

DEFINITIONS

Architect Services, Engineer Services, Land Surveying Services, Assayer Services, Geologist Services and Landscape Architect Services: Those professional services within the scope of the practice of those services as provided in ARS § 32-101.

Branch Office: A geographically distinct place of business or subsidiary office of a firm that has a key role on the team.

Discipline: Primary technical capabilities of key personnel, as evidenced by academic degree, professional registration, certification, and/or extensive experience.

Firm: Defined in ARS § 32-101(B.19.).

Key Personnel: Individuals who will have major contract responsibilities and/or provide unusual or unique expertise.

SPECIFIC INSTRUCTIONS:

1. Complete this form for each branch office seeking work under this RFQ.
 - a. – e. **Firm (or Branch Office) Name and Address.** Self-explanatory.
 - f. **Year Established.** Enter the year the firm (or branch office, if appropriate) was established under the current name.
 - g. **Ownership.**
 - (g1). *Type.* Enter the type of ownership or legal structure of the firm (sole proprietor, partnership, corporation, joint venture, etc.).
 - (g2). *Small Business Status.* A firm is a small business if the firm has less than 100 employees **or** has gross revenues of \$4 million or less.
 - h.-j. **Point of Contact.** Provide this information for a representative of the firm that the Customer can contact for additional information. The representative must be empowered to speak on contractual and policy matters.
 - k. **Name of Firm.** Enter the name of the firm.
2. **Employees by Discipline.**
 - a. Select disciplines from the List of Disciplines (Function Code) listed on Page 3 of 4 Instructions. For employees that do not qualify for any of the disciplines, select Other. *Note: The intended searchable database indicated in the RFQ will be populated from the Qualifications Form I Excel attachment only.*
 - b. Each person can be counted only twice; once for his/her primary function and once for his/her secondary function. Primary and secondary functions should be indicated by including a "P" or an "S" in column b after the Description Title is given.
 - c-d. If the form is completed for a firm (including all branch offices), enter the number of employees by disciplines in column c. If the form is completed for a branch office, enter the number of employees by discipline in column d and for the firm in column c.
3. **Profile of Firm's Experience and Annual Average Revenue for Last Year.**
 - a. Enter the approximate number of projects the firm (or branch) has done attributable by Profile Code listed on Page 3 of 4 Instructions over the last year.
 - b. Enter the appropriate Profile Codes from Instructions Pages 3 of 4 that represent the type of work the firm (or branch) has done over the last year.
 - c. Using the Revenue Index Number on Page 3 of 6 Form, indicate the approximate revenue the firm has

earned over the last year per Profile Code entered into the table.

4. **Resumes of Key Personnel Proposed for This Contract.** Complete this section for each key person who will participate in this contract.
 - a. Self-explanatory.
 - b. Self-explanatory
 - c. Total years of relevant experience (block c1), and years of relevant experience with current firm, but not necessarily the same branch office (block c2).
 - d. Name, City and State of the firm where the person currently works, which must correspond with one of the firms (or branch office or a firm, if appropriate) listed in Section 1.
 - e. Provide information on the highest relevant academic degree(s) received. Indicate the area(s) of specialization for each degree.
 - f. Provide information on current relevant professional registration(s) and in which State(s) they are current.
 - g. Provide information on any other professional qualifications relating to this contract, such as education, professional registration, publications, organizational memberships, certifications, training, awards, and foreign language capabilities.
 - h. Provide information on no more than five (5) projects in the last year which the person had a significant role that demonstrates the person's capability relevant to her/his proposed role in this contract. These projects do not necessarily have to be any of the projects presented in Section 5 for the project team if the person was not involved in any of those those projects or the person worked on other projects that were more relevant than the team projects in Section 5. Use the check box provided to indicate if the project was performed with any office of the current firm. If any of the professional services or construction projects are not complete, leave Year Completed blank and indicate the status in Brief Description and Specific Role.

5. **Example Projects Which Best Illustrate Firms Qualification for this contract.** Select project where multiple team members worked together, if possible, that demonstrate the team's capability to perform work similar to that required for this contract. Complete one Section 5 for each project. List no more than five (5) projects.
 - a. Title and Locations of project or contract. For an indefinite delivery contract, the location is the geographic scope of the contract.
 - b. Enter the year completed of the professional services (such as planning, engineering study, or design), and/or the year completed if construction. If any of the professional services or the construction projects are not complete, leave Year Completed blank and indicate the status in Brief Description of Project and Relevance to This Contract (block f).
 - c. Project Owner or user, such as a government agency or installation, an institution, a corporation or private individual.
 - d. Provide the original budget or not to exceed dollar amount for the project.
 - e. Provide the Total Cost of the Project. If any of the professional services or construction projects is not complete, indicate the percentage complete and whether this project will be on budget, over or under budget.
 - f. Brief Description: Indicate scope, size, and length of project, principle elements and special features of the project. Discuss the relevance of the example project to this contract.

6. **Additional Information.** Use this section to provide additional information you feel may be necessary to describe your firm's qualifications for this contract.

7. **Annual Average Professional Services Revenues of Firm for Last 3 Years.** Complete this block for the firm or branch office for which this form is completed. In column a, enter an approximate percentage of total work attributable to State, Federal or Municipal Work. In column b, enter an approximate percentage of total work attributable to Non-Government work. Percentages should take into consideration work completed over the last 3 years.

8. **Authorized Representative.** An authorized representative of the firm or branch office must sign and date the completed form. Signing attests that the information provided is current and factual. Provide the name and title of the authorized representative who signed the form.

