

**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**

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**List of Disciplines (Function Codes) for Question 7**

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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	Project Manager
Biologist	Specialist	Sanitary Engineer
CADD Technician	Geological Engineer	Soils Engineer
Chemical Engineer	Geologist	Structural Engineer
Civil Engineer	Hydrographic Surveyor	Technician/Analyst
Construction Manager	Hydraulic Engineer	Transportation Engineer
Construction Inspector	Hydrologist	Water Resources Engineer
Control Systems Engineer	Industrial Engineer	
Cost Engineer/Estimator	Landscape Architect	
Ecologist	Mechanical Engineer	
Electrical Engineer	Metallurgical Engineer	

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**List of Experience Categories (Profile Codes for Question 8)**

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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; Nav aids; 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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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 3<sup>rd</sup> 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

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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:	Marc Taylor Inc.
b.	FIRM (OR BRANCH OFFICE) STREET:	99 East Virginia Avenue, Suite 225
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:	2007
(g1).	OWNERSHIP - TYPE:	S-Corp
(g2).	OWNERSHIP - SMALL BUSINESS STATUS:	Yes
h.	POINT OF CONTACT NAME AND TITLE:	Marc Taylor, President/CEO
i.	POINT OF CONTACT TELEPHONE NUMBER:	602-799-6693
j.	POINT OF CONTACT E-MAIL ADDRESS:	mtaylor@marc-taylor.com
k.	NAME OF FIRM (If block 1a is a branch office):	

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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
Cost Engineer/Estimator	P	2	n/a
Construction Manager	S	2	n/a
<b>Total</b>	2	2	n/a

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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)
2	Spring Training Facilities	2
1	Airport Terminal Upgrades	1
3	Park and Xeriscape	1
2	Streetscape	1
1	Transportation Facility	1
4	K-12 Facility	1
2	Performing Arts Facility	1
1	Emergency Communications Center	1
1	Security Upgrades	1
1	Deferred Maintenance	1
4	Community Development Block Grant (CDBG) Funded Building	1
1	Fire Sprinkler Update	1
2	Court House	1
5	Health Care	1
6	Higher Education	1
1	Transmission Main	1

**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 Marc Taylor	b. ROLE IN THIS CONTRACT Chief Estimator/Preconstruction Services	c. YEARS EXPERIENCE	
		1. TOTAL 20	2. WITH CURRENT FIRM 6
d. FIRM NAME AND LOCATION (City and State) Marc Taylor Inc., Phoenix, AZ			
e. EDUCATION ( DEGREE AND SPECIALIZATION) Glendale Community College, Glendale, AZ Southern Utah University, Cedar City, UT Marc has completed nearly \$10 billion in horizontal and vertical construction projects throughout the Southwestern US.		f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Not applicable for our scope of work. Marc Taylor has overseen the design process; estimating, procurement, construction and closeout of 35 design-build projects. He has led the preconstruction process from concept through GMP on 80 CMAR projects and has worked on over 500 projects as a consultant to architects, general contractors, developers, owners, subcontractors and sureties	
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) Marc specializes in providing technical services with an emphasis on construction cost estimating, value management, procurement, design management, bid-ability and constructability reviews, reconciliation, claims analysis and scheduling.			

