



Offer and Acceptance

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

SOLICITATION NO.: ADSP016-00005912 Request
for Qualifications: 2016 Annual Professional
Services List

PAGE
1

Offeror: McGann & Associates Inc.

OF
1

OFFER

TO THE STATE OF ARIZONA:

The Undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer. Signature also certifies Small Business status.

McGann & Associates Inc.

Company Name

6814 N. Oracle Road, Suite 210

Address

Tucson

Arizona

85704

City

State

Zip

dmcgann@mcgannland.com

Contact Email Address

Signature of Person Authorized to Sign Offer

Donald K. McGann

Printed Name

President

Title

Phone:

520-297-9540

Fax:

520-297-9545

By signature in the Offer section above, the Offeror certifies:

1. The submission of the Offer did not involve collusion or other anticompetitive practices.
2. The Offeror shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246, State Executive Order 2009-9 or A.R.S. §§ 41-1461 through 1465.
3. The Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer. Failure to provide a valid signature affirming the stipulations required by this clause shall result in rejection of the offer. Signing the offer with a false statement shall void the offer, any resulting contract and may be subject to legal remedies provided by law.
4. The Offeror certifies that the above referenced organization X IS/ IS NOT a small business with less than 100 employees or has gross revenues of \$4 million or less.

ACCEPTANCE OF OFFER

The Offer is hereby accepted.

The Contractor is now bound to sell the materials or services listed by the attached contract and based upon the solicitation, including all terms, conditions, specifications, amendments, etc., and the Contractor's Offer as accepted by the State.

This Contract shall henceforth be referred to as Contract No. ADSP016-00005912

The effective date of the Contract is March 1, 2016

The Contractor is cautioned not to commence any billable work or to provide any material or service under this contract until Contractor receives purchase order, contract release document or written notice to proceed.

State of Arizona
Awarded this

29

day of

February

2016

Procurement Officer



ATTACHMENT I – General Qualifications

ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:
ADSPO16-00005912

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

1. Annual Request for Qualifications

a. FIRM (OR BRANCH OFFICE) NAME:	McGann & Associates Inc.
b. FIRM (OR BRANCH OFFICE) STREET:	6814 N. Oracle Road, Suite 210
c. FIRM (OR BRANCH OFFICE) CITY:	Tucson
d. FIRM (OR BRANCH OFFICE) STATE:	Arizona
e. FIRM (OR BRANCH OFFICE) ZIP CODE:	85704

f. YEAR ESTABLISHED:	1984
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(g1). OWNERSHIP-TYPE:	Arizona Corporation
(g2) OWNERSHIP- SMALL BUSINESS STATUS:	Small Business Enterprise

h. POINT OF CONTACT NAME AND TITLE:	Donald K. McGann, President
i. POINT OF CONTACT TELEPHONE NUMBER:	520-297-9540
j. POINT OF CONTACT E-MAIL ADDRESS:	dmcgann@mcgannland.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
Landscape Architect	P	3	
Technician / Analyst	P	2	
Administration / Secretarial	P	1	
Total		6	



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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 <i>(see below)</i>
1	Area Master Planning	1
1	Cemeteries (Planning and Relocation)	1
2	Codes; Standards; Ordinances	1
2	Conservation and Resource Management	1
25	Landscape Architecture	2
2	Office Buildings; Industrial Parks	1
3	Outdoor Recreation	1
2	Educational Facilities; Classrooms	1
2	Environmental Impact Studies; Assessments	1
1	Hospital and Medical Facilities	1
15	Recreation Facilities (Parks, Marinas, etc.)	2
2	Rivers; Canals; Waterways; Flood Control	1
1	Urban Renewal; Community Development	1
20	Irrigation; Drainage	2
1	Zoning; Land Use Studies	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 \$25million |
| 4. \$500,000 to less than \$1 million | 9. \$25 million to less than \$50million |
| 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 Donald K. McGann	b. ROLE IN THIS CONTRACT Landscape Architect	c. YEARS EXPERIENCE	
		1. TOTAL 41	2. WITH CURRENT FIRM 32
d. LOCATION <i>(City and State)</i> McGann & Associates Inc., 6814 N. Oracle Road, Suite 210, Tucson, Arizona			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Bachelor of Landscape Architecture, 1974 Bachelor of Science/Environmental Studies, 1973 SUNY at Syracuse University		f. PROFESSIONAL TRAINING - REGISTRATIONS Arizona Registered Landscape Architect – Registration No. 24079	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> Member, American Society of Landscape Architects			