**RFQ# ADSP014-00003465, Annual Request for Qualifications and Experience
REVISED - Attachment I – General Qualifications**

List of Disciplines (Function Codes) for Question 7

Aeronautical Engineer	Environmental Engineer	Mining Engineer
Agricultural Engineer	Environmental Scientist	Nuclear Engineer
Archeologist	Fire Protection Engineer	Petroleum Engineer
Architect	Geodetic Surveyor	Photogrammetrist
Architectural Engineering	Geographic Information System Specialist	Project Manager
Biologist	Geological Engineer	Sanitary Engineer
CADD Technician	Geologist	Soils Engineer
Chemical Engineer	Hydrographic Surveyor	Structural Engineer
Civil Engineer	Hydraulic Engineer	Technician/Analyst
Construction Manager	Hydrologist	Transportation Engineer
Construction Inspector	Industrial Engineer	Water Resources Engineer
Control Systems Engineer	Landscape Architect	
Cost Engineer/Estimator	Mechanical Engineer	
Ecologist	Metallurgical Engineer	
Electrical Engineer		

List of Experience Categories (Profile Codes for Question 8)

Acoustics, Noise Abatement	Dredging Studies and Design
Aerial Photography; Airborne Data and Imagery Collection and Analysis	Design & Planning Structured Parking Facilities
Activity Centers	Detention Security Systems
Air Pollution Control	Disability / Special Needs
Airports; Navaids; Airport Lighting; Aircraft Fueling	Ecological and Archeological Investigations
Airports; Terminals and Hangars; Freight Handling	Educational Facilities; Classrooms
Agricultural Development; Grain Storage; Farm Mechanization	Electrical Studies and Design
Animal Facilities	Electronics
Anti-Terrorism/Force Protection	Elevators; Escalators; People-Movers
Area Master Planning	Energy / Water Auditing Savings
Auditoriums and Theaters	Energy Conservation; New Energy Sources
Automation; Controls; Instrumentation	Environmental Impact Studies, Assessments or Statements
Barracks; Dormitories	Fallout Shelters; Blast-Resistant Design
Bridge Design: Bridges	Fire Protection
Cartography	Fisheries; Fish Ladders
Cemeteries (<i>Planning and Relocation</i>)	Forensic Engineering
Chemical Processing and Storage	Garages; Vehicles Maintenance Facilities; Parking
Child Care/Development Facilities	Gas Systems (<i>Propane; Natural, Etc.</i>)
Codes; Standards; Ordinances	Geodetic Surveying: Ground and Airborne
Cold Storage; Refrigeration and Fast Freeze	Heating; Ventilating; Air Conditioning
Commercial Building (<i>Low Rise</i>); Shopping Centers	Highways; Streets; Airfield Paving; Parking Lots
Community Facilities	Historical Preservation
Communications Systems; TV; Microwave	Hospital and Medical Facilities
Computer Facilities	Hotels; Motels
Conservation and Resource Management	<i>Housing (Residential, Multi-Family; Apartments; Condominiums)</i>
Construction Management	Hotels; Motels
Construction Surveying	Hydraulics and Pneumatics
Corrosion Control; Cathodic Protection Electrolysis	Hydrographic Surveying
Cost Estimating; Cost Engineering and Analysis; Parametric Costing; Forecasting	Industrial Buildings; Manufacturing Plants
Cryogenic Facilities	Industrial Processes; Quality Control
Construction Materials Testing	Industrial Waste Treatment
Dams (<i>Concrete; Arch</i>)	Intelligent Transportation Systems
Dams (<i>Earth; Rock</i>); Dikes; Levees	Infrastructure
Desalinization (<i>Process and Facilities</i>)	Irrigation; Drainage
Design-Build - Preparation of Requests for Proposals	Judicial and Courtroom Facilities
Digital Elevation and Terrain Model Development	Laboratories; Medical Research Facilities
Digital Orthophotography	Land Surveying
Dining Halls; Clubs; Restaurants	Landscape Architecture
	Libraries; Museums; Galleries

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REVISED - Attachment I – General Qualifications**

Lighting (*Interior; Display; Theater, Etc.*)
Lighting (*Exteriors; Streets; Memorials; Athletic Fields, Etc.*)
Labs - General
Labs – Research – Dry
Labs – Research – Wet
LEED Accredited A/E
LEED Independent 3rd Party Building Commissioning
Mapping Location/Addressing Systems
Materials Handling Systems; Conveyors; Sorters
Metallurgy
Materials Testing
Measurement / Verification / Conservation Water Consumption Savings
Mining and Mineralogy
Medical Related
Modular Systems Design; Fabricated Structures or Components
Mold Investigation
Museums
Nuclear Facilities; Nuclear Shielding
Office Buildings; Industrial Parks
Outdoor Recreation
Petroleum and Fuel (*Storage and Distribution*)
Photogrammetry
Pipelines (*Cross-Country - Liquid and Gas*)
Phase I Environmental
Prisons & Correctional Facilities
Plumbing and Piping Design
Prisons and Correctional Facilities
Product, Machine Equipment Design Pneumatic Structures, Air-Support Buildings Power Generation, Transmission, Distribution Public Safety Facilities
Radar; Sonar; Radio and Radar Telescopes
Radio Frequency Systems and Shielding's
Railroad; Rapid Transit
Recreation Facilities (*Parks, Marinas, Etc.*)
Refrigeration Plants/Systems
Rehabilitation (*Buildings; Structures; Facilities*)
Research Facilities
Resources Recovery; Recycling
Roof Infrared Imaging to Identify Water Leaks

