

(If a firm has branch offices, complete for each specific branch office seeking work.)

1. REVISED ADSP013-00003465: Annual Request for Qualifications

a.	FIRM (OR BRANCH OFFICE) NAME:	APMI, Inc.
b.	FIRM (OR BRANCH OFFICE) STREET:	8300 North Hayden Road, Suite A-204
c.	FIRM (OR BRANCH OFFICE) CITY:	Scottsdale
d.	FIRM (OR BRANCH OFFICE) STATE:	Arizona
e.	FIRM (OR BRANCH OFFICE) ZIP CODE:	85258

f.	YEAR ESTABLISHED:	1984
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(g1).	OWNERSHIP - TYPE:	Corporation (S-Corp)
(g2).	OWNERSHIP - SMALL BUSINESS STATUS:	Small Business Qualified

h.	POINT OF CONTACT NAME AND TITLE:	Adam Siros, AIA – Principal
i.	POINT OF CONTACT TELEPHONE NUMBER:	480-998-0709
j.	POINT OF CONTACT E-MAIL ADDRESS:	asiros@apmi.com

k.	NAME OF FIRM (If block 1a is a branch office):	APMI, Inc.
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2. EMPLOYEES BY DISCIPLINE

a. Discipline Title	b. Function: Primary (P) or Secondary (S)	c. No. of Employees - Firm	d. No. of Employees - Branch
Architect	P	4	
Architectural Engineering	S	1	
CADD Technician	P	3	
Cost Engineer/Estimator	S	1	
Project Manager	S	3	
Other	P	2	
<p style="text-align: right;">Total</p>		9	

3. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST YEAR

a. Approximate No. of Projects	b. Experience	c. Revenue Index Number (see below)
2	Airports; Terminals and Hangars; Freight Handling	1
4	Area Master Planning	2
1	Auditoriums and Theaters	1
8	Automation; Controls; Instrumentation	2
3	Chemical Processing and Storage	2
4	Codes; Standards; Ordinances	2
6	Commercial Building (Low Rise); Shopping Centers	1
3	Computer Facilities	1
12	Cost Estimating; Cost Engineering and Analysis; Parametric Costing; Forecasting	1
4	Disability / Special Needs	1
2	Educational Facilities; Classroom	1
2	Elevators; Escalators; People Movers	1
2	Fallout Shelters; Blast-Resistant Design	2
6	Forensic Engineering	2
4	Garages; Vehicle Maintenance Facilities; Parking	1
1	Hospital and Medical Facilities	1
2	Industrial Buildings; Manufacturing Plants	2
2	Laboratories; Medical Research Facilities	2
4	Labs – General	2
3	Labs – Research – Dry	1
3	Labs – Research – Wet	1
2	LEED Accredited A/E	1
1	Medical Related	1
4	Modular Systems Design; Fabricated Structures or Components	2
1	Mold Investigation	1
2	Office Buildings; Industrial Parks	2

6	Rehabilitation (Buildings; Structures; Facilities)	2
2	Research Facilities	2
4	Roofing	1
8	Sustainable Design	1
7	Specifications Writing	1
12	Value Analysis; Life-Cycle Costing	1
2	Warehouse and Depots	2

PROFESSIONAL SERVICES REVENUE INDEX NUMBER

- | | |
|---|---|
| 1. Less than \$100,000 | 6. \$2 million to less than \$5 million |
| 2. \$100,000 to less than \$250,000 | 7. \$5 million to less than \$10 million |
| 3. \$250,000 to less than \$500,000 | 8. \$10 million to less than \$25 million |
| 4. \$500,000 to less than \$1 million | 9. \$25 million to less than \$50 million |
| 5. \$1 million to less than \$2 million | 10. \$50 million or greater |

4. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT (Complete one Section 4 for each key person.)

a. NAME Adam Siros, AIA	b. ROLE IN THIS CONTRACT Architect / Principal	c. YEARS EXPERIENCE	
		1. TOTAL 16 years	2. WITH CURRENT FIRM 6 years
d. FIRM NAME AND LOCATION (City and State) APMI, Inc. Scottsdale, Arizona			
e. EDUCATION (DEGREE AND SPECIALIZATION) Arizona State University – Architectural Studies		f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Arizona - Registered Architect	
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) American Institute of Architects US Green Building Member			

