changed the basis on which they prepared their cost estimates, they would be allowed to adjust their proposed costs. However, any cost adjustment would have to be justified, i.e. to cover interest payments on loans, etc. Of the 129 proposals reviewed in the second round of site visits, 50 cost proposals were increased, or approximately 40 percent of the proposals. The last page of the evaluation form was developed to collect information on revised bids,

VAT taxes included in the total cost (if any) and to get information on the expected advance payments.

For the sake of familiarity and continuity PADCO teams returned to the same oblasts/cities they had visited during the preliminary field trips. A typical visit would be scheduled as follows:

- Upon arrival, a meeting would be held at the local administration offices with city and oblast representatives and prospective bidders. PADCO representatives would inform the administration they had returned because the proposals submitted by the bidder(s) present had been responsive to the RFP. The governmental authorities were questioned for their support for the proposed project. The nature of governmental support sought included commitments for prompt approvals, approval and comfort with the bidder, acceptance of the officer selection guidelines, and the ability to provide any necessary off-site infrastructure to support the proposed project. To the extent possible, the teams met with the oblast Governor or in lieu of the Governor, with the Vice Governor responsible for construction.
- A meeting was then held at the offices of the "responsive" bidder(s). PADCO teams provided bidders with either the Russian or English version of the evaluation form. At this time issues related to company strength and professional competence were reviewed. A tour was made of the bidders office to observe the number of people, the types of office equipment available, the level of activity and the general appearance of the office. Key personnel that would be associated with the proposed project were sought out and briefly interviewed. The teams also reviewed the bidder's construction documents and if available, the off-site infrastructure plans.
- A visit was then made to the actual site. At the site, the status of any existing construction was confirmed and quantified. The status of the existing off-site infrastructure would also be confirmed by observing the actual off-site connection points and noting the distance from the existing services to the site. The surrounding area would be reviewed to see that the project blended with the local environment. Accessibility to the site was considered, i.e., availability of public transportation and road conditions. Distance to available employment opportunities was asked. The environmental check list was reviewed to see if there appeared to be any environmental problems.

A list of all second round site visits is included in Exhibit 6. A map indicating the location in Russia of all sites included in the second round is included in Exhibit 7.

### **2.2.5 Final Proposal Ranking**

The second round of PADCO field trips involved four PADCO teams from mid May to the end of June 1994. In July, a limited number of additional sites were visited either at the request of Minstroj or if the proposal included American bidders not already visited. At the conclusion of this second round of field trips, all final evaluation forms were collected and a summary of all ranked proposals was prepared for USAID. Added to this summary but not ranked were the rest of all the proposals received in response to the RFP. (A copy of the

final proposal grading report is included in Exhibit 8.) In addition to the overall master list of all proposals a shorter summary list of the top 35 proposals was prepared. This top 35 listing was intended to be used as a list of priority proposals to be reviewed by the GCMC in its final selection process.<sup>4</sup> (A list of the top 35 rated proposals is included in Exhibit 9.)

#### **2.2.6 Assistance to the General Construction Management Contractor (GCMC)**

Upon arrival of the GCMC in Russia PADCO assisted USAID and the GCMC with reviewing the higher ranked proposals. After the GCMC determined which proposals would be revisited prior to the final selection, PADCO personnel provided transitional support to assist the GCMC. (A copy of the itinerary of all visits conducted in support of the GCMC is included in Exhibit 10.)

The following is a general list of the types of services PADCO provided to USAID and the General Construction Manager Contractor:

- briefed USAID and the GCMC on PADCO's final ranking of proposals;
- arranged meetings with bidders and local administrations prior to field trips;
- provided logistical support in the form of room reservations, vehicles, tickets, etc.;
- briefed the GCMC on the Russian construction industry;
- briefed the GCMC on the Russian administrative hierarchy and intergovernmental relationships;
- explained PADCO final evaluation form, its contents and use;
- reviewed the information contained in a typical Russian balance sheet and how to use the information contained;
- provided temporary translation and interpretation services;
- highlighted the main requirements of the USAID RFP;
- explained the types and forms of company registrations, land allocation and architectural and planning approvals;
- supplied copies to USAID/GCMC of all files pertaining to proposal under final consideration; and
- supplied PADCO memorandum describing "Lessons Learned" as a result of PADCO involvement in the Military Housing Pilot Program.

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<sup>4</sup>The RFP, however, stated that the GCMC could select any proposal received under the procurement. The PADCO ranking, therefore, was intended to serve as a guide to USAID and the GCMC.

### 2.2.7 Proposal Statistics

Upon reviewing all the data from the responses received following the second round of site visits (129 proposals), certain trends became apparent. Of particular interest is the relationship between the status of construction, the average unit cost and the time to complete. Using the base data from the Completion Schedule section describing amount of construction in place (section 10) of the Final Evaluation Form (Exhibit 5) for all visits made the average unit cost and time to complete was determined for the following stages of existing completion:

- 0 percent (new construction)
- 1 percent to 25 percent complete
- 26 percent to 50 percent complete
- 51 percent to 75 percent complete
- 76 percent to 100 percent (100 percent indicating that the building shell was complete)

The following Table 2 and Figures 1 and 2 show the relationship of these three parameters. What becomes apparent is that the greater the amount of existing construction in place, the lower the average unit cost and the less time is projected to complete the project.

**Table 2**

<b>Completion Status vs Unit Cost and Time to Complete</b>		
<b>Completion Status</b>	<b>Average Unit Cost Net of VAT</b>	<b>Time to Complete</b>
0 % (New Construction)	\$30,876	19 Months
1% to 25%	\$25,675	17 Months
26% to 50%	\$24,375	13 Months
51% to 75%	\$23,313	13 Months
76% to 100%	\$20,533	6 Months

Figure 1

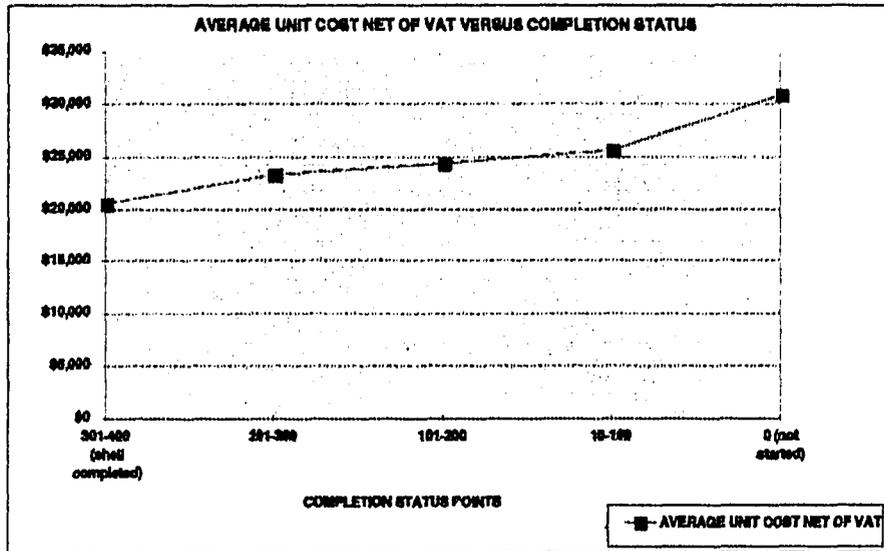
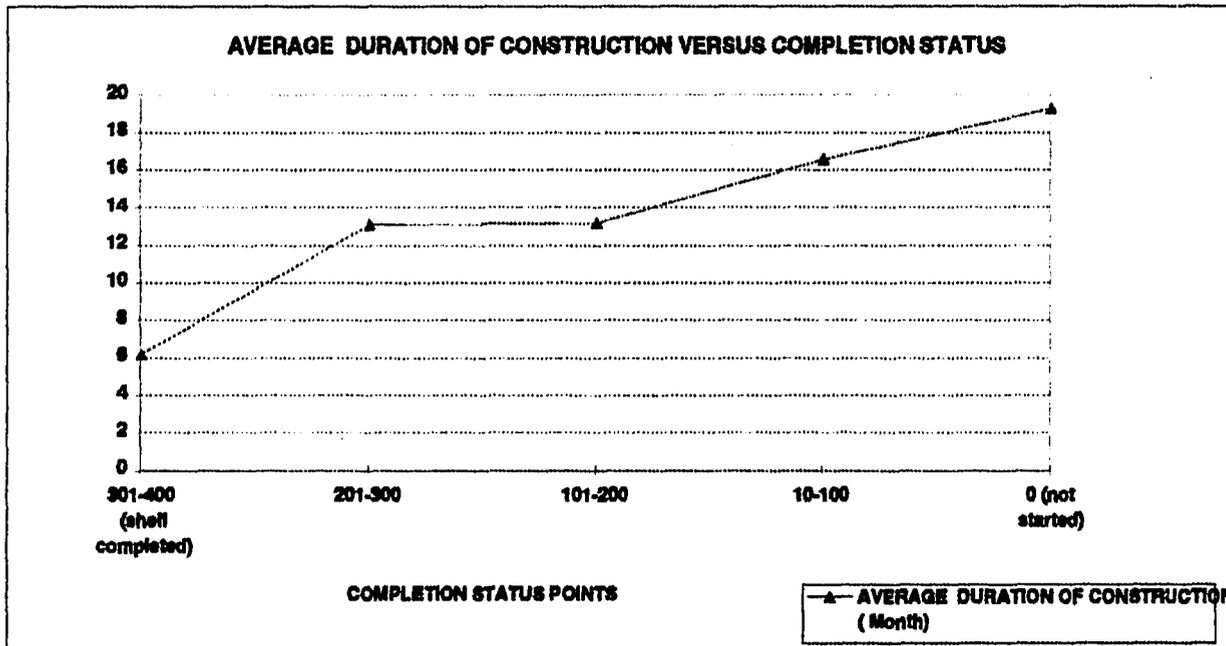


Figure 2



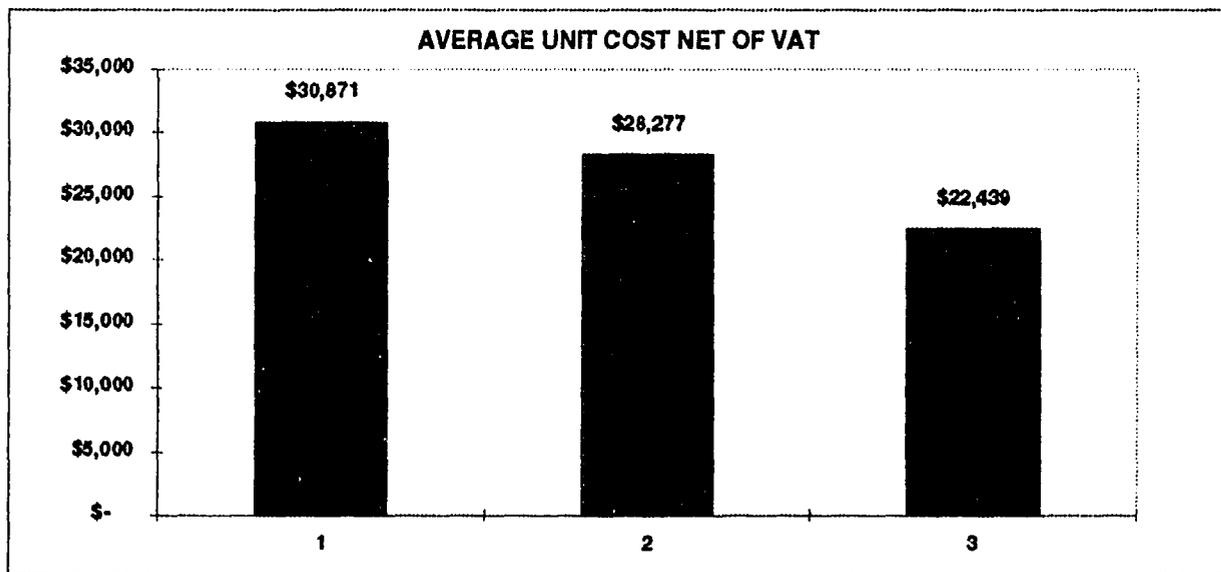
There were three distinct evaluation levels. The first was the receipt of all proposals (225 in total), the second was the evaluation of the proposals visited during the second round (129) after the unresponsive responses of the initial submission were eliminated and the third was

the selection of the top 35 proposals of the second round proposals. Each level involved more responsive proposals and this fact is reflected in Tables 3 and 4, and Figures 3 and 4. These tables and figures show that as the evaluation process proceeded, the average cost decreased.

**Table 3**

<b>Average Unit Cost Net of VAT</b>		
<b>All 225 Submitted Proposals</b>	<b>129 Second Round Proposals</b>	<b>Top 35 Proposals</b>
<b>\$30,871</b>	<b>\$28,277</b>	<b>\$22,439</b>

**Figure 3**

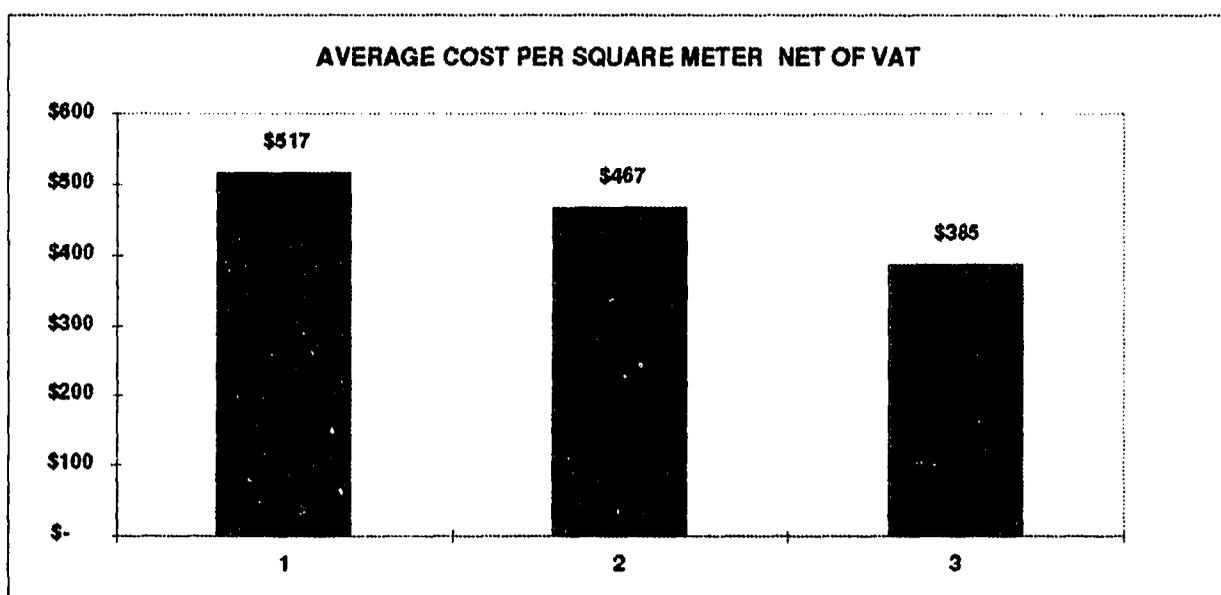


1. All submitted proposals
2. 129 evaluated proposals
3. Top 35 proposals

**Table 4**

<b>Average Cost per Square Meter Net of VAT</b>		
<b>All 225 Submitted Proposals</b>	<b>129 Second Round Proposals</b>	<b>Top 35 Proposals</b>
<b>\$517</b>	<b>\$467</b>	<b>\$385</b>

**Figure 4**



1. All submitted proposals
2. 129 evaluated proposals
3. Top 35 proposals

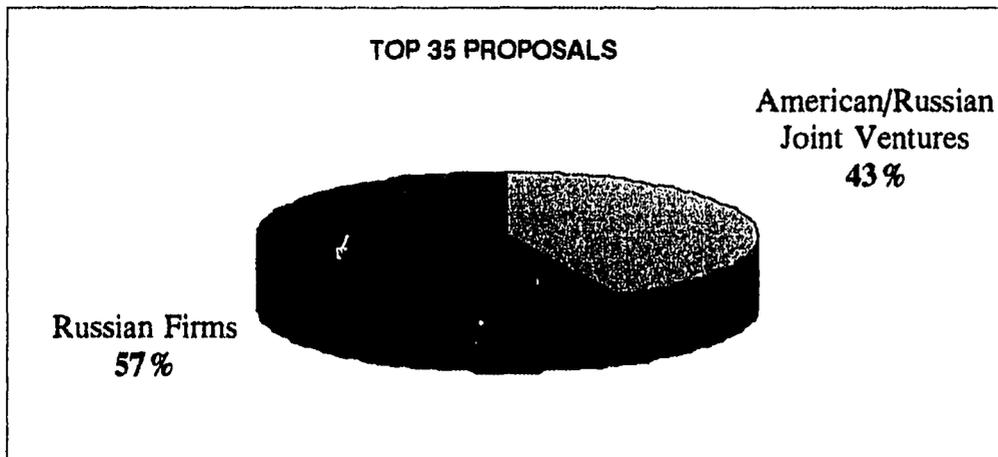
American companies unless they were experienced in Russia faced difficult hurdles to compete due to the difficulties of approvals, land allotment, local knowledge, understanding of Russian systems and design and construction practices and local support. These issues are discussed in greater detail in the following "Lessons Learned" section 2.2.7.4 labelled as "American Companies". Nevertheless there was a concern that American companies were not excluded from the competition. A review of American-Russian joint ventures shows that Americans were able to participate even though they may have faced greater problems in putting together proposals. To assess American participation, a review was made of the number of Russian firms and number of American-Russian joint ventures evaluated at each step of the evaluation process. Table 5 shows this comparison at each of the three evaluation points.

**Table 5**

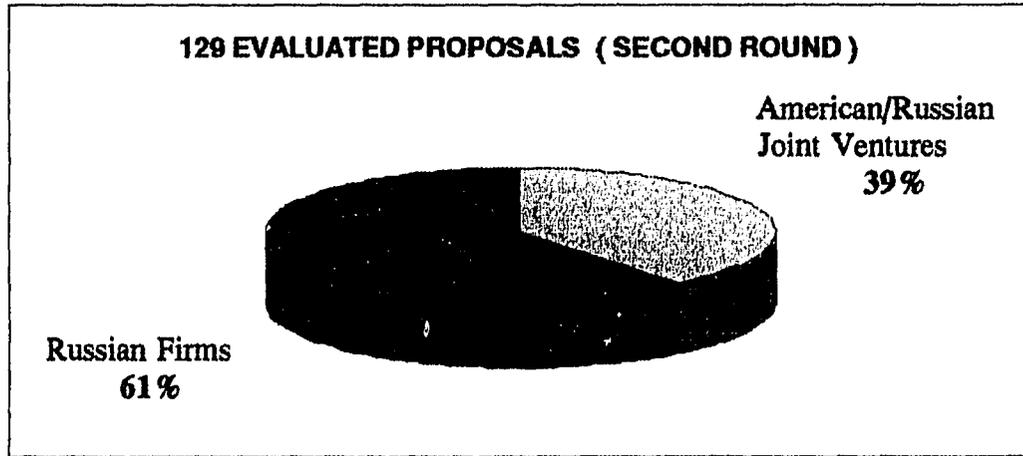
<b>Number of American-Russian Joint Venture Proposals and Russian Proposals at Each Stage of Evaluation</b>			
	<b>Number of Proposals</b>		
<b>Evaluation Stage</b>	<b>All 225 Submitted Proposals</b>	<b>129 Second Round Proposals</b>	<b>Top 35 Proposals</b>
<b>American-Russian Joint Ventures</b>	80 (36%)	50 (39%)	15 (43%)
<b>Russian Firms</b>	145 (64%)	79 (61%)	20 (57%)
<b>Totals</b>	225	129	35

Table 5 indicates that a substantial number of American-Russian Joint Ventures survived each level of evaluation. On a percentage basis, the percentage of American-Russian Joint Ventures actually increased. See Figures 5, 6 and 7 for a graphical display of the percentage split between American-Russian joint ventures and Russian firms.

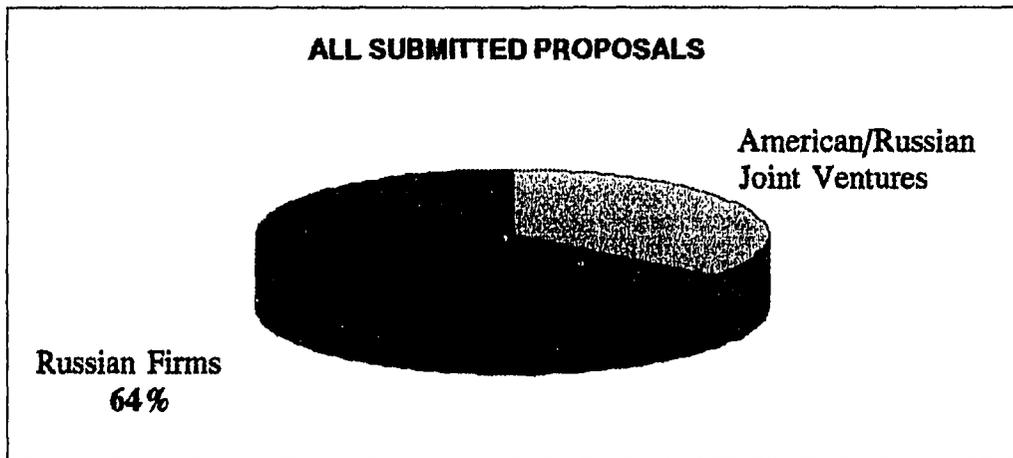
**Figure 5**



**Figure 6**



**Figure 7**



American-Russian joint ventures tended to propose new construction projects. Of the 71 American-Russian joint venture proposals received at the initial submittal (not counting the 9 proposals that had no information), 57 involved new construction, or 80 percent. Of the 50 proposals that survived to the second round, 36 involved new construction, or 72 percent. But of those American-Russian joint ventures that were listed in the top 35 proposals only 33 percent involved new construction. The following Table 6 shows the types of projects proposed by American-Russian joint ventures that were considered at each evaluating stage.

**Table 6  
American-Russian Joint Venture Responses**

#	Type of Units	Status of Construction on Each Stage of Evaluation								
		All Submitted Proposals			129-Second Round Proposals			Top-35 Proposals		
		All J/V Proposals	Existing Construction	New Construction	All J/V Proposals	Existing Construction	New Construction	All J/V Proposals	Existing Construction	New Construction
1	Single Family	25	1	24	13	1	12	-	-	-
2	Low-Rise	15	4	11	14	4	10	5	4	1
3	High-Rise	27	9	18	19	9	10	10	6	4
4	Mixed Development	4	-	4	4	-	4	-	-	-
5	No Information	9	-	-	-	-	-	-	-	-
	Total	80	14	57	50	14	36	15	10	5

**2.2.8 Lessons Learned**

Based on the PADCO experience with the Russian Military Officer Resettlement Housing Program, the following items, through hindsight, might have been done differently or should have also been initially included in the program.

- a. Clarify the program objectives from the start. The program suffered from conflicting objectives that created confusion among bidders and local governments. The following illustrates the problems with objectives:
  - i. Although the intent of the RFP was to construct housing within a two year period and at a fixed budget, the introduction of secondary objectives such as an encouragement to introduce new technologies created confusion. Introduction of new technologies would result in delays in getting approvals since these technologies would have to be evaluated against SNiP (Russian National Building Codes). As a result, only projects and technologies which were already approved could successfully compete in the procurement and still meet project deadlines.
  - ii. There was considerable confusion throughout the process as to which cities and oblasts were eligible locations for projects. As stated earlier, Minstroi prepared an initial list of oblasts and cities agreeing to participate in the program. Later during the bidder's conferences, it was announced that other areas could be proposed if

Minstroi's approval was granted and if officers were willing to go to these places. Much later in the process, Minstroi produced another list of locations where it said that officers wanted to go that excluded some of the cities included in the initial list.

- iii. Beneficiary selection criteria and procedures need to be clear from the start. Oblast support was generally contingent on the percentage of officers that could be drawn from local waiting lists. Typically they would link the percent of the total costs borne by the oblast to the percent of officers coming from local waiting lists. Thus, clearly identifying the beneficiary selection procedures at the start of the process would have allowed local administrations to budget for this program and to determine early in the process as to whether they would support the program.
- iv. Clarity on Russian Federation contributions to the program would have facilitated local government support. Although various promises were made by Federation level officials, oblast level officials remained highly skeptical of this support since most oblasts had received only a fraction of promised Federation funds for officer housing in the previous fiscal year.

**b. Request for Proposal Clarifications**

- i. Future RFP's should state that an environmental assessment, if required, be completed and signed by a representative of the administration responsible for environmental matters. The form found in the RFP indicated that the bidder was supposed to complete the form. However, bidders are not authorized to sign environmental assessments on behalf of local administrations. Furthermore, the form should be tailored for use in Russia. The environmental checklist form included in the RFP, for example, had references to environmental problems which might result in potential elimination of the major periods of California history or prehistory.
- ii. The amount allowed for advance payments should be specified from the start and not modified during the bid process. Revising the advance payment amount required a number of companies to revise their price, all upward. Even those that did not, had to re-think their business plan. A change in such an important bid parameter caused considerable confusion.
- iii. The RFP should state whether bidders would be allowed to bill for stored materials on-site as well as off-site. Again, knowing this allows the bidder to better develop a business plan as this issue directly impacts costs.
- iv. Future RFP's should include a simple form that lists all the information that should be included with the proposal. Some bidders did not submit all the required information. This was due to a requirement being overlooked or thought not to be important. A simple checklist would remind bidders of the required submissions and therefore assist in making their proposals more responsive to the RFP.

- v. Bidders proposing projects that had construction in place were confused as to whether they would be able to bill for the completed work at the onset of the project. Understanding the available cash flow has a direct impact on the proposed cost and business plan.

#### c. Off-Site Infrastructure

Although the RFP requested that information about the existence of off-site infrastructure, most proposals were not very clear on this issue. In future procurements, bidders should be required to provide a detailed site plan with the site boundaries clearly identified and showing all required infrastructure including the existing points of connection. Infrastructure included in the proposed costs should be clearly noted as well as that infrastructure that is excluded. For infrastructure not included in the costs, a detailed cost estimate should be included along with clear guarantees from the local administration that these services will be financed from local budgets.

#### d. American Companies

The complexities of construction in Russia made it difficult for American bidders to participate in the program if they had not previously established a base in the country. The proposal period was not long enough to permit a foreign company to establish a Russian company, get licensed by the Government, secure a site, establish relationships with the local administration and ensure a steady supply of materials. The planning approval process alone could take upwards of eighteen months. A great many American bids suffered from the lack of planning approvals, lack of information about infrastructure, lack of approvals for their building systems and lack of local administration support.

American firms that were already established in Russia were able to submit more successful bids since they had already established production lines. In future procurements, if the desire is to introduce new American companies to Russia, either more time should be granted to establish local relations, or the RFP should state that such relations must exist at the time of bid submittal. Bidders should not be encouraged to spend enormous amounts of money preparing proposals when in fact they will not be able to comply with the requirements of the RFP.

The RFP had conflicting objectives. On the one hand, there was a desire to incorporate American construction technology into the program. On the other hand, projects that were more likely to be at or under the targeted \$25,000/unit cost and be completed in time were projects with construction in place. Projects with construction in place were typically of the standard Russian high rise design in populated areas. These projects offered limited opportunities for incorporating new technologies.

New projects incorporating American innovative technologies were typically cottage developments similar to a standard American single or garden style housing development.

These projects require large tracts of land and are always situated at the fringe of a city or in the countryside. In both cases, off-site infrastructure was typically far removed from the project site. These projects require significantly greater financial resources from the local administrations. In today's market, local administrative budgets are being severely strained to maintain existing services, much less new expenditures servicing a small select population. Though local administrations may publicly state support for this type of development, they simply cannot marshal the financial resources to fund not only the off-site infrastructure but also the required social infrastructure in a timely manner.

#### **d. Local Support**

The support of the local administration is critical to the success of any project. Local support is shown by providing land, ensuring prompt approvals, accepting new arrivals, providing social infrastructure and providing the necessary off-site infrastructure. These means of support deplete local governments available resources of land and capital. Therefore local administrations need an incentive to support a program. Future procurements should place more emphasis on incentives to the local administrations. In this case greater local support might have been obtained by increasing their percentage of officer selection or providing some assistance with off-site infrastructure.

#### **e. Status of Construction**

- i. While not ruling out new construction projects, there should be an indication in a housing RFP that projects with construction in place are preferred. Hypothetically speaking, if two similar projects are proposed, one with construction in place and the other a new project, i.e., no construction in place, it is more likely that the project with construction in place will be completed in a timely manner and at a lower cost. This was borne out by the results of the Russian Military Officer Resettlement Housing Program.**

There are numerous existing housing projects in Russia that as a result of an interruption in construction financing, have either been stalled or worse, terminated. Reusing existing partially completed housing stocks would benefit both USAID and the cities in which these projects are located. USAID would benefit by having projects with the highest potential of success and the cities would benefit through reduction of unfinished buildings on their landscape. Additionally, as most of these unfinished projects have at least some off-site infrastructure installed, the city also benefits from the fact that their initial infrastructure investment is not lost.

- ii. Another issue of conflicting objectives related to building standards. The RFP stated that all construction must comply with Russian SNIIP building codes (National Building Codes). Justifiable variation from SNIIP requirements was encouraged and could be proposed. Non-compliance to the existing Russian building code standards encouraged proposals that would offer American style building systems. In reality,**

however, obtaining a variance from the Russian SNIIP codes, though possible, is a lengthy process at best. There are no guarantees regardless of the content of the proposed variance. Though encouraged, new systems used in the United States that are not in compliance with Russian standards may not find acceptance in Russia at this time. The irony is that if a bidder proposed an encouraged American style system currently in non-compliance to Russian norms, that proposal would effectively be non-responsive to the RFP.

**f. Other Issues**

- i. In both the Pilot Military Housing Program and again in the Russian Military Officer Resettlement Housing Program, the beneficiary selection criteria was not finalized until late in the bid evaluation process. This created confusion and probably made final MOU negotiations more difficult. During the bidder's conferences and subsequent PADCO field trips, the PADCO team provided local administrations with copies of the three priorities established for beneficiary selection. At that time no discussion was held on the percentages of officers that might come from local waiting lists. The final beneficiary selection criteria was only negotiated late in July when the project agreement was signed. While the complications in negotiating the various issues related to the project no doubt created the delay in finalizing beneficiary selection criteria, presenting different sets of criteria during the bid evaluation process created unnecessary confusion and in some cases may have resulted in ranking oblast participation higher than might have happened otherwise.**
- ii. As companies in Russia continue in the free enterprise system, the law of averages will dictate that some companies succeed while others fail. More emphasis will be placed on examining financial strength. Towards this goal, future RFP's should specifically request a copy of the most recent enterprise balance sheet and the previous years' year end report. Balance sheets are prepared quarterly in a standard form approved by the Ministry of Finance known as the "Balance of the Enterprise", form number 1, that has been approved by the Ministry of Finance of the Russian Federation. Using the balance sheet, standard accounting indicators, such as fixed assets, current assets and liabilities, working capital and net worth can be identified. Using these indicators, additional information can be identified such as standard accounting liquidity ratios, e.g. working capital ratios (current assets/current liabilities) and acid test ratios (current assets less stocks and debtors/current liabilities). Indicators such as working capital and net worth should be compared to the proposed cost of a project. For example, if a bidder proposes a project with a high cost but has little working capital and net worth, there would be reasonable doubt concerning the bidder's ability to successfully complete the project in a timely manner. (See Exhibit 11 for a copy of the balance sheet model.)**
- iii. The time spent by PADCO with administrations and bidders prior to the receipt of proposals was extremely helpful to all parties. Many hours were spent explaining the**

why's and wherefore's of the requirements of the RFP. Issues that are widely understood in the United States, such as progress payments, retention on progress payments, submitting an original and a copy of the proposal and final acceptance required explanation. Clarifying bidder and administration confusion resulted in an improved quality of responsiveness. This type of technical assistance should be continued in support of future RFP's.

- iv. In the future, the bid process should be scheduled so that contract award can be made prior to the start of the Russian building season. Typically, the prime months for construction are from May through October. While construction is done during the winter months, efficiencies are not the same, particularly when the building shell is being erected.

### **2.2.9 Miscellaneous Information**

A series of tables are made part of this report through attached exhibits that provide various statistical analyses. The following is a list of these tables:

- Exhibit 12 is a summary by oblast/krai of the number of JV and Russian proposals received, average unit and square meter costs. Exhibit 15 covers all of the proposals originally received in response to the USAID RFP.
- Exhibit 13 is a summary by oblast/krai of the number and types of housing, i.e., cottages, low rise and high rise, originally proposed.
- Exhibit 14 by oblast/krai shows the number of proposals, average costs of different housing types, average cost per square meter, and completion status of all proposals reviewed in the second round of site visits.
- Exhibit 15 by oblast/krai notes the total number of units as well as the number of individual housing types for all proposals reviewed during the second round of site visits.
- Exhibit 16 includes general information on the top 35 proposals.
- Exhibit 17 by oblast/krai lists the average cost per unit for all proposals, average cost by housing type, average cost per square meter, average unit size and status of completion for the top 35 ranked proposal.