Roofing
Safety Engineering; Accident Studies; OSHA Studies
Security Systems; Intruder and Smoke Detection
Seismic Designs and Studies
Sewage Collection, Treatment and Disposal
Soils and Geologic Studies; Foundations
Solar Energy Utilization
Solid Wastes; Incineration; Landfill
Special Environments; Clean Rooms, Etc.
Structural Design; Special Structures
Surveying; Platting; Mapping; Flood Plain Studies
Sustainable Design
Swimming Pools
Storm Water Handling and Facilities
Specifications Writing
Toxicology
Testing and Inspection Services
Traffic and Transportation Engineering
Topographic Surveying and Mapping
Towers (*Self-Supporting and Guyed Systems*)
Tunnels and Subways
Traffic Studies
Transportation
Urban renewals; Community Development
Utilities (*Gas and Steam*)
Value Analysis; Life-Cycle Costing
Warehouse and Depots
Water Resources; Hydrology; Ground Water
Water Supply; Treatment and Distribution
Wind Tunnels; Research/Testing Facilities Design
Waste Water Treatment Facility
Water Well Rehabilitation; Water Well Work
Zoning; Land Use Studies

**RFQ# ADSPO14-00003465, Annual Request for Qualifications and Experience
REVISED - Attachment I – General Qualifications**

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

1. REVISED ADSPO13-00003465: Annual Request for Qualifications

a.	FIRM (OR BRANCH OFFICE) NAME:	M. Arthur Gensler Jr. & Associates, Inc.
b.	FIRM (OR BRANCH OFFICE) STREET:	201 E. Washington St., Suite 750
c.	FIRM (OR BRANCH OFFICE) CITY:	Phoenix
d.	FIRM (OR BRANCH OFFICE) STATE:	Arizona
e.	FIRM (OR BRANCH OFFICE) ZIP CODE:	85004
f.	YEAR ESTABLISHED:	1965
(g1).	OWNERSHIP - TYPE:	Corporation
(g2).	OWNERSHIP - SMALL BUSINESS STATUS:	n/a
h.	POINT OF CONTACT NAME AND TITLE:	Beth Harmon-Vaughan, Principal-In-Charge
i.	POINT OF CONTACT TELEPHONE NUMBER:	602.523.4917
j.	POINT OF CONTACT E-MAIL ADDRESS:	beth_harmon-vaughan@gensler.com
k.	NAME OF FIRM (If block 1a is a branch office):	M. Arthur Gensler Jr. & Associates, Inc.

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REVISED - Attachment I – General Qualifications**

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	853	12
CADD Technician	P	163	4
Other – Interior Designers	P	281	7
Other - LEED	P	2209	17
Total		3506	40

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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)
39	Airports; Terminals and Hangers; Freight Handling	8
50	Area Master Planning	8
10	Auditoriums and Theaters	5
2	Child Care / Development Facilities	2
36	Commercial Building (Low Rise); Shopping Centers	9
8	Community Facilities	5
67	Dining Halls; Clubs; Restaurants	7
56	Educational Facilities; Classrooms	8
48	Hospital and Medical Facilities	7
112	Hotels; Motels	9
14	Judicial and Courtroom Facilities	6
28	Laboratories; Medical Research Facilities	7
15	Libraries; Museums; Galleries	5
33	Labs – General	6
15	Museums	6
435	Office Buildings; Industrial Parks	10
36	Rehabilitation (Buildings; Structures; Facilities)	8
8	Research Facilities	6
48	Sustainable Design	8

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 |

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

a. NAME Beth Harmon-Vaughan, FIIDA, LEED® AP		b. ROLE IN THIS CONTRACT Principal-In-Charge		c. YEARS EXPERIENCE	
				1. TOTAL 30	2. WITH CURRENT FIRM 8
d. FIRM NAME AND LOCATION (City and State) Gensler, Phoenix, AZ					
e. EDUCATION (DEGREE AND SPECIALIZATION) PhD. ABD, Arizona State University Herberger Institute for Design & the Arts, Tempe, AZ Masters in Business Management & Masters in Marketing, Webster University, Kansas City, Missouri Bachelors in Arts & Science, University of Missouri, Columbia, Missouri			f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Licensed Commercial Interior Designer, State of Missouri NCIDQ Certified USGBC LEED®-Accredited Professional		
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organization, Training, Awards, etc.) IIDA Fellow, since 1996					