H. RELEVANT PROJECTS

1)	(1) TITLE AND LOCATION (City and State) Innovation Mesa – Business Accelerator / EOC Flagstaff, Arizona	(2) Year Completed	
		Professional Services 2014	Construction (if applicable) TBD
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This project is the first phase of three and includes a new 28,000 sf mixed used facility on a 10 acre master planned site. This initial building will be a Tier 2 Business Incubator that will serve as a transitional space for clients within the existing Business Incubator and general market lease space. A wide variety of business uses, all within the “emerging technologies” class will be accommodated within this facility.		
2)	(1) TITLE AND LOCATION (City and State) CNG Conversion of City Maintenance Facilities Phoenix, Arizona	(2) Year Completed	
		Professional Services 2013	Construction (if applicable) TBD
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm The APMI Team conducted building and site assessments of four separate City of Phoenix Maintenance Facilities. Each of the facilities range in size from 20,000 sf to 30,000 sf and are on campuses totaling 43.5 acres. APMI is contracted to identify all upgrades needed to convert the facilities for maintenance of CNG vehicles. This assessment relates to facility usability, ADA compliance, building codes and the ability of the facility to function as required. With the assessments complete, design will commence for a complete upgrade of all four facilities.		
3)	(1) TITLE AND LOCATION (City and State) Fisher Point Expansion Flagstaff, Arizona	(2) Year Completed	
		Professional Services 2012	Construction (if applicable) 2014 (Jan)
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This multi-phased project involved master planning and design of a new 56,000 sf facility on a 72 acre campus. Multiple assessment and feasibility studies were conducted on various campus sites for the client’s Medical Products Division in Flagstaff. This project involved two expansions to an existing single story building with a construction budget of \$7.8 million. The new additions include both single and two-story elements and are comprised of office/meeting areas, research labs, manufacturing space and product warehousing.		
4)	(1) TITLE AND LOCATION (City and State) Medical East Cleanroom “O” and R&D Lab Flagstaff, Arizona	(2) Year Completed	
		Professional Services 2013	Construction (if applicable) 2013
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This project involves the combined remodel of two separate adjacent spaces totaling 4,200 sf. The Research and Development Lab is a complete remodel of an existing shell space and will provide research testing for the nearby manufacturing spaces in the facility. The upgrade of Cleanroom ‘O’ involves the complete rework of the room to provide a properly rated and controlled environment.		
5)	(1) TITLE AND LOCATION (City and State) Special Ops Facility – New Maintenance Building Phoenix, Arizona	(2) Year Completed	
		Professional Services 2013	Construction (if applicable) TBD
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This project involves the design and construction of two separate maintenance facilities totaling over 10,000 sf. on an existing 40 acre site. The new buildings will house maintenance bays for solid waste services to maintain equipment. The buildings will be constructed using pre-manufactured metal buildings. A separate shade structure for an employee amenity area will be constructed between the two buildings.		

4. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT (Complete one Section 4 for each key person.)

a. NAME Anthony J. Siros, Jr., AIA, NCARB	b. ROLE IN THIS CONTRACT Architect / Principal	c. YEARS EXPERIENCE	
		1. TOTAL 47 years	2. WITH CURRENT FIRM 29 years
d. FIRM NAME AND LOCATION (City and State) APMI, Inc. Scottsdale, Arizona			
e. EDUCATION (DEGREE AND SPECIALIZATION) University of Illinois – Bachelor of Architecture		f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Arizona - Registered Architect California - Registered Architect Illinois - Registered Architect Colorado - Registered Architect Washington - Registered Architect New Mexico - Registered Architect Florida - Registered Architect	
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) American Institute of Architects NCARB Certified			

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4)	(1) TITLE AND LOCATION (City and State) Building 302 Elevator Modernization Phoenix, Arizona	(2) Year Completed	
		Professional Services 2013	Construction (if applicable)
(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This project involves the evaluation and upgrade of four existing elevators in an existing mid-rise City of Phoenix building. The elevators were evaluated to determine the upgrades needed to ensure continued operation of the elevators for the life of the building. Bridging documents were prepared after the assessment so that the proposed improvements could be bid and constructed.			
5)	(1) TITLE AND LOCATION (City and State) Special Ops Facility – New Maintenance Building Phoenix, Arizona	(2) Year Completed	
		Professional Services 2013	Construction (if applicable) TBD
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4. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT (Complete one Section 4 for each key person.)

a. NAME William J. Reilly, AIA, NCARB, LEED AP BD+C, NCARB	b. ROLE IN THIS CONTRACT Architect	c. YEARS EXPERIENCE	
		1. TOTAL 19 years	2. WITH CURRENT FIRM 1 year
d. FIRM NAME AND LOCATION (City and State) APMI, Inc. Scottsdale, Arizona			
e. EDUCATION (DEGREE AND SPECIALIZATION) University of Oregon – Bachelor of Architecture		f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Arizona - Registered Architect Oregon - Registered Architect Oklahoma - Registered Architect	
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) American Institute of Architects USGBC Member NCARB Certified			