## **3 Voucher Program**

### **3.1 Background**

The overall Military Officer Resettlement Housing Program was to result in the delivery of 5,000 housing units. In concert with the 2,500 housing units that were to be constructed under the direct construction component of the Housing Program, 2,500 housing units were made part of a Voucher Program. It was assumed that it would be faster to house officers by providing them with vouchers enabling officers to purchase either new or used units already on the market.

PADCO participation in the Voucher Program occurred in two phases. On July 12, 1994, a meeting was held with USAID, Minstroi and PADCO. To initiate the Voucher Program, PADCO was directed to identify 500 housing units in six pre-selected oblasts. The 500 units were for officers who were expected to demobilize by the end of August 1994 and thus urgently needed housing outside the Baltic nations. These oblasts were:

- Moscow oblast;
- Leningrad oblast;
- Pskov oblast;
- Smolensk oblast;
- Tver oblast; and
- Yaroslav oblast.

However, prior to the start of field trips Novgorod Oblast was added to the original six since it had already been included in the 80 unit Pilot Voucher Program. As a result, the administration, representatives of local banks and contractors had some training in the Voucher Program.

Housing units were to be identified that could be ready for occupancy in August and September of 1994. This work was to be in support of and prior to the final selection of the Voucher General Contractor (VGC).

In mid-August 1994, USAID requested that PADCO extend its services to identify the remaining 2,000 housing units that might comprise the balance of the 2,500 housing unit component of the Military Housing Program. Additional oblasts were included in this second phase. This work was initiated prior to the mobilization of the VGC.

### **3.2 General Outline of Services**

PADCO provided the following services during the 500 unit phase and 2000 unit phase of the Voucher Program.

- educate prospective bidders and oblasts on the requirements of the program;
- verify the commitment of local and oblast administrations to the program;
- develop review criteria for submitted proposals;
- confirm proposed delivery dates of proposed units;
- assess livability of general area of the proposed units;
- assess quality of proposed units;
- identify number and types of units proposed;
- review the local employment opportunities;
- assess bidder's ability to finance completion of uncompleted housing units;
- identify Russian banks capable of participating in the program;

- identify the source of initial financing of proposed units;
- identify by name and telephone number, the local officials involved with the program; and
- assist VGC in site reviews as needed.

### **3.3 500 Unit Voucher Program**

#### **3.3.1 Background**

Minstroï organized a meeting on June 26, 1994 with oblast authorities and bidders that were interested in participating in the Voucher Program. This meeting was also attended by representatives of USAID and the Interministerial Commission (IMC). From this meeting Minstroï developed a list of many interested oblasts who agreed to submit proposals. However the proposals that were submitted to Minstroï at the meeting were largely unresponsive due to unfamiliarity with the program.

At the July 12, 1994 meeting at USAID, USAID decided to concentrate on an initial Voucher Program totalling 500 housing units. At that time there was an urgent need to house 500 officers expected to demobilize from the Baltic nations at the end of August 1994. In the interest of time and human resources, the search for these 500 housing units would be restricted to the seven oblasts listed in section 3.1 selected by Minstroï.

#### **3.3.2 Evaluation Criteria**

In the absence of a formal USAID RFP similar to that prepared for the construction component of the Military Housing Officer Resettlement Program, evaluation criteria were identified by USAID at the July 12, 1994 meeting for follow-up in the field by PADCO. The following items were to be identified in the field:

- Determine the price of the proposed units. USAID requirements were that the unit price should be \$25,000 or less.
- Determine the status of construction.
- Determine the type and size of the proposed housing units. Preferred unit type should be two room and three room units. One room units should be discouraged since the typical officer had a family with one or more children and thus qualified for a larger unit under SNIIP standards.
- Determine when the housing units could be occupied. Occupancy was required in August or September of 1994.
- Identify the source of the original financing of the proposed housing units. Housing units originally financed through Russian federal military housing resettlement funds were ineligible to participate in the Voucher Program.
- Determine if there was current financing to complete the housing units.
- Determine the readiness of the local administration to assist officers from the Baltics.

- Determine if the offered units could be completed on schedule.
- Identify local banks that could participate in the Voucher Program.

### **3.3.3 Implementation**

PADCO personnel, generally together with a Minstroi representative, embarked on a series of field trips to the pre-selected oblasts to review the various proposals submitted by oblast governments. These proposals originally submitted to Minstroi were typically incomplete. Some were simply letters stating interest in the program. (A list of the oblasts/sites/number of proposed units visited for the 500 unit Voucher Program is included in Exhibit 18)

A site visit would include the following activities by the review team:

- Upon arrival in the capitol city of the oblast, a meeting would be held with a member of the oblast administration. This was typically the Vice Governor of Construction. In other areas, a meeting was held with a city administrator or in rural areas, with a member of the regional administration. The details of the program were explained. They were informed that the administration would be able to select 10 percent of the relocated officers from local waiting lists as long as the officers had come from outside Russia. A further 10 percent of the officers could also come from local waiting lists if these officers had demobilized from the Baltic nations after the Vancouver summit meeting. A few oblasts were able to benefit from both categories. The administrations were requested to supply written documentation that the proposed units were not financed by Russian federal funds. Since most oblasts had not received federal budget allocations for officer housing during the previous year, most of the projects the teams visited had been financed from either local governments or private funds. Inquiries were also made to determine what area banks were capable of participating in the Voucher Program.
- Typically a visit would then be made to the bidder's office. Some time was usually spent explaining the Voucher Program. Most bidders did not understand the concept of the program. This was equally true of the administrations. The typical misunderstandings of both the bidders and administrations is described in the next section, 3.3.4. The issue of ownership of the proposed units was addressed. It was stated that the offeror of the housing unit had to be able to convey ownership to the prospective military officer upon final sale.
- The site would be visited to inspect the offered housing units. During the site visit, notes would be taken on the number of units available, the status of existing construction, the quality of the work, the schedule for completion and the number and types of units. As most units visited were incomplete, secondary trips were made to visit units previously completed by the bidder to determine the expected level of quality.
- A trip report would be made upon return to the Moscow PADCO office to document the results of the field trip. These trip reports were then promptly delivered to USAID.

### **3.3.4 Typical Administration/Bidder Misunderstandings**

As indicated in section 3.3.3, many questions arose regarding the program during the meetings held with the administration and bidders. There were questions common to all sites. Again as previously stated, most administrators and bidders did not understand the program, particularly the method of payment.

Bidders thought that USAID would buy the units directly and then sell them to identified military officers. Originally, bidders thought that the price per unit was specified at \$25,000, regardless of size.

Bidders were usually unaware that the site review being conducted was only to determine if the offered housing units were acceptable. Once it was explained that even if the housing unit was acceptable, there was no guarantee that the unit would be selected by a retired military officer, some lost interest. Also even if the unit were acceptable and some officers were interested, there was again no guarantee that all the units would be bought by retired military officers with vouchers.

Most bidders indicated that due to the time required for acceptance, VGC approval, advertisement, officer inquiries and financial paperwork they could not guarantee that the units now offered would be available when required. Furthermore, most bidders indicated that with no purchase guarantees from USAID, if another buyer approached them with the right price, they would sell the housing units offered to USAID.

Most bidders also thought that similar to the construction program, there would be construction financing available from USAID. A number of these housing units were in buildings where construction had stopped due to a lack of construction financing so there was some concern from the bidder as to where they might obtain additional financing. Some bidders noted that if USAID would guarantee purchase of an almost completed unit, the bidder could then go to a lending agency, with the guarantee as collateral and obtain a loan to complete the purchased unit.

Bidders and administrations were also interested in knowing when the VGC would be on board.

### **3.3.5 Results**

In pursuit of the initial 500 housing unit Voucher Program, PADCO with Minstroi visited twenty two cities in seven oblasts from July 27, 1994 to August 20, 1994. A total of 1,878 housing units were identified. (See Exhibit 19 for list of oblasts, cities and units.) Based on the results of the first round of oblasts, PADCO recommended that the 500 unit Voucher Program be initiated in Yaroslav Oblast since the local administration was willing to participate in the program, had enough units and because it was relatively close to Moscow thus simplifying communications. A pilot VGC, under contract to USAID was selected to

carry out the 500 housing unit program. They were briefed by PADCO on the specifics of all proposals received and reviewed in Yaroslav Oblast. All collected documentation related to the field trips to the Yaroslav Oblast were delivered to the VGC. Also PADCO assisted the VGC in establishing contacts with the local administrations and bidders. This ended PADCO's role related to the 500 housing unit Voucher Program.

### **3.4 2,000 Housing Unit Voucher Program**

#### **3.4.1 Background**

PADCO received a letter from USAID dated August 15, 1994 requesting PADCO to provide technical assistance for the 2,000 housing unit phase of the Russian Military Officer Resettlement Housing Program. This work was to be initiated prior to and in support of the main VGC. (See Exhibit 20 for list of field trips in support of main VGC.)

By the middle of August, 1994, Minstroi had received requests from sixteen oblasts to participate in the Voucher Program. Seven of these oblasts had already been visited during the 500 unit phase of the Voucher Program. Of the seven visited oblasts, Minstroi eliminated three. The housing units reviewed in this second phase were to be delivered by March, 1995, six months after the specified delivery date of September, 1994 for the first phase. (See Exhibit 21 for results of field trips in support of main VGC.)

At the end of August, 1994, the main VGC had been selected by USAID and its representatives had arrived in Moscow to meet with USAID and PADCO. Since the main VGC was unable to mobilize its team until mid September, PADCO was requested to continue visiting potential projects for the program.

#### **3.4.2 Evaluation Criteria**

The evaluation criteria were the same as those used in the 500 unit Voucher Program. These criteria were stated in section 3.3.2 of this report.

#### **3.4.3 Implementation**

The implementation of the field work was similar to that provided in the 500 unit Voucher Program. The implementation plan was described in section 3.3.3 of this report.

At the end of August, the Voucher General Contractor had been selected by USAID and representatives of the VGC had arrived in Moscow. PADCO accompanied representatives of the VGC and Minstroi to the city of Tambov on August 24th and 25th of 1994. After the Tambov trip, the VGC representatives left for the United States to return in the middle of September, 1994. In their absence PADCO and Minstroi representatives continued with additional field trips. However, field reports prepared as a result of the continuing field trips were delivered to the VGC to keep them apprised of all activity. Upon completion of all

field trips a final summary sheet was produced by PADCO to document the information that was received. (See Exhibit 22.)

Beginning with the 500 unit Voucher Program and then the 2000 unit Voucher Program, PADCO visited fifteen oblasts and thirty-six cities. In all, three thousand and five units were identified. The oblasts visited were Volgograd, Voronezh, Tver, Novgorod, Yaroslavl, Ulyanovsk, Ryazan, Kaluga, Pskov, Nizhny Novgorod, Leningrad, Moscow, Smolensk, Tambov and Tula. Three oblasts originally considered for participation in the program were rejected by Ministroi for different reasons; Kaliningrad, Rostov and Bryansk. In Kaliningrad, Ministroi could not identify the official owner of the proposed units, nor could the units be located. Rostov was rejected because the bidder in Rostov-on-Don would only discuss the project if they could receive construction financing from USAID to complete the proposed units. In Bryansk, Ministroi rejected the proposal because the units were originally financed through the Chernobyl Resettlement Program using Russian Federal Government funds and therefore not eligible under the guidelines of the Voucher Program.

### **3.5 Assistance to the Voucher General Contractor**

The VGC returned to Moscow in the middle of September, 1994. Upon arrival, PADCO met with personnel from the VGC on a number of occasions to review the results of the field visits that PADCO had performed in support of the Voucher Program. PADCO delivered copies of all field reports and summary evaluation sheets for use by the VGC.

In addition, PADCO provided technical assistance during field trips with VGC personnel from September 16, 1994 through September 27, 1994. During this transitional period, PADCO assisted the VGC on trips to thirteen cities in five oblasts (Tambov Oblast and City having been previously visited with the VGC during their initial stay in Russia). The five oblasts were Moscow, Tver, Leningrad, Nizhny Novgorod and Saratov. Overall, therefore, PADCO provided field technical assistance to the VGC in fourteen cities in six oblasts. (A list of oblasts visited with main VGC is included in Exhibit 23.)

PADCO provided the following assistance in support of the Voucher General Contractor:

- briefed USAID and the Voucher General Contractor on the contents of all reports filed by PADCO;
- arranged meetings with local administrations and bidders during field visits;
- briefed the Voucher General Contractor on Russian construction and business standards
- explained the roles and levels of authority of the various local and oblast representatives involved in the program;
- assisted in explaining the program to local administrations and bidders;
- provided temporary translation and interpretation services;
- gave assistance to the Voucher General Contractor to understand the exact current ownership of some of the proposed units; and

- after formally ending technical assistance to the Voucher General Contractor, remained available for consultation as needed.

### **3.6 Lessons Learned**

- a. As in the Construction counterpart program, the Voucher Program suffered from conflicting objectives that created confusion among the bidders and local governments. In making these observations, it is important to note that PADCO was not involved in other aspects of the Voucher Program such as the banking mechanisms, actual closing and titling of units, evaluation of existing previously occupied units and beneficiary selection. Thus some of the observations made below may have been covered in other aspects of the program. The following illustrates the problems with objectives:
  - i. The Voucher Program was intended to be the vehicle by which units could be delivered to beneficiaries in the shortest period of time, a few months at most. However, as there was no construction financing as part of the program, many offerors with reasonable units were hamstrung by the lack of available financing.
  - ii. Again, the beneficiary selection criteria and procedures need to be clear from the start. Oblast support was generally contingent on the percentage of officers that could be drawn from local waiting lists. Clearly identifying the beneficiary selection procedures at the start of the process would have allowed local administrations to commit early to support the program.
  - iii. In concept, the Voucher Program had admirable goals and should be able to result in officers being able to be resettled in a short period of time. However, due to internal political decisions, i.e., which officers would be going where, the intended goal of quick resettlement may not be realized. The political decisions should have been made prior to the implementation of the program. There should have been a clearer idea of the actual number of officers committed to the various oblasts. The "official" number never seemed to be concrete. If the true numbers could have been available earlier on, trips could have been better organized and been more efficient. Trips might not have been made to certain oblasts or in other cases either more or less time might have been spent in some oblasts. This issue also relates to the construction component of the Resettlement Program.
- b. The initial bidder responses received by Ministroi in July were mostly non-responsive. Most responses were either simply letters of interest or partial responses. This indicates that the program should have been better advertised and explained. A preliminary round of technical assistance provided by USAID, following bidder conferences, similar to the Construction Program, would have been helpful.
- c. This program also suffered from a general lack of understanding of the mechanics of the program by most interested parties. Bidders thought that though the program they would

be able to quickly sell off unsold units. Most parties thought that USAID would be the buyer of the individual units and would then transfer ownership to selected officers. The concept of USAID, through its Voucher General Contractor, acting as a realtor only, was generally not understood.

- d. Bidders wanted some guarantees that they would be selected to participate in the program. They were unwilling to hold available units in the hope that an interested officer might appear. They expressed a concern that the turnover process would take considerable time, considering all the players involved from the buying side of the program. Some indicated that in the time period from the moment that a unit sale price was negotiated to the time that they received payment for the unit, the real value of the unit would increase and therefore they felt that they would have sold at an undervalued price.
- e. Unit pricing was not clearly understood. The USAID stated maximum price of \$25,000 was often thought of as the allowable selling price. Bidders were schooled in the concept of competitive pricing. They could offer their units at \$25,000 but if another bidder from the same area had comparable units at a lesser cost, they might have priced themselves out of further consideration. Also, it was explained that different unit sizes should come at different costs. The smaller the unit the lower the cost. The \$25,000 figure was not an average cost of proposed units but the maximum cost of any one unit.
- f. There should also have been earlier decisions on the desirable size of the proposed units. This dovetails into the previous required political decisions that should have occurred earlier. Officers have different family sizes. Though one room units were discouraged as most officers have some family, a better idea of the numbers of two, three and four room units would have been helpful during program implementation.

**FINAL REPORT  
EXHIBITS**

**Russian Military Officer Resettlement  
Housing Program**

**Prepared for**

**United States Agency for International Development**

**Prepared by**

**PADCO, Inc.  
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**Contract No. CCS-0008-C-00-2057-0038**

**November 1994**

**Exhibit 1**  
**List of Pre-Bid Conference**  
**Attendees**

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7-47-86 phone  
4-1636 fax  
Head of Construction Dept.:  
Ivanov V.V.
38. AO "Kalugastroi"  
ul. Lenina 51  
g. Kaluga  
(084-22)-7-27-20 phone  
(084-22)-7-46-20 phone  
General Director: Zalomov E.K.
39. Reserve Officers Union of the Altai Region  
Yupina 210  
g. Barnaul 656019  
Altaiskii Krai  
(3852)52-80-46, (3852)52-80-47, (3852)52-80-37 phone  
Director: Rechkunov P.Y.
40. AO "Pereslavaostroi"  
ul. 50 Let VLKSM  
g. Pereslav-Zaleskii 152140  
Yaroslavskaya Oblast  
2-23-53 phone  
2-02-02 fax  
General Director:  
Veingart V.P.
41. AO "Ivanovoagropromstroi"  
ul. Bolbana Chmelnitskogo, dom 59a  
g. Ivanovo 153022  
23-72-71, 23-23-85 phone  
Technical Director:  
Zhabaev V.P.

**Attendees of the March 14th Conference in Moscow**

42. International Construction Union  
ul. Pushkinsakaya, dom 5/6  
Stroenie 1  
Moskva 103009  
292-63-98  
Specialist: Vanyuhin V.I.
43. "Pergamon-Moskva"  
Klimentovskii per. 12  
Moskva  
237-67-78 phone  
237-80-38 fax  
Contact: Efimenko M.M.
44. AO "Rossevzemstroii"  
ul. Stroitelei 8, kor. 2  
Moskva 117311  
930-51-46, 930-73-89 phone  
938-22-84 fax  
Consultant: Blinnikov V.V.  
930-37-64 phone  
Vice-President: Momot N.E.
45. AO "Argamak"  
Dmitrovskoe Shocce 107  
Moskva 127247  
485-69-66, 485-18-11 phone  
485-58-81 fax  
Director: Markov A.M.
46. AO "Interstroii"  
ul. L. Tolstogo 32  
Moskva 103009  
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235-31-07 fax  
President: Baranov L.V.  
202-3140 phone  
Contact: Lisovsky I.M.
47. International Fund for  
Privatization and Investments  
128001 Moscow, ul.Soliyanka, 3, #3  
924-6761 phone; 923-1411 fax  
Director: Koshkarev I.K.
48. RosAmLat  
Moscow, ul. Chaplygina, 3  
Latvian Embassy  
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Contact: Orups Vladislov
49. STROMCOT  
109320 Moscow, ul. Lublinskaya 17-3-6  
286-2103 phone  
Commerce Director: Pluzhnikov I.S.
50. AO "MosAgropromStroy"  
109180 Moscow, Malaya Yakimanka, 24  
238-0330;238-1502 phone  
238-7387 fax  
Deputy General Director: Dushkov N.G.
51. Administration of Ryazan  
390000 Ryazan, Radisheva, 28  
(0912) 77-49-75 phone  
Dep.Mayor, Dir.of Constr.Dpt.:  
Andrianov U.I.  
Vice Mayor: Markov V.K.
52. PSPO "Ryazanstroy"  
Ryazan, proezd Zavrazhnigo, 5  
(0912) 75-78-55 phone  
Chief Engineer: Shapkov L.R.

## Attendees of the March 15th Conference in Moscow

1. Ministry of Defense  
Pre-Cast Concrete Products  
Plant # 480  
Tula Oblast, g. Alexin  
Parkovaya Ulitsa, 5  
(087-53) 3-08-87; 3-09-83 phone  
Chief Engineer: Zhukov I. K.

2. TOO Domostroitel  
Nizhny Novgorod  
Prospekt Lenina, 11  
(8312) 42-32-32 phone  
First Deputy Gen. Director:  
Silenko, A.B.

3. City Administration of Nizhny Novgorod  
Construction Department  
603000 Nizhny Novgorod  
Kremlin, Pod'ezd #5  
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Deputy Director: Morozov V. I.

4. City Administration of Nizhny Novgorod  
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603000 Nizhny Novgorod  
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Director ZhKH: Timerev A.I.

5. JV "RAMEK INT."  
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Vice President: Solodovnikov E.Z.

6. AO Stroytrest  
152903 Rybinsk  
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52-4011 phone  
(0855) 52-0635 fax  
Commerce Director: Kopachev P.A.  
Contact: Vinogradov A.A.

7. RosAmLat, International Association  
Moscow, Ul. Chaplygina, 3  
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Head of Coordination Center:  
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8. GIPROGOR  
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(095) 251-4317  
Department Head: Ananichev K.K.

9. TEKSER Construction  
Moscow  
Bolshaya Andronevskaya 8-10  
(095) 955-1395; 955-1396; 955-1397  
Project Manager: Cem Kitapci

10. Administration of the City of Podolsk  
142100 Podolsk  
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Contact: Puzanov Michal

11. SOVEKS  
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12. Ekspertno-Konsultativny Center  
Gostroya  
Moscow, Fugasovsky Pereulok, 12/1  
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(095) 199-9045 fax  
Director: Abramov V.P.

## Attendees of the March 15th Conference in Moscow

- 13 Government of Leningrad Oblast  
Saint Petersburg  
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Head of Construction Department at the  
Ministry of Construction:  
Sokolov I.F.
14. Administration of Novgorod  
173001 Novgorod, ul. B. Moscovskaya, #7  
(816-00) 3-27-86  
Chairman, Construction Committee:  
Chermashentsev Uy.P.
15. AO DSK  
Novgorod, ul. B. S-Petersburgskaya #74  
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Chairman: Moor I.I.
16. Construction, Marketing and  
Trading  
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1215 Seventeenth Street,  
Washington, DC  
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Contact: Novikova T.Yu.
17. AOZT-Terminal-Komplex  
181410 Pytalovo, Pskov Oblast  
Ul. Kaupusha 1  
2-22-03; 2-13-00 phone  
2-28-00 fax  
Gen. Director: Pesenko Yu. V.
18. AOZT Selinvestproekt  
AO Engelskiy DSK  
410005 Saratov  
Ul. Pugachevskaya, 159  
24-78-68; 24-78073  
General Director: Dyomkin V.M.
19. Polar-BEK Co.  
Moscow, Komsomolsky Prospekt 42  
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(095) 230-2574 fax
20. AOZT "Trest 44"  
Pskov, Krasnoarmeyskaya 26  
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Head of Technical Center:  
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21. Administration of Pskov Oblast  
180001 Pskov, ul. Nekrasova 23  
2-60-96; 2-87-89 phone  
Chairman of Committee: Kuzmin A.N.
22. AO DSK  
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Executive Director: Kuznetsov S.M.
23. AO PSOKPD  
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24. PskovAgroPromStroy  
180780 Pskov, ul. Narodnaya 21  
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Manager of Technical Dept.:  
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**Attendees of the March 15th Conference in Moscow**

25. Administration of Pskov  
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Deputy Mayor for Construction:  
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26. MP UKS  
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3-46-69; 2-40-42  
Chairman: Bezborodko C.A.

27. TOO "Modul"  
Lukhovitsy, Moscow Oblast  
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General Director: Vorobiev Uy. N.

28. Contsern "Kommuntekhnikha"  
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President: Gorodov V. I.  
General Director: Shishkariov A.I.

29. Institut "Urbanistiki"  
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30. GOSSTROY of Russia  
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31. Corporation "RADVA" USA  
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Director of Russian Program:  
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General Director of JV: Andreev V. F.

32. RADVA Corporation  
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Luther Dickens

33. NechernozemAgroPromStroy  
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Head of Construction Dep't:  
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Head of Economic Dept.:  
Giltburg R.A.

34. AO Grad Petra  
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President: Feofanov V.V.

35. Administration of Kaliningrad  
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236000 Kaliningrad  
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Chairman of Constr. Com.:  
Buchelnikov S.O.

36. ZAPADSTROY  
Kaliningrad Oblast  
Ul. 9 April, 16  
8-011-2-452-236 phone/fax  
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**Attendees of the March 15th Conference in Moscow**

37. AO KaliningradStroy  
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21-65-29; 27-07-37 phone  
General Director: Ilyin A.G.

38. AOOT Zavod "Concrete Products-2"  
Kaliningrad, ul. Mukomolnaya, 14  
44-17-95 phone/fax  
General Director: Shvyryaev A.M.

39. AOOT "Korpus"  
189620, Saint Petersburg, Pushkin-2  
Ul. Pavlovskoye Shosse, 25-A  
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(812) 465-2994 fax  
General Director: Myidzelets A.M.

40. Ellerbe Becket Construction  
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612-376-1852 fax USA  
278-4134 phone; 278-2112 fax Moscow  
VP Int., Project Director:  
Michel D. Newland

41. JV "Sebezh"  
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Ul. 7th November, 2  
(81148) 96-256; 96-790  
Deputy Director:  
Nazarov, P.A.

**Attendees of the March 17th Conference in Moscow**

1. TOO VolgogradGidroStroy  
Volgograd Oblast, g. Volzhsky  
Prospect Lenina, 2  
4-40-00; 4-41-05  
Deputy Chief Engineer: Khlynov V. I.

2. AO VolgogradTiyzhStroy  
400080 Volgograd  
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67-66-67 phone  
General Director: Nikolaev N.V.

3. AAOT NizhneVolzhskStroy  
400085 Volgograd  
Prospekt Lenina, 102  
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Contact: Kusmartsev A.I.

4. AO Perm PSO  
614600 Perm,  
GSP, ul. Kuybisheva, 118  
45-15-70; 49-28-06; 44-43-32 phone  
44-47-67 fax  
Deputy General Director:  
Nogovitsyn V.A.

5. Administration of Krasnodarsky  
Kray  
Engineering Firm "KubanCapStroy"  
350015 Krasnodar, ul. Krasnaya, 35  
KubanCapStroy, Room 408  
52-43-32; 57005-26; 52-45-75 phone

6. AOOT "ProectStroy"  
400087 Volgograd  
Donetskaya, 16  
37-56-19; 37-49-74 phone  
Technical Director: Gordeeva N.V.

7. ASKO "Alex"  
40087 Volgograd, ul. Donetskaya, 16  
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(8442) 375-283 phone/fax  
general Director: Donskov A.G.

8. AO Tulasovhozstroy  
Tula Oblast, g. Shiukino  
2-45-00 phone Shiukino  
31-57-96; 27-24-10 phone Tula  
Chief Engineer: Annenkov K.P.

9. AOZT "Atlant"  
353330 Krasnodarsky Kray, g. Krymsk  
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10. AO "Uralsky DSK"  
620219 Ekaterinburg,  
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General Director: Chernikov G.G.

11. PromStroyComplex "Dom"  
620219 Ekaterinburg  
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49-16-14 phone  
49-17-40 fax  
President: Dvornik V.S.

12. AO KamyshinPromZhilstroy  
403850 Kamyshin,  
Volgograd Oblast, ul. Korolenko, 18  
323-41; 323-37 phone  
320-93 fax  
Chief Engineer: Dudkin A.I.

13. AO "Conversiya-Saratov"  
410005 Saratov  
ul. Pugacheva. 159  
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(8452) 98-22-88 fax  
President: Maltsev V.E.

**Attendees of the March 17th Conference in Moscow**

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15. AO BARNAULSTROY  
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(3852) 22-38-69 fax  
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16. DPL  
241000 Bryansk  
ul. Kalinina, 111  
(08322) 637-96; 637-15;  
(095) 973-0138 ph.  
(08322) 406-07; (095) 973-0138 fax  
Contact: Derzhak V.A.; Malay B.I.

17. TOO "Okor"  
160007 Vologda  
ul. Komsomolskaya, 55  
48-329; 43-939 phone  
General Director: Shaposhnikov P.N.  
Contact: Belyakov V.A.

18. AO "Stroymaterialy-Tulachermet"  
300017 Tula-17  
(0872) 43-67-17; 46-25-44 phone  
(0872) 46-25-60 fax  
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19. AO Tveragrostroi  
170002 Tver  
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20. AO Mossel-Investor  
Moscow, B.Serpukhovskaya, 32  
237-2051 phone  
236-5314 fax  
Executive Director: Smagin V.P.

21. Institut "KurortProekt"  
Moscow, Kozhevnickeskaya 10/2  
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Chief Architect: Vasilievsky I.A.

22. US PEACE CORPS  
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23. AO "Kurskstroy"  
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Bushuev V.A.

24. AOOT " Universalstroy"  
Volgograd-66  
ul. 13th Gvardeyskaya, 1A  
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34-86-96 fax  
Deputy Chairman: Malchenko A.S.

25. Association "Stroymontazh"  
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Director: Plishkin A.I.

**Attendees of the March 17th Conference in Moscow**

26. Administration of Khabarovsk  
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Construction Department  
680002 Khabarovsk  
ul. Muravieva-Amurskogo, 19  
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33-87-56 fax  
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27. Administration of Volzhskiy  
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First Dep. Head of Adm.:  
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28. SmolenskStroy  
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Chairman: Konovalov A.M.

29. AO VolgogradAgroStroyKomplex  
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30. Cherepovets, Mayor's Office,  
AO CherepovetsGrazhdanStroy  
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Prospekt Pobedy, 14, AO CGS  
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Kalashnikov G.M.

31. AO "KEMP"  
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Chief Architect: Shoyhet M.S.

32. AO Tatenpromontazh  
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Project Manager: Vakulovsky E.N.

34. ODOMIN  
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General Director: Kershteyn S.I.

36. LenNIPiGenplan  
191011 S. Petersburg  
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Chief Project Architect: Matveev I.D.

37. ROSGRAZHDAN-  
RECONSTRUKCIYA  
Moscow, ul. Skakovaya, 17  
946-17-11 phone  
Director: Bogomolov I.K.

38. Administration of Ekaterinburg  
Ekaterinburg. Pr. Lenina, 24  
51-73-44 phone

39. RPC  
Ekaterinburg. ul. Lenina, 24  
58-68-21 phone/fax  
Contact: Ermilov S.N.

40. RADUENKOTORF  
171273 Tver Oblast, pos. Raduenko  
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Director: Nikitin V.P.

**Attendees of the March 17th Conference in Moscow**

41. Tver Oblast, Architecture Dept.  
170026 Tver, ul. Gorkogo, 4/4  
188-91; 102-32  
Deputy Director: Kazanskiy A.V.

42. TOO "Reutkapstory"  
143952 Moscow Oblast, G. Reutov  
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Galina Nik.)  
General Director: Kosiykin V.A.

43. SANLTD  
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976-1355; 976-8993 phone  
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44. Ministry of Construction of  
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Deputy Minister: Karapetiyn Art.  
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45. TOO "DAN"  
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46. TOO SK "Ratnik"  
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47. AO Rosvostokstroy  
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Director: Berezov V.N.

48. Administration of Volgograd  
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Construction Department  
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36-47-57 fax  
First Deputy Chairman: Korolev I. P.

49. RASSVET  
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Chairman: Kozlyakov V.P.

50. AO "Vysota"  
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51. AO "Invis"  
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52. AO "Sodeystviye"  
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53. NIVO  
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Attendees of the March 17th Conference in Moscow

54. "Delta Heights" USA  
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55. TOO "ABK Limited"  
410600 Saratov  
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17-17-11; 51-07-12 phone  
Chairman: Kiyanovsky A.Z.

56. Plant Concrete Products #480  
301340 Tula Oblast, Alexin,  
ul. Parkovaya, 5  
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57. TOO "Severny Medved"  
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58. Construction Company #4  
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59. TOO "SU-97"  
187400, Leningrad Oblast,  
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60. UKS of Volkhov  
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Chief Engineer: Yurchenko N.V.

61. AO TambovAgroPromStroy  
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Deputy General Director:  
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62. AO "Agrostoi"  
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63. AO "Domostroy"  
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64. AO "Rosvostokstroy"  
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65. TsNIPI Monolit  
103062 Moscow, Pokrovka, 38A  
924-8067 phone; 917-4443 fax  
Director: Tsirik Y.I.

66. PSP "Sotskultuta"  
445057 Samarskaya Oblast  
G. Toliyatti, Ul. Stepana Razina, 78  
(8469) 35-74-16 phone; 34-93-90 fax  
Deputy General Director:  
Balakhnin A.P.

67. AO "Probiznes"  
119285 Moscow  
2nd Mosfilmovskiy pereulok, 22-A  
(095) 143-2349 phone; 143-3941 fax  
Contact: Klimentov E.A.

**Attendees of the March 17th Conference in Moscow**

68. AO "KMN Proektzhilstroy"  
309530 Belgorod Oblast, g. Stary Oskol  
Mikrorayon Gorniyak 15  
24-52-27 phone  
Chief Engineer: Berengolts L.G.

69. AO "Komplex"  
113114 Moscow  
Kozhevnikovskiy proezd, 4/5  
235-1750; 235-1655 phone  
235-77-97 fax  
General Director: Orlov A.M.

70. AO "Vodstroy"  
107803 Moscow  
Novaya Basmannaya, 10  
207-8540; 265-9095; 265-9575 phone  
261-1834 fax  
President: Polad-zade P.A.

71. TOO "Orel-Nedvizhimost"  
302030 g. Orel  
ul. Moskovskaya, 45, GSP PO 141  
(08600) 97-876; 28-593 ph. Orel  
(095) 153-4144 phone Moscow  
Deputy Director: Zevakin S.A.