H. RELEVANT PROJECTS

1)	(1) TITLE AND LOCATION (City and State) City of Maricopa, City Hall & Police, Maricopa, AZ	(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 The City of Maricopa has endeavored into a comprehensive master plan on 145 acres to develop a new city center comprised of a new city hall (45,000 sf), police facility, and additional retail and commercial opportunities that will take the city through 2040. The new city hall design is based on a high-performance workplace environment encouraging collaboration and social interaction. Program components include community meeting room, open/enclosed offices, team meeting spaces, and an interior atria designed to filter natural daylight deep into the structure. Size: 56,000 sf / Cost: \$15.5 M		
2)	(1) TITLE AND LOCATION (City and State) City of Phoenix, On-Call Services Projects, Phoenix, AZ	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Gensler has been part of the City of Phoenix On-Call Service contract since 2007, including the recent award/renewal of the contract for 2013-2015. Under this contract, the team has completed multiple projects at the Phoenix Convention Center including renovations to public lobbies, corridors, meeting rooms, restrooms, exhibit halls, ballrooms, and delivery docks. Most recently the team was engaged to design a gateway monument for the Melrose District neighborhood. Size: Varies / Cost: Max \$250,000		
3)	(1) TITLE AND LOCATION (City and State) Maricopa County, On-Call Projects, Phoenix & Mesa, AZ	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Under the multi-year term architectural services contract, Gensler has completed and is currently working on the following projects for Maricopa County: 10,000 sf minor remodel of office space for the Probation Revocation Relocation, 4,000 sf conversion of courtroom space to new office space at the 4 th Ave Jail, Finish Refresh of 3 floors of office space at 301 W Jefferson, Small TI at the Mesa Day Reporting Center, Server Room Expansion for the Recorder's Office & Design Direction for the TI of the Facilities Management office. Size: Varies / Cost: Max \$250,000		
4)	(1) TITLE AND LOCATION (City and State) Apollo Group / University of Phoenix, Multiple Projects & Locations	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Gensler's contract with Apollo Group / University of Phoenix is for Tenant Improvement work on their campuses across the nation. The work entails interior build-outs on new campuses, as well as updating and remodeling of existing facilities to new design standards. Campus components include computer-mediated (digital) classrooms, student resource centers, and faculty and administrative areas. Currently, the project load encompasses seven campuses, with over 30 projects anticipated for 2012. Size: 3,000 sf – 60,000 sf / Cost: \$5,000 - \$2.5 M		
5)	(1) TITLE AND LOCATION (City and State) Phoenix Convention Center, South Building Renovation, Phoenix, AZ	(2) Year Completed	
		Professional Services: 2008	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 The 320,500 s.f. South Building of the Phoenix Convention Center is located at 33 South Third Street in Phoenix Arizona. As part of the greater Phoenix Convention Center Complex the total renovation cost for this building was estimated at \$12 million. Challenged with the task of providing a seamless integration of the renovation with the new construction projects within the Complex as a whole, Gensler's scope of work in the South Building included all public lobbies, corridors, meeting rooms, restrooms, exhibit halls, and ballroom. Size: 320,500 sf / Cost: \$12 M		

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REVISED - Attachment I – General Qualifications**

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

a. NAME Jay Silverberg, AIA		b. ROLE IN THIS CONTRACT Design Director		c. YEARS EXPERIENCE	
				1. TOTAL 25	2. WITH CURRENT FIRM 6
d. FIRM NAME AND LOCATION (City and State) Gensler, Phoenix, AZ					
e. EDUCATION (DEGREE AND SPECIALIZATION) Master of Architecture, University of Arizona, Tucson, AZ Bachelor of Architecture, University of Arizona, Tucson, AZ Bachelor of Architectural Sciences, Florida A&M University, Tallahassee, FL			f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Registered Architect, Arizona		
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organization, Training, Awards, etc.) Member, American Institute of Architects					

H. RELEVANT PROJECTS

1)	(1) TITLE AND LOCATION (City and State) City of Maricopa, City Hall & Police Station, Maricopa, AZ	(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 Maricopa has endeavored into a comprehensive master plan on 145 acres to develop a new city center comprised of a new city hall (45,000 sf), police facility, and additional retail and commercial opportunities that will take the city through 2040. The new city hall design is based on a high-performance workplace environment encouraging collaboration and social interaction. Program components include community meeting room, open/enclosed offices, team meeting spaces, and an interior atria designed to filter natural daylight deep into the structure. Size: 56,000 sf / Cost: \$15.5 M		
2)	(1) TITLE AND LOCATION (City and State) City of Phoenix, On-Call Services, Phoenix, AZ	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Gensler has been part of the City of Phoenix On-Call Service contract since 2007, including the recent award/renewal of the contract for 2013-2015. Under this contract, the team has completed multiple projects at the Phoenix Convention Center including renovations to public lobbies, corridors, meeting rooms, restrooms, exhibit halls, ballrooms, and delivery docks. Most recently the team was engaged to design a gateway monument for the Melrose District neighborhood. Size: Varies / Cost: Max \$250,000		
3)	(1) TITLE AND LOCATION (City and State) Maricopa County, On-Call Projects, Phoenix & Mesa, AZ	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Under the multi-year term architectural services contract, Gensler has completed and is currently working on the following projects for Maricopa County: 10,000 sf minor remodel of office space for the Probation Revocation Relocation, 4,000 sf conversion of courtroom space to new office space at the 4 th Ave Jail, Finish Refresh of 3 floors of office space at 301 W Jefferson, Small TI at the Mesa Day Reporting Center, Server Room Expansion for the Recorder's Office & Design Direction for the TI of the Facilities Management office. Size: Varies / Cost: Max \$250,000		
4)	(1) TITLE AND LOCATION (City and State) Confidential Public Company, Renovation / Repurpose, Phoenix, AZ	(2) Year Completed	
		Professional Services: 2012	Construction (if applicable): 2012
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm When the down economy scrapped a ground-up project, the Gensler design team had a new mission: repurpose a 40-year-old building, incorporating elements of the original design, but on a dramatically reduced budget. The company wanted to create a consolidated facility bringing their command center, dispatch, and customer service group under one roof, generating synergy between these critical business units. The project reconfigures a dark and dated building of approximately 80,000 square feet, and adds to it a new Central Plant to service the needs of this facility, as well as an adjacent data center. The two main design objectives for this workplace were paradoxical: Provide the stringent security required for the "black box" departments monitoring critical infrastructure while imparting a sense of openness and welcome to staff and visitors. Size: 85,000 sf / Cost: \$22 M		
5)	(1) TITLE AND LOCATION (City and State) City of Goodyear, Fire and Police Department Renovations, Goodyear, AZ	(2) Year Completed	
		Professional Services: In Process	Construction (if applicable) In Process
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm As part of an on-call service contract, the City of Goodyear selected Gensler for a tenant improvement project to move their Fire Department administration into a new expansion space. Approximately 6,000 SF of new build out includes offices, support space and open office areas. Size: 6,000 sf / Cost: Not Disclosed		