H. RELEVANT PROJECTS

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4)	(1) TITLE AND LOCATION (City and State) Building 302 Elevator Modernization Phoenix, Arizona	(2) Year Completed	
		Professional Services 2013	Construction (if applicable)
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This project involves the evaluation and upgrade of four existing elevators in an existing mid-rise City of Phoenix building. The elevators were evaluated to determine the upgrades needed to ensure continued operation of the elevators for the life of the building. Bridging documents were prepared after the assessment so that the proposed improvements could be bid and constructed.		
5)	(1) TITLE AND LOCATION (City and State) Moisture Intrusion Study and Mitigation Project Phoenix, Arizona	(2) Year Completed	
		Professional Services 2012	Construction (if applicable) 2013
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm This project includes the forensic assessment of an existing 39,000 sf. building that had been constructed in 1992 to determine what was causing the building to allow water into the building, causing a significant amount of mold to build up. APMI conducted a thorough assessment including destructive investigations to determine wall construction detailing. The assessment included a complete analysis of the roofing system as well as the entire exterior flashing system. Upon completion of the report of findings, APMI prepared a Scope of Work for the remediation phase of the project.		

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> City of Flagstaff Innovation Mesa – Business Accelerator / EOC Flagstaff, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES Design Development is complete. Construction Documents are scheduled for completion in January of 2014.	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER City of Flagstaff James Duval – Project Manager Stacey Brechler-Knaggs – Grant Manager	d. DOLLAR AMOUNT OF PROJECT \$564,071.00	e. TOTAL COST OF PROJECT Project is 50% complete and is on budget.
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KEY POINTS:

- Master Planning
- Phased Design
- Mixed Use
 - Office
 - Laboratory Wet/Dry
 - Light Manufacturing
 - Medical Research
- Emergency Operations Center
- LEED/Sustainable/Energy Efficient Design
- Flexible Design for Future "Re-Purposing" of Spaces
- ADA Compliance
- Pre-Manufactured Building
- Cost Estimating
- Multiple Stakeholders

This multi-phased project involves master planning and design of the site and three buildings. The initial design phase involves the design and construction of a single story, **28,000 sf** building, located on northeast corner of the master planned **10 acre** campus. Future phases will include two additional 25,000 sf buildings. The initial building will be a Tier 2 Business Accelerator that will serve as a transitional space for clients moving from the existing Business Incubator or general market lease space. A wide variety of business uses, all within the "emerging technologies" class will be accommodated within this facility.

Approximately sixty percent of the space will be "Office" use. The remainder will be "Industrial Flex" - thirty percent Wet/Dry Laboratory and ten percent Manufacturing. All uses include research and development functions for manufacturing processes and/or product development. The facility is designed so any space can be adapted into an office, lab or manufacturing space.

Included in the building design, is a common conference room space which doubles as a Secondary Emergency Operations Center for the community. This Emergency Operations Center will serve as a back-up facility to the primary operation center located at the Coconino County Municipal Complex. This project includes numerous stakeholders, whom the APMI Team is working with to ensure that the needs of the Business Accelerator and the Emergency Operations Center are met.

Sustainable design, energy efficiency and life-cycle cost is a key element in the design of this project. It is anticipated that this project will pursue LEED Silver certification. All funding for this project is being provided through government grants and tax payer dollars. APMI is working with the City of Flagstaff, U.S. Economic Development Administration, Arizona Commerce Commission, Economic Collaborative of Northern Arizona, and Northern Arizona University to ensure the funding and grant requirements are adhered to.

The first phase of this project has a construction budget of **\$6.7 million** and construction is scheduled to commence in June of 2014.

Value Engineering Items: Throughout the design process, the APMI Team has worked with the client to develop a project that meets the overall program while adhering to the overall budget. The APMI Team worked with the owner to develop add alternates that can be bid with the project and potentially built, provided contingencies are not required.

Key Issues and Solutions: A key design issue was the depth of highly expansive soil onsite. The APMI Team worked to develop multiple foundation stabilization strategies that could be evaluated and priced. This allowed the team to thoroughly assess each solution based on cost and schedule impacts and then determine the best course of action.