72. IST  
Saint Petersburg  
ul Narodnogo Opolcheniya,  
254-3597; 254-5834; 254-3821 phone  
255-6520 fax  
Vice President: Korovitsyn U.M.

73. AO "Domostroitel Azii"  
670042 Ulan-Ude  
ul. Sakhianova, 1  
(301) 33-381; 70-692; 33-230 phone  
(301) 70-674 fax  
Deputy General Director:  
Irinchikov V.D.

74. EKTs Gosstroya RF  
Moscow, Furkasovskiy per. 12/1  
924-1740; 946-8017 phone  
199-9045 fax  
Director: Abramov V.P.

75. Ukhtinsky Mekh Zavod  
169400 Komi Republic  
Ukhta, ul. Zavodskaya, 3  
(82147) 5-31-78 phone  
Director: Kupchin B.N.

76. INFOKON  
603600 Novgorod, ul. Panina, 3  
(8312) 35-89-72 ph; 35-77-07 phone/fax  
President: Kanygin V.V.

77. AO "Rosutstroy"  
Moscow, pr. Vernadskogo, 37, korpus 2  
938-9440 phone  
Contact: Tymar E.F.

78. RAIN  
Moscow, Slaviynskaya pl., 4  
220-9552; 220-9095 phone  
923-2525 fax  
Department Head: Vdovin N.S.

79. Spetsstroy #2  
Moscow, Nagorny per., 10  
123-4084 phone  
Contact: Shirshov V.A.

80. AO "StroyTechnika"  
456233 Cheliyabinskaya Oblast  
g. Zlatoust, ul. Anikeeva, 2  
(35136) 20-517; 20-055;  
22-581 ph. Zlatoust  
(095) 907-9233 phone Moscow  
(35136) 20-773 fax  
Director of Moscow branch:  
Shishlov V.A.

Attendees of the March 17th Conference in Moscow

81. AO "Rosuygstroy"  
Moscow, Prospect Vernadskogo, 37  
133-2230 phone; 133-2730 fax  
Contact: Uydakov V.G.

82. TOO "Arial"  
117607 Moscow, ul. Kedrova, 13,  
korp.2  
125-0770 phone; 125-1317 fax  
Executive Director: Guriyanov V.A.

83. AO "Grazhdanproekt"  
302028 Orel, Bulvar Pobedy, 6  
9-43-75; 9-43-77 phone  
Chief Engineer: Fursov B.N.

84. AO "KEMO"  
428038 Chuvashskaya Republic  
Cheboksary, ul. Entuziastov 38/8, #12  
208-834 phone; 214-252 fax  
General Director: Ivanov I.E.

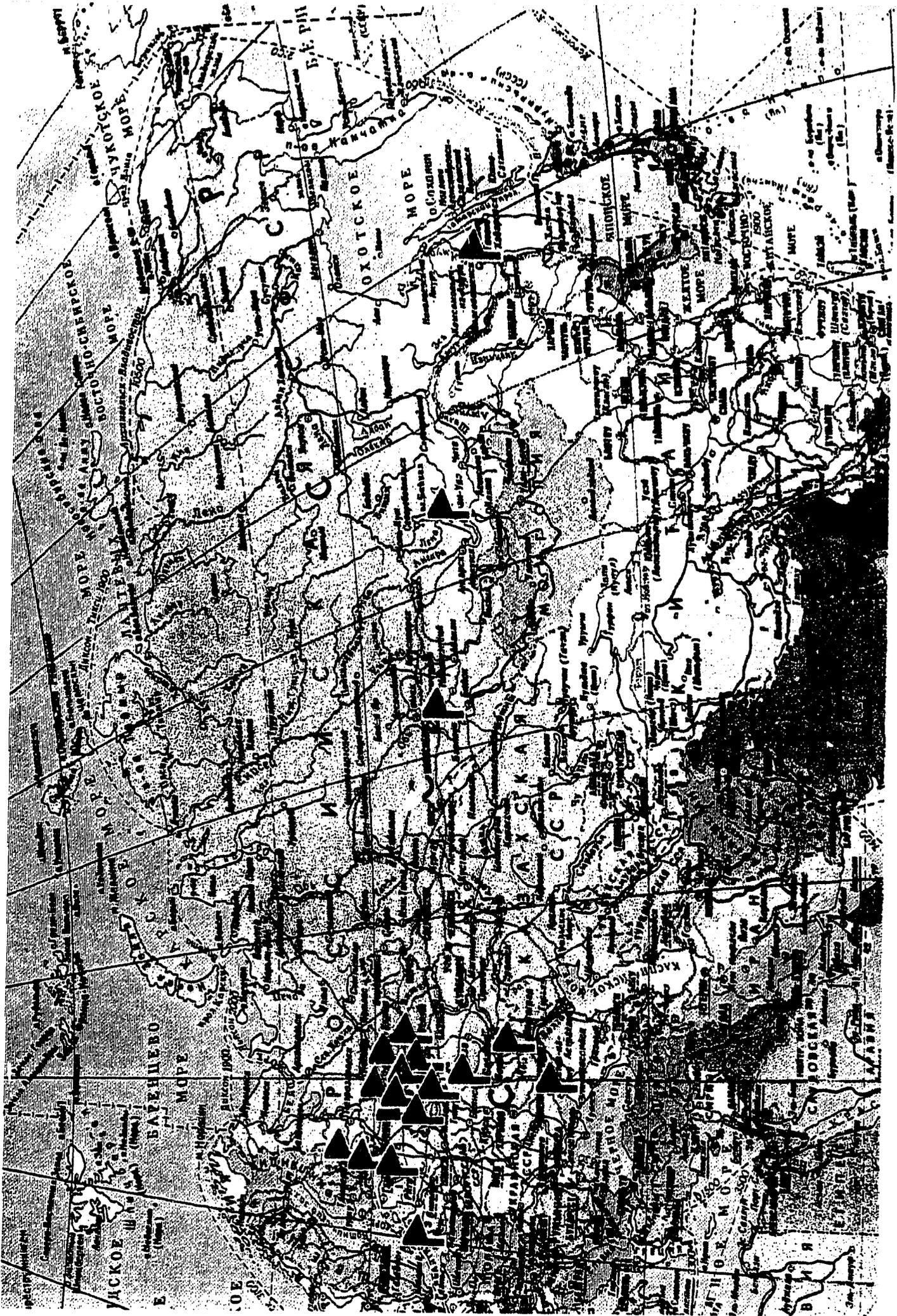
85. TP "Yaroslavlstroy"  
150054 Yaroslavl, Pr. Lenina, 28  
23-16-72; 23-12-75; 23-11-33 phone  
Contact: Klyuev G.P.

86. AOZT "StroyInternational"  
350072 Krasnodar, ul. Odesskaya, 43  
55-25-51; 55-94-11 phone  
55-25-71 fax  
General Director: Avanesiyn A.S.

**Exhibit 2**

**Map of Preliminary Visits**

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**Exhibit 3**

**List of Proposals Received**

MILITARY HOUSING PROGRAM PROPOSAL MASTER LIST											
				# of		# of	Ave.				
Number	Name	Oblast/Krai	City/Town	Units	Avg. Cost/Unit	Mo.	Size	Status	Type	Const	\$/m2
1	Shelter Group/	Kaliningrad	Maiskoye-Octob	504	\$32,163	n/a	62	See	L	N	519
2	Nizhniy Nvvd	Nizhniy Novgorod	Kstova City	500	\$24,720	21	n/a	V	C/L	N	###
3	Devrex(USA) w	Moscow	Volokolamsk	507	\$23,443	21	186	Bad	C	N	141
4	Sambuk Interna	Khabarovsk		493	\$23,678	18	63	Hold	H	E	376
5	Stone Dev./Sut	Moscow	Mozhaisk	300	\$26,345	24	76	V	C		347
6	JSD Morsportb	Leningrad	Three Villages	2000	\$26,400	24	n/a	V	H	N	###
7	Calor-1 & Tarro	Orenburg		200	\$25,000	12	113	V	L	N	221
8 a	Bennet/Hudson	Moscow	Serplikov	200	\$25,000	24	139	Hold	C	N	180
8 b	Bennet/Hudson	Moscow	Serplikov	480	\$25,000	16	55	Hold	H	N	455
8 c	Bennet/Hudson	Moscow	Davidovo	108	\$25,000	8	54	Hold	H	N	463
8 d	Bennet/Hudson	Moscow	Oreklovo Zuyevo	200	\$25,000	11	54	Hold	H	N	463
8 e	Bennet/Hudson	Moscow	Prezna	72	\$25,000	8	54	Hold	H	N	463
8 f	Bennet/Hudson	Moscow	Kolomna	280	\$25,000	17	59	V	H	N	424
9 a	Deck Stud Intl	Leningrad	St. Pete	928	\$55,630	24	102	V	L/H		545
9 b	Deck Stud Intl	Leningrad	Beloostrov	1262	\$49,128	24	64	V	L		768
10 a	Housetech	Moscow		500	\$25,000	24	55	Hold	C/D	N	455
10 b	Stan	Pskov	Dedevichi	800	\$25,000	24	50	V	C/D	N	500
10 c	DCS	Volodga	Cherepovets	500	\$25,000	24	55	V	D	N	455
10 d	Nadel	Leningrad	Vsevoloznsk	500	\$25,000	22	47	V	D	N	532
10 e	Nadel	Leningrad	Lomonesov	500	\$25,000	22	47	V	D		532
11	Odomin (Delux	Kaluga	Masalsk	520	\$26,989	24	56	V	L	N	482
12	KORPUS/SS&L	Leningrad	Mykkolovo Villag	420	\$48,130	24	55	Bad	C/D	N	875
13	Giprogor	Kaliningrad	Svetlogorsk	n/a	n/a	n/a	n/a	Bad	n/a	n/a	n/a
14	Russian Rotec	Moscow	Noginsk	2000	\$28,302	n/a	n/a	See	C	N	###
15	World Housing	Simbirsk(Ulyanov	Simbirsk City	480	\$27,650	24	n/a	V	C/L	N	###
16	GUC Intl	Moscow	Odintsovo	150	\$25,498	###	45	Bad	C	N	567
17	Azint	Leningrad	Strelna Area	480	\$23,958	24	51	Bad	C	N	470
18 a	Intl ExportHom	Novgorod	Elkin Village	250	\$32,284	14	n/a	V	C	N	###
18 b	Intl ExportHom	Novgorod	Elkin Village	250	\$33,384	12	n/a	V	C	N	###
18 c	Intl ExportHom	Perm	Charnavi	250	\$37,576	11	n/a	See	C	2	###
18 d	Intl ExportHom	Perm	Zastroyka	100	\$37,256	10	n/a	See	C	N	###
18 e	Intl ExportHom	Perm	Urochische Palni	200	\$36,556	16	n/a	See	C	N	###
19	Life Services/C	Chelyabinsk		500	\$24,400	n/a	n/a	Hold	C	N	###
20 a	BBB Systems L	Leningrad	Primolsky Region	480	\$76,050	24	98	Bad	L	N	776
20 b	BBB Systems L	Leningrad	City of Puskin	400	\$77,555	24	98	Bad	L	N	791
20 c	BBB Systems L	Leningrad	City of Puskin	440	\$77,198	24	98	Bad	L	N	788
20 d	BBB Systems L	Leningrad	City of Puskin	224	\$81,922	24	98	Bad	L	N	836
21	American Over	Moscow	Podolsk	500	\$90,000	24	71	Bad	L	N	1,268
22	Munchy Buildin		2	500	\$42,500	n/a	85	Bad	C	N	500
23	Konsar-Breco	Saratov	Konstandvovka	500	\$24,000	12	58	V	D	N	414
24	N Davis Young	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Bad	n/a	n/a
101	MP OKS	Moscow	Protvino	70	\$24,850	12	55	V	H	E	452
102 a	Sevzapdgilstroi	Leningrad	Ivangorad	240	\$18,104	9	62	V	L	E	292
102 b	Sevzapdgilstroi	Leningrad	Rostshino Villag	260	\$18,263	9	62	V	L	E	295
102 c	Sevzapdgilstroi	Leningrad	Vojskovitsky	240	?	?	62	V	L	E	###

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102.g	Sevzapdgilstro	Leningrad	Gostilitsy	120	?	?	?	V		E	###
102.d,e,f,i											
102.h	Sevzapdgilstro	Leningrad	Krasnoe Selo	240	?	?	?	V		E	###
102.j	Sevzapdgilstro	Leningrad	Kingsep	108	?	?	?	V		E	###
102.k	Sevzapdgilstro	Leningrad	Bobshoe Krizem	120	?	?	?	V		N	###
102	Remgrazhudanr	Volgograd	Michailovko	500	\$22,825	27	66	V	L	N	346
103	KORPUS	Leningrad Ob	Mikkolov	420	\$71,429	n/a	100	Bad	C	N	714
104	TOO Trust 30	Leningrad Ob	?	84	\$16,257	22	59	V	L	M	276
105	Municipal Co/V	Volgograd	Volgograd City	480	\$20,734	17	59	V	H	E	351
106	Kirovskiy Domo	Kirov		50	\$28,980	24	76	V	D	N	381
107	Tatstoi	Kazan		500	\$25,932	n/a	63	Hold	H	N	412
108	AO Constructio	Nizhniy Novgorod	Borstrov City	328	\$29,222	25	62	V	L/H		471
109	Menedzher	Leningrad Ob		796	\$25,000	n/a	55	V	H	N	455
110.a	AO DSK	Novgorod		504	\$34,800	24	59	V	H	E	590
110.b	AO DSK	Novgorod		427	\$35,902	24	59	V	H	E	
111	Atlant	Krasnadar	Krimsk	128	\$37,907	24	56	Bad	L	N	677
112	Tambovskiy Do	?		80	n/a	24	n/a	Bad	H	N	###
113	VolgogradTyaz	Volgograd		262	\$16,363	24	59	V	D/L		277
114	Melkrukk	Bryansk City	Bryansk City	120	\$23,312	12	56	V	H	N	416
115.a	Tverstroy 2	Tver	Vyshny Voloche	108	\$16,385	14	59	V	H	N	278
115.b	Tverstroy 2	Tver	Vyshny Voloche	117	\$15,880	15	57	V	H	N	279
115.c	Tverstroy 2	Tver	Vyshny Voloche	7	\$36,184	11	131	V	L	N	276
115.d	Tverstroy 2	Tver	Vopolzovo	60	\$17,037	10	56	V	L	N	304
116	KMAPZHS	Stariy Oskol		948	\$23,006	24	58	V	H	N	397
117	Trest #46	Leningrad	Kirishi	80	\$30,182	8	60	V	H	N	503
118	Sotskulbyt	Samarskaya	Toliyatti City	250	\$25,175	24	53	V	C/L	N	475
119	Tomskstroizaka	Tomsk	Tomsk City	439	\$18,948	24	62	Hold	H	N	306
120	Volgodonskstro	Volgodonsk		500	\$18,018	7	60	Hold	H	N	300
121.a	PCO KPD	Samarskaya	Tollyatti	480	\$15,906	9	53	V	H	N	300
121.b	PCO KPD	Samarskaya	Zigulevsk	378	\$17,568	9	57	V	H	N	308
122	Cherepovecgraj	Volodga	Cherepovets	503	\$24,944	17	65	V	H	N	384
123	Selskystroi.Km	Tula	Arkhangelskoe	50	\$29,565	23	84	V	D	N	352
124	Promstro	Lipetskaya	Grazi	59	\$24,736	11	53	See	L	N	467
125	Mozhaisk Adm	Moscow	Mozhaisk	8	n/a	n/a		Bad	L	E	0
126	SAME AS #134							Bad			
127	Ekom-Kottedzhii	Khabarovsk		n/a	n/a	n/a	n/a	Bad	n/a	n/a	n/a
128.a	Proyektstro	Volgograd	Topolevaya	54	\$39,526	18	70	V	H	E	565
128.b	Proyektstoi	Volgograd	Volgograd	120	\$25,598	18	57	V	H	N	449
129.a	Barnaulstro/Da	Barnaul	Barnaul	312	\$26,200	24	86	V	D	N	305
129.b	Barnaulstro/Da	Barnaul	Barnaul	196	\$22,226	24	70	V	D	N	318
130	Romstreisezvia	Kostroma		194	\$12,852	22	57	V	H	N	225
131	P & K	Moscow		360	\$27,000	n/a	70	Bad	C		386
132	Torbeevo	Moscow									
133.a	Doliform	Orenb urg		110	\$27,273	25	55	V	H	M	496
133.b	Doliform	Orenb urg		80	\$26,875	9	54	V	H	M	498
133.c	Doliform	Orenburg		10	\$90,000	24	180	Bad	C	N	500
134.a	Khbrvsk-Proms	Khabarovsk		108	\$49,242	n/a	65	Bad	C	N	752
134.b	Khbrvsk-Proms	Khabarovsk		60	\$42,228	n/a	65	Bad	C	N	650
135	Aviastro	Khabarovsk	KhabarovskCity	66	\$90,000	n/a	202	Bad	L	N	446

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136	STEP	Khabarovsk	Khor Village	57	\$25,000	8	58	Hold	L	N	431	
137	Private Const.	Novgorod?	Staraya	100	\$25,576	24	67	V	L	M	382	
138 a	Ryazangorstroi	Ryazan	Microregion 5	172	\$38,390	22	57	V	H	N	674	
138 b	Ryazangorstroi	Ryazan	?	216	\$36,455	15	60	V	H	M	608	
139	AO Strovtrast	Rybinsk	Village 18km aw	60	\$35,593	8	66	V	L	N	539	
140 a	Tulasovchozstr	Tula	Alimkino	50	\$29,283	17	81	V	D	N	362	
140 b	Tulasovchozstr	Tula	Shevelevka	50	\$25,298	11	84	V	D	N	301	
140 c	Tulasovchozstr	Tula	Dmitrovsky	50	\$33,983	17	76	V	D	N	447	
140 d	Tulasovchozstr	Tula	Sosny Poultry Fa	50	\$28,105	10	57	V	L	N	493	
141 a	UKC Nizhny	Nizhny Novgorod	Sornovsky Regio	160	\$18,894	15	66	V	H	E	286	
141 b	UKC Nizhny	Nizhny Novgorod	Verchney Petche	78	n/a	n/a	72	Bad	H	N	####	
142 a	Kaliningradstroi	Kaliningrad	Kal City	93	\$20,864	12	52	See	H	M	401	
142 b	Kaliningradstroi	Kaliningrad	Pervomaisky Vill	265	\$30,036	23	75	See	L	N	400	
142 c	Kaliningradstroi	Kaliningrad	Zelenozradsk	113	\$21,220	14	52	See	L	M	408	
142 d	Kaliningradstroi	Kaliningrad	Kamenka	180	\$35,984	22	87	See	C	N	414	
143	AO Sasovsky D	Ryazan	Sasovo	486	\$25,000	24	63	V	H	N	397	
144	Lenpromstroy	Leningrad Ob	Vyborg	144	\$26,232	12	50	V	H	E	525	
145	AOOT Bashinie	UFA		455	\$31,300	24	43	V	H	N	728	
146	AO DSK	Pskov		400	\$84,473	24	65	Bad	H	N	1300	
147 a	Pskovstroy	Pskov		300	\$43,381	24	n/a	Bad	C/L	N	####	
147 b	Pskovstroy	Pskov	Pskov	100	\$38,673	24	83	Bad	C	N	466	
148	KurskZhilstroy	Kursk	Kursk City	145	\$27,822	24	68	V	H	E	409	
149	PSO MZhK-Str	Tula	Tula City	50	\$27,483	15	61	V	H		451	
150	AO Tulgorstroy	Tula		90	\$25,000	9	57	V	H	M	439	
151 a	AO Domostroit	Moscow	Kameshkovo	60	\$22,265	7	55	Hold	L	N	405	
151 b	AO Domostroit	Moscow	Kortezeev/Petus	70	\$22,252	7	54	Hold	L	N	412	
151 c	AO Domostroit	Moscow	Sobinka	90	\$21,458	7	55	Hold	L	N	390	
151 d	AO Domostroit	Moscow	Sudogda	90	\$29,425	77	55	Hold	L	N	535	
151 e	AO Domostroit	Moscow	Juziev-Podolsk	50	\$21,013	7	55	Hold	L	N	382	
151 f	AO Domostroit	Moscow	Lakinsk	80	\$19,604	7	48	Hold	L	N	408	
151 g	AO Domostroit	Moscow	Vladimir	94	\$26,070	8	62	Hold	H	N	420	
151 h	AO Domostroit	Moscow	Kommunarsk	60	\$23,348	9	54	Hold	L	N	432	
151 i	AO Domostroit	Moscow	Kommunarsk	80	\$23,260	9	54	Hold	L	N	431	
151 j	AO Domostroit	Moscow	Kommunarsk	85	\$23,105	9	56	Hold	L	N	413	
151 k	AO Domostroit	Moscow	Kommunarsk	60	\$23,211	9	56	Hold	L	N	414	
152	Altair	Krasnadar	Sochi	96	\$47,799	18	60	V	H	E	797	
153	TOO Protasi	Protasi Settlement		n/a	n/a	n/a	n/a	Bad	C	N	####	
154	Belgorodproyek	Belograd City		322	\$16,006	20	62	V	H	N	258	
155	AOZT Sodeyst	Penza		466	\$27,732	18	56	V	H	M	495	
156	ZhSC "Erkstro"	Moscow	Kolomna City	80	\$36,088	24	n/a	V	H	M	####	
157	Bryanskstroy/R	Bryansk City		4	120	\$24,500	11	56	V	H	N	438
158	Tambovstroyin	Tambov		900	n/a	n/a	?	Bad	H	M	####	
159	Edsk-Selinvest	Saratov	Saratov	80	\$32,931	16	96	V	C/L	N	343	
160	Admin. of Mos	Moscow	Lubertzi	307	\$27,625	n/a	57	V	H	M	485	
161	Monolithstroy	Kursk		176	\$21,421	20	52	V	H	N	412	
162 a	Tveragrostroi	Tver	Molo'kovo	57	\$20,388	23	80	V	D	N	255	
162 b	Tveragrostroi	Tver	Bologoye	20	\$27,100	21	80	Bad	H	N	339	
162 c	Tveragrostroi	Tver	Maxatiha	27	\$27,889	13	50	V	L	N	556	
162 d	Tveragrostroi	Tver	Ves'yegorsk	36	\$27,000	13	61	V	L	N	413	

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162 e	Tveragrostroy	Tver	Berzhetsk	150	\$33,300	24	80	V	D	N	416
162 f	Tveragrostroy	Tver	Karshin	20	\$26,850	12	71	V	C	N	378
162 g	Tveragrostroy	Tver	Kasoval Gora	40	\$26,100	n/a	80	V	D	N	326
162 h	Tveragrostroy	Tver	Staritsa	50	\$27,016	15	n/a	V	C	N	###
162 i	Tveragrostroy	Tver	Zubtsov	30	\$26,700	12	n/a	V	L	M	###
162 j	Tveragrostroy	Tver	Selizharova	27	\$27,800	17	60	V	L	N	463
164	Krasnadarstroy	Krasnadar	PkhoretskCity	98	\$30,500	19	54	V	L	N	565
165	Promstroy LTD	Krasnadar	Yeast	75	\$30,800	12	48	V	L	N	642
166	Stroi Internatio	Krasnadar	Timashevsk	55	\$29,500	14	60	V	L	N	492
167	KrasnadarCity	Krasnadar	Krasnadar City	144	\$28,545	6	52	V	H	E	549
168	Domostroitel	Krasnadar	Armivir	108	\$30,959	24	69	V	H	N	449
169	Domostroitel	Krasnadar	Armivir	108	\$30,959	24	69	V	H	N	449
170	SAME AS #171								See		
171 a	Uralsky Domos	Ekaterininburg	Ekat. City	128	\$24,503	15	56	See	L	N	438
171 b	Uralsky Domos	Ekaterininburg	Betanichesky	186	\$24,330	15	57	See	H	N	427
172 a	Universalstroy	Volgograd	Volgograd City	316	\$23,960	17	66	V	H	M	363
172	Universalstroy	Volgograd	Volgograd City	200	\$23,850	18	59	V	H	N	404
173 a	Rosstro	Leningrad	Ivangorad City	80	\$25,000	n/a	55	V	L	N	455
174	Lipetskiy metallur	Lipetskaya	Bolshoy Samove	84	\$19,010	24	53	See	L	N	359
175	Stroitel	Khabarovsk	KhabarovskCity	191	\$34,218	23	56	Bad	H	M	611
176 a	VlggrdGidrostr	Volgograd	Volzhskiy Village	180	\$23,877	20	60	V	H	E	398
176 b	VlggrdGidrostr	Volgograd	Volzhskiy Village	300	\$22,945	9	58	V	H	E	396
177 a	Smolenskstoi	Smolensk	SmCity/Yarstsev	367	\$36,840	24	79	V	C	N	466
178	SelskuDomostr	Saratov	Stroikovka	250	\$44,088	24	110	V	C	N	401
179	Pereslavistroy/	Yaroslavl	Two Villages	496	\$29,196	30	60	V	C/L	N	487
180	NOT USED										
	Zhilstroi	Orel	Orel								
182	AO Domostroit	Ufan Ude		118	\$23,211	9	127	Hold	D/L	N	183
183 a	AO Barnaul	Barnaul City		72	\$23,548	n/a	70	V	H	E	336
183 b	AO Barnaul	Barnaul City		270	\$27,600	23	98	V	D/C	N	282
183 c	AO Barnaul	Barnaul City		170	\$14,155	14	79	V	H	N	179
184	Kshi-480			n/a	\$11,000	n/a	n/a	Bad	C	N	###
185	KEMP	Cherboksary	Cherboksary								
186 a	AO Complex	Tatarstan	Yelabuga	372	\$25,300	11	61	See	H	E	415
186 b	AO Complex	Smolensk	Viyzma	160	\$26,443	24	55	V	L	N	481
187 a	Alfa Volta, Ltd	250 km SW St.P	Dubrova Town	45	\$25,000	4	136	Bad	C	E	184
187 b	Const. Comd #	Moscow	Two Diff. Sites	437	\$24,500	12	47	V	L/H	E	521
187 c	UVO Ltd	Moscow	Volokolamska	232	\$24,747	9	88	See	C	E	281
187 d	Const. Comd #	Nizhniy Novgorod		324	\$24,000	18	62	V	H	E	387
187 e	Nola Ltd	Novgorod		500	\$24,882	19	63	V	C/H	E	395
187 f	Kotedza, Ltd.	Pleskava		210	\$21,000	12	54	See	L	E	389
188	ENKO	Smolensk	Gagarin	500	\$59,183	24	64	V	C/L/H	N	925
189 a	Kamyshinprom	Volgograd		252	\$24,989	23	59	V	H	N	424
189 b	Kamyshinprom	Volgograd		219	\$25,000	23	61	V	H	N	410
190	Sevkavneftegaz	Krasnadar	Anapa	210	\$28,000	25	52	V	H	N	536
191 a	Nizhniy Novgor	Nizhniy Novgorod	Bogorodsk	27	\$24,172	n/a	55	V	L	N	439
191 b	Nizhniy Novgor	Nizhniy Novgorod	Vixa City	32	\$24,410	11	57	V	L	E	429
191 c	Nizhniy Novgor	Nizhniy Novgorod	Vixa City	108	\$22,220	11	52	V	H	E	427
191 d	Nizhniy Novgor	Nizhniy Novgorod	Vixa City	108	\$15,126	11	35	V	H		432

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LOCATOR.XLS

191 e	Nizhniy Novgor	Nizhniy Novgorod	Vixa City	95	\$18,793	11	n/a	V	L	E	###
191 f	Nizhniy Novgor	Nizhniy Novgorod	Gorodetts	98	\$30,106	11	60	V	L	E	502
191 g	Nizhniy Novgor	Nizhniy Novgorod	Bogorodsk	18	\$24,253	n/a	55	V	L	E	441
191 h	Nizhniy Novgor	Nizhniy Novgorod	Vixa City	80	\$26,172	11	61	V	L	E	429
191 i	Nizhniy Novgor	Nizhniy Novgorod	Bogorodsk	18	\$26,135	n/a	60	V	L	E	436
191 j	Nizhniy Novgor	Nizhniy Novgorod	Pavlova	100	\$23,766	n/a	53	V	L	N	448
191 k	Nizhniy Novgor	Nizhniy Novgorod	Gorodetts	96	\$24,898	n/a	50	V	L	N	498
192	ABH	Moscow	Odincovoraj	536	\$34,586	21	56	Hold	L	N	618
193 a	Mosenezgostro	Tver	Komakovo	n/a	n/a	n/a	n/a	Bad	C	N	###
193 b	Mosenezgostro	Tver	Vladimir	n/a	n/a	n/a	n/a	Bad	C	N	###
193 c	Mosenezgostro	Tver	Novomoskovsk	n/a	n/a	n/a	n/a	Bad	C	N	###
194	Pinckney Assoc	Krasnadar	Novorossyisk	1500	n/a	22	n/a	Bad	C	N	###
195	AO Centrgas In	Lipetskaya	Two Villages	255	\$39,619	25	87	See	C	N	455
196	Kalugastroy	Kaluga	?	492	\$26,423	18	58	V	H	N	456
197	Radical	Volgograd	Frolevo	80	\$23,969	22	51	V	L	M	470
198 a	Delta Heights	Moscow	Volokalamsk	100	\$25,000	6	n/a	Bad	L	N	###
198 b	Delta Heights	Moscow	Pushkino	333	\$29,416	24	52	V		N	566
198 c	Delta Heights	Rzhev	Rzhev City	157	\$23,729	9	n/a	V	L	M	###
199	Prilov	Leningrad	Pugarevo	50	\$25,000	n/a	85	Bad	C	N	294
200 a	Ellerbe Becket	Volgograd	Volgograd City	440	\$67,955	24	55	V	H	N	1,236
200 b	Ellerbe Becket	Moscow	Podolsk	580	\$57,759	24	51	Bad	H	N	1,133
200 c	Ellerbe Becket	Rostov	Taganrog City	576	\$57,205	24	51	Bad	H	N	1,122
200 d	Ellerbe Becket	Moscow	Monino	412	\$154,976	24	51	Bad	C	N	3,039
201	Concern Rus	Moscow	Noginsk	505	n/a	n/a	n/a	Bad	C/H	N	###
202	AO Kurskrudstr	Kursk	Jelesnovgorsk	456	\$17,514	26	59	V	H	N	297

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**Exhibit 4**  
**Initial Evaluation Form**

**PRELIMINARY PROJECT EVALUATION CHECK LIST** No. \_\_\_\_\_

1. Proposers Name \_\_\_\_\_
2. Address \_\_\_\_\_
3. Telephone Number \_\_\_\_\_ Fax \_\_\_\_\_
4. Contact \_\_\_\_\_
5. Project Location \_\_\_\_\_
6. City on Original List Yes No
7. Nationality of Company American/Russian Russian American  
Russian/X Country American/X Country
8. Type of Organization \_\_\_\_\_
9. Date of Registration \_\_\_\_\_
10. Date of Construction License \_\_\_\_\_
11. Previous Housing Experience Yes No In Russia Yes No
12. Previous Housing Type/Material \_\_\_\_\_
13. Total Site Area (ha) \_\_\_\_\_
14. Description of Area \_\_\_\_\_
15. Description of Site \_\_\_\_\_
16. Number of Units Proposed \_\_\_\_\_
17. Type of Construction Cottage Duplex/Quad Lo Rise Hi Rise
18. Type of Materials Wood Masonry Concrete Other \_\_\_\_\_
19. Current Construction Status New Existing Mix
20. Cost Sheet Completed Yes No
21. Gross Unit Size and Quantity

Description	Gross Area/Unit (M2)	Quantity	Total Gross Area of Units (M2)
<b>TOTAL</b>			

22. Total Project Cost (\$) \_\_\_\_\_
23. Average Unit Cost (\$) \_\_\_\_\_ Average Unit Area (M2) \_\_\_\_\_
24. Total Gross Building Area (M2) \_\_\_\_\_

25. Cost Per Gross Building Area (\$/Gross M<sup>2</sup>) \_\_\_\_\_  
 26. Duration of Construction (Months) \_\_\_\_\_  
 27. Construction Schedule Included Yes No  
 28. Offsite Infrastructure Status

Description	Available (Circle)		Adequate Capacity (Circle)		Distance (M)
	Yes	No	Yes	No	
Water	Yes	No	Yes	No	
Sewer	Yes	No	Yes	No	
Heat	Yes	No	Yes	No	
Hot Water	Yes	No	Yes	No	
Electric	Yes	No	Yes	No	
Telephone	Yes	No	Yes	No	
Gas	Yes	No	Yes	No	

29. Documentation That Governing Body Will Supply Infrastructure Yes No  
 30. Budget Evidence Yes No  
 31. Cost of Offsite Infrastructure (If Available) \_\_\_\_\_  
 32. Documentation that Governing Body Supports Project Yes No  
 33. Development Rights/Land Approval Included Yes No  
 If Yes: By Whom \_\_\_\_\_  
 When \_\_\_\_\_  
 For How Long \_\_\_\_\_  
 34. Project Approved Yes No  
 If Yes: By Whom \_\_\_\_\_  
 When \_\_\_\_\_  
 For How Long \_\_\_\_\_  
 35. Planning Approval Stage  
 General Plan \_\_\_\_\_  
 PDP \_\_\_\_\_  
 Detail Drawings (PZ) \_\_\_\_\_  
 Approval to Start Construction \_\_\_\_\_  
 36. Plans/Specifications Included Yes No  
 37. Environmental Checklist Included Yes No  
 38. Environmental Status (Circle One)  
 Could Not Affect Could Affect Will Affect  
 39. Resumes Included Yes No  
 40. Documentation of Financial Strength  
 41. Cash Flow Included Yes No  
 42. List of Subs Yes No  
 43. If contractor intends to finance part of the Yes No  
 project with funds other than USAID has  
 the source and amount of funds been identified

**Exhibit 5**

**Final Evaluation Form**

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SUMMARY OF EVALUATION CRITERIA				
COMPANY		0		
LOCATION		0		
PROPOSAL #		0		
UNITS		0		
Ave. size		0 m2		
ORIGINAL BID				
-- TOTAL		\$0		
-- COST/UNIT		\$0		
FINAL BID				
-- TOTAL		\$0		
-- VAT		\$0		
CONTRACT MINUS VALUE ADDED TAXES				
-- TOTAL		\$0		
-- COST/UNIT		\$0		
-- Cost /M2		\$0		
	EVALUATION CRITERIA		MAX	SCORE
			PTS	
1	APPROVALS		300	0
2	CORPORATE STRENGTH		120	0
3	PROFESSIONAL COMPETENCE		190	50
4	OFF-SITE INFRASTRUCTURE		300	300
5	SITE & OTHERS		50	0
6	COMPLETION SCHEDULE		400	0
7	LOCAL GOV. SUPPORT		150	0
	TECHNICAL TOTAL		1510	350
	-- PERCENT			23.18%
8	COST PROPOSAL		300	0
	-- PERCENT			0.00%
	FINAL RANKING			
	TECHNICAL POINTS		700	162.25
	COST POINTS		300	0.00
	TOTAL POINTS		1000	162.25
	OTHER PROBLEMS THAT MAY HINDER PROJECT			
	LEGAL REQUIREMENTS - SECTION 1 -- If SCORE is checked, problems of registration, licensing or nationality exist.			X
	PARTIALLY COMPLETED PROJECT PROBLEMS - If the SCORE box is checked review Section 12 for problems that must be corrected before contract signing.			