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a. NAME Doug Sydnor, FAIA		b. ROLE IN THIS CONTRACT Project Director		c. YEARS EXPERIENCE	
				1. TOTAL 34	2. WITH CURRENT FIRM 1
d. FIRM NAME AND LOCATION (<i>City and State</i>) Gensler, Phoenix, AZ					
e. EDUCATION (DEGREE AND SPECIALIZATION) Masters in Architecture, Harvard University, Cambridge, MA Bachelor of Architecture, Arizona State University, Tempe, AZ Continuing Education: San Francisco Center for Urban Design and Architecture, AIA, and Scottsdale Community College			f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Registered Architect, Arizona		
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organization, Training, Awards, etc.) AIA Fellow					

H. RELEVANT PROJECTS

	(1) TITLE AND LOCATION (<i>City and State</i>)	(2) Year Completed	
		Professional Services:	Construction (<i>if applicable</i>):
1)	City of Scottsdale, Appaloosa Branch Library, Scottsdale, AZ	2009	2009
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm Functions included reading room, teen center, early learning, multi-use meeting rooms, café, gift shop, and administrative suite. Exterior improvements include 100 parking spaces, drive-thru for pick-up and drop off, bridged entry, and public patio. Achieved LEED Gold Level Certification, gained DRB approval, integrated public art, and orchestrated public outreach program. Character captures the ever-changing nature of library services and programs. Size: 21,242 sf / Cost: \$7,668,000		
2)	City of Chandler, Solid Waste Department Administration Offices, Household Hazardous Waste & Recycling/ Warehouse Buildings, Chandler, AZ	2006	2006
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm Three one-story structures including offices, multi-purpose community room, hazardous waste processing and warehousing. Existing 13 acre site was upgraded with new drives, parking, vehicular scales, vehicle dumping into below-grade truck tunnel, and security measures. Gained staff DR approval. Design elevated the character for the Solid Waste Campus. Size: 8,100 sf / Cost: \$4,500,000		
3)	City of Phoenix, Pay N Take It Grocery Store Architectural Audit	2000	n/a
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm Description: Provided an aesthetic and technical analysis/evaluation of a historically-significant structure. Engineering including structural, MPE, and civil were involved. Study was staging the existing structure to be adapted to a new transit center Passenger Services function. Size: 4,000 sf / Cost: N/A		
4)	City of Scottsdale, Civic Center Office Building and City Hall Study, Scottsdale, AZ	1997	
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm Programming for 12 different city departments, developed phased master plan, schematic design, study models, renderings, and conceptual costs. Study was staged for a City bond package. Size: 280,000 sf / Cost: \$90,000,000		
5)	City of Scottsdale, Loloma Transportation Center, Scottsdale, AZ	1998	1998
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm Description: Multi-modal center served regional and local buses, hotel shuttles, tourist buses, taxis, horse drawn carriages, downtown trolley, pedestrians, and bikes. Structures included 4 shading canopies, passenger services building, landmark clock tower, and a performance venue. Character energized the site and context. Public art integration throughout with internationally-recognized artist Vito Acconci, NYC. Size: 2 acres, 3,300 sf Passenger Services Building / Cost: \$2,200,000 budget, actual bid \$2,000,000		

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

a. NAME Cheyne Brown, IIDA, LEED® AP ID+C		b. ROLE IN THIS CONTRACT Interior Designer		c. YEARS EXPERIENCE	
				1. TOTAL 9	2. WITH CURRENT FIRM 1
d. FIRM NAME AND LOCATION (City and State) Gensler, Phoenix, AZ					
e. EDUCATION (DEGREE AND SPECIALIZATION) Bachelor of Science in Interior Design, Arizona State University, Tempe, AZ			f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) NCIDQ Certified USGBC LEED®-Accredited Professional- Interior Design & Construction		
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organization, Training, Awards, etc.) IIDA Member					