5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Moisture Intrusion Study and Mitigation Project Phoenix, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i> 2013

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Department of Military Affairs (DEMA), Phoenix, AZ Major Peggy Grunewald – Project Manager Russell Carter – Director of Engineering	d. DOLLAR AMOUNT OF PROJECT \$66,662.00	e. TOTAL COST OF PROJECT \$101,430.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KEY POINTS:

- Forensic Assessment
- Existing Facility Upgrades
 - Office Space
 - Computer Room
 - Storage / Records
- Mold Mitigation
- Roofing Inspections
- Cost Estimating
- Life-Cycle Costing
- Blast-Resistant Design

The APMI Team conducted the forensic assessment of an existing **39,000 sf.** building that had been constructed in 1992 to determine what was causing the building to allow water into the building, causing a significant amount of mold to build up. APMI conducted a thorough assessment including destructive investigations to determine wall construction detailing. The assessment included a complete analysis of the roofing system as well as the entire exterior flashing system.

The APMI Team also conducted complete moisture and mold detection investigations to uncover the extent of the water damage. As the investigation phase progressed, it was discovered that there were significant structural deficiencies that allowed the building to move, thereby, causing the window system to allow water to penetrate the building. The onsite investigation was performed while the building was occupied over a period of one month.

A report of findings identified the building shortcomings with recommendations for repairs and maintenance to extend the building's life a minimum of 20 years. An estimate of probable construction costs was included in the report of findings. Areas that were included in this assessment were the site around the buildings, including flood control and landscaping, complete architectural, ADA, fire and life safety, structural, mechanical, electrical, plumbing, sustaining energy, audio/visual, telecommunications (data and phone), security systems and interiors.

Upon completion of the report of findings, APMI prepared a Scope of Work for the remediation phase of the project. Complete scope and design documents were prepared for bidding and construction purposes. During the design phase, the client requested that the exterior windows be upgraded to DOD standards for blast-resistance. APMI worked with DEMA to design an acceptable level of blast resistance even though windows are present throughout the building. The total construction budget was \$1,100,000 which was within the budget limits of the original construction estimate prepared by APMI. Construction was completed in March of 2013.

Value Engineering Items: DEMA had a very limited budget for the improvements needed to extend the life span of the building. APMI developed three levels of priority work from what was required to what was desired. This tiered approach allowed the project to stay on budget.

Key Issues and Solutions: The building "as-builts" were not accurate and did not represent the actual construction. Destructive investigations were required to determine the integrity of the structural systems. The APMI Team worked with the owner to conduct limited destructive work to identify bracing locations and to confirm the as-built condition against the original design.



5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> CNG Conversion of City Maintenance Facilities Phoenix, Arizona		b. YEAR COMPLETED	
		PROFESSIONAL SERVICES 2013	CONSTRUCTION <i>(If applicable)</i>
23. PROJECT OWNER'S INFORMATION			
c. PROJECT OWNER City of Phoenix Public Works Francisco Badilla – Project Manager	d. DOLLAR AMOUNT OF PROJECT \$75,252.00	e. TOTAL COST OF PROJECT Assessment Phase is 100% complete and is on budget.	

f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KEY POINTS:

- Building Assessment
- Maintenance Facility
- Code Issues
- Unleaded Fueling
- Diesel Fueling
- CNG Fueling
- Hazardous Zones
- Fall Protection
- Cost Estimating
- ADA Assessment

The APMI Team conducted building and site assessments of four separate City of Phoenix Maintenance Facilities. Each of the facilities range in size from **10,000 sf to 12,000 sf** and are on campuses that range from 5 to 15 acres. The facilities were constructed between 1965 and 1995, each with remodeling being completed between 2000 and 2008. The condition of the facilities ranged from not being maintained, and being in poor condition to being highly maintained.

The City of Phoenix is in the process of converting its refuge collection fleet from diesel to being fueled with compressed natural gas (CNG) as their existing fleet is retired. Due to this conversion, a concern has been raised relative to the existing maintenance facility being code compliant to properly maintain CNG fueled vehicles. Converting to CNG creates the need to upgrade existing maintenance facilities due to all of the new codes that have been developed for facilities that involve the maintenance of CNG fueled vehicles.

APMI is contracted to identify all upgrades needed to convert the facilities for maintenance of CNG vehicles. This assessment relates to facility usability, ADA compliance, building codes and the ability of the facility to function as required. The APMI Team assessed the building structure, mechanical systems, electrical systems, and employee amenity areas. The evaluations included an estimate of probable construction costs to identify how expensive it will be to upgrade a facility or if facility must be replaced. The following approaches were addressed:

1. Upgrade the existing facilities to allow maintenance of CNG vehicles.
2. Potentially add onto the existing facilities so as not to have to upgrade the existing facilities.
3. As a comparison, project the cost of demolition and constructing new facilities.