**H. RELEVANT PROJECTS**

1)	(1) TITLE AND LOCATION (City and State) Maricopa County Serial 10132 S Vertical Construction Estimating Services, Maricopa County, AZ	(2) Year Completed	
		Professional Services 2010-2014	Construction (if applicable) 2010-2014
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Chief Estimator - Provided estimating, value engineering, scheduling, bid packaging and scoping for approximately 50 CMAR, JOC and Design-Bid-Build projects. Projects include but are not limited to renovations and additions at Lower Buckeye Jail, Sheriff Training Building, MCDOT Warehouse, Northwest Courts Building and Estrella Jail. Construction cost range: \$50,000-\$1,000,000		
2)	(1) TITLE AND LOCATION (City and State) Maricopa County Community College District Annual Services Contract No. 2976-7-32, Maricopa County, AZ	(2) Year Completed	
		Professional Services 2010-2014	Construction (if applicable) 2010-2014
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Chief Estimator - Provided professional preconstruction services to include construction cost estimating, value engineering, risk analysis and reconciliation for CMAR, JOC and Design-Bid-Build projects. Projects include Estrella Mountain Community College Performing Arts Center, Scottsdale Community College Xeriscape & Performing Arts Center Storage Yard, Rio Salado College Ann Ott Adult Learning Center, Scottsdale Community College Health Sciences Renovation, Construction cost range: \$2.5-\$9.6 M		
3)	(1) TITLE AND LOCATION (City and State) Maricopa County Central Court Building Retrofit, Phoenix, AZ	(2) Year Completed	
		Professional Services 2011	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 Chief Estimator and procurement manager for fast tracked, multiphase, retrofit of existing 15,000 sf 40 year old building. Included asbestos abatement, selective structural demolition, structural shoring, steel plate reinforcement of existing columns, relocation of central plant utilities, and replacement of subfloor while working around existing tenants. \$7 Million (CMAR/GMP)		
4)	(1) TITLE AND LOCATION (City and State) Maricopa County Security Upgrades, Maricopa County, AZ	(2) Year Completed	
		Professional Services 2013	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 Chief Estimator - Provided cost estimating on one of the largest security system retrofit projects in the nation, which includes 9 facilities and over 3 million sf of the most technologically advanced systems available. Project Value Undisclosed (Design-Build)		
5)	(1) TITLE AND LOCATION (City and State) Northern Arizona University Residence Life Fire Sprinkler System Install, Flagstaff, 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 Chief Estimator - Providing cost estimating services on the fast-track project consisting of the design and construction of fire sprinkler and alarm systems in five residence halls (26 buildings total) consisting of 379,612 sf on the Flagstaff campus, which include Roseberry, South Village Apartments, Campus Heights, Gillenwater, and Raymond. \$3.5 Million (CMAR)		

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

a. NAME Jim Lathen		b. ROLE IN THIS CONTRACT Senior Estimator		c. YEARS EXPERIENCE	
				1. TOTAL 35	2. WITH CURRENT FIRM 6
d. FIRM NAME AND LOCATION (City and State) Marc Taylor Inc., Phoenix, AZ					
e. EDUCATION ( DEGREE AND SPECIALIZATION) Schweigers Refrigeration Tech School Square D Electrical Distribution Training Federal Pacific Electrical Distribution Training Carrier Heat-Pump and Refrigeration Owner/operator of HVAC business for 25 years			f. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE) Not applicable for our scope of work. Jim Lathen is a professional CSA/MEP Senior estimator with over 3.5 Billion. He has led estimating responsibilities from concept through GMP on 30 Construction Management at Risk projects and has worked on over 150 projects as a consultant to architects, general contractors, developers, owners, subcontractors and sureties.		
g. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.) Jim has over 35 years of construction experience with a focus on cost estimating, cost control and value engineering.					
<b>H. RELEVANT PROJECTS</b>					
1)	(1) TITLE AND LOCATION (City and State) Maricopa County Serial 10132 S Vertical Construction Estimating Services, Maricopa County, AZ			(2) Year Completed	
				Professional Services 2010-2014	Construction (if applicable) 2010-2014
(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Senior Estimator - Provided estimating, value engineering, scheduling, bid packaging and scoping for approximately 50 CMAR, JOC and Design-Bid-Build projects. Projects include but are not limited to renovations and additions at Lower Buckeye Jail, Sheriff Training Building, MCDOT Warehouse, Northwest Courts Building and Estrella Jail. Construction cost range: \$50,000-\$1,000,000					
2)	(1) TITLE AND LOCATION (City and State) Maricopa County Community College District Annual Services Contract No. 2976-7-32, Maricopa County, AZ			(2) Year Completed	
				Professional Services 2010-2014	Construction (if applicable) 2010-2014
(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE <input checked="" type="checkbox"/> Check if project performed with current firm Senior Estimator - Provided estimating services to include construction cost estimating, value engineering, risk analysis and reconciliation for CMAR, JOC and Design-Bid-Build projects. Projects include Estrella Mountain Community College Performing Arts Center, Scottsdale Community College Xeriscape & Performing Arts Center Storage Yard, Rio Salado College Ann Ott Adult Learning Center, Scottsdale Community College Health Sciences Renovation. Construction cost range: \$2.5 Million - \$9.6 Million					
3)	(1) TITLE AND LOCATION (City and State) Maricopa County Central Court Building Retrofit, Phoenix, AZ			(2) Year Completed	
				Professional Services 2011	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 Senior Estimator - Provided estimating services for fast tracked, multiphase, retrofit of existing 15,000 sf 40 year old building. Included asbestos abatement, selective structural demolition, structural shoring, steel plate reinforcement of existing columns, relocation of central plant utilities, and replacement of subfloor while working around existing tenants. \$7 Million (CMAR/GMP)					
4)	(1) TITLE AND LOCATION (City and State) Maricopa County Security Upgrades, Maricopa County, AZ			(2) Year Completed	
				Professional Services 2013	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 Senior Estimator - Provided estimating services one of the largest security system retrofit projects in the nation, which includes 9 facilities and over 3 million sf of the most technologically advanced systems available. Project Value Undisclosed (Design-Build)					
5)	(1) TITLE AND LOCATION (City and State) Northern Arizona University Residence Life Fire Sprinkler System Install, Flagstaff, 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 Senior Estimator - Providing estimating services on the fast-track project consisting of the design and construction of fire sprinkler and alarm systems in five residence halls (26 buildings total) consisting of 379,612 sf on the Flagstaff campus, which includes Roseberry, South Village Apartments, Campus Heights, Gillenwater, and Raymond. \$3.5 Million (CMAR)					