H. RELEVANT PROJECTS

1)	(1) TITLE AND LOCATION (City and State) Apollo Group / University of Phoenix, Multiple Projects & Locations	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Gensler's contract with Apollo Group / University of Phoenix is for Tenant Improvement work on their campuses across the nation. The work entails interior build-outs on new campuses, as well as updating and remodeling of existing facilities to new design standards. Campus components include computer-mediated (digital) classrooms, student resource centers, and faculty and administrative areas. Currently, the project load encompasses seven campuses, with over 30 projects anticipated for 2012. Size: 3,000 sf – 60,000 sf / Cost: \$5,000 - \$2.5 M		
2)	(1) TITLE AND LOCATION (City and State) City of Goodyear, Fire and Police Department Renovations, Goodyear, AZ	(2) Year Completed	
		Professional Services: In progress	Construction (if applicable): In progress
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm As part of an on-call service contract, the City of Goodyear selected Gensler for a tenant improvement project to move their Fire Department administration into a new expansion space. Approximately 6,000 SF of new build out includes offices, support space and open office areas. Size: 6,000 sf / Cost: Not Disclosed		
3)	(1) TITLE AND LOCATION (City and State) Maricopa County, On-Call Projects, Phoenix & Mesa, AZ	(2) Year Completed	
		Professional Services: Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Under the multi-year term architectural services contract, Gensler has completed and is currently working on the following projects for Maricopa County: 10,000 sf minor remodel of office space for the Probation Revocation Relocation, 4,000 sf conversion of courtroom space to new office space at the 4 th Ave Jail, Finish Refresh of 3 floors of office space at 301 W Jefferson, Small TI at the Mesa Day Reporting Center, Server Room Expansion for the Recorder's Office & Design Direction for the TI of the Facilities Management office. Size: Varies / Cost: Max \$250,000		
4)	(1) TITLE AND LOCATION (City and State) AT&T, Mesa, AZ	(2) Year Completed	
		Professional Services 2014	Construction (if applicable) 2014
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm The 70,000 sf tenant improvement project involved relocating staff from a leased facility in North Phoenix to an owned facility in Mesa. Gensler's goal was to rebrand, refresh and maximize the use of the third floor, while keeping as much of the existing construction as possible. Other elements of the project included upgrades to the building lobby and elevator cabs. Size: 70,000 sf / Cost: \$2.6 M		
5)	(1) TITLE AND LOCATION (City and State) Anchor Centre, On-Call Landlord Services, Phoenix, AZ	(2) Year Completed	
		Professional Services: Varies	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input type="checkbox"/> Check if project performed with current firm Positioned in the Camelback Corridor, Anchor Centre is a two-building Class "A" office complex with over 300,000 square feet of rentable space. As the main point of contact, scope included leasing exhibits, code and feasibility analysis, programming, design, construction documents and construction administration for numerous tenant improvement projects (TI) as well as capital improvements. TI projects included the First International Bank and Trust, Levine Investments, World Wide Technology, First American Title Company, Northwestern Mutual, SureVest Capital Partners, Ajilon Finance, L. Roy Papp and Senator McCain's office, among others. Capital Improvement projects included restroom, elevator, lobby and corridor upgrades. Size: Varies / Cost: Varies		

**RFQ# ADSP014-00003465, Annual Request for Qualifications and Experience
REVISED - Attachment I – General Qualifications**

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

a. NAME Patrick Magness, AIA, LEED® AP BD+C	b. ROLE IN THIS CONTRACT Senior Project Architect	c. YEARS EXPERIENCE	
		1. TOTAL 16	2. WITH CURRENT FIRM 5
d. FIRM NAME AND LOCATION (City and State) Gensler, Phoenix, AZ			
e. EDUCATION (DEGREE AND SPECIALIZATION) Masters of Architecture, University of Virginia, School of Architecture Bachelor of Science in Architectural Studies, University of Illinois, Urbana-Campaign, School of Architecture		f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Registered Architect, State of Arizona USGBC LEED®-Accredited Professional- Building Design & Construction	
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organization, Training, Awards, etc.) AIA Member			

H. RELEVANT PROJECTS

	(1) TITLE AND LOCATION (City and State)	(2) Year Completed	
		Professional Services:	Construction (if applicable):
1)	City of Phoenix, On-Call Services, Phoenix, AZ	Ongoing	Construction (if applicable): Varies
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Gensler has been part of the City of Phoenix On-Call Service contract since 2007, including the recent award/renewal of the contract for 2013-2015. Under this contract, the team has completed multiple projects at the Phoenix Convention Center including renovations to public lobbies, corridors, meeting rooms, restrooms, exhibit halls, ballrooms, and delivery docks. Most recently the team was engaged to design a gateway monument for the Melrose District neighborhood. Size: Varies / Cost: Max \$250,000		
2)	City of Maricopa, City Hall and Police Station, Maricopa, AZ	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 Maricopa has endeavored into a comprehensive master plan on 145 acres to develop a new city center comprised of a new city hall (45,000 sf), police facility, and additional retail and commercial opportunities that will take the city through 2040. The new city hall design is based on a high-performance workplace environment encouraging collaboration and social interaction. Program components include community meeting room, open/enclosed offices, team meeting spaces, and an interior atria designed to filter natural daylight deep into the structure. Size: 56,000 sf / Cost: \$15.5 M		
3)	Phoenix Convention Center, South Building Renovation, Phoenix, AZ	2008	Construction (if applicable):2008
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm The 320,500 s.f. South Building of the Phoenix Convention Center is located at 33 South Third Street in Phoenix Arizona. As part of the greater Phoenix Convention Center Complex the total renovation cost for this building was estimated at \$12 million. Challenged with the task of providing a seamless integration of the renovation with the new construction projects within the Complex as a whole, Gensler's scope of work in the South Building included all public lobbies, corridors, meeting rooms, restrooms, exhibit halls, and ballroom. Size: 320,500 sf / Cost: \$12 M		
4)	Confidential Public Company, Renovation / Repurpose, Phoenix, AZ	2012	Construction (if applicable): 2012
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm When the down economy scrapped a ground-up project, the Gensler design team had a new mission: repurpose a 40-year-old building, incorporating elements of the original design, but on a dramatically reduced budget. The company wanted to create a consolidated facility bringing their command center, dispatch, and customer service group under one roof, generating synergy between these critical business units. The project reconfigures a dark and dated building of approximately 80,000 square feet, and adds to it a new Central Plant to service the needs of this facility, as well as an adjacent data center. The two main design objectives for this workplace were paradoxical: Provide the stringent security required for the "black box" departments monitoring critical infrastructure while imparting a sense of openness and welcome to staff and visitors. Size: 85,000 sf / Cost: \$22 M		
5)	Arizona State University, College Avenue Commons & Sun Devil Marketplace, Tempe, AZ	2014	Construction (if applicable):2014
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Positioned on an extraordinary site, College Avenue Commons (CAC) is the first phase of a pedestrian-oriented master plan concept connecting ASU's main campus to the evolving urban fabric of College Avenue and the surrounding City of Tempe neighborhood. The programmatically-rich facility will merge four distinct user groups (Del E. Webb School of Construction, Sun Devil Marketplace, University Tours, and Classrooms) into a vertically integrated community to become the new front door of the campus. CAC will deliver an outstanding educational experience, promote collaboration among faculty and students, and provide visitors a memorable experience that is unique to ASU and the Sonora Desert context. BIM integration of construction technologies, high-performance building systems, and sustainability strategies create a truly "didactic" building resulting in a platform for exploration and discovery throughout the facility. Size: 161,000 sf / Cost: \$54.5 M		