With the assessments complete, design will commence for a complete upgrade of all four facilities. The construction schedule has not yet been determined for this project.

Value Engineering Items: The total estimated cost ranged between \$3,500,000.00 to just upgrade all of the existing facilities to \$6,000,000.00 to upgrade three facilities with adding an additional two maintenance bays to one of the facilities. Replacing all of the facilities ranged up to \$16,000,000.00 which was not the approach recommended.

Key Issues and Solutions: Three areas of concern were identified as having a major impact on being able to maintain CNG refuge vehicles:

1. The need to address if the existing facilities were code compliant to maintain standard vehicles, due to standard fuels having fumes that are heavier than air.
2. The need to address if the existing facilities were code compliant to maintain CNG vehicles, due to CNG fuels having fumes that are lighter than air.
3. The ability to provide "fall protection" due to the need to climb on the top of trucks to inspect the CNG fuel tanks that are located on the top of the trucks.

The solutions for three of the facilities were that it was more economical to upgrade those facilities. The solution for the fourth was to add two new bays due to the expense of upgrading the existing facility.

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> ASU Facility Assessments (Multiple Campuses) Tempe/Mesa/Lake Havasu City, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2011	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Arizona State University Bruce Jensen – Facilities Project Planner	d. DOLLAR AMOUNT OF PROJECT \$107,650.00	e. TOTAL COST OF PROJECT \$107,650.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KEY POINTS:

- Building Assessment
- ADA Assessment
- Codes, Standards, Ordinances
- Higher Education Facility
 - Classrooms
 - Labs
 - Offices/Administration
- Cost Estimating
- ADA Assessment

Over a period of three years, the APMI Team conducted building and site assessments over three separate ASU Campuses. Included in each assessment was the site around the buildings, including flood control and landscaping, complete architectural, ADA, fire and life safety, structural, mechanical, electrical, plumbing, sustaining energy, audio/visual, telecommunications (data and phone), security systems and interiors.

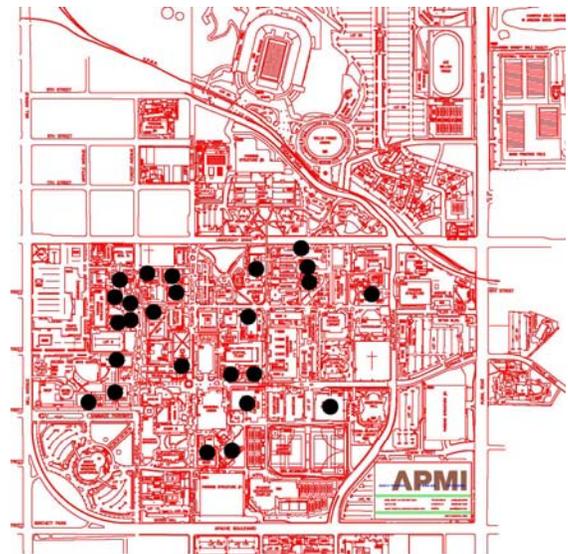
Initially the APMI Team conducted building and site assessment of **25 buildings** at the Tempe Campus, totaling over **1,550,000 sf.** ASU needed facility assessments and project scope development studies of the buildings at the Tempe campus for the purpose of identifying remodeling and upgrades needed to respond to new programs and updating of the individual buildings. This included buildings that ranged from 1 to 14 stories in height, and several building types. The age of the buildings ranged from being constructed in the 1930's on up to the 1980's, some of which were on the Historic Register. Studies required the understanding of older construction types and mechanical and electrical systems. The assessments included all

aspects of a building, both exterior and interior. In many cases, designs had to be developed in order to properly estimate the cost of new construction, upgrades to existing systems and compliance with ADA Guidelines. Types of spaces ranged from administrative spaces, to conference space, to classrooms and wet and dry labs. The total estimated cost for the required upgrades is \$75,000,000.

Upon completion of the Tempe assessment, the APMI Team conducted assessments of two **new potential campus sites** in Mesa and Lake Havasu City. These assessments included **15 buildings**, totaling over **139,000 sf.** At the Mesa campus, the APMI Team conducted the assessment of the existing vacant City of Mesa Economic Development Buildings in Downtown Mesa, for the potential conversion into a college campus. At the Lake Havasu City campus, the APMI Team conducted the assessment of the existing Daytona Middle School Campus which consists of 12 occupied buildings, including their central Gymnasium/Multi-Purpose Building, for the potential conversion of that campus being converted into a college campus. A final report provided ASU with current building conditions, short comings and cost of upgrades that included the condition of structures and the physical conditions of the roofing. The total estimated cost for the required upgrades at both campus locations is \$7,500,000.