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EVALUATION CRITERIA				
PROPOSAL #				
COMPANY				
LOCATION				
NO. UNITS				
		RESPONSE	PTS	SCORE
<b>1</b>	<b>LEGAL REQUIREMENTS</b>			
	1.1 Company registration		5	0
	1.2 Company licensing			
	- License for building construction		30	0
	- License for engineering		0	0
	1.3 Company management identified		5	0
	1.4 Nationality criteria met			
	- Prime		5	0
	- Suppliers		5	0
	<b>LEGAL REQUIREMENTS SCORE</b>		<b>50</b>	<b>0</b>
<b>2</b>	<b>LAND RESERVATION DOCUMENT</b>			
	2.1 Guarantee to issue rights if successful		10	0
	2.2 Temporary Land Allocation – for design and construction of the project (Gives the right to enter the land)		30	0
	2.3 Permanent Land Allocation (the right to start construction issued by the Chief Architect)		50	0
	2.4 PRAVO Vladeeniya – ownership or indefinite use of land document		0	0
	<b>TOTAL LAND RESERVATION DOCUMENT</b>		<b>90</b>	<b>0</b>
<b>3</b>	<b>ARCHITECTURAL AND PLANNING APPROVALS</b>			
	Enter 1 if yes, or 0 if no			
	3.1 General plan or master plan (if necessary)		1	0
	3.2 Project of Detailed Design (PDP stage) -- If necessary		4	0
	3.3 Project of Built Environment (Proyekt Zastroiki) -- if necessary		10	0
	3.4 APZ (Arhitekturno-Planirovochnoe Zadanie) issued by Chief Architect		15	0
	3.5 TU (Technicheskie uslovia) Have all them been produce, and for how long are they valid?		30	0
	3.6 Has the TEO (Technical-Economical Basis) or Existing Proekt been produced and approved?		40	0
	3.7 Permission to start construction works		100	0
	<b>TOTAL ARCHITECTURAL APPROVALS</b>		<b>200</b>	<b>0</b>
<b>4</b>	<b>ENVIRONMENTAL CHECKLIST FORM</b>			
	4.1 Determination Level - one		5	0
	Signed by responsible authority (should be verified through site visit)		5	0
	<b>TOTAL ENVIRONMENTAL APPROVALS</b>		<b>10</b>	<b>0</b>
	<b>PAGE TOTAL</b>		<b>300</b>	<b>0</b>

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EVALUATION CRITERIA				
PROPOSAL #		0		
COMPANY		0		
LOCATION		0		
		RESPONSE	PTS	SCORE
<b>5 CORPORATE STRENGTH</b>				
<b>5.1 MANAGEMENT STRUCTURE</b>				
Enter '1' in appropriate row. Leave other rows in 5.1 blank				
	- Lead firm also prime or general contractor with actual construction experience in Russia		30	0
	- Lead firm developer with experience in Russia		15	0
	- Other arrangements		0	0
<b>5.2 ESTABLISHED SUBCONTRACTING RELATIONSHIPS</b>				
Enter '1' in appropriate row. Leave other rows in 5.2 blank				
	- Use existing subcontractors or own forces for 50% or more of work		30	0
	- Use existing subcontractors for less than 50% of the work		0	0
<b>5.3 ESTABLISHED RELATIONSHIPS WITH SUPPLIERS</b>				
Enter '1' in appropriate row. Leave other rows in 5.3 blank				
	- Worked with primary suppliers 2 years or more		30	0
	- Worked with primary suppliers 1 year		15	0
	- Worked with primary suppliers 1 year or less		0	0
<b>5.4 SOURCE OF MAIN BUILDING SYSTEM</b>				
Enter '1' in appropriate row. Leave other rows in 5.4 blank				
	- Already in production in region		30	0
	- Already in production in Russia/CIS		15	0
	- Produced outside CIS		0	0
<b>CORPORATE STRENGTH &amp; MANAGEMENT TOTAL</b>			<b>120</b>	<b>0</b>
<b>6 PROFESSIONAL COMPETENCE</b>				
<b>6.1 Number of proposed units -- all proposed sites</b>				
	- Number of units constructed in last two years			
	- Score is number 2 times proposed number		20	0
	- Score is number equal to proposed number, but less than 2 times proposed number		10	0
	- Score is number is less than proposed units		0	0
<b>6.2 If an audited balance sheet or signed tax statement is provided enter '1'</b>				
			10	0
<b>6.3 Financial capacity to complete project</b>				
	- Total short term assets from lines 180 & 330 of tax statement (000's)			
	- Total short term liabilities from line 770 of tax statement (000's)			
	Score if ratio of short-term assets to liabilities is greater than 1		30	0
	- Has the company agreed to pledge assets or provide a bank guarantee to cover the advance payment? If yes, enter percent proposed.		30	0
<b>PROFESSIONAL COMPETENCE SUBTOTAL</b>			<b>90</b>	<b>0</b>

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EVALUATION CRITERIA				
PROPOSAL #		0		
COMPANY		0		
LOCATION		0		
			RESPONSE	PTS SCORE
6.4	Financial capacity to complete project			
	- What are the total assets of the company		0	
	- What portion of those assets are 'social assets' which cannot be pledged as collateral			
6.5	Experience with foreign companies -- Enter '1' if yes, otherwise leave blank			
	- If Russian, experience with foreign firms		5	0
	- If US, experience with Russian firms		5	0
6.6	Provide a summary of the current projects under construction by the prime contractor			
	- Total area of projects (m2)			
	- Number of projects			
	-- Evaluator, enter '1' if you think contractor has capacity to handle this project plus existing workload		5	0
6.7	Experience with Russian municipalities			
	- One or more completed project in project municipality		10	0
	- One or more completed project in oblast		5	0
6.8	How many months will it take to complete the project? (score for 12 months or less, 50 pts; 30 pts if schedule is <= 18 months)		50	50
	- What evidence can be provided that this schedule is realistic? (Evaluator, enter '1' if you believe schedule is realistic)		20	0
6.9	What are the roles and responsibilities of each of the partners listed in the proposal?			
	- Who will sign the contract with the General Management Contractor?			
	- Which firm will receive payments from the General Management Contractor?			
	- Does the firm that will manage the cashflow have relationships with an internationally certified Russian bank?			
PROFESSIONAL COMPETENCE FROM PREVIOUS PAGE			90	0
TOTAL PROFESSIONAL COMPETENCE			190	50

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EVALUATION CRITERIA				
PROPOSAL #		0		
COMPANY		0		
LOCATION		0		
		RESPONSE	PTS	SCORE
<b>7 OFF-SITE INFRASTRUCTURE</b>				
	IF EITHER GAS OR ELECTRICITY ARE USED FOR HEATING LEAVE DISTRICT HEATING VALUES 'BLANK'			
	SCORING - IF INFRASTRUCTURE IN PLACE, 60; IF 150 M, 30; IF 500 M 15; IF 1000 M 7.5 PTS			
<b>7.1 WATER SUPPLY</b>				
	Adequate capacity to support project			
	- What is the distance in meters from the project?		60	60
	- State the number of months to complete ?		0	0
<b>7.2 SEWERAGE</b>				
	Adequate capacity to support project			
	- What is the distance in meters from the project?		60	60
	- State the number of months to complete ?		0	0
<b>7.3 GAS</b>				
	Adequate capacity to support project			
	- What is the distance in meters from the project?		60	60
	- State the number of months to complete ?		0	0
<b>7.4 DISTRICT HEATING</b>				
	Adequate capacity to support project			
	- What is the distance in meters from the project?		60	60
	- State the number of months to complete ?		0	0
<b>7.5 ELECTRICITY</b>				
	Adequate capacity to support project			
	- What is the distance in meters from the project?		60	60
	- State the number of months to complete ?		0	0
<b>7.6 ROADS</b>				
	- What length of access roads must be constructed to the project?			
<b>7.6 BUDETARY SUPPORT FOR OFF-SITE INFRASTRUCTURE, see Local Gov. Support for ranking</b>				
	- Lump sum amount for all the above if costs are not broken down by component			
<b>TOTALS - OFF-SITE INFRASTRUCTURE</b>			<b>300</b>	<b>300</b>

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EVALUATION CRITERIA				
PROPOSAL #		0		
COMPANY		0		
LOCATION		0		
			RESPONSE	PTS SCORE
8	SITE			
8.1	Number of units			
	- Additional pts if site more than 125 units		20	0
8.2	Site characteristics			
	- Area of the site (in hectares)			
	- Is the project located in a developed area? (If yes, enter '1')		5	0
8.3	Unit types - 1, 2, 3, 4, room apartments			
	- Total or gross building area (m2)			
	- Gross area of apartments (m2)			
	- Average gross area of apartment (m2)			
8.4	Innovative design characteristics (enter '1' if any apply)			
	- Innovative design		5	0
	- Energy efficient design		5	0
	- transfer of new technology to Russia from USA		5	0
9	OTHER CRITERIA			
9.1	Relationship with US firm		5	0
9.2	Proposal preparation		5	0
	<b>TOTALS - OTHERS</b>		<b>50</b>	<b>0</b>
10	COMPLETION SCHEDULE	NO UNITS		
	100% SHELL Complete and ready for finishing		100	0
	81-99% complete		70	0
	51-80% complete		60	0
	26-50% complete		50	0
	10-25% complete		40	0
	First floor slab in place		30	0
	Foundation complete		30	0
	Piles complete		20	0
	Excavation or no construction started		0	0
	<b>TOTALS</b>		<b>0</b>	<b>400</b>

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<b>EVALUATION CRITERIA</b>					
<b>PROPOSAL #</b>		0			
<b>COMPANY</b>		0			
<b>LOCATION</b>		0			
		<b>Questions on this sheet are for city or oblast officials only and should be completed by evaluator.</b>	<b>RESPONSE</b>	<b>PTS</b>	<b>SCORE</b>
<b>11 SUPPORT FROM LOCAL GOVERNMENT</b>					
11.1		Do you have officers on your Waiting List who are recently demobilized from outside Russia?			
11.2		Will you accept newly retired officers not on your waiting lists from outside Russia?		50	0
11.3		Written evidence of municipality's support to provide off-site infrastructure (check appropriate box and ensure that letters are present).			
		- Infrastructure completed and connections identified		80	0
		- Infrastructure under construction		30	0
		- Evidence of budgetary support for infrastructure		15	0
		- Guarantee letter with detailed construction schedules		10	0
		- Guarantee letter with no detailed schedules		0	0
11.4		Other indicators of municipal support (to be completed by evaluator)			
		- High level official travels to site with evaluation team or actively involved in mission		20	0
		- Written assurances that missing approvals will be provided by a specified date		0	0
<b>TOTAL LOCAL GOVERNMENT SUPPORT</b>				<b>150</b>	<b>0</b>

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EVALUATION CRITERIA				
PROPOSAL #		0		
COMPANY		0		
LOCATION		0		
		<b>THIS SHEET IS FOR PARTIALLY COMPLETED PROJECTS</b>	<b>RESPONSE</b>	
<b>12 STATUS OF APPROVALS</b>				
12.1	Have the development rights been transferred to the subcontractor?			
12.2	- Has the prior holder of development rights agreed to transfer them to the subcontractor?			
12.3	- Have the appropriate administrative bodies approved the transfer of development rights			
12.4	- Does the subcontractor now hold development rights?			
12.5	Have the rights to construct the project been transferred to the subcontractor?			
12.6	- If transferred provide a copy of the transfer document.			
12.7	- If no, who presently has the rights and when will the rights be transferred?			
12.8	Who is the present owner of the project			
12.9	Has any party other than the subcontractor provided financing for the project, on an equity or debt basis?			
12.10	- Has this party agreed to sell its interest in the project?			
12.11	- Has this party agreed to a definite price for its interest in the project?			
12.12	- Has this party received full compensation for its interest and formally relinquished its rights to the project?			
12.13	USAID will only finance only housing areas. If the subcontractor intends to build non-housing areas and/or additional housing units, write "yes" in the box.			
12.14	Are any of the apartments already allocated? (If yes, enter "yes")			
12.15	Have any of the apartments been previously occupied? (yes or no)			

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COST CERTIFICATION SHEET				
PROPOSAL #		NO. OF UNITS		0
COMPANY		DATE:		
LOCATION				
1	Total cost of project from proposal			
a)	This cost is based on an advance of _____ % for starting site activities and pre-purchase of building materials and supplies			
b)	Based on non-payment of VAT tax? (yes or no)			
	If this cost includes VAT taxes, what is the total amount of VAT taxes included?			
		0.00%		
c)	Based on inflation rate and dollar exchange rates for the entire construction period? (yes or no)			
d)	Based on a fixed price contract for the entire period of the contract? (yes or no)			
e)	Can the subcontractor get a loan to finance purchase of materials if the advance is reduced? If so, how much and at what rates?			
2	Revision, if any, of the cost on the basis of assumptions different from a, b, c, d, and e) above.			
	Note differences in assumptions used for revised cost			
	Note: Cost per housing unit for the proposed project represents 30% of the evaluation criteria for the proposals and therefore lower cost units realistically priced will be ranked higher.			
	Revised VAT tax estimate			
		0.00%		
3	CALCULATED COST PER UNIT MINUS VAT TAXES (BE SURE TO ANSWER QUESTION 8.1)	\$0		
	Base			
	If Unit price is \$18-23,000		300	0
	-- \$23001 - 25,000		250	0
	- 25, 000 - 27,000		200	0
	- 27,001 - 32,000		100	0
	- 32,001 - 35,000		50	0
	Total cost points			0
Signed by				
Title				

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SUMMARIZED BALANCE SHEET						
PROPOSAL #	0					
COMPANY	0					
	Line on	31-Dec-93			31-Mar-94	
	Balance	Rubles	Rubles	Dollars	Rubles	Dollars
	Sheet	'000	'000	000	'000	000
Exchange rate				1250		1720
Fixed assets (net of Depn)	022			40		40
Equipment to install	030		0	40		40
Investments	040 & 050		0	40		40
			0	40	0	40
Others - calculated			0	40	0	40
Total Fixed Assets	080			40		40
<b>CURRENT ASSETS</b>						
Stocks	100 & 122			40		40
Debtors	200			40		40
Associated company balance	220			40		40
Staff debtors	240			40		40
Advances to contractors	260			40		40
Cash	280-310			40		40
Others - calculated		0		40	0	40
Total Current Assets	180 & 330			40		40
<b>DEDUCT: CURRENT LIABILITIES</b>						
Bank loans & overdrafts	600, 610 & 620			40		40
Creditors	630, 700 & 710			40		40
Wages	650			40		40
Social insurance	660			40		40
Advances from customers	720			40		40
Others - calculated		0		40	0	40
Total Current Liabilities	770			40		40
Working Capital			0	40	0	40
Net worth			0	40	0	40
<b>Represented by</b>						
Authorized funds	400			40		40
Special allocation funds	420			40		40
Special aims financing & incomes	430			40		40
- Profits	470			40		40
- Less distributed profits	471		0	40		40
Others - calculated			0	40	0	40
Totals	480			40		40
<b>LIQUIDITY RATIOS</b>						Norm
- Working capital ratio						
(Current assets/current liabilities)				0.00	0.00	2
- Acid test ratio				0.00	0.00	1
(Current assets less stocks & debtors/current liabilities)						
<b>OTHER RATIOS</b>						
Fixed assets to total assets				0.00	0.00	0.5
Investments to total assets				0.00	0.00	
Stocks to total assets				0.00	0.00	
Stocks to current assets				0.00	0.00	
Debtors to current assets				0.00	0.00	
Profit to (Total assets less investments)				0.00	0.00	

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**Exhibit 6**  
**List of Second Round Visits**

**LIST OF SECOND ROUND VISITS**

#	OBLAST	CITY	VISITS
1	Alliaky Krai	Barnaul	4
2	Belgorod	Belgorod	1
3	Belgorod	Stariy Oskol	2
4	Bryansk	Bryansk	2
5	Kaliningrad	Kaliningrad	4
6	Kaliningrad	Zelenogradsk	2
7	Kaluga	Balabanova	1
8	Kaluga	Kaluga	1
9	Kaluga	Mosalsk	1
10	Kaluga	Kirov	1
11	Kostroma	Kostroma City	1
12	Krasnodar Krai	Anapa	1
13	Krasnodar Krai	Armavir	1
14	Krasnodar Krai	Krasnodar City	1
15	Krasnodar Krai	Sochi	1
16	Krasnodar Krai	Tikhorstst	1
17	Krasnodar Krai	Timashevsk	1
18	Krasnodar Krai	Yeask	1
19	Kursk	Kursk	2
20	Kursk	Zheleznogorsk	2
21	Leningrad	Gatchina	1
22	Leningrad	Ivangorod	1
23	Leningrad	Kingisep	1
24	Leningrad	Kirishi	1
25	Leningrad	Krasnoe Selo	1
26	Leningrad	Lomonsov	1
27	Leningrad	Mukolovo, Pushin	1
28	Leningrad	Rostchino	1
29	Leningrad	Sestrortsk #38&32	8
30	Leningrad	Tihvin	3
31	Leningrad	Vyborg	1
32	Leningrad	Vzevlozsk	1
33	Moscow	Botovo/Volokolamsk	2
34	Moscow	Kolomna	1
35	Moscow	Lubertsy	1
36	Moscow	Odincovoraj	1
37	Moscow	Orekovo Zuyevo	1
38	Moscow	Popovkino/Volokolamsk	1
39	Moscow	Protvino	1
40	Moscow	Puskino	1
41	Moscow	Remyagino/Volokalamsk	1
42	Moscow	Volokolamska/Rakhmanovo	1
43	Nizhni Novgorod	Bor City	1
44	Nizhni Novgorod	Gorodetts	3
45	Nizhni Novgorod	Nizhni Novgorod	1
46	Nizhni Novgorod	Pavlovo City	1
47	Nizhni Novgorod	Vixa City	5
48	Novgorod	Novgorod	1

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**LIST OF SECOND ROUND VISITS**

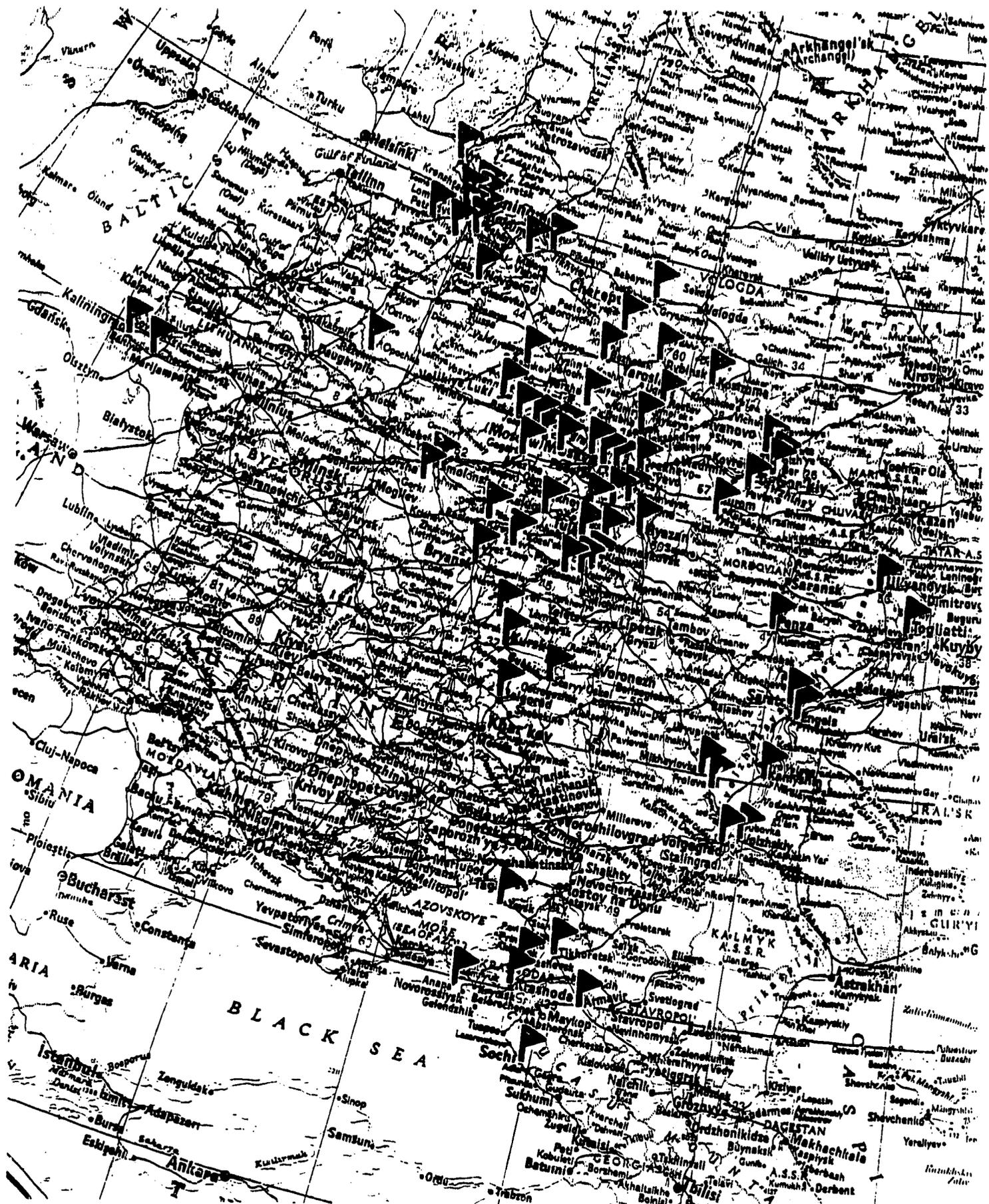
49	Orenburg	Orenburg	4
50	Orenburg	Orenburg	10
51	Penza	Penza	2
52	Pskov	Sebezh	1
53	Ryazan	Microregion 5	1
54	Samara	Tollyatti	2
55	Saratov	Engels	1
56	Saratov	Saratov	2
57	Smolensk	Gagarin	1
58	Smolensk	Petrovo	1
59	Smolensk	Smolensk	1
60	Sverdlovsk	Ekaterinburg	2
61	Tula	Allmkino Village	1
62	Tula	Archangelskoye Village	1
63	Tula	Dmitrovskoye Village	1
64	Tula	Shevelevka Village	1
65	Tula	Sosnovy Village	1
66	Tula	Tula	1
67	Tver	Berzhetsk	1
68	Tver	Kesova gora	1
69	Tver	Molokovo	2
70	Tver	Rzhev	1
71	Tver	Staritsa	2
72	Tver	Ves'egonsk	1
73	Ufa	Ufa	1
74	Ulyanovsk	Ulyanovsk	1
75	Volgograd	Frolovo	1
76	Volgograd	Kamyshon	2
77	Volgograd	Mikhailovka	2
78	Volgograd	Volgograd	6
79	Volgograd	Volzhskiy	2
80	Vologda	Cherepovets	2
81	Yaroslav	Rubinsk	2
82	Jaroslavl	Pereslavl-Zalesky	1
83	Jaroslavl	Rostov	2

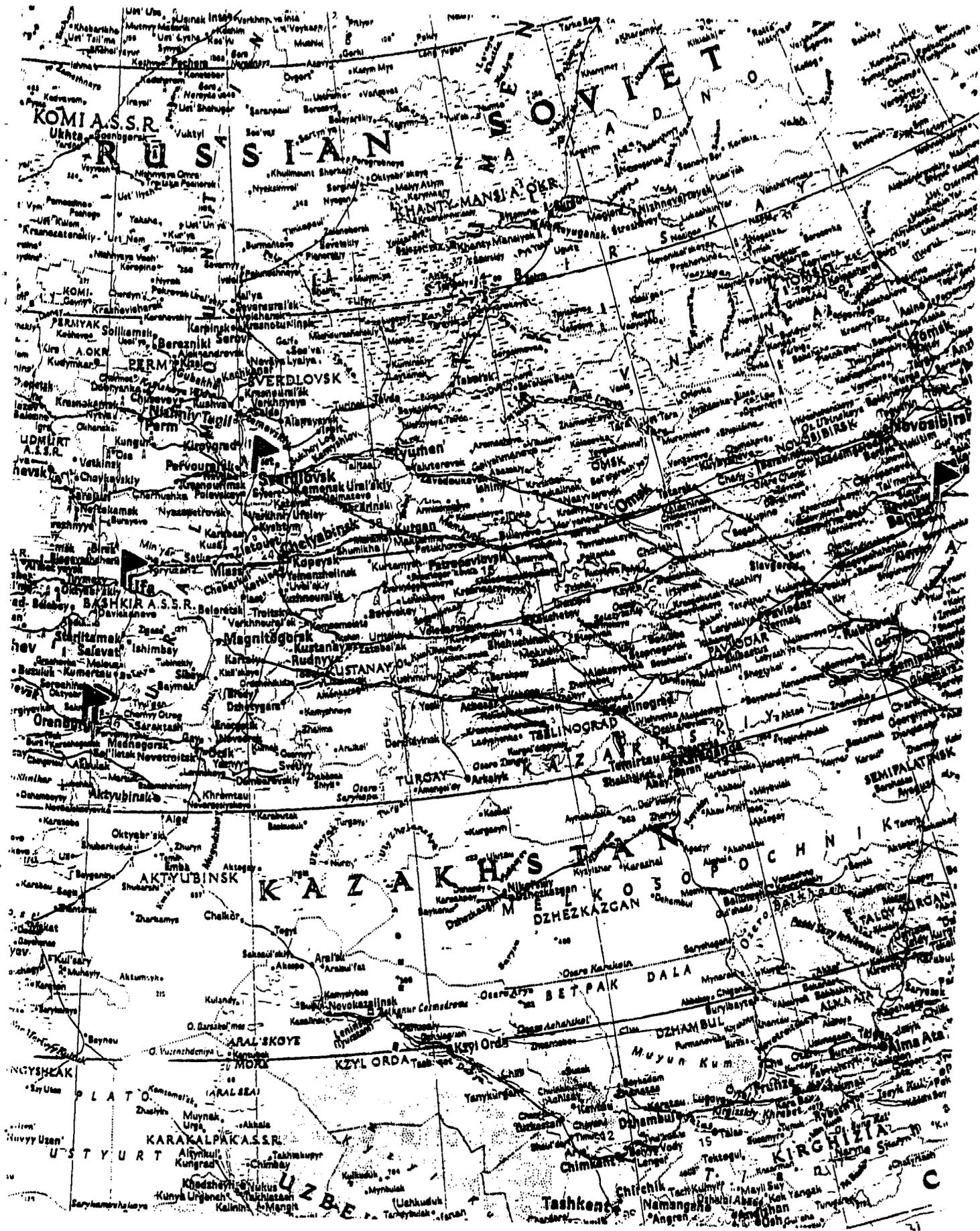
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**Exhibit 7**