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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.)*

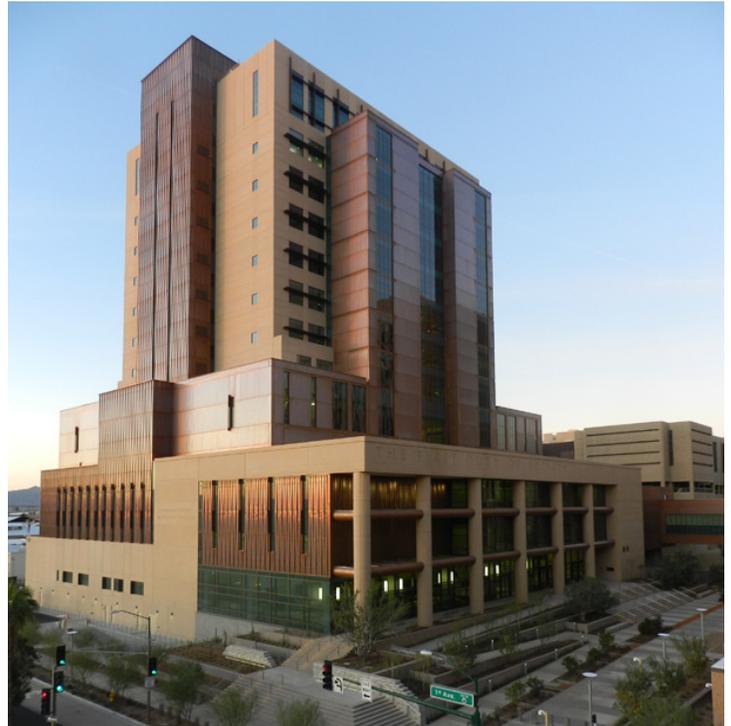
a. TITLE AND LOCATION <i>(City and State)</i> Superior Court of Maricopa County, Phoenix, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(if applicable)</i> 2013

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER Maricopa County	d. DOLLAR AMOUNT OF PROJECT \$265 Million	e. TOTAL COST OF PROJECT \$340 Million
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Marc Taylor was the Chief Estimator for all trades from conceptual stage through GMP on this accelerated fast track project. Construction was recently completed on this project which had 8 bid packages. The Superior Court of Maricopa County consists of 723,000 GSF, 16-story court tower, 32 courtrooms, holding areas, underground garages, pedestrian bridges, clerk and office support, court chamber and other court functions. The court tower includes extensive security, audiovisual and access control requirements and was designed as a 100-year LEED Silver building. This project was the largest fast track design assist project in Maricopa County History and remained on schedule and under budget (CMAR/GMP).



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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> Wood Corporate Campus Ballpark Village, Goodyear, AZ		b. YEAR COMPLETED	
		PROFESSIONAL SERVICES 2011	CONSTRUCTION <i>(if applicable)</i> 2010
<b>23. PROJECT OWNER'S INFORMATION</b>			
c. PROJECT OWNER MPK Enterprises	d. DOLLAR AMOUNT OF PROJECT \$48 Million	e. TOTAL COST OF PROJECT \$55 Million	

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

Marc Taylor, on completion of preconstruction services of the Goodyear Ballpark (Cleveland Indians), was selected by MPK Enterprises to provide project management services for two parcels totaling 252-acres adjacent to the Goodyear-Litchfield Airport in Goodyear, AZ and the proposed Goodyear City Center project. The project was master planned to be the first of its kind, a mixed-use development anchored by the 10,000-seat ballpark and practice facilities for the Cleveland Indians and the Cincinnati Reds. The first phase of the project was the construction of the Spring Training ballpark and practice facilities. Subsequent phases included new road, infrastructure, parking lots, traffic signals and landscape / streetscape improvements down Festival and Ballpark Way.