Value Engineering Items: Three levels of priority work were developed from what was required to what was desired. This allowed the team to prioritize the work needed and allocate funding to the most needed improvement items.

Key Issues and Solutions: A Team Approach was utilized that involved the Client's Staff as well as the APMI Team. This team approach provided a basis for a high quality report and high level of productivity.



BUILDING LOCATIONS



5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Fisher Point Expansion Flagstaff, Arizona		b. YEAR COMPLETED	
		PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i>
23. PROJECT OWNER'S INFORMATION			
c. PROJECT OWNER WL Gore and Associates Mary Riek – Project Manager Jason Jordan – Plant Manager	d. DOLLAR AMOUNT OF PROJECT \$269,184.00	e. TOTAL COST OF PROJECT Project is 90% complete and is on budget.	

f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

KEY POINTS:

- Mixed Use
 - Office
 - Manufacturing
 - Warehouse
 - Laboratory Spaces
 - Medical Research
- Sustainable/Energy Efficient Design
- Flexible Design for Future "Re-Purposing" of Spaces
- Pre-Manufactured Building
- Master Planning
- Cost Estimating

This multi-phased project involved master planning and design of a new **56,000 sf** facility on a **72 acre** campus. Multiple assessment and feasibility studies were conducted on various campus sites for the client's Medical Products Division in Flagstaff. This project involved two expansions to an existing single story building with a construction budget of **\$7.8 million**.

The new additions include both single and two-story elements and are comprised of office/meeting areas, research labs, manufacturing space and product warehousing. The new facility also addressed and provided an accessible connection between other existing buildings on campus. Pedestrian access and accessible paths of travel were studied carefully to ensure pathways between buildings met ADA standards. Interior building design elements were also detailed to ensure that all areas, including elevators, met code compliance guidelines.

APMI developed the design by teaming with both the owner and the City Planning Department to ensure that the final design met the planning requirements of the City while also meeting the overall budget of the owner. Included within the design are provisions for the maximum flexibility of spaces so that W.L. Gore may re-purpose the building to meet future needs. It is not anticipated that this project will pursue LEED certification; however, as

with all our projects, APMI developed the design using recycled and renewable materials with exceptional life cycle qualities to ensure longevity of the facility for many years to come. APMI also worked with the entire design team to ensure that energy efficient designs and systems were utilized for this facility. W.L. Gore has elected not to pursue LEED certification; however, as designed the project would be expected to achieve a minimum of LEED Silver certification.

Construction is currently underway and is scheduled for completion in January of 2014.

Value Engineering Items: Throughout the design process, the individual user groups planning to use the building refined their requirements and needs for their respective spaces. This required that APMI remain flexible and adjust the design so that the final project design would meet each user's needs and ultimately the project budget. Value Engineering practices were implemented throughout design and included re-purposing existing elements of the building wherever practical, utilizing onsite excavated soils for non-critical fill areas of the site and locating building elements such as the elevator and restrooms to avoid known hard dig areas.

Key Issues and Solutions: The site itself created some challenges unique to the northern Arizona region. APMI initially performed a due diligence investigation to determine utility routing, determine existing stormwater drainage, identify hard dig areas and identify impacts to the adjacent buildings on the campus. By spending some initial time performing these studies, APMI was able to locate the building expansion areas with minimal impact to adjacent buildings and existing site infrastructure. APMI also worked with local utility companies such as APS and Unisource to locate and coordinate utility services based on the increased manufacturing demand at the site. As a part of this effort, APMI identified some utility rebate programs for energy efficient designs. By working to find these alternate funding sources, APMI was able to offset some of the construction costs while providing the most energy efficient and sustainable design. The project schedule required an in depth understanding of the City of Flagstaff process. APMI worked with The City of Flagstaff Engineering and Building Departments to phase the site improvement and building plans. By creating a multi-phased approach which involved separate design packages for site improvements, building foundations, building shell and building interiors, APMI was able to obtain the permits required to meet the owner's schedule. This approach has kept construction moving forward and eliminated construction delays.