**Map of Second Round Visits**

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**Exhibit 8**

**Final Ranking of Proposals**

SUMMARY RANKING OF PROPOSAL RESPONSIVENESS																				
O	NO	BIDDER	RE-GIO	OBLAST	CITY	NATION-ALITY	TOTAL PRICE				UNIT PRICE				COMPLETION STATUS - UNITS					
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	AVE. SIZE	TYPE	DURA-TION	TOTAL UNITS	SHELL COM- PLETE	1ST FLOOR OR MORE	FOUR- DATION	NOT START- ED
1	133A	Doliform	M	Orenburg	Orenburg	R	\$3,000,000	\$3,000,000	\$600,000	\$2,400,000	\$27,273	\$21,818	54.6	H	4	110	110	0	0	0
2	116-1a1	KMAproyektzhstroy	M	Staryi Oskol	Staryi Oskol	R	\$16,911,700	\$16,911,700	\$3,276,448	\$13,635,252	\$25,938	\$20,913	59.7	H	6	652	652	0	0	0
3	176B	Volgogradgidrostroy	V	Volgograd	Volzhskiy	R/A	\$6,883,500	\$6,883,500	\$989,150	\$5,894,350	\$22,945	\$18,648	57.7	H	8	300	240	60	0	0
4	121	Tolyatti KPD	NN	Samara	Tolyatti	R	\$9,442,980	\$9,693,915	\$736,965	\$8,956,950	\$19,946	\$16,430	59.0	H	6	486	486	0	0	0
5	198C	Delta Heights Internatio	M	Rzhev	Rzhev	R/A	\$1,425,000	\$1,425,000	\$0	\$1,425,000	\$25,000	\$25,000	51.3	L	9	57	57	0	0	0
6	157	Bryanskstroy	M	Bryansk	Bryansk	R	\$2,940,000	\$2,676,000	\$428,160	\$2,247,840	\$22,300	\$18,732	56.4	H	12	120	0	120	0	0
7	191E	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vixa City	R/A	\$1,785,347	\$1,785,347	\$0	\$1,785,347	\$18,793	\$18,793	43.7	L	11	95	55	40	0	0
8	122	Cherepovetsgrazdanstr	SP	Volgoda	Cherepovets	R	\$12,546,832	\$14,738,978	\$2,372,975	\$12,366,001	\$29,244	\$24,536	57.0	H	14	504	0	504	0	0
9	105	Municipal Venture of Vo	V	Volgograd	Volgograd	R	\$9,952,555	\$9,952,555	\$1,064,440	\$8,888,115	\$20,734	\$18,475	58.6	H	17	480	200	200	80	0
10	191B	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vixa City	R/A	\$781,138	\$781,138	\$0	\$781,138	\$24,411	\$24,411	56.8	L	11	32	0	32	0	0
11	161	Monolitstroy	M	Kursk	Kursk	R	\$3,769,615	\$4,102,948	\$0	\$4,102,948	\$23,445	\$23,445	52.2	H	18	175	0	175	0	0
12	129A	Rus. Am. JV Altusastroy	FE	Altisky Krai	Barnaul	R/A	\$4,358,453	\$4,358,453	\$653,469	\$3,702,984	\$22,227	\$18,893	65.7	H	18	196	0	196	0	0
13	191C	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vixa City	R/A	\$2,399,813	\$2,399,813	\$0	\$2,399,813	\$22,220	\$22,220	51.7	H	11	108	0	108	0	0
14	176A	Volgogradgidrostroy	V	Volgograd	Volzhskiy	R/A	\$4,297,860	\$4,297,860	\$617,603	\$3,680,257	\$23,877	\$20,446	60.0	H	18	180	0	180	0	0
15	133B	Doliform	M	Orenburg	Orenburg	R	\$2,150,000	\$2,150,000	\$430,000	\$1,720,000	\$28,875	\$21,500	53.8	H	11	80	0	0	80	0
16	116	KMAproyektzhstroy	M	Staryi Oskol	Staryi Oskol	R	\$23,431,796	\$23,431,796	\$3,023,467	\$20,408,329	\$24,717	\$21,528	58.3	H	18	948	0	0	627	321
17	155B	Sodeistvie	M	Penza	Penza	R	\$5,741,000	\$5,741,000	\$631,460	\$5,109,540	\$27,734	\$24,684	55.1	H	16	207	0	207	0	0
18	183A	AO Barnaul	FE	Altisky Krai	Barnaul	R	\$1,695,456	\$2,204,093	\$81,690	\$2,122,203	\$30,812	\$29,475	70.0	H	4	72	72	0	0	0
19	191H	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vixa City	R/A	\$2,093,799	\$2,093,799	\$0	\$2,093,799	\$26,172	\$26,172	60.9	L	11	80	0	80	0	0
20	104C	Trest # 30	SP	Leningrad	Tihvin	R	\$855,747	\$855,747	\$0	\$855,747	\$19,449	\$19,449	64.1	L	16	4	0	44	0	0
21	144	Lenpromstroy	SP	Leningrad	Vyborg	R	\$3,777,427	\$3,777,427	\$451,780	\$3,325,646	\$26,232	\$23,065	55.9	H	14	144	0	0	72	72
22	172A	Universalstroy	V	Volgograd	Volgograd	R/A*	\$7,571,360	\$7,571,360	\$783,000	\$6,788,360	\$23,960	\$21,482	64.2	H	15	316	0	0	316	0
23	102S	Remgrazhdanrekonstru	V	Volgograd	Mikhailovka	R	\$2,782,000	\$2,782,000	\$0	\$2,782,000	\$23,576	\$23,576	56.8	L	18	118	0	0	118	0
24	006F	Bennet/Hudson	M	Moscow	Kolomna	A/R	\$7,000,000	\$7,000,000	\$1,687,000	\$5,313,000	\$25,000	\$18,975	59.0	H	17	280	0	0	0	280
25	008D	Bennet/Hudson	M	Moscow	Orekovo Zuyevo	A/R	\$5,000,000	\$5,000,000	\$0	\$5,000,000	\$25,000	\$25,000	54.0	H	17	200	0	0	0	200
26	155A	Sodeistvie	M	Penza	Penza	R	\$7,382,700	\$7,382,700	\$812,100	\$6,570,600	\$28,505	\$25,369	55.3	H	19	259	0	0	259	0
27	117	Trest # 46	SP	Leningrad	Kirishi	R	\$2,415,000	\$2,415,000	\$315,000	\$2,100,000	\$30,186	\$26,250	60.5	H	11	80	0	0	0	80
28	172B	Universalstroy	V	Volgograd	Volgograd	R/A*	\$4,770,000	\$4,770,000	\$493,000	\$4,277,000	\$23,850	\$21,385	58.7	H	19	200	0	0	0	200
29	150	Tulgorstroy	M	Tula	Tula	R	\$2,250,000	\$2,250,000	\$160,000	\$2,090,000	\$25,300	\$23,222	90.0	H	8	90	0	0	90	0
30	189A	Kamyshinpromstroy	V	Volgograd	Kamyshon	R/A	\$6,296,062	\$6,296,062	\$0	\$6,296,062	\$24,984	\$24,984	59.1	H	23	252	0	0	0	252
31	142A	Kaliningradstroy	SP	Kaliningrad	Kaliningrad	R	\$1,941,213	\$2,892,796	\$283,235	\$2,609,561	\$31,105	\$28,060	53.4	H	12	93	0	93	0	0
32	165	Promstroy	K	Krasnodar Krai	Yeask	R	\$2,310,000	\$2,633,400	\$300,000	\$2,333,400	\$35,112	\$31,112	48.0	L	12	75	0	0	75	0
33	191J	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Pavlovo City	R/A	\$2,376,640	\$2,376,640	\$0	\$2,376,640	\$23,766	\$23,766	53.1	L	11	100	0	0	0	100
34	006D	Morsportbusiness	SP	Leningrad	Sestrotsk #38&32	A/R	\$16,833,192	\$16,833,192	\$0	\$16,833,192	\$25,700	\$25,700	58.6	H	24	655	0	0	655	0
35	160A	RUKS Moscow Oblast	M	Moscow	Lubertsy	R	\$8,481,000	\$8,481,000	\$0	\$8,481,000	\$27,270	\$27,270	56.6	H	6	311	0	311	0	0
36	202	Kurskrudstroy	M	Kursk	Zheleznogorsk	R	\$7,986,449	\$9,080,000	\$0	\$9,080,000	\$19,443	\$19,443	57.5	H	18	467	0	0	0	467
37	197	Radical	V	Volgograd	Frolovo	R	\$1,917,509	\$2,288,000	\$207,000	\$2,081,000	\$28,600	\$26,013	51.0	L	16	80	0	0	80	0
38	142C	Kaliningradstroy	SP	Kaliningrad	Zelenogradsk	R	\$2,397,896	\$3,368,325	\$108,284	\$3,260,041	\$28,808	\$28,850	54.6	L	14	113	0	113	0	0
39	101	MS UKS of Protvino	M	Moscow	Protvino	R	\$1,730,500	\$1,902,600	\$0	\$1,902,600	\$27,180	\$27,180	55.0	H	12	70	0	0	70	0
40	191K	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Gorodets	R/A	\$2,390,091	\$2,390,091	\$0	\$2,390,091	\$24,897	\$24,897	49.7	C	14	96	0	0	0	96
41	141A	Capital Construction, N	NN	Nizhni Novgorod	Nizhni Novgorod	R*	\$5,406,000	\$5,406,000	\$0	\$5,406,000	\$33,788	\$33,788	66.4	H	13	160	0	80	80	0
42	003A	DevTrex/Mosenrgostr	M	Moscow	Botovo/Volokolanski	A/R	\$313,800	\$343,000	\$29,200	\$313,800	\$12,704	\$11,622	56.0	C	21	27	27	0	0	0
43	162A/A	Tveragrostroy	M	Tver	Molokovo	R	\$438,600	\$438,600	\$0	\$438,600	\$25,800	\$25,800	48.2	D	13	17	0	0	13	4

ID	NO	BIDDER	REGION	OBLAST	TECHNICAL RANKING							FINAL RANKING			BALANCE SHEET (\$000)			REMARKS		
					APP-ROVALS	COR-PORATE	PROF-ES-SIONAL	OFF-SITE INFRA-STRUC-TURE	SITE & OTHERS	SCHE-DULE	LOCAL GOV-ERNMENT	SUB-TOTAL	COST	TECH-NICAL 70%	COST 30%	TOTAL SCORE 90%	TOTAL ASSETS		WORK-ING CAP-ITAL	EQUITY
1	133A	Doliform	M	Orenburg	300	120	175	300	15	400	150	1460	300	676.82	300.00	976.82	\$2,361	\$183	\$1,861	Shell complete, finishing underway
2	118-1st	KMAproyektdzhstroy	M	Starly Oskol	300	120	150	300	25	400	150	1445	300	669.67	300.00	969.67	\$46,814	\$13,894	\$28,512	Proposal subbed during field trip
3	178B	Volgogradgidrostroy	V	Volgograd	300	120	185	300	35	354	150	1444	300	669.40	300.00	969.40	\$16,882	\$677	\$2,461	Strong oblast support
4	121	Tollyatti KPD	NN	Samara	300	120	135	300	30	400	150	1435	300	665.23	300.00	965.23	\$16,886	(\$1,883)	\$784	City owns project, check rights
5	198C	Delta Heights Internatio	M	Rzhev	300	90	180	300	15	400	150	1435	250	665.23	250.00	915.23	\$364	\$41	\$207	Original owner must be paid, needs transformer
6	157	Bryanskstroy	M	Bryansk	300	120	175	300	15	230	130	1270	300	588.74	300.00	888.74	\$1,856	\$133	\$188	Land owned by AO SOF, no compensation docs.
7	191E	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	160	300	15	266	150	1231	300	570.66	300.00	870.66	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
8	122	Cherepovetsgrazdansir	SP	Vologda	300	120	135	300	30	259	150	1294	250	669.67	250.00	849.67	\$16,089	(\$447)	\$13,314	City is original client for buildings
9	105	Municipal Venture of Vol	V	Volgograd	300	105	160	247.5	30	208	125	1176	300	544.93	300.00	844.93	\$7,494	\$422	\$8,888	
10	191B	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	160	300	15	300	150	1285	250	588.42	250.00	838.42	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
11	161	Monoitstroy	M	Kursk	300	120	150	300	35	218	130	1253	250	580.66	250.00	830.66	\$417	\$4	\$174	Land rights' transfer should be verified
12	128A	Rus. Am. JV Altusastroy	FE	Altisky Krai	300	120	140	300	35	100	150	1145	300	530.79	300.00	830.79	\$12,674	(\$122)	\$3,720	
13	191C	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	160	300	15	170	150	1135	300	528.16	300.00	828.16	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
14	178A	Volgogradgidrostroy	V	Volgograd	300	60	165	300	35	80	150	1090	300	505.30	300.00	805.30	\$16,882	\$677	\$2,461	Strong oblast support
15	133B	Doliform	M	Orenburg	300	120	175	300	15	20	150	1080	300	500.66	300.00	800.66	\$2,361	\$183	\$1,861	
16	116	KMAproyektdzhstroy	M	Starly Oskol	300	120	140	300	30	23	130	1043	300	483.51	300.00	783.51	\$46,814	\$13,894	\$28,512	Original proposal
17	155B	Sodeistvie	M	Penza	300	105	160	300	25	120	130	1140	250	528.48	250.00	778.48	\$25	\$12	\$17	Officer does not have Const. license
18	183A	AO Barnaul	FE	Altisky Krai	300	120	170	300	5	400	150	1445	100	669.67	100.00	769.67	\$3,550	\$153	\$863	Late submitted not seen by team
19	191H	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	160	300	15	230	150	1195	200	553.97	200.00	753.97	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
20	104C	Trest # 30	SP	Leningrad	220	120	80	300	10	80	130	940	300	435.76	300.00	735.76	\$1,468	(\$1)	\$339	
21	144	Lenpromstroy	SP	Leningrad	300	105	155	300	25	10	150	1045	250	484.44	250.00	734.44	\$863	\$181	\$857	
22	172A	Universaltroi	V	Volgograd	300	105	120	105	35	170	100	935	300	433.44	300.00	733.44	\$2,361	(\$50)	\$1,440	Successful pilot project contractor
23	102S	Remgrazhdanrekonstru	V	Volgograd	300	120	130	300	5	50	130	1035	250	479.80	250.00	729.80	\$0	\$0	\$0	Additional units proposed during field trip
24	008F	Bennet/Hudson	M	Moscow	220	120	90	300	35	0	150	915	300	424.17	300.00	724.17	\$3,500	\$1,468	\$1,778	Balance sheet of American subcontractor
25	008D	Bennet/Hudson	M	Moscow	250	120	95	300	35	0	150	950	250	440.40	250.00	690.40	\$3,500	\$1,468	\$1,778	Balance sheet of American subcontractor
26	155A	Sodeistvie	M	Penza	300	105	130	300	25	55	130	1045	200	484.44	200.00	684.44	\$25	\$12	\$17	Officer does not have Const. license
27	117	Trest # 46	SP	Leningrad	300	120	145	300	10	0	150	1025	200	475.17	200.00	675.17	\$2,124	\$726	\$812	
28	172B	Universaltroi	V	Volgograd	300	105	90	135	35	0	100	785	300	354.64	300.00	654.64	\$2,361	(\$50)	\$1,440	Successful pilot project contractor
29	150	Tulgorastroi	M	Tula	300	120	155	90	5	50	125	845	250	391.72	250.00	641.72	\$5,088	(\$88)	\$1,640	
30	189A	Kamyshinpromstroy	V	Volgograd	300	120	125	135	40	0	100	820	250	380.13	250.00	630.13	\$3,139	\$67	\$784	
31	142A	Kaliningradstroy	SP	Kaliningrad	300	120	155	300	10	80	150	1115	100	516.89	100.00	616.89	\$2,238	\$29	\$313	
32	165	Promstroy	K	Krasnodar Krai	300	120	160	300	10	50	150	1090	100	505.30	100.00	605.30	\$94	\$35	\$43	
33	191J	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	21	120	160	300	15	0	150	766	250	365.10	250.00	605.10	\$1,119	\$248	\$425	No land rights or approvals, city willing to provide
34	008D	Morsportbusiness	SP	Leningr. }	205	75	50	300	30	80	130	870	200	403.31	200.00	603.31	\$0	\$0	\$0	Land rights questionable, project owned by LLC
35	160A	RUKS Moscow Oblast	M	Moscow	295	120	150	120	30	252	115	1082	100	501.59	100.00	601.59	\$13,862	(\$3,368)	\$8,867	City provided letter accepting new officers
36	202	Kurskudstroy	M	Kursk	295	120	125	0	35	0	70	645	300	299.01	300.00	599.01	\$3,253	(\$148)	\$182	
37	167	Radical	V	Volgograd	200	120	145	240	10	20	125	860	200	388.68	200.00	588.68	\$188	\$40	\$61	Strong city support
38	142C	Kaliningradstroy	SP	Kaliningrad	300	120	135	225	10	170	115	1075	100	498.34	100.00	598.34	\$2,238	\$29	\$313	
39	101	MS UKS of Provino	M	Moscow	300	75	110	240	5	20	0	750	250	347.68	250.00	597.68	\$852	\$108	\$644	City does not want outside e-licens
40	191K	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	130	120	140	240	15	0	100	745	250	345.36	250.00	595.36	\$1,119	\$248	\$425	Land rights not transferred to bidder
41	141A	Capital Construction, N	NN	Nizhni Novgorod	295	120	125	300	25	160	150	1175	50	544.70	50.00	594.70	\$107	\$22	\$88	Pilot Project contractor, no cost sheet, no balance sheet
42	003A	DevTrex/Mosenergostr	M	Moscow	220	120	175	300	15	300	150	1280	0	583.36	0.00	583.36	\$44,617	\$4,808	\$15,803	TOO Stavkovo is present owner
43	162A/A	Tveragrostroy	M	Tver	270	120	130	225	10	20	70	845	200	391.72	200.00	591.72	\$888	(\$34)	\$342	

SUMMARY RANKING OF PROPOSAL RESPONSIVENESS																					
O	NO	BIDDER	RE-GIO	OBLAST	CITY	NATION-ALITY	TOTAL PRICE				UNIT PRICE			AME. SIZE	TYPE	DURA-TION	COMPLETION STATUS - UNITS				
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	TOTAL UNITS				SHELL COM- PLETE	1ST FLOOR OR MORE	FOUN- DATION	NOT START- ED	
44	102J	Sevzapzhilstro	SP	Leningrad	Kingisep	R	\$8,480,000	\$3,700,000	\$0	\$3,700,000	\$25,000	\$25,000	60.0	H	6	148	0	0	0	148	
45	168	Domostrotel	K	Krasnodar Krai	Armavir	R	\$8,687,030	\$7,344,000	\$468,000	\$8,676,000	\$34,000	\$1,833	60.0	H	24	216	0	0	108	108	
46	104A	Trest # 30	SP	Leningrad	Tihvin	R	\$585,245	\$585,245	\$0	\$585,245	\$16,257	\$16,257	59.3	L	5	36	36	0	0	0	
47	102A	Sevzapzhilstro	SP	Leningrad	Ivangorod	R	\$18,490,000	\$4,850,000	\$0	\$4,850,000	\$25,000	\$25,000	60.2	H	10	194	0	0	0	194	
48	167	Krasnikr DSK	K	Krasnodar Krai	Krasnodar City	R	\$4,104,000	\$4,680,000	\$255,000	\$4,425,000	\$32,500	\$30,729	52.0	H	9	144	0	0	144	0	
49	162H/a	Tvaragrostoy	M	Tver	Staritsa	R	\$800,818	\$800,818	\$0	\$800,818	\$28,654	\$28,654		C	12	30	0	30	0	0	
50	171A	Urciskiy Domostroitelny	E	Sverdlovsk	Ekaterinburg	R/A	\$3,136,333	\$3,185,213	\$0	\$3,185,213	\$24,884	\$24,884	55.8	H	15	128	0	0	0	128	
51	108	Borstroi	NN	Nizhni Novgorod	Bor City	R	\$5,472,000	\$5,472,000	\$656,000	\$4,816,000	\$31,448	\$27,678	65.7	H	18	174	0	54	0	120	
52	164	Krasnodarstroi	K	Krasnodar Krai	Tikhonstat	R	\$2,989,000	\$3,332,000	\$304,878	\$3,027,122	\$34,000	\$30,889	54.0	L	19	96	0	96	0	0	
53	106	Kirovskiy Domostroitelny	M	Kirov	Tikhon	R	\$1,449,000	\$1,449,000	\$165,702	\$1,283,298	\$28,980	\$25,686	78.3	D	24	50	0	0	0	50	
54	179B	AO Pereslavlstroy & RA	M	Pereslavlstroy-Zal	Rostov	A/R	\$4,294,000	\$4,294,000	\$0	\$4,294,000	\$25,259	\$25,259	48.0	CA	12	170	0	0	0	170	
55	189B	Kamyshinpromstro	V	Volgograd	Kamyshon	R/A	\$5,475,021	\$5,475,021	\$0	\$5,475,021	\$25,000	\$25,000	61.4	H	23	219	0	0	100	119	
56	102B	Sevzapzhilstroy	SP	Leningrad	Roschino	R	\$6,500,000	\$6,500,000	\$0	\$6,500,000	\$25,000	\$25,000	62.0	L	14	260	0	0	170	90	
57	006A	Morsportbusiness	SP	Leningrad	St. Petersburg - Mois	A/R	\$2,394,012	\$2,394,219	\$0	\$2,394,219	\$28,310	\$28,310	55.8	H	24	91	0	0	0	91	
58	128B	Proectstroi	V	Volgograd	Volgograd	R	\$3,163,892	\$3,163,892	\$527,315	\$2,636,577	\$30,717	\$25,598	55.6	H	18	103	0	0	0	103	
59	114	Melkruik	M	Bryansk	Bryansk	R	\$2,797,498	\$2,797,498	\$0	\$2,797,498	\$23,312	\$23,312	55.2	H	15	120	0	0	0	120	
60	166	Stroyinternational	K	Krasnodar Krai	Timashevsk	R	\$1,822,500	\$1,818,850	\$189,000	\$1,629,850	\$33,070	\$29,634	60.0	L	14	55	0	0	55	0	
61	187B	Construction Authority #	M	Kaluga	Balabanova	R	\$8,984,468	\$8,984,468	\$0	\$8,984,468	\$28,014	\$28,014	54.3	LH	16	320	0	0	200	120	
62	007	Calor-1 & Tarro	M	Orenburg	Orenburg	A/R	\$5,000,000	\$5,000,000	\$0	\$5,000,000	\$25,000	\$25,000	71.4	L	12	200	0	0	0	200	
63	140B	Tulasovhozstroi	M	Tula	Shevelevka Village	R*	\$1,535,744	\$1,535,744	\$220,789	\$1,314,955	\$30,715	\$28,299	61.2	D	12	50	0	0	0	50	
64	171B	Uralskiy Domostroitelny	E	Sverdlovsk	Ekaterinburg	R/A	\$4,525,380	\$4,631,161	\$0	\$4,631,161	\$24,899	\$24,899	57.2	H	12	186	0	0	0	186	
65	113	Volgogradryzhstroi	V	Volgograd	Volgograd	R	\$4,287,600	\$6,536,816	\$577,152	\$5,959,664	\$24,950	\$22,747	55.3	H/C	24	262	0	0	0	262	
66	145	Bashneftezavodstroy	M	Ufa	Ufa	R	\$14,250,000	\$14,250,000	\$0	\$14,250,000	\$31,319	\$31,319	43.3	H	23	455	0	0	0	455	
67	191D	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vixa City	R/A	\$1,633,673	\$1,633,673	\$0	\$1,633,673	\$15,127	\$15,127	35.2	H	11	108	0	108	0	0	
68	148	Kurskzhilstroy	M	Kursk	Kursk	R	\$4,062,080	\$5,321,600	\$641,785	\$4,679,815	\$36,701	\$32,275	68.3	H	20	145	0	0	0	145	
69	102	Remgrazhdanrekonstru	V	Volgograd	Mikhailovka	R	\$6,877,000	\$6,877,000	\$687,700	\$6,189,300	\$26,450	\$23,805	63.7	L	18	260	0	0	0	260	
70	152	Altair	K	Krasnodar Krai	Sochi	R	\$3,177,792	\$3,452,517	\$0	\$3,452,517	\$35,984	\$35,984	60.0	H	18	96	0	0	48	48	
71	003C	DevTrex/Mosenergostr	M	Moscow	Popovkino/Volokola	A/R	\$4,910,000	\$4,978,000	\$68,000	\$4,910,000	\$24,860	\$24,550	110.0	C	16	200	0	0	0	200	
72	140A	Tulasovhozstroi	M	Tula	Alimkino Village	R*	\$1,708,584	\$1,710,622	\$242,459	\$1,468,163	\$34,212	\$29,363	61.2	D	12	50	0	19	28	3	
73	140D	Tulasovhozstroi	M	Tula	Sosnovy Village	R*	\$1,922,230	\$1,924,473	\$235,930	\$1,688,543	\$32,075	\$28,142	58.4	D	12	80	0	0	0	80	
74	138B	Ryazanogorstroi	M	Ryazan	Microregion 5	R	\$7,874,101	\$7,874,101	\$1,102,374	\$6,771,727	\$36,454	\$31,351	61.0	H	18	216	0	216	0	0	
75	023	AO Konsar-Brattle	M	Saratov	Saratov	R/A	\$12,004,178	\$12,004,178	\$0	\$12,004,178	\$24,008	\$24,008	58.2	C	24	500	0	0	0	500	
76	133C	Dokform	M	Orenburg	Orenburg	R	\$900,000	\$1,925,000	\$180,000	\$1,745,000	#####	\$174,500	180.0	C	24	10	0	0	10	0	
77	179A	AO Pereslavlstroy & RA	M	Pereslavlstroy-Zal	Rostov	A/R	\$6,930,000	\$6,930,000	\$0	\$6,930,000	\$30,800	\$30,800	47.0	CA	18	225	0	0	0	225	
78	001B	Shelter Group	SP	Kaliningrad	Kaliningrad - Maisko	A/R	\$10,950,000	\$11,138,600	\$0	\$11,138,600	\$25,087	\$25,087	55.0	L	24	434	0	0	0	434	
79	178	AO Konversi Saratov	M	Saratov	Saratov	R	\$10,219,110	\$10,219,110	\$1,635,057	\$8,584,053	\$34,064	\$28,614	82.5	C	24	300	0	0	0	300	
80	123	Tulskiy Selskiy Stroiteln	M	Tula	Arhangelskoye Villa	R	\$1,460,150	\$1,460,150	\$171,754	\$1,288,396	\$29,203	\$25,768	83.7	D	22	50	0	0	0	50	
81	198A	Delta Heights	M	Moscow	Remyagino/Volokola	R/A	\$2,500,000	\$2,500,000	\$0	\$2,500,000	\$25,000	\$25,000	0.0	L	6	100	0	0	0	100	
82	198B	Delta Heights/GUKS	M	Moscow	Puskino	R/A	\$9,795,528	\$9,795,780	\$0	\$9,795,780	\$27,988	\$27,988	52.0	H	24	350	0	0	100	198	
83	008B	Morsportbusiness	SP	Leningrad	St. Petersburg - Font	A/R	\$2,461,287	\$2,461,287	\$0	\$2,461,287	\$29,654	\$29,654	61.5	H	24	63	0	0	0	63	
84	003B	DevTrex/Mosenergostr	M	Moscow	Botovo/Volokolamsk	A/R	\$6,682,000	\$6,978,000	\$316,000	\$6,662,000	\$24,921	\$23,793	110.0	C	20	280	0	0	0	280	
85	191F	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Gorodets	R/A	\$2,950,409	\$2,950,409	\$0	\$2,950,409	\$28,369	\$28,369	58.2	H	11	104	0	0	0	104	
86	110A	AO DSK	SP	Novgorod	Novgorod	R	\$17,540,000	\$19,051,200	\$2,571,912	\$16,479,288	\$37,800	\$32,697	59.0	H	24	504	72	40	278	114	

O	NO	BIDDER	RE-GION	OBLAST	TECHNICAL RANKING										FINAL RANKING			BALANCE SHEET (\$000s)			REMARKS
					APP-ROVALS	CON-PO-RATE	PROP-ESS-IONAL	OFF-SITE INFRA-STRUCTURE	SITE & OTH-ERS	SCHED-ULE	LOCAL GOV-ERNMENT	SUB-TOTAL	COST	TECH-NICAL 70%	COST 30%	TOTAL SCORE 100%	TOTAL ASSETS	WORKING CAP-ITAL	EQUITY		
44	102J	Sevzapzhstroy	SP	Leningrad	210	105	95	300	25	0	0	735	250	340.75	250.00	590.73	\$0	\$0	\$0	Costs & schedule not reliable, won't accept officers	
45	168	Domostroi	K	Krasnodar Krai	300	120	130	300	30	20	150	1050	100	486.75	100.00	586.75	\$613	\$146	\$258	Includes 168	
46	104A	Trest # 30	SP	Leningrad	300	120	100	300	15	300	130	1265	0	586.42	0.00	586.42	\$1,408	(\$7)	\$339	Costs are extremely low	
47	102A	Sevzapzhstroy	SP	Leningrad	210	105	85	300	25	0	0	725	250	336.09	250.00	586.09	\$0	\$0	\$0	Costs & schedule not reliable, won't accept officers	
48	167	Krasnodar DSK	K	Krasnodar Krai	220	120	160	300	30	50	150	1030	100	477.48	100.00	577.48	\$1,288	\$44	\$332	Project owned by Krai	
49	162H/a	Tveragrostroy	M	Tver	270	120	150	75	5	120	70	810	200	375.50	200.00	575.50	\$888	(\$34)	\$342		
50	171A	Uralsky Domostroitelny	E	Sverdlovsk	100	120	130	270	35	0	35	690	250	319.67	250.00	569.67	\$17,438	\$308	\$2,373	City accepts only 15% officers from outside	
51	168	Borstroy	NN	Nizhni Novgorod	250	120	135	300	30	25	150	1010	100	468.21	100.00	568.21	\$3,570	\$829	\$2,881		
52	104	Krasnodarstroy	K	Krasnodar Krai	300	120	130	270	10	80	100	1010	100	468.21	100.00	568.21	\$3,538	\$58	\$858	Krai owns project	
53	106	Kirovski Domostroitelny	M	Kirov	130	120	75	300	15	0	150	790	200	366.23	200.00	566.23	\$874	(\$17)	\$367		
54	178B	AO Perekavstroy & RAD	M	Perekavstroy-Zal	80	120	80	300	50	0	150	780	200	361.59	200.00	561.59	\$14,863	(\$318)	\$14,273		
55	189B	Kamyshinpromstroy	V	Volgograd	300	120	125	75	35	23	100	778	200	360.66	200.00	560.66	\$3,138	\$87	\$794		
56	102B	Sevzapzhstroy	SP	Leningrad	20	75	65	300	25	33	150	668	250	309.67	250.00	559.67	\$0	\$0	\$0	Project not transferred from URS	
57	008A	Morsportbusiness	SP	Leningrad	205	75	50	300	10	0	130	770	200	356.95	200.00	556.95	\$0	\$0	\$0	Reconstruction of down town buildings	
58	128B	Proectstroy	V	Volgograd	300	90	160	120	5	0	95	770	200	356.95	200.00	556.95	\$1,619	358	\$1,358	Administration financing 17 units out of 128	
59	114	Melkrukk	M	Bryansk	300	105	145	300	5	0	130	985	100	456.62	100.00	556.62					
60	166	Stroyinternational	K	Krasnodar Krai	300	120	165	270	10	50	70	985	100	456.62	100.00	556.62	\$5,051	\$3,168	\$3,719		
61	187C	Construction Authority #	M	Kaluga	230	120	130	300	30	21	150	981	100	454.77	100.00	554.77	\$13,458	\$1,288	\$2,548		
62	007	Calor-1 & Taro	M	Orenburg	30	30	115	300	40	0	130	645	250	299.01	250.00	549.01					
63	140B	Tulasovhozstroy	M	Tula	300	120	185	45	15	0	85	750	200	347.68	200.00	547.68	\$3,883	\$288	\$883	Pilot project contractor	
64	171B	Uralsky Domostroitelny	E	Sverdlovsk	100	120	150	185	35	0	35	635	250	294.37	250.00	544.37	\$17,438	\$309	\$2,373	City accepts only 15% officers from outside	
65	113	Volgogradtyrzhstroy	V	Volgograd	35	120	110	150	20	0	80	515	300	238.74	300.00	538.74	\$1,887	\$5	\$158	Costs appear unreliable for 24 months	
66	145	Bashneftezavodstroy	M	Ufa	200	120	135	300	40	0	150	945	100	438.08	100.00	538.08	\$15,888	\$148	\$1,957		
67	191D	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	160	300	15	170	150	1135	0	526.16	0.00	526.16	\$1,119	\$248	\$425		
68	148	Kurskzhstroy	M	Krusk	300	120	125	300	30	0	150	1025	50	475.17	50.00	525.17	\$2,887	\$203	\$584		
69	102	Remgrazhdanrekonstru	V	Volgograd	200	120	130	45	30	0	50	575	250	266.56	250.00	516.56	\$0	\$0	\$0		
70	152	Altair	K	Krasnodar Krai	300	120	150	300	10	20	100	1000	50	463.58	50.00	513.58	\$228	\$135	\$148		
71	003C	DevTrex/Mosenergostr	M	Moscow	50	75	130	210	30	0	70	565	250	261.92	250.00	511.92	\$44,617	\$4,840	\$15,803		
72	140A	Tulasovhozstroy	M	Tula	300	120	185	105	15	46	85	856	100	396.82	100.00	496.82	\$3,883	\$288	\$883	Pilot project contractor	
73	140D	Tulasovhozstroy	M	Tula	300	120	185	135	10	0	85	835	100	387.09	100.00	487.09	\$3,643	\$288	\$883	Pilot project contractor	
74	138B	Ryazanogorstroy	M	Ryazan	295	120	130	7.5	25	230	20	827.5	100	383.61	100.00	483.61	\$8,410	(\$888)	\$8,898	Not ranked. City will not accept officers.	
75	023	AO "Orsar-Brettle	M	Saratov	21	60	95	120	4	0	60	396	300	183.58	300.00	483.58	\$78	\$67	\$77	Heavily financed JV	
76	133C	Doliform	M	Orenburg	300	120	100	300	20	50	150	1040	0	482.12	0.00	482.12	\$2,381	\$183	\$1,881		
77	179A	AO Perekavstroy & RAD	M	Perekavstroy-Zal	80	120	100	300	50	0	150	800	100	370.86	100.00	470.86	\$14,863	(\$318)	\$14,273		
78	001B	Shelter Group	SP	Kaliningrad	65	30	0	300	30	0	150	575	200	266.58	200.00	466.58	\$0	\$0	\$0	Number of units reduced to 444 as per approvals	
79	178	AO Konversal Saratov	M	Saratov	50	90	110	135	20	0	50	455	250	210.93	250.00	460.93	\$78	\$67	\$77		
80	123	Tulskiy Seiskiy Stroitelny	M	Tula	130	120	135	120	10	0	45	560	200	259.60	200.00	459.60	\$2,531	\$248	\$738		
81	198A	Delta Heights	M	Moscow	1	60	120	195	25	0	50	451	250	209.07	250.00	459.07	\$44,617	\$4,840	\$15,803	Owner of land refuses to transfer rights to bidder	
82	198B	Delta Heights/GUKS	M	Moscow	300	120	70	157.5	30	25	70	772.5	100	358.11	100.00	458.11	\$84,371	(\$804)	\$58,842	GUKS has negotiation, owns project, & balance sheet	
83	006B	Morsportbusiness	SP	Leningrad	205	75	50	300	10	0	130	770	100	356.95	100.00	456.95	\$0	\$0	\$0	Reconstruction of down town buildings	
84	003B	DevTrex/Mosenergostr	M	Moscow	50	75	100	120	30	0	70	445	250	206.29	250.00	456.29	\$44,617	\$4,840	\$15,803		
85	191F	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	130	120	160	240	15	0	100	765	100	354.64	100.00	454.64	\$1,119	\$248	\$425	Original proposal 88 units, final 104	
86	110A	AO DSK	SP	Novgorod	300	120	130	112.5	25	82	100	869.5	50	403.08	50.00	453.08	\$3,287	\$82	\$1,211	City owns building	