Marc Taylor Inc. provide project management services for the infrastructure agreements for a high density mixed-use center and ballpark adjacent to the City Center that master planned infrastructure to support 630,000sf of office space, 400 hotel rooms, nearly 300,000sf of retail, restaurants and entertainment, and 540 dwelling units. The office and research campus included up to 1.375 million square feet of office and supporting retail uses.



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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> Falcon Field Airport Terminal Building Upgrades, Mesa, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2014	CONSTRUCTION <i>(if applicable)</i> 2014

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER City of Mesa	d. DOLLAR AMOUNT OF PROJECT \$2 Million	e. TOTAL COST OF PROJECT \$2.6 Million
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Marc Taylor is providing construction cost estimating and reconciliation services on the Falcon Field Airport Terminal Building Upgrades. The project consists of purpose of a comprehensive and cohesive remodel of the entire terminal area, including updates to the exterior architectural building elevations, and complete interior modifications for the public restrooms, entrances, lobby and waiting areas, administrative offices, update the wall finishes and floor coverings, plumbing, lighting, mechanical and electrical systems, outdoor public areas, and related upgrades to all public door hardware, access routes, and other elements as required to meet current ADA and/or building code requirements for public accessibility. (Design-Bid-Build)



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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	
Hohokam Stadium and Fitch Park – Oakland A's Spring Training Facility, Mesa, AZ	PROFESSIONAL SERVICES 2014	CONSTRUCTION <i>(if applicable)</i> 2015

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER  City of Mesa/Oakland A's	d. DOLLAR AMOUNT OF PROJECT  \$20 Million	e. TOTAL COST OF PROJECT  \$25 Million
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Marc Taylor is currently acting as the Director of Preconstruction and Chief Estimator of the Hohokam Stadium and Fitch Park – Oakland A's Spring Training Facility. The project includes an extensive remodel and expansion of the Spring Training facilities. Marc is responsible for cost estimating, value engineering, life-cycle cost analysis, bid packaging, bid-ability and constructability reviews GMP on the new fields, clubhouses, locker rooms, new rehabilitation pools, remodeled training rooms, new pavilion structures, seating, fan amenities and additional renovations to rebrand the facility. (CMAR/GMP)



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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> Southern AZ VA Health Care System Polytrauma Rehabilitation, Tucson, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2013	CONSTRUCTION <i>(if applicable)</i> 2014

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER Southern AZ VA Health Care System	d. DOLLAR AMOUNT OF PROJECT \$3 Million	e. TOTAL COST OF PROJECT \$4 Million
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Marc Taylor provided cost estimating, value engineering and scheduling services to the Architect on the Southern AZ VA Health Care System Polytrauma Rehabilitation facility. Project includes a 4,500 sf addition along with 2,000 sf of various renovations. The project contains difficult tie-in to existing structures and support space that required special system work such as tel/data, security, access control and medical gasses. The rehabilitation space accommodated services for OEF/OIF and Polytrauma patients. (Best Value MATOC)



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**6. ADDITIONAL INFORMATION**

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

**MARC TAYLOR INC.**

**COMPANY PROFILE**

Marc Taylor Inc. is a Design-Build, Construction Management, Program Management and Consulting Services firm. This firm and its associates provide the most technically advanced pre-construction process available to clients seeking to successfully manage facility development as it relates to budget management, procurement and construction.

Knowledge is crucial in making informed decisions about your program. We firmly believe it is the process during pre-construction and not just the estimate that allows projects to be successful. Therefore, we measure this accomplishment one project at a time.

Marc Taylor Inc. has assembled a team of experts who provide clients with a complete range of professional services. Their approach to the estimating process, communication of system budgets and the use of visual cost based technology is one of the most unique pre-construction approaches used today. With a combined total of more than 55 years of experience, they provide dedicated leadership in every project.