6. ADDITIONAL INFORMATION

a. PROVIDE ANY ADDITIONAL INFORMATION YOU FEEL MAY BE NECESSARY TO DESCRIBE YOUR FIRMS QUALIFICATIONS. (ATTACH ADDITIONAL SHEETS AS NEEDED.)

APMI, Inc. was established in 1984, providing Architectural and Engineering Services throughout the Southwest, with our principal client base being located within the State of Arizona. APMI, Inc. is an Architectural, Planning and Management Firm that maintains a staff of 9, consisting of the following:

- 4 Architects, Registered in the State of Arizona plus 12 other states throughout the southwest.
- 3 CADD Technicians
- 2 Administrative Support

Since its inception, APMI has specialized in providing professional services to governmental agencies, municipalities at the federal, state, county and city levels and the industrial and commercial sectors. The majority of APMI's work is performed for an existing client base that dates back to 1984, the year we started. Much of our work has been negotiated through the "sole source" process, due to the reputation we have established and the relationships that we have developed.

APMI has in the past and is fully capable in the future of providing any or all of the services listed in the RFQ, including the following services:

- | | |
|------------------------------------|--|
| Desian Projects | • Design of Architectural/Engineering Projects, small and large: APMI projects have encompassed a wide variety of project types similar to that which may be required by a municipal entity, including upgrades, remodeling, additions and new construction. |
| Construction Administration | • APMI has provided Construction Only Services to the City of Phoenix and the US Postal Service on several projects that could be similar to that as required. A Registered Architect provides these services. |
| ADA | • American with Disabilities Act: APMI is familiar with all ADA Guidelines, completing studies and upgrades for the COP, ASU, Postal Service, Maricopa County & others. |
| Project Management | • General Project Management: APMI provides full Project Manager services for all clients and is currently acting in the capacity of Project/Program Manager for the Postal Service within their annual service contract. |
| Facility Assessments | • Facilities Assessments: APMI has conducted facilities assessments for ASU on over 40 buildings and has completed two building assessments for the COP including the old Channel 12 Building. |
| LEED | • LEED AP: APMI has LEED Certified Professionals on staff and is fully capable to assist in the certification of any project. APMI is environmentally conscious and strives for Sustainable Design on all projects. |
| Master Planning | • Programming/Master Planning: APMI has completed numerous programming and master planning efforts for its clients from small projects to projects on over 100 acres. |
| Educational Facilities | • Educational Facilities: APMI has completed numerous projects for ASU and NAU, involving numerous building types, including classrooms, labs, student facilities, etc. |
| Plan Review | • Plan Review: APMI has provided these services in the past for several clients, including the Postal Service and ASU. |
| Roof Replacement | • Roof Replacements: APMI has been directly involved with the replacement of over 1,000,000-sf of roofing involving all of the accepted roofing systems. |
| Public Spaces | • APMI has completed the design of numerous Public Spaces, including the addition to and remodel of the COP City Council Chambers Building. |
| Interior Space Planning | • APMI has been directly involved in numerous space planning efforts that have included offices, computer rooms and other support spaces. |
| Needs Assessments | • The ability to assess and identify specific needs, based on actual versus perceived needs has been a major part of APMI's success. |
| Airport Designs | • APMI has successfully completed numerous projects for Aviation at Sky Harbor International Airport as well as several at the Goodyear Airport. |

THE APMI TEAM: APMI has an IN HOUSE STAFF that is fully capable of supporting the needs and goals of any project for which a municipality has a need. Since its inception, APMI has worked with numerous municipal clients to develop and construct successful projects within budget and on schedule. The APMI Design Team has been assembled based on its ability to provide the professional expertise and services that may be required.

Distance from Phoenix is not an issue as APMI has extensive experience completing successful projects outside of the immediate Phoenix area. APMI has developed projects for a clients up in Flagstaff for over ten years. APMI also is and has worked on projects throughout Arizona including Page, Kingman, Happy Jack, Chino Valley, Cottonwood, Prescott, Tucson, and Yuma. Remote locations and distance to projects is not an issue for APMI.

APMI has assembled a dedicated Team of Professionals that is uniquely qualified to provide extraordinary service. The APMI Team has successfully completed countless small and large scope projects that are extremely similar to those anticipated for the duration of this Annual Professional Services List. We are confident that our design approach will provide a collaborative environment which will result in an accurate and meaningful project. The APMI team is totally committed to achieving the aspirations and goals of each stakeholder for the every project we are involved in.