		SUMMARY RANKING OF PROPOSAL RESPONSIVENESS																			
#	NO	BIDDER	RE-GIO	OBLAST	CITY	NATION-ALITY	TOTAL PRICE				UNIT PRICE			AVE. SIZE	TYPE	ORNA-TION	COMPLETION STATUS - UNITS				
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	TOTAL UNITS				SHELL COM- PLETE	1ST FLOOR OR MORE	FOUN- DATION	NOT START- ED	
87	139	AO Stroytrest	M	Yaroslav	Rubinsk	R	\$2,135,600	\$2,316,000	\$423,626	\$1,892,172	\$36,800	\$31,536	53.0	L	9	60	0	0	0	0	60
88	183C	AO Barnaul	FE	Altisky Krai	Barnaul	R	\$2,406,306	\$5,950,000	\$387,424	\$5,562,576	\$35,000	\$32,721	80.5	D	15	170	0	0	0	0	170
89	190	Sevkasneftegazstroi	K	Krasnodar Krai	Anapa	R	\$5,880,000	\$6,300,000	\$630,000	\$5,670,000	\$30,000	\$27,000	52.0	H	25	210	0	0	0	0	210
90	130	Ramstroy servis	M	Kostroma	Kostroma City	R	\$2,493,227	\$7,510,000	\$901,000	\$6,609,000	\$38,711	\$34,067	57.0	H	22	194	0	0	0	0	194
91	162A/B	Tveragrostroy	M	Tver	Molokovo	R	\$1,024,000	\$1,024,000	\$0	\$1,024,000	\$25,600	\$25,600	80.1	D	24	40	0	0	0	0	40
92	010E	Nadel	SP	Leningrad	Lomonosov	A/R	\$12,500,000	\$12,530,000	\$940,000	\$11,590,000	\$25,000	\$23,120	47.0	C	24	500	0	0	0	0	500
93	202SU	Kurskrudstroy	M	Kursk	Zheleznogorsk	R	\$7,986,449	\$9,080,000	\$1,197,967	\$7,882,033	\$19,443	\$18,378	57.5	H	18	447	0	20	106	339	339
94	006E	Morsportbusiness	SP	Leningrad	St. Petersburg Gorsk	A/R	\$29,946,600	\$29,946,600	\$0	\$29,946,600	\$26,200	\$26,200	0.0	C	24	1143	0	0	0	0	1143
95	140C	Tulaovhozstroy	M	Tula	Dmitrovskoye Village	R*	\$1,979,487	\$1,982,008	\$280,330	\$1,701,678	\$36,640	\$34,034	78.1	D	13	50	0	0	0	0	50
96	011	Odomin/Deluxa Homes	M	Kaluga	Mosalsk	R/A	\$14,034,041	\$14,503,044	\$610,000	\$13,893,044	\$27,890	\$26,717	58.0	L	24	520	0	0	0	0	520
97	196	Kalugastroi	M	Kaluga	Kaluga	R	\$13,000,000	\$15,584,279	\$0	\$15,584,279	\$31,896	\$31,896	58.0	H	18	492	0	0	0	0	492
98	162H/b	Tveragrostroy	M	Tver	Staritsa	R	\$550,000	\$550,000	\$0	\$550,000	\$27,500	\$27,500	70.0	D	15	20	0	0	0	0	20
99	109B	Mendzger	SP	Leningrad	Gatchina	R	\$6,000,000	\$6,000,000	\$0	\$6,000,000	\$25,000	\$25,000	NA	H	24	240	0	0	0	0	240
100	017	AZINT - Group 5 Archite	SP	Leningrad	St. Petersburg	R/A	\$11,500,000	\$11,500,000	\$0	\$11,500,000	\$23,958	\$23,958	67.0	L	24	480	0	0	0	0	480
101	118	Sotskulbyt	NN	Samara	Toityati	R	\$6,293,750	\$6,293,750	\$0	\$6,293,750	\$25,175	\$25,175	53.0	C	24	250	0	0	0	0	250
102	129B	Rus. Am. JV Altusastroy	FE	Altisky Krai	Barnaul	R/A	\$8,174,400	\$8,174,400	\$0	\$8,174,400	\$26,200	\$26,200	86.0	D	19	312	0	0	0	0	312
103	001A	Shelter Group	SP	Kaliningrad	Kaliningrad Maikoe	A/R	\$16,210,000	\$16,210,000	\$0	\$16,210,000	\$32,420	\$32,420	61.5	L		500	0	0	0	0	500
104	154	Belgorodproyekstroy	M	Belgorod	Belgorod	R	\$5,154,000	\$5,154,000	\$0	\$5,154,000	\$16,006	\$16,006	63.7	H	19	322	0	0	0	0	322
105	162G	Tveragrostroy	M	Tver	Kesova gora	R	\$1,305,000	\$1,305,000	\$0	\$1,305,000	\$26,100	\$26,100	80.4	D	24	50	0	0	0	0	50
106	010C	DCS JV	SP	Vologda	Cherepovets	A/R	\$12,500,000	\$12,500,000	\$0	\$12,500,000	\$25,000	\$25,000	55.0	C	24	500	0	0	0	0	500
107	139 A	AO Stroytrest	M	Yaroslav	Rubinsk	R	\$3,834,433	\$3,834,433	\$575,185	\$3,259,288	\$36,504	\$30,178	54.0	L	9	108	0	0	0	108	0
108	010D	Nadel	SP	Leningrad	Vzevlozsk	A/R	\$12,500,000	\$12,500,000	\$940,000	\$11,560,000	\$25,000	\$23,120	47.0	D	23	500	0	0	0	0	500
109	177B	Smolenskstroy	M	Smolensk	Fetrovo	R	\$5,368,208	\$5,368,208	\$740,443	\$4,627,765	\$53,682	\$46,278	93.2	C	22	100	0	0	0	0	100
110	006C	Morsportbusiness	SP	Leningrad	St. Petersburg - Sred	A/R	\$1,162,815	\$1,362,814	\$0	\$1,362,814	\$42,588	\$42,588	78.6	H	24	32	0	0	0	0	32
111	104B	Trest # 30	SP	Leningrad	Tihvin	R	\$780,326	\$780,326	\$0	\$780,326	\$16,257	\$16,257	58.3	L	22	46	0	0	0	0	46
112	002	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Gorodets	R/A	\$12,360,000	\$15,936,976	\$0	\$15,936,976	\$31,674	\$31,674	63.0	C	21	500	0	0	0	0	500
113	159	AO Edsk-Selinvest-Proe	M	Saratov	Engels	R	\$2,634,490	\$2,634,490	\$0	\$2,634,490	\$32,931	\$32,931	70.0	M	18	80	0	0	0	0	80
114	128A	Proectstroi	V	Vologograd	Vologograd	R	\$2,561,264	\$2,561,264	\$426,877	\$2,134,387	\$47,431	\$38,526	70.4	H	18	54	0	0	0	0	54
115	015	World Housing Industrie	M	Ulyanovsk	Ulyanovsk	A/R	\$13,272,070	\$13,272,070	\$0	\$13,272,070	\$27,650	\$27,650	42.0	C	24	480	0	0	0	0	480
116	187C	UVO Limited	M	Moscow	Volokolamska/Rakh	A/R	\$2,125,000	\$2,952,560	\$0	\$2,952,560	\$34,736	\$34,736	70.1	C	9	85	0	0	0	0	85
117	109A	Mendzger	SP	Leningrad	Krasnoe Selo	R	\$2,525,000	\$2,525,000	\$0	\$2,525,000	\$25,000	\$25,000	55.0	H	NA	101	0	0	0	0	101
118	162D	Tvergrostroy	M	Tver	Vesegonsk	R	\$1,458,000	\$1,458,000	\$0	\$1,458,000	\$29,180	\$29,180	61.0	L	24	50	0	0	0	0	50
119	188	ENKO	M	Smolensk	Gagarin	R/A	\$29,591,712	\$29,591,712	\$2,720,000	\$26,871,712	\$59,183	\$53,743	70.4	C	24	500	0	0	0	0	500
120	162E	Tveragrostroy	M	Tver	Barzhetsk	R	\$4,995,000	\$4,995,000	\$0	\$4,995,000	\$33,300	\$33,300	80.0	D	24	150	0	0	0	0	150
121	203	Vopriv/UVO	SP	Pskov	Sebezh	R/L	\$5,470,500	\$5,470,500	\$754,929	\$4,715,571	\$36,470	\$31,437	50.4	H	23	150	0	0	0	0	150
122	192	ABN	M	Moscow	Odnocovoraj	R/A	\$18,538,096	\$17,707,788	\$0	\$17,707,788	\$33,037	\$33,037	56.0	C	21	536	0	0	0	0	536
123	142B	Kaliningradstroi	SP	Kaliningrad	Pervomaisky	R	\$7,959,250	\$11,815,507	\$1,841,197	\$10,174,310	\$44,587	\$38,384	74.5	L	23	265	0	0	0	0	265
124	142D	Kaliningradstroi	SP	Kaliningrad	Zelenogradsk	R	\$6,477,120	\$9,532,214	\$1,349,832	\$8,182,382	\$52,957	\$45,458	86.5	C	22	180	0	0	0	0	180
125	177A	Smolenskstroy	M	Smolensk	Smolensk	R	\$20,124,053	\$20,375,608	\$2,735,732	\$17,639,876	\$50,936	\$44,100	74.7	C	22	400	0	0	0	0	400
126	008E	Deck-Stud	SP	Leningrad	St. Petersburg	A/R	\$62,000,000	\$62,000,000	\$0	\$62,000,000	\$49,128	\$49,128	64.0	L	24	1262	0	0	0	0	1262
127	009A	Deck-Stud	SP	Leningrad	St. Petersburg	A/R	\$51,625,000	\$49,043,750	\$10,325,000	\$38,718,750	\$52,849	\$41,723		LH	24	978	0	0	0	0	978
128	179C	AO Pereslavlstroy & RA	M	Pereslavlstroy-Zal	Pereslavi-Zalesky	A/R	\$3,618,000	\$3,618,000	\$0	\$3,618,000	\$35,822	\$35,822	64.0	CA	24	101	0	0	0	0	101
129	103	JSC Korpus	SP	Leningrad	Mulkolovo, Pushin	R	\$20,215,000	\$26,061,656	\$2,314,017	\$23,747,639	\$62,052	\$56,542	55.0	C	24	420	0	0	0	0	420

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O	NO	BIDDER	RE-GION	OBLAST	TECHNICAL RANKING								FINAL RANKING			BALANCE SHEET (\$000s)			REMARKS	
					APP-RO-VALS	COR-PO-RATE	PROF-ESS-IONAL	OFF-SITE INFRA-STRUC-TURE	SITE & OTH-ERS	SCHED-ULE	LOCAL GOV-ERN-MENT	SUB-TOTAL	COST	TECH-NICAL 70%	COST 30%	TOTAL SCORE 100%	TOTAL ASSETS	WORK-ING CAP-ITAL		EQUITY
87	139	AO Stroytrest	M	Yaroslav	105	120	185	300	5	0	150	865	50	400.99	50.00	450.99	\$2,588	\$71	\$431	
88	183C	AO Barnaul	FE	Altisky Krai	110	120	150	300	30	0	150	860	50	398.68	50.00	448.68	\$3,550	153	\$88	Revised during field trips
89	190	Sevkasneftegazstroy	K	Krasnodar Krai	200	90	60	75	30	0	70	525	200	243.38	200.00	443.38	\$1,388	(\$148)	\$1,050	
90	130	Remstroyserwis	M	Kostroma	120	120	130	300	25	0	150	845	50	391.72	50.00	441.72	\$388	\$1	\$108	
91	162A/B	Tveragrostroy	M	Tver	50	120	80	180	15	0	70	515	200	238.74	200.00	438.74	\$888	(\$34)	\$342	
92	010E	Nadel	SP	Leningrad	101	45	70	97.5	40	0	50	403.5	250	187.05	250.00	437.05	\$182	(\$4)	\$2	
93	202SU	Kurskudstroy	M	Kursk	295	120	135	225	25	19	100	919	0	426.03	0.00	426.03	\$3,253	(\$148)	\$182	Late submission from Kurskudstroy
94	006E	Morsportbusiness	SP	Leningrad	56	45	50	300	35	0	0	486	200	225.30	200.00	425.30	\$0	\$0	\$0	Building system not approved, revised site plan
95	140C	Tulasovhozstroy	M	Tula	300	120	145	135	15	0	85	800	50	370.86	50.00	420.86	\$3,883	\$288	\$883	Plot project contractor
96	011	Odomin/Deluxe Homes	M	Kaluga	160	60	95	45	45	0	70	475	200	220.20	200.00	420.20	\$1,288	(\$81)	\$2	Company registration not provided
97	196	Kalugastroi	M	Kaluga	105	120	70	60	25	0	80	460	200	213.25	200.00	413.25	\$0	\$0	\$0	
98	162H/b	Tveragrostroy	M	Tver	230	120	110	135	10	0	70	675	100	312.91	100.00	412.91	\$888	(\$34)	\$342	Foreigners
99	109B	Mendzger	SP	Leningrad	205	30	0	0	20	0	50	305	250	141.39	250.00	391.39	\$0	\$0	\$0	Owner does not have rights to land
100	017	AZINT - Group 5 Archile	SP	Leningrad	16	30	50	75	45	0	15	271	250	125.63	250.00	375.63	\$197	\$138	\$198	Site on military base, support questionable
101	118	Sotskulbyl	NN	Samara	110	120	35	37.5	20	0	50	372.5	200	172.68	200.00	372.68	\$0	\$0	\$0	
102	129B	Rus. Am. JV Altusastroy	FE	Altisky Krai	80	90	85	0	45	0	70	370	200	171.52	200.00	371.52	\$12,878	(\$122)	\$3,228	
103	001A	Shelter Group	SP	Kaliningrad	50	0	0	0	30	0	70	150	300	69.54	300.00	369.54	\$0	\$0	\$0	Local partner unaware of scope of proposal
104	154	Belgorodproyekstroy	M	Belgorod	300	120	130	135	25	0	80	790	0	366.23	0.00	366.23	\$24,827	\$858	\$17,843	
105	162G	Tveragrostroy	M	Tver	80	120	80	60	15	0	0	355	200	164.57	200.00	364.57	\$888	(\$34)	\$342	
106	010C	DCS JV	SP	Vologda	21	60	50	0	45	0	70	246	250	114.04	250.00	364.04	\$18,888	(\$447)	\$13,314	JV not registered
107	139 A	AO Stroytrest	M	Yaroslav	75	120	165	105	0	50	50	565	100	281.92	100.00	381.92	\$2,588	\$71	\$431	No information on current owners
108	010D	Nadel	SP	Leningrad	21	45	40	15	45	0	50	216	250	100.13	250.00	350.13	\$188	(\$4)	\$2	No agreement with subs
109	177B	Smolenskstroy	M	Smolensk	21	120	135	300	15	0	150	741	0	343.51	0.00	343.51	\$8,814	\$1,191	\$3,114	Additional units proposed during field trips
110	006C	Morsportbusiness	SP	Leningrad	205	75	20	300	10	0	130	740	0	343.05	0.00	343.05	\$0	\$0	\$0	Reconstruction of down town buildings
111	104B	Trest # 30	SP	Leningrad	100	120	50	300	15	0	130	715	0	331.46	0.00	331.46	\$1,406	(\$1)	\$338	Costs are extremely low
112	002	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	105	75	85	112.5	50	0	70	497.5	100	230.63	100.00	330.63	\$1,119	\$248	\$425	Rights to site held by AO Dufan
113	159	AO Edsk-Selinvest-Proe	M	Saratov	35	120	140	165	10	0	70	540	50	250.33	50.00	300.33	\$279	\$12	\$88	
114	128A	Proectstroi	V	Volgograd	110	90	165	150	5	0	85	605	0	280.46	0.00	280.46	\$1,818	\$588	\$1,258	
115	015	World Housing Industrie	M	Ulyanovsk	80	60	105	22.5	50	0	70	387.5	100	179.64	100.00	279.64	\$1,513	\$157	\$382	Proposer not registered
116	187C	UVO Limited	M	Moscow	115	90	55	165	0	0	70	495	50	229.47	50.00	279.47	\$382	\$82	\$84	Bidder reduced project from 588 to 85 units
117	109A	Mendzger	SP	Leningrad	1	0	0	0	5	0	50	58	250	25.96	250.00	275.96	\$0	\$0	\$0	Owner refuses to provide rights to bid.
118	162D	Tveragrostroy	M	Tver	35	120	75	120	0	0	0	350	100	162.25	100.00	262.25	\$888	(\$34)	\$342	
119	188	ENKO	M	Smolensk	155	120	115	90	35	0	50	565	0	261.92	0.00	261.92				
120	162E	Tveragrostroy	M	Tver	50	120	80	105	30	0	70	455	50	210.93	50.00	260.93	\$888	(\$34)	\$342	
121	2J3	Vopriv/UVO	SP	Pskov	120	105	60	180	20	0	70	555	0	257.28	0.00	257.28	\$382	\$82	\$84	Late submission/Residential/urban company
122	192	ABN	M	Moscow	16	75	5	300	45	0	0	441	50	204.44	50.00	254.44	\$0	\$0	\$0	Project on military base, unclear if transferred to oblast
123	142B	Kaliningradstroi	SP	Kaliningrad	110	120	85	97.5	25	0	85	522.5	0	242.22	0.00	242.22	\$2,238	\$20	\$313	
124	142D	Kaliningradstroi	SP	Kaliningrad	110	120	85	82.5	30	0	85	512.5	0	237.58	0.00	237.58	\$2,238	\$20	\$313	
125	177A	Smolenskstroy	M	Smolensk	105	120	135	0	35	0	50	445	0	206.29	0.00	206.29	\$8,814	\$1,191	\$3,114	Original proposal, weak local support
126	009B	Deck-Stud	SP	Leningrad	20	30	45	300	45	0	0	440	0	203.97	0.00	203.97	\$38,277	\$12,718	\$23,741	
127	009A	Deck-Stud	SP	Leningrad	20	30	15	300	45	0	0	410	0	190.07	0.00	190.07	\$38,277	\$12,718	\$23,741	City requires 8% of apartments
128	179C	AO Pereslavstroy & RAD	M	Pereslavtroy-Zel	80	90	15	75	25	0	70	355	0	164.57	0.00	164.57	\$14,883	(\$318)	\$13,898	
129	103	JSC Korpus	SP	Leningrad	91	60	55	0	35	0	50	291	0	134.90	0.00	134.90	\$14	\$5	\$3	

SUMMARY.XLS

		SUMMARY RANKING OF PROPOSAL RESPONSIVENESS														COMPLETION STATUS - UNITS				
O	NO	BIDDER	RE-GIO	OBLAST	CITY	NATION-ALITY	TOTAL PRICE				UNIT PRICE				TOTAL UNITS	SHELL COM- PLETE	1ST FLOOR OR MORE	FOUR- DATUM	BOX START- ED	
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	ARE- INCE	TYPE						ORNA- TION
130	004	Sambuk International	FE	Khabarovsk	Khabarovsk	A/R	\$11,873,254	\$11,873,254	\$0	\$11,873,254	\$23,678	\$23,678	18.0	H	18	493	0	0	0	480
131	005	Stone Development	M	Moscow	Mozhaisk	A/R	\$7,903,500	\$7,903,500	\$0	\$7,903,500	\$26,345	\$26,345	76.0	C	24	300	0	0	0	300
132	008A	Bennet/Hudson	M	Moscow	Serpikov	A/R	\$5,000,000	\$5,000,000	\$0	\$5,000,000	\$25,000	\$25,000	138.0	C	24	200	0	0	0	200
133	008B	Bennet/Hudson	M	Moscow	Serpikov	A/R	\$12,000,000	\$12,000,000	\$0	\$12,000,000	\$25,000	\$25,000	55.0	H	18	480	0	0	0	480
134	008C	Bennet/Hudson	M	Moscow	Davidovo	A/R	\$2,700,000	\$2,700,000	\$0	\$2,700,000	\$25,000	\$25,000	54.0	H	8	108	0	0	0	108
135	008E	Bennet/Hudson	M	Moscow	Prezha	A/R	\$1,800,000	\$1,800,000	\$0	\$1,800,000	\$25,000	\$25,000	54.0	H	8	72	0	0	0	72
136	010A	Housetech	M	Moscow		A/R	\$12,500,000	\$12,500,000	\$0	\$12,500,000	\$25,000	\$25,000		C	24	500	0	0	0	500
137	010B	Stan	SP	Pskov	Pskov	A/R	\$20,000,000	\$20,000,000	\$0	\$20,000,000	\$25,000	\$25,000		C	24	800	0	0	0	800
138	012	KORPUS/SS&L	SP	Leningrad	Myt'skoye Village	A/R				\$0	\$0					0	0	0	0	
139	013	Giprogor	SP	Kaliningrad	Svetkorsk	R	\$0			\$0	\$0				0	0	0	0		
140	014	Russian Rotec	M	Moscow	Odninsk	A/R	\$56,604,000	\$56,604,000	\$0	\$56,604,000	\$26,302	\$26,302		C		2000	0	0	0	2000
141	016	GUC International	M	Moscow	Odnitsovo	A/R	\$3,824,700	\$3,824,700	\$0	\$3,824,700	\$25,498	\$25,498	45.0	C	0	150	0	0	0	150
142	018A	Int'l Export Homes	SP	Novgorod	Elkin Village	A/R	\$8,071,000	\$8,071,000	\$0	\$8,071,000	\$32,284	\$32,284				250	0	0	0	250
143	018B	Int'l Export Homes	SP	Novgorod	Elkin Village	A/R	\$8,348,000	\$8,348,000	\$0	\$8,348,000	\$33,384	\$33,384	0.0	C	12	250	0	0	0	250
144	018C	Int'l Export Homes	S	Perm	Charnavi	A/R	\$9,394,000	\$9,394,000	\$0	\$9,394,000	\$37,576	\$37,576	0.0	C	11	250	0	0	0	250
145	018D	Int'l Export Homes	S	Perm	Urochische Palni	A/R	\$7,311,200	\$7,311,200	\$0	\$7,311,200	\$36,556	\$36,556	0.0	C	16	200	0	0	0	200
146	018E	Int'l Export Homes	S	Perm	Urochische Palni	A/R	\$7,311,200	\$7,311,200	\$0	\$7,311,200	\$36,556	\$36,556	0.0	C	0	200	0	0	0	200
147	019	Life Services/C	S	Chelyabinsk	Chelyabinsk	A/R	\$12,200,000	\$12,200,000	\$0	\$12,200,000	\$24,400	\$24,400	0.0	C	0	500	0	0	0	500
148	020A	BBB Systems	SP	Leningrad	Primolsky	A/R	\$36,504,000	\$36,504,000	\$0	\$36,504,000	\$76,050	\$76,050				480	0	0	0	480
149	020B	BBB Systems	SP	Leningrad	Puskin	A/R	\$31,022,000	\$31,022,000	\$0	\$31,022,000	\$77,555	\$77,555				480	0	0	0	480
150	020C	BBB Systems	SP	Leningrad	Puskin	A/R	\$33,987,120	\$33,987,120	\$0	\$33,987,120	\$77,198	\$77,198				440	0	0	0	440
151	020D	BBB Systems	SP	Leningrad	Puskin	A/R	\$18,350,528	\$18,350,528	\$0	\$18,350,528	\$81,922	\$81,922				224	0	0	0	224
152	021	American Over	M	Moscow	Podolsk	A/R	\$45,000,000	\$45,000,000	\$0	\$45,000,000	\$90,000	\$90,000	71.0	L	24	500	0	0	0	500
153	022	Munchy Building				A/R	\$21,250,000	\$21,250,000	\$0	\$21,250,000	\$42,500	\$42,500	85.0	C	0	500	0	0	0	500
154	024	N. Davis Young		n/a	n/a	A/R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
155	102'O	Sevzapdgidstroj	SP	Leningrad	various	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
156	107	Tatstol	NN	Kazan	Kazan	R	\$12,968,000	\$12,968,000	\$0	\$12,968,000	\$25,932	\$25,932	NA	H	24	500	0	0	0	500
157	110B	AO DSK	SP	Novgorod	Novgorod	R	\$15,330,154	\$15,330,154	\$0	\$15,330,154	\$36,902	\$36,902	59.0	H	24	427	0	0	0	427
158	111	Atlant	K	Krasnodar Krai	Krasnodar	R	\$4,852,086	\$4,852,086	\$0	\$4,852,086	\$37,907	\$37,907	56.0	L	24	128	0	0	0	128
159	112	Tambosky Domo	M	Tambov	Tambov	R	\$0	\$0	\$0	\$0	\$0	\$0	NA	H	24	80	0	0	0	80
160	115	Tverstroy 2	M	Tver	Vyshny Voloche	R	\$1,022,220	\$1,022,220	\$0	\$1,022,220	\$17,037	\$17,037	58.0	L	10	60	0	0	0	60
161	119	Tomskstroizaka	FE	Tomsk	Tomsk	R	\$8,318,172			\$0	\$0				438	0	0	0	438	
162	120	Volgodonskdroj	V	Volgodonsk		R	\$9,008,000			\$0	\$0				500	0	0	0	500	
163	124	Promstroj	M	Lipetsk	Grazi	R	\$1,458,424	\$1,460,424	\$0	\$1,460,424	\$24,753	\$24,753	53.0	L	11	58	0	0	0	58
164	125	Mozhaisk Administratio	M	Moscow	Mozhaisk	R	\$0			\$0	\$0				8	0	0	0	8	
165	128	same as 134								\$0	\$0	0.0	O	0	0	0	0	0	0	
166	127	Ekom-Kottedzhl	FE	Khabarovsk	Khabarovsk	R	\$0			\$0	\$0	0.0	O	0	0	0	0	0	0	
167	131	P&K	M	Moscow	Not identified	R	\$9,720,000	\$9,720,000		\$9,720,000	\$26,270	\$26,270	70.0	C		370	0	0	0	370
168	132	Torbevo	M	Moscow	Not identified	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
169	134A	Khrvkv-Prom	FE	Khabarovsk	Khabarovsk	R	\$5,318,138	\$5,318,138	\$0	\$5,318,138	\$49,242	\$49,242	65.0	C		108	0	0	0	108
170	134B	Khrvkv-Prom	FE	Khabarovsk	Khabarovsk	R	\$2,533,680	\$2,533,680	\$0	\$2,533,680	\$42,228	\$42,228	65.0	C		60	0	0	0	60
171	135	Avisstroj	FE	Khabarovsk	Khabarovsk	R	\$5,940,000	\$5,940,000	\$0	\$5,940,000	\$90,000	\$90,000	202.0	L		66	0	0	0	66
172	136	Step	FE	Khabarovsk	Khabarovsk	R	\$1,425,000	\$1,425,000	\$0	\$1,425,000	\$25,000	\$25,000	58.0	L	8	57	0	0	0	57

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O	NO	BIDDER	RE-GION	OBLAST	TECHNICAL RANKING								FINAL RANKING			BALANCE SHEET (\$000s)			REMARKS		
					APP-RO-VALS	CON-PO-RATE	PROF-ESS-IONAL	OFF-SITE INFRA-STRUC-TURE	SITE & OTH-ERS	SCHED-ULE	LOCAL GOV-ERN-MENT	BIBL-ISTAL	COST	TECH-NICAL 70%	COST 30%	TOTAL SCORE 100%	TOTAL ASSETS	WORKING CAP-ITAL		EQUITY	
130	004	Sambuk International	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	1.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance
131	005	Stone Development	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, city refused to support project
132	008A	Bennet/Hudson	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not visited, cost not feasible
133	008B	Bennet/Hudson	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not visited
134	008C	Bennet/Hudson	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not visited
135	008E	Bennet/Hudson	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not visited
136	010A	HouseTech	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Planned for by bidder, no approvals
137	010B	Stan	SP	Pskov	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Planned for by bidder, no approvals
138	012	KORPUS/SS&L	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Duplicate, see 163
139	013	Giprogor	SP	Kaliningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not responsive, no information in proposal
140	014	Russian Rotec	M	Moscow											0.00	0.00	0.00				Not responsive, designed for different program
141	016	GUC International	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	
142	018A	Int'l Export Homes	SP	Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no infra., future cattle ranch
143	018B	Int'l Export Homes	SP	Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no infra., future cattle ranch
144	018C	Int'l Export Homes	S	Perm	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Not visited, distance
145	018D	Int'l Export Homes	S	Perm	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Not visited, distance
146	018E	Int'l Export Homes	S	Perm	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Not visited, distance
147	019	Life Services/C	S	Chelyabinsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance
148	020A	BBB Systems	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price > \$70,000/unit
149	020B	BBB Systems	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price > \$70,000/unit
150	020C	BBB Systems	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price > \$70,000/unit
151	020D	BBB Systems	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price > \$70,000/unit
152	021	American Over	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price > \$80,000/unit
153	022	Munchy Building			0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no approvals, see land rights
154	024	N. Davis Young		n/a	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	No information in proposal
155	102'0	Svzapgdistroi	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	102C, D, E, F, G, H, I withdrawn by bidder
156	107	Talstol	NN	Kazan	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, location
157	110B	AO DSK	SP	Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Same as 110A
158	111	Altant	K	Krasnodar Krai	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, poor site
159	112	Tambosky Domo	M	Tambov	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no price information
160	115	Tverstroy 2	M	Tver	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	115 A,B,C,D rejected by city
161	119	Tomskstroizaka	FE	Tomsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance & location
162	120	Volgodonskroi	V	Volgodonsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, Schedule unrealistic, price too low
163	124	Promstroi	M	Lipetsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	
164	125	Mozhaisk Administratio	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no price information, uninc. gov.
165	126	same as 134			0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Same as 134
166	127	Ekom-Kottedzhil	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Not responsive, no information in proposal
167	131	P&K	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no site identified in proposal
168	132	Torbevo	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price not fixed, no proposal info.
169	134A	Khbrvk-Prom	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance
170	134B	Khbrvk-Prom	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance
171	135	Aviastroi	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance
172	136	Step	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, distance

SUMMARY RANKING OF PROPOSAL RESPONSIVENESS																				
#	NO	BIDDER	RE-GIO	OBLAST	CITY	NATION-ALITY	TOTAL PRICE				UNIT PRICE				COMPLETION SCALES - UNITS					
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	ARE. PRICE	TYPE	SHALL-CON	TOTAL UNITS	SHELL COIL FLEZE	NET FLOOR OR MORE	FOUNDATIONS	NOT SCORED
173	137	Private Construction	SP	Novgorod	Staraya	R	\$2,557,800	\$2,557,800	\$0	\$2,557,800	\$25,578	\$25,578	87.0	L	24	100	0	0	0	100
174	138A	Ryazangorstroy	M	Ryazan	Microregion 5	R	\$8,803,080	\$8,803,080	\$0	\$8,803,080	\$38,390	\$38,390	57.0	H	22	172	0	0	0	172
175	141B	Capital Construction, N	NN	Nizhni Novgorod	Nizhni Novgorod	R	\$0	\$0	\$0	\$0	\$0	\$0		H		0	0	0	0	
176	146	AO DSK	SP	Pskov	Pskov	R	\$33,789,200	\$33,789,200	\$0	\$33,789,200	\$84,473	\$84,473	65.0	H	24	400	0	0	0	400
177	147A	Pskovstroy	SP	Pskov	Pskov	R	\$13,014,300	\$13,014,300	\$0	\$13,014,300	\$43,361	\$43,361	0.0	C	24	390	0	0	0	390
178	147B	Pskovstroy	SP	Pskov	Pskov	R	\$3,887,300	\$3,887,300	\$0	\$3,887,300	\$38,673	\$38,673	83.0	C	24	100	0	0	0	100
179	149	AO MZhK-Stroi	M	Tula	Tula	R	\$2,473,470	\$2,473,470	\$0	\$2,473,470	\$0	\$0	57.0	H	9	50	0	0	0	50
180	151A	AO Domostroitel	M	Moscow	Various	R	\$1,335,900	\$1,335,900	\$0	\$1,335,900	\$22,285	\$22,285	55.0	L	7	80	0	0	0	80
181	151B	AO Domostroitel	M	Moscow	Various	R	\$1,557,840	\$1,557,840	\$0	\$1,557,840	\$22,252	\$22,252	54.0	L	7	70	0	0	0	70
182	151C	AO Domostroitel	M	Moscow	Various	R	\$1,931,220	\$1,931,220	\$0	\$1,931,220	\$21,458	\$21,458	55.0	L	7	90	0	0	0	90
183	151D	AO Domostroitel	M	Moscow	Various	R	\$1,050,850	\$1,050,850	\$0	\$1,050,850	\$11,674	\$11,674	55.0	L	7	90	0	0	0	90
184	151E	AO Domostroitel	M	Moscow	Various	R	\$1,588,320	\$1,588,320	\$0	\$1,588,320	\$31,388	\$31,388	55.0	L	7	50	0	0	0	50
185	151G	AO Domostroitel	M	Moscow	Various	R	\$2,450,580	\$2,450,580	\$0	\$2,450,580	\$30,832	\$30,832	48.0	L	7	80	0	0	0	80
186	151H	AO Domostroitel	M	Moscow	Various	R	\$1,400,880	\$1,400,880	\$0	\$1,400,880	\$14,903	\$14,903	62.0	L	8	94	0	0	0	94
187	151I	AO Domostroitel	M	Moscow	Various	R	\$1,868,800	\$1,868,800	\$0	\$1,868,800	\$31,147	\$31,147	54.0	L	9	80	0	0	0	80
188	151J	AO Domostroitel	M	Moscow	Various	R	\$1,983,925	\$1,983,925	\$0	\$1,983,925	\$24,549	\$24,549	54.0	L	9	80	0	0	0	80
189	151K	AO Domostroitel	M	Moscow	Various	R	\$1,392,860	\$1,392,860	\$0	\$1,392,860	\$16,384	\$16,384	56.0	L	9	85	0	0	0	85
190	163	TOO Protasi	M	Protasi	Protasi	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
191	158	ZhSC "Erkstro"	M	Moscow	Kolonna	R	\$2,887,040	\$2,887,040	\$0	\$2,887,040	\$0	\$0	0.0	H	24	80	0	0	0	80
192	158	Tambovstroyin	M	Tambov	Tambov	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	H	0	900	0	0	0	900
193	162B	Tveragroslozy	M	Tver	Bologoye	R	\$0	\$0	\$0	\$0	\$0	\$0	80.0	H	21	20	0	0	0	20
194	162C	Tveragroslozy	M	Tver	Mazalsha	R	\$0	\$0	\$0	\$0	\$0	\$0	50.0	L	13	27	0	0	0	27
195	162F	Tveragroslozy	M	Tver	Karshin	R	\$0	\$0	\$0	\$0	\$0	\$0				20	0	0	0	20
196	162I	Tveragroslozy	M	Tver	Zubtsov	R	\$0	\$0	\$0	\$0	\$0	\$0	48.2	D	13	17	0	0	0	17
197	162J	Tveragroslozy	M	Tver	Selkharova	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	27	0	0	0	27
198	163	PCO 17	M	Moscow	Pavlovskiy Posad	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
199	169	Domostroitel	K	Krasnodar Krai	Armivir	R	\$3,343,572	\$3,343,572	\$0	\$3,343,572	\$30,959	\$30,959	69.0	H	24	108	0	0	0	108
200	170	Same as 171				R	\$0	\$0	\$0	\$0	\$0	\$0				0	0	0	0	
201	173	Rosstro	SP	Leningrad	Ivangorad	R	\$2,000,000	\$2,000,000	\$0	\$2,000,000	\$25,000	\$25,000	55.0	L	0	80	0	0	0	80
202	174	Lipetskmetallyurgystroi	M	Lipetsk	Bolshoy Samove	R	\$1,598,840	\$1,598,840	\$0	\$1,598,840	\$19,010	\$19,010	53.0	L	24	84	0	0	0	84
203	175	Stroitel	FE	Khabarovsk	Khabarovsk	R	\$6,535,838	\$6,535,838	\$0	\$6,535,838	\$34,218	\$34,218	56.0	H	23	191	0	0	0	191
204	180	not used														0	0	0	0	
205	181	Zhilstroi	M	Orel	Orel	R	\$0	\$0	\$0	\$0	\$0	\$0				0	0	0	0	
206	182	AO Domostroitel	FE	Ulan Ude	Ulan Ude	R	\$2,738,898	\$2,738,898	\$0	\$2,738,898	\$23,211	\$23,211	127.0	D	9	118	0	0	0	118
207	133B	AO Barnaul	FE	Altaysky Krai	Barnaul	R	\$2,408,350	\$2,408,350	\$0	\$2,408,350	\$0	\$0	79.0	H	14	170	0	0	0	170
208	184	KZHL - 480	M	Tula	Aleximzim	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
209	185	KEMP	NN	Cherbokhsary	Cherbokhsary	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	O	0	0	0	0	0	
210	186A	AO Complex	M	Tatarstan	Yelabuga	R	\$9,411,600	\$9,411,600	\$0	\$9,411,600	\$25,300	\$25,300	61.0	H	11	372	0	0	0	372
211	186B	AO Complex	M	Smolensk	Vyzma	R	\$4,230,880	\$4,230,880	\$0	\$4,230,880	\$28,443	\$28,443	55.0	L	24	180	0	0	0	180
212	187A	Alfa Volta	SP	Leningrad	Dubrova Town	R	\$1,125,000	\$1,125,000	\$0	\$1,125,000	\$25,000	\$25,000	136.0	C	4	45	0	0	0	45
213	187D	Const. Comd #	NN	Nizhni Novgorod		R	\$7,778,000	\$7,778,000	\$0	\$7,778,000	\$24,000	\$24,000	62.0	H	18	324	0	0	0	324
214	187E	Nola Ltd.	SP	Novgorod	Novogord	R	\$12,441,000	\$12,441,000	\$0	\$12,441,000	\$24,882	\$24,882	63.0	C	19	500	0	0	0	500
215	187F	Kotedza, Ltd.	M	Pleskava		R	\$4,410,000	\$4,410,000	\$0	\$4,410,000	\$0	\$0	54.0	L	12	210	0	0	0	210