The firm specializes in providing pre-construction management services including construction cost estimating, value management, design management, bid-ability/constructability reviews, audits and scheduling. In addition, program management and post-construction services are also areas of expertise for the firm. Marc Taylor and his team of specialty consultants are called upon to manage the most challenging of projects. Their strengths include, but are not limited to industrial, federal, military, municipal, higher education, laboratory, health care, sports, retail, hotel and performing arts facilities.

Marc Taylor Inc. has been based in Arizona since 2007. The company has worked on approximately \$3.5 billion worth of construction projects over the past six years.

**CONTRACT**

Marc Taylor has 20 years of experience in the Design-Build, Design Bid Build (Public Hard Bid), Construction Management at Risk, Program Management and Consulting Services markets for vertical and horizontal construction. This experience has given him a balanced approach in terms of dealing with the technical challenges of construction.

Marc Taylor Inc.'s construction estimating experience includes, but is not limited to municipal buildings, higher education, K-8, parks, laboratories, health care facilities, sports venues, industrial buildings, sports, retail development, hotels, performing arts, federal, and military, along with heavy civil projects.

**VALUE ANALYSIS; LIFE-CYCLE COSTING**

Marc is an expert in providing conceptual cost analysis for construction systems. Whether it's typical spread foundations versus structural slabs, cast in place frames versus structural steel, load bearing frames versus gravity frames, 100% VAV cooling systems versus 100% Chilled Beams, LED light fixtures versus standard fixtures, Marc Taylor will provide sound system cost analysis for construction cost options.

**DETAILED DESIGN-LEVEL COST ESTIMATING; COST ENGINEERING; ANALYSIS**

- Master Planning
- Program
- Conceptual
- Schematic
- Design Development
- Construction Documents

Marc has extensive experience in construction cost estimating with public agency clients and has recently completed his role of Chief Estimator on the Superior Court of Maricopa County. He has performed cost estimating services for nearly all municipalities throughout Arizona as well as other areas of the Southwestern United States.

**COMPANY SERVICES PROFILED FOR THIS**

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**Marc Taylor Inc. provides a wide range of services it deems as part of the construction cost estimating process. Below are some additional services that could be beneficial to the State of Arizona.**

**Value Engineering Workshops**

- Provide systems cost analysis and value management suggestions to reduce construction cost during pre-construction and construction.

**Pre-construction / Construction Services**

- Owners Representation through Pre-construction / Construction Process
- Design Management
- Construction Management
- Scheduling and Milestone Tracking
- Provide, recommend and manage “best value” contract delivery methods
- Constructability and Bid-Ability Reviews

**Construction Audits**

- Pre and Post Digital Quantity Surveys
- Pre and Post Audits
- Accounting

**Forensic Analysis Cost Estimating**

- Claims Analysis
- Change Order Analysis / Reconciliation
- Contract Takeover Analysis
- Expert Witness

**Co-location**

- Our team is available to collocate and work from the State’s offices at the State of Arizona’s request to ensure success of the project.

**MARC TAYLOR INC.’S PROCESS**

Marc Taylor Inc. utilizes a digital takeoff report at every design stage to define the parameters of the cost model. This has become the most powerful way to manage expectations and assumptions made early on. Our estimators use this program to provide color-coded (system based) quantity surveys of the assumed scope of work. This program brings to light a basis of the cost model and allows team to make early decisions recognizing the drawings are still incomplete.

Value engineering analysis and alternatives are performed on nearly every project under Marc Taylor’s direction. His experience ranges from minor cost verification all the way up to reevaluating complete building facade, structural and mechanical systems. Where complex value engineering ideas are challenged, Marc Taylor Inc. uses digital takeoffs to communicate the project scope thereby achieving collective buy-in with architect, engineer and owners.

Marc Taylor Inc. creates all customized independent estimates in Excel or Timberline precision estimating. The firm utilizes On-Screen Takeoff and recently procured a “quick bid” labor, material and productivity software that links directly to OnScreen. Estimates will be customized for the State of Arizona to accurately depict historical and system-based cost comparisons. The firm is unique in its approach, as we are one of the only estimating firms that consistently provides digital take offs for CSA/MEP at the earliest stages of design development to help communicate and reconcile costs.

**KEY PERSONNEL PROFILED FOR THIS CONTRACT**

Marc Taylor and Jim Lathen will be responsible for performing all work included under this contract. These professionals have a combined total of more than 55 years of experience in construction cost estimating. They have worked on construction projects throughout Maricopa County, State of Arizona, and the Southwestern United States, giving them a thorough knowledge of current market conditions and costs.