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REVISED - Attachment I – General Qualifications**

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 Maricopa, City Hall & Police Station, Maricopa, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2013	CONSTRUCTION <i>(If applicable)</i> 2013

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER City of Maricopa	d. DOLLAR AMOUNT OF PROJECT \$15.5 M	e. TOTAL COST OF PROJECT \$15.5 M
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

The City of Maricopa has endeavored into a comprehensive master plan on 145 acres to develop a new city center comprised of a new city hall (45,000 sf), police facility, and additional retail and commercial opportunities that will take the city through 2040.

The first step Gensler performed in the design / programming process for the City of Maricopa's new City Hall Complex and new Regional Park (the Vekol Site) was to hold a town meeting and help facilitate a visioning session for the two projects.

Gensler then created a series of white papers, where information was gathered using direct questionnaires and six structured committee discussions. Lastly, after meeting with all city departments a programming document presented a summary of the research and findings relative to forecasted future requirements for staff and space to be accommodated at the new Maricopa City Hall Complex.

The new city hall design is based on a high-performance workplace environment encouraging collaboration and social interaction. Program components include community meeting room, open/enclosed offices, team meeting spaces, and an interior atria designed to filter natural daylight deep into the structure.



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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>		b. YEAR COMPLETED	
City of Phoenix, On-Call Services Projects, Phoenix, AZ		PROFESSIONAL SERVICES Ongoing	CONSTRUCTION <i>(If applicable)</i> Varies
23. PROJECT OWNER'S INFORMATION			
c. PROJECT OWNER	d. DOLLAR AMOUNT OF PROJECT	e. TOTAL COST OF PROJECT	
City of Phoenix	Varies by project (\$250,000 max)	Varies by project (\$250,000 max)	

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

Gensler has been part of the City of Phoenix On-Call Service contract since 2007, including the recent award/renewal of the contract for 2013-2015. Under this contract, the team has completed multiple projects at the Phoenix Convention Center including renovations to public lobbies, corridors, meeting rooms, restrooms, exhibit halls, ballrooms, and delivery docks. Most recently the team was engaged to design a gateway monument for the Melrose District neighborhood.



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

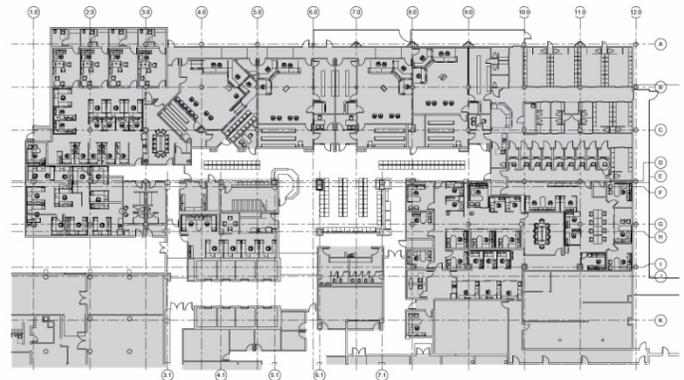
(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i>		b. YEAR COMPLETED	
Maricopa County Term / On-Call Projects, Phoenix & Mesa, AZ		PROFESSIONAL SERVICES Ongoing	CONSTRUCTION <i>(If applicable)</i> Varies
23. PROJECT OWNER'S INFORMATION			
c. PROJECT OWNER	d. DOLLAR AMOUNT OF PROJECT	e. TOTAL COST OF PROJECT	
Maricopa County	Varies by project (\$250,000 max)	Varies by project (\$250,000 max)	

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

Under the multi-year term architectural services contract, Gensler has completed and is currently working on the following projects for Maricopa County:

- 10,000 sf minor remodel of office space for the Probation Revocation Relocation
- 4,000 sf conversion of courtroom space to new office space at the 4th Ave Jail
- Finish Refresh of 3 floors of office space at 301 W Jefferson
- Small TI at the Mesa Day Reporting Center
- Server Room Expansion for the Recorder's Office
- Design Direction for the TI of the Facilities Management office



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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> Confidential Public Company, Renovation / Repurpose, Phoenix, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i> 2012

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Confidential	d. DOLLAR AMOUNT OF PROJECT \$21.1 M	e. TOTAL COST OF PROJECT \$22 M
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

When the down economy scrapped a ground-up project, the Gensler design team had a new mission: repurpose a 40-year-old building, incorporating elements of the original design, but on a dramatically reduced budget. The company wanted to create a consolidated facility bringing their command center, dispatch, and customer service group under one roof, generating synergy between these critical business units. The project reconfigures a dark and dated building of approximately 80,000 square feet, and adds to it a new Central Plant to service the needs of this facility, as well as an adjacent data center.