APMI's PROJECT APPROACH: APMI's project approach to design involves a total team involvement, which not only includes our architects, planners and engineers, but also includes the client's facility staff and the User Groups, from the inception of the project through the completion. Each team member brings an essential element to the process, from what is needed or desired, to how to organize and assemble the project, to how to properly construct the project. APMI also understands that each individual can have a great impact on the overall success of a project and may have ideas to improve the project. Quality of interaction between the entire team is always maintained through an open dialog.

At the onset of each project, APMI develops a detailed task schedule that outlines the entire project and each Team Member's required tasks that will be required to complete the project. This schedule is continuously monitored and reviewed at each of the project meetings. If there is a delay on a task, discussions will be held to determine the reason for the delay and how that task will be brought back into schedule. In some cases, staffing and resources can be reallocated to accelerate critical schedule items. Microsoft's Project Management Scheduling Program is utilized to support this management effort.

APMI partners with the construction team so that detailed project estimates can be developed. During the design phase, the construction team will need early conceptual design information, with projections of cost, from which conceptual estimates can be developed. As the design is developed, APMI's Value Engineering efforts will assist the contractor in their maintenance of the project budget.

APMI's internal quality control program/process is based around the above described Philosophy of Project Development. Through detailed project "pre-planning" and through the utilization of "Integrated Project Delivery Protocol (IPD)", each project is coordinated and well detailed. Each project goes through stages of detailed coordination of ALL THE TRADES, one to each other, not just internally within that individual trade.

APMI's philosophies are to design and detail a project in the office, before the start of construction, not as construction progresses and as problems develop. This helps to keep construction change orders down, the total project budget in check and ensures that the construction will be completed on time.

APMI has ventured into the field of "Forensic Architecture" which involves the analysis of existing conditions. APMI has now completed the forensic assessment of over 50 buildings to determine their existing condition and determine their needs for upgrades and/or remodel. This has been very beneficial to many of the projects we have successfully completed for our clients.

The APMI Team is the most qualified for a myriad of reasons. The experience, critical skills and expertise of the APMI Team will ultimately ensure a successful project. APMI has:

- Recent successful completion of projects in throughout Arizona
- Knowledge of building codes, geology and climate conditions throughout Arizona
- Exceptional background with mixed used facilities, offices, wet/dry laboratories, industrial manufacturing spaces
- Collaborative design approach with easily accessed local design team
- Attention to detail and thorough planning of design
- Sustainable innovation design solutions

References:

The City of Phoenix: APMI has provided "On-Call" Annual Services to the City of Phoenix for the past 10 years. During that time, APMI has completed projects ranging from new construction, interior remodels, construction administration services, accessibility upgrades, plan and peer reviews, project management and master planning.

- Randy Montello – EAS Project Manager
Design and Construction Management
Phone: (602) 262-4959
Email: randy.montello@phoenix.gov
- Peter Putney – Facilities Projects Planner
Phoenix Sky Harbor International Airport
Phone: (602) 683-3756
Email: peter.putney@phoenix.gov

W.L. Gore and Associates Incorporated: Projects include remodels, additions, new construction and feasibility studies at both the Medical East/Central and Woody Mountain Campuses.

- Mary Riek - Associate
Design and Construction
Phone: (928) 699-9937
Email: mriek@wlgore.com

Arizona State University: APMI has provided "On-Call" Annual Services to Arizona State University for the past 12 years. During that time, APMI has completed projects ranging from new construction, interior remodels, construction administration services, accessibility upgrades, re-roofing projects, feasibility studies, plan and peer reviews and project management.

- Bruce Jensen – Facilities Projects Planner
Capital Programs Management
Phone: (480) 727-0727
Email: Bruce.U.Jensen@asu.edu

J.P. MORGAN CHASE BANK, NA: Over the past 15 years, Adam Siros has been directly responsible for the design of over 60 branch banks throughout Arizona, including Phoenix, Flagstaff and Sedona. Through our on-going design contract, APMI is designing five new branch banks and has schematic designs in place for an additional three branches throughout Arizona.

- Ted Watson – Vice President
Corporate Real Estate
Phone: (602) 221-1969
Email: ted.e.watson@jpmchase.com
- Joe M. Hernandez – Vice President
Corporate Real Estate
Phone: (602) 703-3816
Email: joe.m.hernandez@jpmchase.com

7. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

a.	Percentage of Total Work Attributable to State, Federal and Municipal Government Work:	35%
b.	Percentage of Total Work Attributable to Non-Government Work:	65%

8. AUTHORIZED REPRESENTATIVE. The foregoing is a statement of facts.

Signature:  Date: 11 December 2013

Name: Adam Siros, AIA Title: Principal