O	NO	BIDDER	RE-GION	OBLAST	TECHNICAL RANKING								FINAL RANKING			BALANCE SHEET (\$000s)			REMARKS		
					APP-RO-VALS	CON-PO-RATE	PROF-ESS-IONAL	OFF-SITE INFRA-STRUC-TURE	SITE & OTH-ERS	SCHED-ULE	LOCAL GOV-ERNMENT	SUB-TOTAL	COST	TECH-NICAL 70%	COST 30%	TOTAL SCORE 100%	TOTAL ASSETS	WORKING CAP-ITAL		EQUITY	
173	137	Private Construction	SP	Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	30	30	30	Dropped, military base, partial units
174	138A	Ryazangorstroy	M	Ryazan	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	38,619	(3869)	38,689	Not ranked. City will not accept offers.
175	141B	Capital Construction, N	NN	Nizhni Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	197	22	388	Bidder dropped project, 70% ADVANCE
176	146	AO DSK	SP	Pskov	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, high price - \$M, \$800k
177	147A	Pskovstroy	SP	Pskov	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, high priced cottages
178	147B	Pskovstroy	SP	Pskov	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, high priced cottages
179	149	AO MZhK-Stroi	M	Tula	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	30	30	30	Dropped, assembly plant not ranked
180	151A	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
181	151B	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
182	151C	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
183	151D	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
184	151E	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
185	151G	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
183	151H	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
187	151I	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	2.00	0.00				Not ranked. Consists of non-USD units.
188	151J	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
189	151K	AO Domostroitel	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not ranked. Consists of non-USD units.
190	153	TOO Protasi	M	Protasi	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, no price information
191	156	ZhSC "Eikstro"	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Rejected by city administration
192	158	Tambovstroyin	M	Tambov	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, no price information
193	162B	Tveragrostory	M	Tvor	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped by bidder
194	162C	Tveragrostory	M	Tver	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	388	(334)	334	Dropped, city wants units
195	162F	Tveragrostory	M	Tver	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	388	(334)	334	To small, 20 units, dropped
196	162I	Tveragrostory	M	Tver	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	388	(334)	334	Dropped, city wants units
197	162J	Tveragrostory	M	Tver	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	388	(334)	334	Dropped, city wants units
198	163	PCO 17	M	Moscow	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, no price information, no approvals
199	169	Domostroitel	K	Krasnodar Krai	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	3813	3148	3238	Same as 168
200	170	Same as 171			0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Same as 171
201	173	Rosstro	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.26	0.00	0.00				Dropped by bidder
202	174	Lipetkmetallurgystroy	M	Lipetsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				
203	175	Stroitel	FE	Khabarovsk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, distance
204	180	not used			0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Not used
205	181	Zhilstroi	M	Orel	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, no information in proposal
206	182	AO Domostroitel	FE	Ulan Ude	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, distance
207	183B	AO Barnaul	FE	Altisky Krai	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, price \$88,888k
208	184	KZHL - 480	M	Tula	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Unreliable price, no information
209	185	KEMP	NN	Cherbokhsary	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, distance, no correct price information
210	186A	AO Complex	M	Tatarstan	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped due to location
211	186B	AO Complex	M	Smolensk	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				
212	187A	Alfa Volta	SP	Leningrad	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, steel site, no information
213	187D	Const. Comd #	NN	Nizhni Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped by local partner of RosArist
214	187E	Nola Ltd.	SP	Novgorod	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Rejected by city
215	187F	Kotedza, Ltd.	M	Pleskava	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Unable to contact Russian partner of RosArist

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SUMMARY RANKING OF PROPOSAL RESPONSIVENESS																					
O	NO	BIDDER	RE-GIO	OBLAST	CITY	NATION-ALITY	TOTAL PRICE				UNIT PRICE				COMPLETION STATUS - UNITS						
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	AVE. SIZE	TYPE	DURA-TION	TOT-AL UNITS	SHELL COM- PLETE	1ST FLOOR OR MORE	FOUN- DATION	NOT START- ED	
216	191A	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Various	A/R	\$0	\$0	\$0	\$0	\$0	\$0					0	0	0	0	0
217	193	Mosenezgostro	M	Tver	Various	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	0	0		0	0	0	0	0
218	193A	Mosenezgostroi	M	Tver	Komakovo	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	0	0		0	0	0	0	0
219	193B	Mosenezgostroi	M	Tver	Vladimir	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	0	0		0	0	0	0	0
220	193C	Mosenezgostroi	M	Tver	Novomoskovsk	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	0	0		0	0	0	0	0
221	194	Pinckney Associates	K	Krasnodar Krai	Novorossiysk	R/A	\$0	\$0	\$0	\$0	\$0	\$0	0.0	0	0		0	0	0	0	0
222	195	AO Centrgas	M	Lipetsk	Two Villages	R	\$10,102,845	\$10,102,845	\$0	\$10,102,845	\$39,619	\$39,619	87.0	C	25	255	0	0	0	0	255
223	199	Prilov	SP	Leningrad	Pugarevo	R	\$1,250,000	\$1,250,000	\$0	\$1,250,000	\$25,000	\$25,000	85.0	C	0	50	0	0	0	0	50
224	200A	Elerbe Becket	V	Volgograd	Volgograd	A/R	\$29,900,200	\$29,900,200	\$0	\$29,900,200	\$67,955	\$67,955	65.0	H	24	440	0	0	0	0	440
225	200B	Elerbe Becket	M	Moscow	Podolsk	A/R	\$33,500,220	\$33,500,220	\$0	\$33,500,220	\$57,759	\$57,759	51.0	H	24	580	0	0	0	0	580
226	200C	Elerby Becket	V	Rostov	Taganrog City	A/R	\$33,269,184	\$33,269,184	\$0	\$33,269,184	\$57,759	\$57,759	51.0	H	24	576	0	0	0	0	576
227	200D	ElerbyBecket	M	Moscow	Monino	A/R	\$63,850,112	\$63,850,112	\$0	\$63,850,112	\$154,976	\$154,976	51.0	H	24	412	0	0	0	0	412
228	201	Concern Rus	M	Moscow	Noginsk	R	\$0	\$0	\$0	\$0	\$0	\$0	0.0	0	0	505	0	0	0	0	505

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O	NO	BIDDER	RE-GION	OBLAST	TECHNICAL RANKING								FINAL RANKING			BALANCE SHEET (000s)			REMARKS		
					APP-RO-VALS	COR-PO-RATE	PROF-ESS-IONAL	OFF-SITE INFRA-STRUC-TURE	SITE & OTH-ERS	SCHED-ULE	LOCAL GOV-ERN-MENT	SUB-TOTAL	COST	TECH-NICAL 70%	COST 30%	TOTAL SCORE 100%	TOTAL ASSETS	WORK-ING CAP-ITAL		EQUITY	
216	191A	Nizhni Novgorod/Miami	NN	Nizhni Novogord	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				A.G.I rejected by city, does not want project
217	193	Mosenezgostro	M	Tver	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				A,B,C dropped, no price information	
218	193A	Mosenezgostroi	M	Tver	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, insufficient information	
219	193B	Mosenezgostroi	M	Tver	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, insufficient information	
220	193C	Mosenezgostroi	M	Tver	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, insufficient information	
221	194	Pinckney Associates	K	Krasnadar Krai	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00				Dropped, insufficient information	
222	195	AO Centrgas	M	Lipetsk	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	On hold list	
223	199	Pritov	SP	Leningrad	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, insufficient information	
224	200A	Ellerbe Becket	V	Volgograd	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Viewed, no rights to land, high price	
225	200B	Ellerbe Becket	M	Moscow	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price too high	
226	200C	Ellerbe Becket	V	Rostov	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price too high	
227	200D	EllerbeBecket	M	Moscow	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, price too high - \$154,976/mil	
228	201	Concern Rus	M	Moscow	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	\$0	\$0	\$0	Dropped, no price, site or unit information.	

**Exhibit 9**

**Top 35 Ranked Proposals**

SUMMARY.XLS

SUMMARY RANKING OF PROPOSAL RESPONSIVENESS																				
O	NO	BIDDER	RE-GION	OBLAST	CITY	NATI-ON-ALITY	TOTAL PRICE				UNIT PRICE			COMPLETION STATUS - UNITS						
							BID	REVISED	VAT	NET BID	TOTAL	NET OF VAT	AVL. SIZE	TYPE	DURA-TION	TOT-AL UNITS	SHELL COM-LETE	1ST FLOOR OR MORE	FOUN-DATION	NOT START-ED
1	129A	Rus. Am. JV Altusastroy	FE	Altisky Krai	Barnaul	R/A	\$4,356,453	\$4,356,453	\$653,469	\$3,702,984	\$22,227	\$18,893	65.7	H	18	198	0	198	0	0
2	183A	AO Barnaul	FE	Altisky Krai	Barnaul	R	\$1,695,456	\$2,204,093	\$81,890	\$2,122,203	\$30,612	\$29,475	70.0	H	4	72	72	0	0	0
3	165	Promstroy	K	Krasnodar Krai	Yeask	R	\$2,310,000	\$2,633,400	\$300,000	\$2,333,400	\$35,112	\$31,112	48.0	L	12	75	0	0	75	0
4	133A	Doliform	M	Orenburg	Orenburg	R	\$3,000,000	\$3,000,000	\$600,000	\$2,400,000	\$27,273	\$21,918	64.6	H	4	110	110	0	0	0
5	116-1st	KMAproyektzhilstroy	M	Stariy Oskol	Stariy Oskol	R	\$16,911,700	\$16,911,700	\$3,276,448	\$13,635,252	\$25,938	\$20,913	59.7	H	6	652	652	0	0	0
6	198C	Delta Heights Internation	M	Rzhev	Rzhev	R/A	\$1,425,000	\$1,425,000	\$0	\$1,425,000	\$25,000	\$25,000	51.3	L	9	57	57	0	0	0
7	157	Bryanskstroy	M	Bryansk	Bryansk	R	\$2,940,000	\$2,676,000	\$428,160	\$2,247,840	\$22,300	\$18,732	58.4	H	12	120	0	120	0	0
8	161	Monolithstroy	M	Kursk	Kursk	R	\$3,789,615	\$4,102,948	\$0	\$4,102,948	\$23,445	\$23,445	62.2	H	18	175	0	175	0	0
9	133B	Doliform	M	Orenburg	Orenburg	R	\$2,150,000	\$2,150,000	\$430,000	\$1,720,000	\$26,875	\$21,500	63.8	H	11	80	0	0	80	0
10	116	KMAproyektzhilstroy	M	Stariy Oskol	Stariy Oskol	R	\$23,431,796	\$23,431,796	\$3,023,467	\$20,408,329	\$24,717	\$21,526	58.3	H	18	948	0	0	627	321
11	155B	Sodelstvie	M	Penza	Penza	R	\$5,741,000	\$5,741,000	\$631,490	\$5,109,510	\$27,734	\$24,684	55.1	H	16	207	0	207	0	0
12	006F	Bennet/Hudson	M	Moscow	Kolomna	A/R	\$7,000,000	\$7,000,000	\$1,687,000	\$5,313,000	\$25,000	\$18,975	59.0	H	17	280	0	0	0	280
13	008D	Bennet/Hudson	M	Moscow	Orskovo Zuyevo	A/R	\$5,000,000	\$5,000,000	\$0	\$5,000,000	\$25,000	\$25,000	54.0	H	17	200	0	0	0	200
14	155A	Sodelstvie	M	Penza	Penza	R	\$7,382,700	\$7,382,700	\$812,100	\$6,570,600	\$28,505	\$25,369	55.3	H	18	259	0	0	259	0
15	150	Tulgorstroj	M	Tula	Tula	R	\$2,250,000	\$2,250,000	\$160,000	\$2,090,000	\$25,000	\$23,222	90.0	H	8	90	0	0	90	0
16	160A	RUKS Moscow Oblast	M	Moscow	Lubertsy	R	\$8,481,000	\$8,481,000	\$0	\$8,481,000	\$27,270	\$27,270	66.6	H	6	311	0	311	0	0
17	121	Tol'yatti KPD	NN	Samara	Tol'yatti	R	\$9,442,980	\$9,693,915	\$736,965	\$8,956,950	\$19,946	\$18,430	60.0	H	6	488	488	0	0	0
18	191E	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vba City	R/A	\$1,785,347	\$1,785,347	\$0	\$1,785,347	\$18,793	\$18,793	43.7	L	11	95	55	40	0	0
19	191B	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vba City	R/A	\$781,138	\$781,138	\$0	\$781,138	\$24,411	\$24,411	58.8	L	11	32	0	32	0	0
20	191C	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vba City	R/A	\$2,399,813	\$2,399,813	\$0	\$2,399,813	\$22,220	\$22,220	51.7	H	11	106	0	106	0	0
21	191H	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Vba City	R/A	\$2,093,799	\$2,093,799	\$0	\$2,093,799	\$26,172	\$26,172	60.9	L	11	80	0	80	0	0
22	191J	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	Pavlovo City	R/A	\$2,376,640	\$2,376,640	\$0	\$2,376,640	\$23,766	\$23,766	63.1	L	11	100	0	0	0	100
23	122	Cherepovetsgrazdanstro	SP	Vologda	Cherepovets	R	\$12,546,632	\$14,736,976	\$2,372,975	\$12,366,001	\$29,244	\$24,536	57.0	H	14	504	0	504	0	0
24	104C	Trest # 30	SP	Leningrad	Tirvin	R	\$855,747	\$855,747	\$0	\$855,747	\$19,449	\$19,449	64.1	L	16	44	0	44	0	0
25	144	Lenpromstroj	SP	Leningrad	Vyborg	R	\$3,777,427	\$3,777,426	\$451,780	\$3,325,646	\$26,232	\$23,095	55.9	H	14	144	0	0	72	72
26	117	Trest # 46	SP	Leningrad	Kirishi	R	\$2,415,000	\$2,415,000	\$315,000	\$2,100,000	\$30,168	\$26,250	60.5	H	11	80	0	0	0	80
27	142A	Kaliningradstroj	SP	Kaliningrad	Kaliningrad	R	\$1,941,213	\$2,692,796	\$283,236	\$2,408,561	\$31,105	\$28,080	63.4	H	12	93	0	93	0	0
28	006D	Monaportbusiness	SP	Leningrad	Sestrotak #38832	A/R	\$16,833,192	\$16,833,192	\$0	\$16,833,192	\$25,700	\$25,700	58.6	H	24	655	0	0	655	0
29	176B	Volgogradgidrostroj	V	Volgograd	Volzhakiy	R/A	\$6,883,500	\$6,883,500	\$989,150	\$5,894,350	\$22,945	\$19,846	57.7	H	8	300	240	60	0	0
30	105	Municipal Venture of Vol	V	Volgograd	Volgograd	R	\$9,952,555	\$9,952,555	\$1,084,440	\$8,868,115	\$20,734	\$18,475	58.6	H	17	480	200	200	80	0
31	176A	Volgogradgidrostroj	V	Volgograd	Volzhakiy	R/A	\$4,297,890	\$4,297,890	\$617,803	\$3,680,087	\$23,877	\$20,446	60.0	H	18	180	0	180	0	0
32	172A	Universaestroj	V	Volgograd	Volgograd	R/A*	\$7,571,390	\$7,571,390	\$783,000	\$6,788,390	\$23,880	\$21,482	64.2	H	15	318	0	0	318	0
33	102S	Remgrazhdanrekonstru	V	Volgograd	Mikhailovka	R	\$2,782,000	\$2,782,000	\$0	\$2,782,000	\$23,576	\$23,576	56.8	L	18	118	0	0	118	0
34	172B	Universaestroj	V	Volgograd	Volgograd	R/A*	\$4,770,000	\$4,770,000	\$493,000	\$4,277,000	\$23,850	\$21,385	58.7	H	19	200	0	0	0	200
35	169A	Kamyahinpromstroj	V	Volgograd	Kamyahon	R/A	\$6,296,082	\$6,296,082	\$0	\$6,296,082	\$24,964	\$24,964	59.1	H	23	252	0	0	0	252
36	TOTALS						\$197,647,185	\$201,943,216	\$20,211,142	\$181,732,974	\$24,934	\$22,439				8099	1872	2350	2372	1505

## SUMMARY.XLS

O	NO	BIDDER	RE-GION	OBLAST	TECHNICAL RANKING								FINAL RANKING			BALANCE SHEET (000s)			REMARKS	
					APP-RO-VALS	COR-PO-RATE	PROF-ESS-IONAL	OFF-SITE INFRA-STRUC-TURE	SITE & OTH-ERS	SCHED-ULE	LOCAL GOV-ERN-MENT	SUB-TOTAL	COST	TECH-NICAL 70%	COST 84%	TOTAL SCORE 100%	TOTAL ASSETS	WORK-ING CAP-ITAL		EQUITY
1	129A	Rua. Am. JV Altusastroy	FE	Altisky Krai	300	120	140	300	35	100	150	1145	300	530.79	300.00	830.79	\$12,878	(\$122)	\$3,720	
2	183A	AO Barnaul	FE	Altisky Krai	300	120	170	300	5	400	150	1445	100	689.87	100.00	789.87	\$3,550	\$153	\$989	Late submital not seen by team
3	185	Promstroy	K	Krasnodar Krai	300	120	180	300	10	50	150	1090	100	505.30	100.00	605.30	\$24	\$35	\$43	
4	133A	Doliform	M	Orenburg	300	120	175	300	15	400	150	1460	300	678.82	300.00	978.82	\$2,391	\$193	\$1,091	Shell complete, finishing underway
5	116-lat	KMAproyektzhilstroy	M	Stary Oskol	300	120	150	300	25	400	150	1445	300	689.87	300.00	989.87	\$46,814	\$13,894	\$28,512	Proposal added during field trips
6	198C	Delta Heights Internation	M	Rzhev	300	90	180	300	15	400	150	1435	250	685.23	250.00	935.23	\$304	\$41	\$207	Original owner must be paid, needs transformer
7	157	Bryanalstroy	M	Bryansk	300	120	175	300	15	230	130	1270	300	588.74	300.00	888.74	\$1,655	\$133	\$198	Land owned by AO SOR, no compensation docs.
8	181	Monolitstroy	M	Kursk	300	120	150	300	35	218	130	1253	250	590.88	250.00	840.88	\$417	\$4	\$134	Land rights transfer should be verified
9	133B	Doliform	M	Orenburg	300	120	175	300	15	20	150	1080	300	500.88	300.00	800.88	\$2,391	\$193	\$1,091	
10	116	KMAproyektzhilstroy	M	Stary Oskol	300	120	140	300	30	23	130	1043	300	483.51	300.00	783.51	\$46,814	\$13,894	\$28,512	Original proposal
11	155B	Sodeistvie	M	Penza	300	105	180	300	25	120	130	1140	250	528.48	250.00	778.48	\$25	\$12	\$17	Offerer does not have Const. license
12	003F	Bennet/Hudson	M	Moscow	220	120	90	300	35	0	150	915	300	424.17	300.00	724.17	\$3,500	\$1,468	\$1,778	Balance sheet of American subcontractor
13	008D	Bennet/Hudson	M	Moscow	250	120	95	300	35	0	150	950	250	440.40	250.00	690.40	\$3,500	\$1,468	\$1,778	Balance sheet of American subcontractor
14	155A	Sodeistvie	M	Penza	300	105	130	300	25	55	130	1045	200	484.44	200.00	684.44	\$25	\$12	\$17	Offerer does not have Const. license
15	150	Tulgorastroi	M	Tula	300	120	155	90	5	50	125	845	250	391.72	250.00	641.72	\$5,088	(\$88)	\$1,048	
16	160A	RUKS Moscow Oblast	M	Moscow	285	120	150	120	30	252	115	1082	100	501.58	100.00	601.58	\$13,802	(\$5,390)	\$8,087	City provided letter accepting new officers
17	121	Tol'yatti KPD	NN	Samara	300	120	135	300	30	400	150	1435	300	685.23	300.00	985.23	\$10,808	(\$1,893)	\$794	City owns project, check rights
18	191E	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	180	300	15	288	150	1231	300	570.88	300.00	870.88	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
19	191B	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	180	300	15	300	150	1285	250	588.42	250.00	838.42	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
20	191C	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	180	300	15	170	150	1135	300	528.16	300.00	828.16	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
21	191H	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	250	90	180	300	15	230	150	1185	200	553.97	200.00	753.97	\$1,119	\$248	\$425	Land not transferred to bidder, rights to be clarified
22	191J	Nizhni Novgorod/Miami	NN	Nizhni Novgorod	21	120	180	300	15	0	150	788	250	355.10	250.00	605.10	\$1,119	\$248	\$425	No land rights or approvals, city willing to provide
23	122	Cherepovetsgrazdanstro	SP	Vologda	300	120	135	300	30	258	150	1294	250	599.87	250.00	849.87	\$18,098	(\$447)	\$13,514	City is original client for buildings
24	104C	Trest # 30	SP	Leningrad	220	120	80	300	10	80	130	940	300	435.78	300.00	735.78	\$1,408	(\$1)	\$339	
25	144	Lenpromstro	SP	Leningrad	300	105	155	300	25	10	150	1045	250	484.44	250.00	734.44	\$903	\$191	\$957	
26	117	Trest # 48	SP	Leningrad	300	120	145	300	10	0	150	1025	200	475.17	200.00	675.17	\$2,124	\$728	\$912	
27	142A	Kaliningradstro	SP	Kaliningrad	300	120	155	300	10	80	150	1115	100	518.88	100.00	618.88	\$2,238	\$20	\$313	
28	008D	Morsportbusiness	SP	Leningrad	205	75	50	300	30	80	130	870	200	403.31	200.00	603.31	\$0	\$0	\$0	Land rights questions, project owned by UKS
29	178B	Volgogradgidrostro	V	Volgograd	300	120	185	300	35	354	150	1444	300	689.40	300.00	989.40	\$10,882	\$977	\$2,461	Strong oblast support
30	105	Municipal Venture of Vol	V	Volgograd	300	105	180	247.5	30	208	125	1178	300	544.93	300.00	844.93	\$7,494	\$422	\$8,098	
31	178A	Volgogradgidrostro	V	Volgograd	300	90	165	300	35	80	150	1080	300	505.30	300.00	805.30	\$10,882	\$977	\$2,461	Strong oblast support
32	172A	Universalstro	V	Volgograd	300	105	120	105	35	170	100	935	300	433.44	300.00	733.44	\$2,391	(\$59)	\$1,440	Successful pilot project contractor
33	102S	Remgrazhdanrekonstru	V	Volgograd	300	120	130	300	5	50	130	1035	250	479.80	250.00	729.80	\$0	\$0	\$0	Additional urbs proposed during field trips
34	172B	Universalstro	V	Volgograd	300	105	90	135	35	0	100	785	300	354.84	300.00	654.84	\$2,391	(\$59)	\$1,440	Successful pilot project contractor
35	188A	Kamyshinpromstro	V	Volgograd	300	120	125	135	40	0	100	820	250	380.13	250.00	630.13	\$3,139	\$87	\$704	
36	TOTALS																			

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**Exhibit 10**

**Trip Itinerary in Support of  
General Construction  
Management Contractor**

**ITINERARY OF PADCO TRIPS IN SUPPORT OF GENERAL  
CONSTRUCTION MANAGEMENT CONTRACTOR**

DATE	DESTINATION	NUMBER OF CITIES VISITED	NUMBER OF PROJECTS REVIEWED
August 10-12	Orenburg , Rzhev , Nizhni Novgorod , Volzhski , Kolomna , Orekhovo - Zuevo , Tol'yatti	7	13
August 15-19	Kaluga , Tula , Kursk , Vyborg , Sestroretsk , Kirishi , Tikhvin , Ulyanovsk , Penza , Volgograd , Mikhailovka , Kamyshin	12	15
August 22-26	Stari Oskol , Pushkino , Lubertsi , Kaliningrad , Cherepovets , Yeask , Krasnodar	7	8
<b>TOTALS :</b>		<b>26</b>	<b>36</b>

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**Exhibit 11**

**Balance Sheet Model**

102

SUMMARIZED BALANCE SHEET						
PROPOSAL #		0				
COMPANY		0				
	Line on	31-Dec-93			31-Mar-94	
	Balance	Rubles	Rubles	Dollars	Rubles	Dollars
	Sheet	'000	'000	000	'000	000
Exchange rate				1250		1720
Fixed assets (net of Depn)	022			\$0		\$0
Equipment to install	030		0	\$0		\$0
Investments	040 & 050		0	\$0		\$0
			0	\$0	0	\$0
Others - calculated			0	\$0	0	\$0
Total Fixed Assets	080			\$0		\$0
<b>CURRENT ASSETS</b>						
Stocks	100 & 122			\$0		\$0
Debtors	200			\$0		\$0
Associated company balance	220			\$0		\$0
Staff debtors	240			\$0		\$0
Advances to contractors	260			\$0		\$0
Cash	280-310			\$0		\$0
Others - calculated		0		\$0	0	\$0
Total Current Assets	180 & 330			\$0		\$0
<b>DEDUCT: CURRENT LIABILITIES</b>						
Bank loans & overdrafts	600, 610 & 620			\$0		\$0
Creditors	630, 700 & 710			\$0		\$0
Wages	650			\$0		\$0
Social insurance	660			\$0		\$0
Advances from customers	720			\$0		\$0
Others - calculated		0		\$0	0	\$0
Total Current Liabilities	770			\$0		\$0
Working Capital				0	0	\$0
Net worth				0	0	\$0
<b>Represented by</b>						
Authorized funds	400			\$0		\$0
Special allocation funds	420			\$0		\$0
Special aims financing & incomes	430			\$0		\$0
- Profits	470			\$0		\$0
- Less distributed profits	471		0	\$0		\$0
Others - calculated			0	\$0	0	\$0
Totals	480			\$0		\$0
<b>LIQUIDITY RATIOS</b>						Norm
- Working capital ratio						
(Current assets/current liabilities)				0.00	0.00	2
- Acid test ratio				0.00	0.00	1
(Current assets less stocks & debtors/current liabilities)						
<b>OTHER RATIOS</b>						
Fixed assets to total assets				0.00	0.00	0.5
Investments to total assets				0.00	0.00	
Stocks to total assets				0.00	0.00	
Stocks to current assets				0.00	0.00	
Debtors to current assets				0.00	0.00	
Profit to (Total assets less investments)				0.00	0.00	

**Exhibit 12**

**General Information on All  
Submitted Proposals**

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**GENERAL INFORMATION**  
**ALL SUBMITTED PROPOSALS**

#	OBLAST, KRAI	NUMBER OF PROPOSALS	NUMBER OF UNITS	NATIONALITY		If Oblast on original list, yes/no	*Average cost per unit (VAT excluded)	*Average cost per M2 (VAT excluded)
				Number of JV Proposals	Number of Russian Proposals			
1	Altiski Krai	5	920	2	3	yes	\$26,083	\$ 335
2	Belgorod	3	1922	-	3	no	\$20,394	\$ 342
3	Bryansk	2	240	-	2	no	\$21,022	\$ 377
4	Chelyabinsk	1	500	1	-	no	N/A	N/A
5	Cheboksary	1	0	-	1	no	N/A	N/A
6	Kaliningrad	7	1595	2	5	yes	\$32,335	\$ 507
7	Kaluga	4	1382	1	3	yes	\$28,752	\$ 504
8	Khabarovsk	7	975	1	6	yes	\$34,283	\$ 709
9	Kostroma	1	194	-	1	no	\$34,067	\$ 598
10	Krasnodar Krai	10	2630	1	9	yes	\$31,513	\$ 540
11	Kursk	4	1254	-	4	no	\$20,530	\$ 354
12	Leningrad	30	9108	15	15	yes	\$32,937	\$ 555
13	Lipetsk	3	398	-	3	yes	\$33,066	\$ 442
14	Moscow	38	9463	20	18	yes	\$42,242	\$ 655
15	Nizhni Novgorod	14	1881	10	4	yes	\$26,755	\$ 458
16	Novgorod	6	2031	2	4	yes	\$30,574	\$ 503
17	Orel	1	0	-	1	no	N/A	N/A
18	Orenburg	4	400	1	3	no	\$27,163	\$ 412
19	Penza	2	466	-	2	no	\$25,065	\$ 454
20	Perm	3	650	3	-	no	N/A	N/A
21	Pskov	6	1960	1	5	yes	\$65,188	\$ 1,012
22	Rostov	2	1076	1	1	no	\$57,759	\$ 1,133
23	Ryazan	2	398	-	2	yes	\$34,471	\$ 582
24	Samara	2	736	-	2	no	\$20,721	\$ 364
25	Saratov	3	880	1	2	no	\$26,389	\$ 390
26	Smolensk	4	1160	1	3	no	\$46,009	\$ 642
27	Sverdlovsk (Yekaterinburg)	2	314	2	-	yes	\$24,893	\$ 440
28	Tambov	2	930	-	2	no	N/A	N/A
29	Tatarstan (Kazan)	2	872	-	2	no	\$25,300	\$ 415
30	Tomsk	1	439	-	1	no	N/A	N/A
31	Tula	8	400	-	8	yes	\$27,291	\$ 343
32	Tver	18	585	1	17	yes	\$27,518	\$ 397
33	Ufa (Bashkiria)	1	455	-	1	no	\$31,319	\$ 724
34	Ulan Ude (Buryatia)	1	118	-	1	yes	\$23,211	\$ 183
35	Ulyanovsk	1	480	1	-	no	\$27,650	\$ 658
36	Volgograd	14	3264	7	7	yes	\$28,481	\$ 484
37	Vologda	2	1004	1	1	yes	\$24,767	\$ 442
38	Yaroslav	5	664	3	2	no	\$30,111	\$ 584
39	not identified	3	500	2	1	N/A	N/A	N/A
	<b>Total</b>	<b>225</b>	<b>52,284</b>	<b>80</b>	<b>145</b>		<b>30,871</b>	<b>\$ 517</b>

\* Only proposals with identified cost , number of units , gross unit area were considered .