The two main design objectives for this workplace were paradoxical: Provide the stringent security required for the "black box" departments monitoring critical infrastructure while imparting a sense of openness and welcome to staff and visitors.

The design solutions centered around shared daylight to alternately illuminate, integrate, and isolate the three departments. A 304 linear-foot skylight sliced into the building's length brightens the central circulation spine. Through exacting daylight modeling, strategic placement of tilted demising walls, both clear and laminated glazing, 139 Solatubes, and the careful utilization of the few existing windows, energizing daylight now floods the full-height public areas and workspaces. The biometric-entry secure spaces benefit from blue-wavelength overhead lighting, as recommended by research into PRC/human circadian rhythms. Strategic linkages and secured connections to other buildings and the site's infrastructure system are sensitively created to enhance the operation and experience of the campus. Pedestrian bridges spanning arroyos, a soaring new entry (created from the former loading dock area) and shaded patios provide both serene views from within, and nature-infused connection opportunities outside the building.

The design is a model of sustainability and cost-conscious adaptive reuse. In addition to the extensive use of day-lighting for its occupants, the project features storm water retention, highly efficient mechanical equipment, solar energy for hot water, and a photovoltaic system to generate power. Concrete tees removed for the insertion of the central skylight were reused to construct bridges and cantilevered seating in outdoor "micro-climate" areas created for employee respite. The building embodies the concept of "connectedness" of people, technology, and the natural elements through the design of flexible work and collaborative spaces, and secure yet integrated mission critical environments. This imaginative design and consolidation project will provide a more effective work environment, improve employee satisfaction and retention, and attract the best and brightest new hires.



**RFQ# ADSP014-00003465, Annual Request for Qualifications and Experience
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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 Goodyear, On-Call Projects	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES In Progress	CONSTRUCTION <i>(If applicable)</i> In Progress

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER City of Goodyear	d. DOLLAR AMOUNT OF PROJECT Not Disclosed	e. TOTAL COST OF PROJECT Not Disclosed
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

As part of an on-call service contract, the City of Goodyear selected Gensler for a tenant improvement project to move their Fire Department administration into a new expansion space. Approximately 6,000 SF of new build out includes offices, support space and open office areas.



**RFQ# ADSP014-00003465, Annual Request for Qualifications and Experience
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6. ADDITIONAL INFORMATION

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

December 12, 2013

State of Arizona
State Procurement Office
100 N 15th Avenue, Suite 201
Phoenix, AZ 85007

Subject: Professional Services List

Dear Procurement Administrator,
Gensler is pleased to submit our qualifications for the Annual Professional Services List to the State of Arizona. The complex and diverse nature of our work with local civic entities, public facilities, renovations, and tenant improvement projects has provided our team with experience and insight essential to the success of State of Arizona's project requirements. Gensler has consistently demonstrated a strategic focus and clear understanding of operational objectives on civic projects and on-call / annual contracts including work for Maricopa County, City of Phoenix, City of Mesa, City of Maricopa, City of Goodyear, City of Peoria, and City of Casa Grande amongst others. We believe our expertise adds value in the following areas:

Leadership & Partnering

- Our design team is skilled at building consensus among community and project leaders to achieve desired objectives while partnering with our clients to maintain project schedules and manage budgets.
- We provide thorough documentation, evaluation, analysis, and recommendations as the basis for decision making.

Design

- Placemaking – provide comfortable, appropriate spaces that consider the environmental, economic, social, and cultural context of the project.
- Sustainability – design all projects sustainably and supporting LEED certification when desired.
- Security and Safety – address specialized requirements for the public and facility staff while working with facility operations to understand issues associated with the maintenance and operations of public spaces.

We look forward to developing a successful relationship with the State of Arizona and its many Agencies and appreciate the opportunities the Annual Professional Services List provides.

Sincerely,

Beth Harmon-Vaughan, FIIDA, LEED AP
Principal-in-Charge

Company Name: Gensler
Contact Name: Beth Harmon-Vaughan
Address: 201 E Washington Street, Suite 750, Phoenix, AZ 85004
Phone: 602.523.4917
Fax: 602.523.4949
Email: beth_harmon-vaughan@gensler.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:	15
b. Percentage of Total Work Attributable to Non-Government Work:	85

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

Signature:  _____ Date: 12/11/13 _____
Name: Beth Harmon-Vaughan, FIIDA, LEED-AP _____ Title: Principal-in-Charge _____

201 E Washington Street Tel 602.523.4900
Suite 750 Fax 602.523.4949
Phoenix AZ 85004
USA



**State of Arizona
Annual Professional Services Contract
Uniform Instructions to Offerors, Item 3.4: Exceptions to Terms & Conditions**

As requested in Solicitation No. ADSPO14-00003465, Gensler has done a preliminary review of the proposed terms and conditions. While there are a few revisions that Gensler would like to discuss, the agreement provides a very reasonable basis for negotiation. Below are exceptions we'd like to highlight:

6.2.2:

We have reviewed section 6.2.2, and are happy to provide indemnity for any work performed by Gensler. Gensler would, if possible, like to discuss a few key terms in this provision.

7.2 & 7.3:

These sections apply only to contractors delivering goods, rather than services. Gensler requests that, if awarded the contract, we be permitted to include language applicable to services rather than goods.