*Marc Taylor*

Marc and Jim have seamlessly worked together on more than 100 projects for Marc Taylor Inc. in the past six years and have the following total years of experience:



*Jim Lathen*

*Marc Taylor – 20 years*

*Jim Lathen – 35 years*

Marc Taylor and Jim Lathen have completed numerous construction projects together, totaling approximately \$3.5 billion. They provide quick turnarounds, with tremendous detail and a high degree of accuracy. The team works whenever necessary to meet the needs of its clients and to keep the project on schedule so timely, critical decisions can be made.

**Marc Taylor, Chief Estimator** – Marc leads all preconstruction efforts and is intimately involved in every project under contract with Marc Taylor Inc. He serves as the single point of contact and ultimate authority on all contractual and estimating responsibilities.

**Jim Lathen, Senior Estimator** – Jim’s background is well-rounded with experience in all disciplines of estimating including civil, structural, architectural, mechanical, electrical and plumbing. Jim supports Marc’s efforts as needed.

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This team is multi-talented in terms of best practices in the market place for providing program estimates, concept estimates, design deliverable estimates, peer reviews, reconciliations and audits for virtually every delivery model in the market place (Design-Bid-Build, Design Build, CMAR, JOC contracts, Program Management and CM Agency). Each of these delivery methods and tasks requires a certain set of skills and experience, in which this team has extensive experience.

**TESTIMONIALS**

“In the last six years, I have had the pleasure of working with Marc Taylor on countless projects. Marc’s holistic approach to preconstruction and forecasting of cost, size and duration of projects continually produces accurate estimates and schedules. His knowledge and capacity to analyze data in regards to all factors that can affect cost including such things as materials, labor, location...etc. is unprecedented. Marc is an excellent listener and builds top-notch relationships with his clients and the subcontracting market. I have personally worked hand-in-hand with Marc in developing preconstruction messaging for proposals and presentations. I am continually impressed by his enthusiasm when jumping into a project and his ability to immediately integrate as a member of the team.”

**Amanda Elliott  
Economic Development Administration  
Town of Gilbert, Arizona**

“We were advised by many trusted people in the industry to hire Marc Taylor construction manager estimating company to analyze the intricate construction cost of our project. On hire, Marc provided a clear cost to complete analysis, where he researched the most up to date accounting, reviewed work in place, contracts and interviewed designers to close loop on scope, thereby providing the team with an accurate “total” project cost. Marc also provided a relentless pursuit to realize cost savings strategies throughout his involvement on the project. Our entire team was very impressed with Marc’s expertise and he quickly became one of our trusted team members. We only wish we had Marc’s expertise early in the process to help us negotiate this project.”

**Margaret Wood  
MPK Enterprises  
Goodyear Ballpark Village**

“The City of Mesa has utilized Marc Taylor on a couple of projects with excellent results. Mesa typically estimates project costs with our own staff but decided to try an outside firm on a couple of larger complicated projects. The estimates provided by Marc and his staff were within 1-2% of the bid amounts for the projects! I highly recommend Marc’s company because they know how to break a project down to the individual elements and provide an accurate cost model. This information will ensure the client can build what has been designed because it’s tied to the available budget and the client has a level of comfort before the project is bid. Great job”

**Kelly Jensen, PE, CPM  
Assistant City Engineer  
City of Mesa, Arizona**

**CLOSING STATEMENT FOR MARC TAYLOR INC.**

*Marc Taylor Inc. is made up of professionals committed to providing sound estimating, procurement and constructability advisement at every level of the preconstruction process. We seek career-minded individuals whom have estimated, procured, built and closed out construction programs. Without this type of experience, there are far too many limitations and exposures in this process. To understand the beginning, you must understand the end! Knowledge is critical when it comes to making informed decisions about your construction program. Our culture breeds innovation and we consistently look for ways to push the preconstruction envelope. We believe it’s the process not just the estimate that allows projects to stay on task. We are proud of our accomplishments here in Arizona and we look forward to working and strategizing with the State of Arizona as a TEAM!*



**Marc Taylor  
President/CEO**

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**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:	50%
b. Percentage of Total Work Attributable to Non-Government Work:	50%

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

Signature:  Date: 12-2-13

Name: Marc Taylor Title: President/CEO