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**Exhibit 13**

**Type of Construction  
Proposed in All  
Oblasts/Krais**

106

TYPE OF CONSTRUCTION BREAKDOWN BY OBLAST , KRAI .

ALL SUBMITTED PROPOSALS

#	OBLAST, KRAI	NUMBER OF PRO-POSALS	NUMBER OF UNITS	TYPE OF UNITS							
				Cottages,D,C/L		Low-rises		High-rises		Not identified	
				Number of proposals	Number of units						
1	Altiski Krai	5	920	2	482	-	-	3	438	-	-
2	Belgorod	3	1922	-	-	-	-	3	1922	-	-
3	Bryansk	2	240	-	-	-	-	2	240	-	-
4	Chelyabinsk	1	500	1	500	-	-	-	-	-	-
5	Cheboksary	1	0	-	-	-	-	-	-	1	N/A
6	Kaliningrad	7	1595	1	180	4	1322	1	93	1	N/A
7	Kaluga	4	1382	1	50	2	840	1	492	-	-
8	Khabarovsk	7	975	2	168	2	123	2	684	1	N/A
9	Kostroma	1	194	-	-	-	-	1	194	-	-
10	Krasnodar Krai	10	2630	-	-	4	356	5	774	1	1500
11	Kursk	4	1254	-	-	-	-	4	1254	-	-
12	Leningrad	30	9108	6	2658	8	1768	10	3138	6	1544
13	Lipetsk	3	398	1	255	2	143	-	-	-	-
14	Moscow	38	9463	11	4648	12	1359	11	2943	4	513
15	Nizhni Novgerod	14	1881	2	596	4	307	7	978	1	N/A
16	Novgorod	6	2031	2	500	1	100	3	1431	-	-
17	Orel	1	0	-	-	-	-	-	-	1	N/A
18	Orenburg	4	400	1	10	1	200	2	190	-	-
19	Penza	2	466	-	-	-	-	2	466	-	-
20	Perm	3	650	3	650	-	-	-	-	-	-
21	Pskov	6	1960	4	1350	1	210	1	400	-	-
22	Rostov	2	1076	-	-	-	-	1	576	1	500
23	Ryazan	2	388	-	-	-	-	2	388	-	-
24	Samara	2	736	1	250	-	-	1	486	-	-
25	Saratov	3	880	2	800	1	80	-	-	-	-
26	Smolensk	4	1160	3	1000	1	160	-	-	-	-
27	Sverdlovsk (Yekaterin)	2	314	-	-	-	-	2	314	-	-
28	Tambov	2	980	-	-	-	-	2	980	-	-
29	Tatarstan	2	872	-	-	-	-	2	872	-	-
30	Tomsk	1	439	-	-	-	-	-	-	1	439
31	Tula	8	400	5	260	-	-	2	140	1	N/A
32	Tver	18	585	7	324	4	194	1	20	6	47
33	Ufa (Bashkiriya)	1	455	-	-	-	-	1	455	-	-
34	Ulan Ude (Buryatia)	1	118	1	118	-	-	-	-	-	-
35	Ulyanovsk	1	480	1	480	-	-	-	-	-	-
36	Volgograd	14	3264	-	-	3	458	11	2806	-	-
37	Vologda	2	1004	1	500	-	-	1	504	-	-
38	Yaroslavl	5	664	3	496	2	168	-	-	-	-
39	not identified	3	500	1	500	-	-	-	-	2	N/A
	<b>Total</b>	<b>225</b>	<b>52,284</b>	<b>62</b>	<b>16,775</b>	<b>52</b>	<b>7,788</b>	<b>84</b>	<b>23,178</b>	<b>27</b>	<b>4,543</b>

**Exhibit 14**

**General Cost Information on  
Second Round Proposals**

**GENERAL COST INFORMATION  
PROPOSALS REVIEWED IN THE SECOND ROUND**

#	OBLAST, KRAI	Number of proposals	AVERAGE UNIT COST NET OF VAT				AVERAGE COST PER M2 NET OF VAT	COMPLETION STATUS - PROPOSALS							
			All proposals	Cottages, D,C/L	Low-rises	High-rises		Cottage, D		Low-Rise		High-Rise		All types	
								New	Star- ted	New	Star- ted	New	Star- ted	New	Star- ted
1	Altayski Krai	4	\$26,083	\$ 28,500	-	\$ 21,736	\$ 335	2	-	-	-	-	2	2	2
2	Belgorod	3	\$20,394	-	-	\$ 20,394	\$ 342	-	-	-	-	1	2	1	2
3	Bryansk	2	\$21,022	-	-	\$ 21,022	\$ 377	-	-	-	-	1	1	1	1
4	Kaliningrad	6	\$32,335	\$ 45,458	\$ 30,849	\$ 28,060	\$ 507	1	-	3	1	-	1	4	2
5	Kaluga	4	\$28,752	\$ 25,666	\$ 27,211	\$ 31,696	\$ 504	1	-	1	1	1	-	3	1
6	Kostroma	1	\$34,067	-	-	\$ 34,067	\$ 598	-	-	-	-	1	-	1	0
7	Krasnodar Krai	7	\$30,664	-	\$ 30,660	\$ 30,666	\$ 535	-	-	-	3	1	3	1	6
8	Kursk	4	\$20,530	-	-	\$ 20,530	\$ 354	-	-	-	-	2	2	2	2
9	Leningrad	21	\$33,210	\$ 29,971	\$ 38,602	\$ 31,258	\$ 568	4	-	4	3	8	2	16	5
10	Moscow	11	\$26,951	\$ 28,575	\$ 28,138	\$ 25,180	\$ 401	4	-	1	1	2	3	7	4
11	Nizhni Novgorod	11	\$27,341	\$ 30,750	\$ 22,922	\$ 26,309	\$ 474	2	-	1	3	4	1	7	4
12	Novgorod	1	\$32,697	-	-	\$ 32,697	\$ 554	-	-	-	-	-	1	0	1
13	Orenburg	4	\$27,163	\$ 174,500	\$ 25,000	\$ 21,684	\$ 412	-	1	1	-	-	2	1	3
14	Penza	2	\$25,065	-	-	\$ 25,065	\$ 454	-	-	-	-	-	2	0	2
15	Pskov	1	\$31,437	-	-	\$ 31,437	\$ 624	1	-	-	-	-	-	1	0
16	Ryazan	1	\$31,351	-	-	\$ 31,351	\$ 514	-	-	-	-	-	1	0	1
17	Samara	2	\$20,721	\$ 25,175	-	\$ 18,430	\$ 364	1	-	-	-	-	1	1	1
18	Saratov	3	\$26,389	\$ 25,735	\$ 32,931	-	\$ 390	2	-	1	-	-	-	3	0
19	Smolensk	3	\$49,139	\$ 49,139	-	-	\$ 661	3	-	-	-	-	-	3	0
20	Sverdlovsk (Yekaterin)	2	\$24,893	-	-	\$ 24,893	\$ 440	-	-	-	-	2	-	2	0
21	Tula	6	\$27,291	\$ 28,699	-	\$ 23,222	\$ 343	4	1	-	-	-	1	4	2
22	Tver	8	\$29,155	\$ 29,685	\$ 26,944	-	\$ 408	4	1	1	2	-	-	5	3
23	Ufa (Bashkiria)	1	\$31,319	-	-	\$ 31,319	\$ 724	-	-	-	-	1	-	1	0
24	Ulyanovsk	1	\$27,650	\$ 27,650	-	-	\$ 658	1	-	-	-	-	-	1	0
25	Volgograd	13	\$22,331	-	\$ 24,132	\$ 21,982	\$ 375	-	-	1	2	5	5	6	7
26	Vologda	2	\$24,767	\$ 25,000	-	\$ 24,536	\$ 442	1	-	-	-	-	1	1	1
27	Yaroslavl	5	\$30,111	\$ 29,923	\$ 30,663	-	\$ 584	3	-	1	1	-	-	4	1
															0
	<b>Total for 27 oblasts</b>	<b>129</b>	<b>\$ 28,277</b>	<b>\$ 30,709</b>	<b>\$ 28,914</b>	<b>\$ 26,252</b>	<b>466.6</b>	<b>34</b>	<b>3</b>	<b>15</b>	<b>17</b>	<b>29</b>	<b>31</b>	<b>78</b>	<b>51</b>

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**Exhibit 15**

**General Information on  
Second Round Proposals**

**GENERAL INFORMATION  
PROPOSALS REVIEWED IN THE SECOND ROUND**

#	OBLAST, KRAI	NUMBER OF PROPOSALS	NUMBER OF UNITS	TYPE OF UNITS						If Oblast in original list Yes/No
				Cottage, D, C/L		Low-Rise		High-Rise		
				Number of proposals	Number of units	Number of proposals	Number of units	Number of proposals	Number of units	
1	Altayski Krai	4	750	2	482	-	-	2	268	Yes
2	Belgorod	3	1922	-	-	-	-	3	1922	No
3	Bryansk	2	240	-	-	-	-	2	240	No
4	Kaliningrad	6	1595	1	180	4	1322	1	93	Yes
5	Kaluga	4	1382	1	50	2	840	1	492	Yes
6	Kostroma	1	194	-	-	-	-	1	194	No
7	Krasnodar Krai	7	894	-	-	3	228	4	666	Yes
8	Kursk	4	1254	-	-	-	-	4	1254	No
9	Leningrad	21	7389	4	2563	6	2130	11	2696	Yes
10	Moscow	11	2439	4	1101	2	127	5	1211	Yes
11	Nizhni Novgorod	11	1557	2	596	4	307	5	654	Yes
12	Novgorod	1	504	-	-	-	-	1	504	Yes
13	Orenburg	4	400	1	10	1	200	2	190	No
14	Penza	2	466	-	-	-	-	2	466	No
15	Pskov	1	150	-	-	-	-	1	150	Yes
16	Ryazan	1	216	-	-	-	-	1	216	Yes
17	Samara	2	736	1	250	-	-	1	486	No
18	Saratov	3	880	2	800	1	80	-	-	No
19	Smolensk	3	1000	3	1000	-	-	-	-	No
20	Sverdlovsk (Yekaterin	2	314	-	-	-	-	2	314	Yes
21	Tula	6	350	5	280	-	-	1	90	Yes
22	Tver	8	414	6	307	2	107	-	-	Yes
23	Ufa (Bashkiria)	1	455	-	-	-	-	1	455	No
24	Ulyanovsk	1	480	1	480	-	-	-	-	No
25	Volgograd	13	2824	-	-	3	458	10	2366	Yes
26	Vologda	2	1004	1	500	-	-	1	504	Yes
27	Yaroslavl	5	664	3	496	2	168	-	-	No
	<b>Total for 27 oblasts</b>	<b>129</b>	<b>30,473</b>	<b>37</b>	<b>9,075</b>	<b>30</b>	<b>5,967</b>	<b>62</b>	<b>15,431</b>	

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**Exhibit 16**

**General Information on Top  
35 Proposals**

**GENERAL INFORMATION  
TOP - 35 PROPOSALS**

#	OBLAST, KRAI	NUMBER OF PRO-POSALS	NUMBER OF UNITS	TYPE OF UNITS						If Oblast in original List, Yes/No
				Cottage, D		Low-Rise		High-Rise		
				Number of proposals	Number of units	Number of proposals	Number of units	Number of proposals	Number of units	
1	Altayski Krai	2	268	-	-	-	-	2	268	Yes
2	Belgorod	2	1600	-	-	-	-	2	1600	No
3	Bryansk	1	120	-	-	-	-	1	120	No
4	Kaliningrad	1	93	-	-	-	-	1	93	Yes
5	Krasnodar Krai	1	75	-	-	1	75	-	-	Yes
6	Kursk	1	175	-	-	-	-	1	175	No
7	Leningrad	4	923	-	-	1	44	3	879	Yes
8	Moscow	3	791	-	-	-	-	3	791	Yes
9	Nizhni Novgorod	5	415	-	-	4	307	1	108	Yes
10	Orenburg	2	190	-	-	-	-	2	190	No
11	Penza	2	466	-	-	-	-	2	466	No
12	Samara	1	486	-	-	-	-	1	486	No
13	Tula	1	90	-	-	-	-	1	90	Yes
14	Tver	1	57	-	-	1	57	-	-	Yes
15	Volgograd	7	1846	-	-	1	118	6	1728	Yes
16	Vologda	1	504	-	-	-	-	1	504	Yes
	<b>Total for 16 oblasts</b>	<b>35</b>	<b>8,099</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>601</b>	<b>27</b>	<b>7,498</b>	<b>-</b>

**Exhibit 17**

**General Cost and  
Completion Status of Top 35  
Proposals**

**GENERAL COST AND COMPLETION STATUS INFORMATION  
TOP - 35 PROPOSALS**

#	OBLAST, KRAI	NUMBER OF UNITS	AVERAGE UNIT COST NET OF VAT				AVERAGE COST PER M2 (NET OF VAT)	AVE. SIZE	COMPLETION STATUS - PROPOSALS								
			Cottages, D,C/L	Low-rises	High-rises	Average cost per unit (net of VAT), all types			Cottage		Low-Rise		High-rise		Total		
									New	Star- ted	New	Star- ted	New	Star- ted	New	Star- ted	
1	Altayski Krai	268	-	-	\$ 21,736	\$21,736	\$ 325	66.9	-	-	-	-	-	2	-	2	
2	Belgorod	1600	-	-	\$ 21,277	\$21,277	\$ 362	58.9	-	-	-	-	-	2	-	2	
3	Bryansk	120	-	-	\$ 18,732	\$18,732	\$ 332	56.4	-	-	-	-	-	1	-	1	
4	Kaliningrad	93	-	-	\$ 28,060	\$28,060	\$ 525	53.4	-	-	-	-	-	1	-	1	
5	Krasnodar Krai	75	-	\$ 31,112	-	\$31,112	\$ 648	48.0	-	-	-	1	-	-	-	1	
6	Kursk	175	-	-	\$ 23,445	\$23,445	\$ 449	52.2	-	-	-	-	-	-	-	1	
7	Leningrad	923	-	\$ 19,449	\$ 25,333	\$25,043	\$ 427	58.6	-	-	-	1	1	2	1	3	
8	Moscow	791	-	-	\$ 23,760	\$23,760	\$ 419	56.8	-	-	-	-	2	1	2	1	
9	Nizhni Novgorod	415	-	\$ 22,922	\$ 22,220	\$22,739	\$ 434	52.3	-	-	1	3	-	1	1	4	
10	Orenburg	190	-	-	\$ 21,684	\$21,684	\$ 400	54.2	-	-	-	-	-	2	-	2	
11	Penza	466	-	-	\$ 25,065	\$25,065	\$ 454	55.2	-	-	-	-	-	2	-	2	
12	Samara	486	-	-	\$ 18,430	\$18,430	\$ 312	59.0	-	-	-	-	-	1	-	1	
13	Tula	90	-	-	\$ 23,222	\$23,222	\$ 258	90.0	-	-	-	-	-	1	-	1	
14	Tver	57	-	\$ 25,000	-	\$25,000	\$ 487	51.3	-	-	-	1	-	-	-	1	
15	Volgograd	1846	-	\$ 23,576	\$ 20,720	\$20,903	\$ 351	59.5	-	-	-	1	2	4	2	5	
16	Vologda	504	-	-	\$ 24,536	\$24,536	\$ 430	57.0	-	-	-	-	-	1	-	1	
	<b>Total for 16 oblasts</b>	<b>8,099</b>			<b>\$ 24,412</b>	<b>\$ 22,730</b>	<b>\$ 22,439</b>	<b>\$ 385.39</b>	<b>58.2</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>7</b>	<b>5</b>	<b>21</b>	<b>6</b>	<b>29</b>

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**Exhibit 18**

**List of Field Trips for 500  
Unit Voucher Program**

**FIELD TRIPS FOR 500-UNIT VOUCHER PROGRAM**

#	Date	Oblast	Cities	Num. of Units
1	7/27-28	Jaroslavl		1086
			Jaroslavl	
			Perejaslavl	
			Zavolzhje	
			Tutaev	
2	7/28	Moscow		401
			Khimky	
			Reutov	
			Lubertzi	
3	8/2	Moscow		
			Friazino	59
4	8/2-3	Novgorod		32
			Staraja Russa	
			Borovichi	
5	8/2-3	Pskov		38
			Pskov City	
			Push. Gory	
			Velikie Luki	
6	8/8-10	Tver		102
			Tver	
			Lihoslavl	
7	8/11-12	Smolensk		75
			Smolensk	
			Yartzevo	
			Ozerkovsk	
8	8/14-20	Leningrad		85
			Ivangorod	
			Kirovsk	
			Slantzi	
			Lomonosov	
	<b>Total</b>			<b>1878</b>

**Exhibit 19**

**Results of 500 Unit Voucher  
Program Field Trips**

**RESULTS OF 500-UNIT VOUCHER PROGRAM FIELD TRIPS.**

#	Oblast	Num. of Units	Aver. cost	Completion schedule		
				Sep.-Oct.	Nov-Dec.	Jan.-Feb.
1	Jaroslavl	1086	\$21,447	214	872	
2	Moscow	460	\$35,022	196	126	138
3	Novgorod	32	\$15,033	32		
4	Pskov	38	\$16,312	38		
5	Tver	102	\$25,000	102		
6	Smolensk	75	\$25,000	50	25	
7	Leningrad	85	\$25,436	85		
<b>Total</b>		<b>1878</b>	<b>\$25,413</b>	<b>717</b>	<b>1023</b>	<b>138</b>

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**Exhibit 20**

**List of Additional Field  
Trips in Support of 2,000  
Unit Voucher Program**

**ADDITIONAL FIELD TRIPS IN SUPPORT OF 2000-UNIT VOUCHER PROGRAM**

#	Date	Oblast	Cities	Num. of Units
1	8/24-25	Tambov *		274
			Tambov	
2	8/29-9/1	Volgograd		158
			Volzhsky	
			Ilovlia	
			Kamishin	
3	8/30-31	Tula		137
			Tula	
			Aleksin	
			Bogoroditsk	
4	8/31-9/1	Ulianovsk		206
			Dimitrovgrad	
			Ulyanovsk	
5	9/6	Riasan		70
			Ryazan City	
6	9/7	Kaluga		28
			Kaluga City	
			Tarusa	
7	9/6-7	Voronezh		176
			Voronezh	
8	9/26-27	Nizhni-Novgorod *		78
			N-Novgorod	
			Bor	
			Linda	
			Semenov	
	<b>Total</b>			<b>1127</b>

**\* Oblastes visited with Abt representatives.**

**Exhibit 21**

**Results of Additional Trips  
in Support of 2,000 Unit  
Voucher Program**

**RESULTS OF ADDITIONAL TRIPS IN SUPPORT OF 2000-UNIT VOUCHER PROGRAM**

#	Oblast	Num. of Units	Aver cost	Completion schedule		
				Sep.-Oct.	Nov-Dec.	Jan.-Feb.
1	Volgograd	158	\$19,854	8	60	90
2	Tula	137	\$24,701	29	108	
3	Ulianovsk	206	\$25,000	95	111	
4	Riasan	70	\$25,000	14	20	36
5	Kaluga	28	\$17,769		25	3
6	Voronezh	176	\$19,950	50	36	90
7	Tambov	274	\$17,042	34	200	40
8	Nizhni Novgorod	78	\$19,289	52		26
<b>Total</b>		<b>1127</b>	<b>\$21,102</b>	<b>282</b>	<b>560</b>	<b>285</b>

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**Exhibit 22**

**Newly Constructed Units  
Available for 2,500 Unit  
Voucher Program**

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**NEWLY CONSTRUCTED UNITS AVAILABLE FOR VOUCHER PROGRAM**

City	Type of unit	Num of units	Aver Area	Aver. Unit cost	C. per m2	Sep.- Oct.	Nov. - Dec.	Jan-Mar	Remarks
<b>VOLGOGRAD OBLAST . Original proposal 202 units.</b>									
Volzhsky	2-r	50	52	\$18,000	341		50		Offerer -- Volgogradgidrostroy
	3-r	45	68	\$23,188	341		10	35	
	4-r	5	77	\$26,310	341			5	
	Total	100		\$20,750			60	40	
Ilovlia	2-r	4	52	\$8,000	154	4			No official confirmation
	3-r	4	66	\$10,000	154	4			Offerer AOT Selstroypodrjad
	Total	8		\$8,000		8			
Kamishin	2-r	40	46	\$18,700	407			40	Offerer Kamishinpromzhilstroy
	3-r	10	62	\$25,000	407			10	
	Total	50		\$19,960				50	
<b>Total for the Oblast</b>		<b>158</b>		<b>\$19,854</b>		<b>8</b>	<b>60</b>	<b>90</b>	
<b>VORONEZH Oblast . Original proposal 200 units.</b>									
Voronezh	2-r	96	54	\$17,838	338	32	19	45	140 units proposed by DSK 36 units proposed by Sozdatel
	3-r	80	68	\$22,484	338	18	17	45	Cost/m2 for these units is \$286
	Total	176		\$19,950		50	36	90	Completion Dec. No confirmation.
<b>Total for the Oblast</b>		<b>176</b>		<b>\$19,950</b>		<b>50</b>	<b>36</b>	<b>90</b>	
<b>TVER Oblast. Original proposal 507 Units</b>									
Tver	2-r	27	50	\$25,000	400	27			Information about cost per m2 was received unofficially.
	3-r	50	66	\$25,000	400	50			
	4-r	10	81	\$25,000	400	10			Bidder promised to buy and offer additional 100 existing units.
	Total	87		\$25,000		87			
Lihoslavl	2-r	15	50	\$25,000	230	15			Proposals for Nov.-March. are not submitted yet.
<b>Total for the Oblast</b>		<b>102</b>		<b>\$25,000</b>		<b>102</b>			
<b>NOVGOROD Oblast. Original proposal 1500 units.</b>									
Staraja Russa	2-r	7	53	\$13,250	250	7			Only Sept.-Oct. proposals in the Oblast were seriously studied.
	3-r	2	63	\$15,750	250	2			
	Total	9		\$13,806		9			
Borovichi	2-r	19	51	\$15,221	280	19			8 2-r units proposed by Paper Factory have better quality than the other but cost/m2 is \$325
	3-r	4	65	\$16,900	280	4			
	Total	23		\$15,513		23			
<b>Total for the Oblast</b>		<b>32</b>		<b>\$15,033</b>		<b>32</b>			
<b>JAROSLAVL Oblast. Original proposal 500 units.</b>									
Jaroslavl	1-r	141	33	\$10,725	325	42	99		580 units proposed by Municipality
	2-r	280	55	\$21,450	325	57	223		280 by Jaroslavstroy (former Glavk
	3-r	319	66	\$21,450	325	79	240		Cost per m2 for these units is \$375
	4-r	100	74	\$24,050	325	20	80		
	Total	840		\$21,822		198	642		
	Without 1-r	699							
Perejaslavl	1-r	6	37	\$14,680	400	6			Very poor quality
	2-r	38	60	\$24,120	400	10	28		Sites for Nov-Dec were not visited
	3-r	22	71	\$28,400	400		22		Proposal from Jaroslavstroy
	Total	66		\$25,689		16	50		
	Without 1-r	60							
Zavolzhe	1-r	5	39	\$11,700	300		5		Was not visited
	2-r	45	54	\$16,200	300		45		Offerer -- Jaroslavstroy
	3-r	50	67	\$20,100	300		50		
	Total	100		\$18,253			100		
	Without 1-r	95							
Tutaev	1-r	20	33	\$9,900	300		20		Was not visited
	2-r	20	49	\$14,700	300		20		Offerer -- Jaroslavstroy
	3-r	40	65	\$19,500	300		40		
	Total	80		\$17,900			80		
	Without 1-r	60							
<b>Total for the Oblast</b>		<b>1086</b>				<b>214</b>	<b>872</b>		
<b>Total excl. 1-r units</b>		<b>914</b>		<b>\$21,447</b>		<b>166</b>	<b>748</b>		

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**NEWLY CONSTRUCTED UNITS AVAILABLE FOR VOUCHER PROGRAM**

City	Type of unit	Num of units	Aver Area	Aver. Unit cost	C. per m2	Sep.- Oct.	Nov. - Dec.	Jan-Mar	Remarks
<b>Ulyanovsk Oblast . Original proposal - 535 units</b>									
Dimitrovgrad	2-r	18	51	\$25,000	490		18		
	3-r	18	64	\$25,000	391		18		
	Total	36		\$25,000			36		
Ulyanovsk City	1-r	5		\$25,000		5			
	2-r	34	57	\$25,000	439	9	26		Dec. 15 units not inspected
	3-r	79	69	\$25,000	362	49	30		Dec. 10 units not inspected
	4-r	52	74	\$25,000	338	32	20		
	Total	170		\$25,000		95	75		
<b>Total for Oblast</b>		<b>208</b>		<b>\$25,000</b>		<b>95</b>	<b>111</b>		
<b>Total excl. 1-room units</b>		<b>201</b>				<b>90</b>	<b>111</b>		
<b>Ryazan Oblast . Original proposal - 50 units</b>									
Ryazan City	2-r	31	50	\$25,000	500	4	10	17	
	3-r	33	68	\$25,000	368	4	10	19	
	4-r	6	87	\$25,000	287	6			
<b>Total for Oblast</b>		<b>70</b>		<b>\$25,000</b>		<b>14</b>	<b>20</b>	<b>36</b>	
<b>Kaluga Oblast . Original Proposal - 62 units</b>									
Kaluga City	2-r	6	52	\$16,538	318		6		exch/r 2,200 R/\$
	2-r	10	48	\$14,160	295		10		exch/r 2,200 R/\$
	3-r	2	68	\$21,624	318		2		exch/r 2,200 R/\$
	n/a	7			386		7		not visited
	Total	25					25		
Tarusa	n/a	3			386			3	not visited
<b>Total for Oblast</b>		<b>28</b>		<b>\$17,769</b>			<b>25</b>	<b>3</b>	
<b>Pskov Oblast . Original proposal - 301 units (incl. 40 one-room units)</b>									
Pskov City	n/a	under 125 units			*				preliminary proposal
									Only units for Sept-Oct were requested
Push. Gory	2-r	2	54			2			preliminary proposal
	n/a	3							preliminary proposal
	Total	2				2			
Velikie Luki	1-r	14	30	\$7,500	250	14			2000 R/\$, price increases
	2-r	20	61	\$15,250	250	20			2000 R/\$, price increases
	3-r	2	69	\$17,250	250	2			2000 R/\$, price increases
	Total	36				36			
<b>Total for Oblast</b>		<b>38</b>				<b>38</b>			
<b>Total excl. 1-room units</b>		<b>24</b>		<b>\$16,312</b>		<b>24</b>			av. price excludes 1-r units
<b>Nizhni Novgorod Oblast . Original &amp; final proposal -78 units ( incl . 30 one-room)</b>									
Bor town	1-r	20	44	\$15,664	356	20			2250 R/\$ , not visited
	2-r	14	50	\$17,800	356	14			2250 R/\$ , not visited
	3-r	14	65	\$23,140	356	14			2250 R/\$ , not visited
	Total	48				48			
Bor districts	1-r	1	31	\$11,036	356	1			2250 R/\$ , not visited
	2-r	1	48	\$17,088	356	1			2250 R/\$ , not visited
	3-r	1	61	\$21,716	356	1			2250 R/\$ , not visited
	Total	3				3			
Voskresensk & Semenov	1-r	9	33	\$11,748	356	1		8	2250 R/\$ , not visited
	2-r	17	51	\$18,156	356			17	2250 R/\$ , not visited
	3-r	1	69	\$24,564	356			1	2250 R/\$ , not visited
	Total	27				1		26	
<b>Total for Oblast</b>		<b>78</b>				<b>52</b>		<b>28</b>	
<b>Total excl. 1-room units</b>		<b>48</b>		<b>\$19,289</b>		<b>30</b>		<b>18</b>	av. price excludes 1-r units
<b>LENINGRAD OBLAST (ORIGINAL PROPOSAL ) -- 14 DISTRICTS 143 UNITS INCLUDED:</b>									
<b>FINALLY -- 6 DISTRICTS:</b>									
<b>6 Cities: Kirovsk, Gatchina, Ivangorod,</b>									
<b>Slansky, Tosno, Lomonosov</b>									
	1 Room	5	41	\$14,860					
	2 Room	52	51	\$24,427					
	3 Room	28	67	\$27,311					
<b>Total:</b>		<b>85</b>	<b>55</b>	<b>\$23,940</b>		<b>85</b>			
<b>without 1 room</b>		<b>80</b>	<b>56.38</b>	<b>\$25,436</b>		<b>80</b>			

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**NEWLY CONSTRUCTED UNITS AVAILABLE FOR VOUCHER PROGRAM**

City	Type of unit	Num of units	Aver Area	Aver. Unit cost	C. per m2	Sep.- Oct.	Nov. - Dec.	Jan-Mar	Remarks
<b>MOSCOW OBLAST (ORIGINAL PROPOSAL ) equal to the Final one</b>									
<b>4 DISTRICTS 446 UNITS INCLUDED:</b>		<b>4 Cities: Fryazino, Khimky, Reutov, Lubertay</b>							
Fryazino	1 Room	14	37	\$25,000					
	2 Room	18	53	\$25,000					
	3 Room	27	39	\$25,000					
<b>Total:</b>		<b>59</b>				<b>59</b>			
<b>without 1 room</b>		<b>45</b>		<b>\$25,000</b>		<b>45</b>			
<b>3 Cities: Khimky, Reutov, Lubertay</b>									
	1 Room	4	38	\$22,373		1		3	
	2 Room	201	53	\$31,811		67	63	71	
	3 Room	196	67	\$40,616		69	63	64	
<b>Total:</b>		<b>401</b>	<b>60</b>	<b>\$36,021</b>		<b>137</b>	<b>126</b>	<b>138</b>	
<b>without 1 room</b>		<b>397</b>	<b>60</b>	<b>\$36,158</b>		<b>136</b>	<b>126</b>	<b>135</b>	
<b>From Moscow Oblast</b>									
<b>Total:</b>		<b>460</b>				<b>196</b>	<b>126</b>	<b>138</b>	
<b>without 1 room</b>		<b>442</b>		<b>\$35,022</b>		<b>181</b>	<b>126</b>	<b>135</b>	
<b>SMOLENSK OBLAST (ORIGINAL PROPOSAL ) -- 2 DISTRICTS 145 UNITS</b>									
<b>FINALLY: 2 DISTRICTS:</b>									
Yartsevo	2&3 room	50		\$25,000		50			
Ozerkovo - poor quality	2&3 r - poor quality	25		\$25,000			25		
<b>Totals</b>		<b>75</b>		<b>\$25,000</b>		<b>50</b>	<b>25</b>		
<b>without 1 room</b>		<b>75</b>				<b>50</b>	<b>25</b>		
<b>TAMBOV (initially proposed 430 units)</b>									
<b>total</b>	1 Room	44		\$13,378		9	26	9	
<b>total</b>	2 Room	74		\$19,331		10	53	11	
<b>total</b>	3 Room	136		\$23,613		15	101	20	
<b>Total:</b>		<b>254</b>		<b>\$14,711</b>		<b>34</b>	<b>180</b>	<b>40</b>	
<b>without 1 room</b>		<b>210</b>		<b>\$14,990</b>		<b>25</b>	<b>154</b>	<b>31</b>	
<b>plus:</b>									
<b>Cottage</b>	3 Room	10		\$37,077			10		
	4 Room	5		\$39,507			5		
	5 Room	5		\$44,696			5		
<b>Total form cottag</b>		<b>20</b>		<b>\$38,589</b>			<b>20</b>		
<b>XIV. TULA OBLAST (ORIGINAL PROPOSAL ) -- 176 UNITS</b>									
<b>FINALLY: 3 DISTRICTS:</b>									
	1 Room	21	38	\$14,319		8	13		
	2 Room	67	52	\$22,114		18	49		
	3 Room	49	66	\$28,239		3	46		
<b>Total:</b>		<b>137</b>	<b>54.8</b>	<b>\$14,071</b>		<b>29</b>	<b>108</b>		
<b>without 1 room</b>		<b>116</b>	<b>57.9</b>	<b>\$24,701</b>		<b>21</b>	<b>95</b>		
<b>Total</b>		<b>3005</b>				<b>999</b>	<b>1583</b>	<b>423</b>	
<b>Excl. 1-room units</b>		<b>2580</b>		<b>\$23,081</b>		<b>852</b>	<b>1325</b>	<b>403</b>	

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**Exhibit 23**

**List of Additional Trips in  
Support of Main Voucher  
General Contractor**

**LIST OF ADDITIONAL TRIPS  
IN SUPPORT OF MAIN VOUCHER  
GENERAL CONTRACTOR**

#	Date	Oblast	Cites
1	8/24-25	Tambov	
			Tambov
2	9/16	Moscow	
			Moscow
3	9/17-20	Leningrad	
			Ivangorod
			Kirovsk
			Slantzi
			Lomonosov
4	9/20-22	Tver	
			Tver
			Lihoslavl
5	9/26-27	Nizhni-Novgorod	
			N-Novgorod
			Bor
			Linda
			Semenov
6	9/26-27	Saratov	
			Saratov
			Engels