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> Twin Peaks Road (I-10 to Tangerine Road), Marana, Arizona	(2) YEAR COMPLETED	
		Professional Services 2009	Construction (if applicable) 2012
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Twin Peaks Road is a new urban arterial street that extends from I-10 to Tangerine Road, a distance of approximately 3 miles. Don McGann directed the landscape planning, design, and construction administration of this project.	<input checked="" type="checkbox"/> Check if project performed with current firm	
2.	(1) TITLE AND LOCATION <i>(City and State)</i> Tangerine Road (1 st Avenue to La Canada Drive), Oro Valley, Arizona	(2) YEAR COMPLETED	
		Professional Services 2002	Construction (if applicable) 2004
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Tangerine Road is the principal east-west corridor through the Town of Oro Valley, connecting Interstate 10 with SR77 (Oracle Road). Don served as project landscape architect for this project, responsible for native plant salvage, landscape design, irrigation system engineering, and pedestrian walkway development.	<input checked="" type="checkbox"/> Check if project performed with current firm	
3.	(1) TITLE AND LOCATION <i>(City and State)</i> La Canada Drive (Tangerine Rd. to Moore Rd.), Oro Valley, Arizona	(2) YEAR COMPLETED	
		Professional Services 2004	Construction (if applicable) 2006
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Don served as Project Landscape Architect for this new urban roadway development project. Project responsibilities included environmental assessments, landscape design, irrigation system design, and public art coordination.	<input checked="" type="checkbox"/> Check if project performed with current firm	
4.	(1) TITLE AND LOCATION <i>(City and State)</i> Crossroads at Silverbell Park, Marana, Arizona	(2) YEAR COMPLETED	
		Professional Services 2009	Construction (if applicable) 2011
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Crossroads at Silverbell Park is a 60 acre municipal park with facilities for sports programs, outdoor recreation, and community gatherings. Don served as Project Manager for the planning and design of this award winning project.	<input checked="" type="checkbox"/> Check if project performed with current firm	
5.	(1) TITLE AND LOCATION <i>(City and State)</i> Mountain Avenue Bicycle, Pedestrian and Landscape Demonstration Project, Tucson, Arizona	(2) YEAR COMPLETED	
		Professional Services 1990-2010	Construction (if applicable) 1994-2012
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This Mountain Avenue project extends north from the University of Arizona campus into the Tucson community. Facilities included in this multi-phase project were roadway improvements, bicycle lanes, pedestrian walkways and Landscape plantings.	<input checked="" type="checkbox"/> Check if project performed with current firm	



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4. Resumes of Key Personnel Proposed for this Contract *(Complete one Section 4 for each key person.)*

a. NAME Darlene Showalter	b. ROLE IN THIS CONTRACT Landscape Architect	c. YEARS EXPERIENCE	
		1. TOTAL 14	2. WITH CURRENT FIRM 12
d. LOCATION <i>(City and State)</i> McGann & Associates Inc., 6814 N. Oracle Road, Suite 210, Tucson, Arizona			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Master of Landscape Architecture, 2003 Bachelor of Science, 1997 University of Arizona		f. PROFESSIONAL TRAINING - REGISTRATIONS Arizona Registered Landscape Architect – Registration No. 48751	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> Member, American Society of Landscape Architects			

H. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
		Professional Services	Construction (if applicable)
1.	Tangerine Road Design Concept Report, Marana, Arizona	2012	N/A
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Darlene served as project landscape architect for the DCR phase of This 10 mile long corridor project. The corridor extends through the Tortolita Alluvial Fan, an important biological community. As such, environmental protection and restoration were key elements of the proposed corridor plan.	<input checked="" type="checkbox"/>	Check if project performed with current firm
2.	La Cholla Blvd. (Ruthrauff Rd. to River Rd.), Pima County, Arizona	2012	2013
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE La Cholla Blvd. is an urban arterial. Its widening within a constrained right-of-way presented challenges to landscape development. A collaborative effort between the design team, the owner, and adjacent property owners was required to make the enhancement of this corridor a success.	<input checked="" type="checkbox"/>	Check if project performed with current firm
3.	Sunrise Drive (Craycroft Rd. to Kolb Rd.), Pima County, Arizona	2010	2012
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Sunrise Drive extends through the Catalina Foothills in Pima County. Its widening and enhancement resulted in large fill slopes that were stabilized through strategic planting and seeding. The project also included pedestrian walkways and public art, which were coordinated by Ms. Showalter.	<input checked="" type="checkbox"/>	Check if project performed with current firm
4.	22 nd Street (Kino Blvd. to Tucson Blvd,) Tucson, Arizona	2014 (est.)	N/A
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This corridor extends through a highly urbanized area and across the Union Pacific Railroad. Hardscape improvements Were a key component of this project in addition to landscape and irrigation system development.	<input checked="" type="checkbox"/>	Check if project performed with current firm
5.	Magee Road (La Canada Dr. to Thornydale Rd.), Pima County, AZ	2010	2015 (est.)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE The 4.5 mile long Magee Road corridor is being developed as an urban arterial street through northern Pima County. Darlene served as project landscape architect for the planning phase and also coordinated the preparation of construction documents for several segments of the project.	<input checked="" type="checkbox"/>	Check if project performed with current firm



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4. Resumes of Key Personnel Proposed for this Contract (Complete one Section 4 for each key person.)

a. NAME Scott Martinez	b. ROLE IN THIS CONTRACT Landscape Architect	c. YEARS EXPERIENCE	
		1. TOTAL 16	2. WITH CURRENT FIRM 13
d. LOCATION (City and State) McGann & Associates Inc., 6814 N. Oracle Road, Suite 210, Tucson, Arizona			
e. EDUCATION (DEGREE AND SPECIALIZATION) Master of Landscape Architecture, 2001 Bachelor of Science, Agriculture, 1997 University of Arizona		f. PROFESSIONAL TRAINING - REGISTRATIONS Arizona Registered Landscape Architect – Registration No. 48309	
g. OTHER PROFESSIONAL QUALIFICATIONS (Organizations, Awards, etc.) Member, American Society of Landscape Architects			

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION (City and State) Rattlesnake Ridge Elementary School, Marana, Arizona	(2) YEAR COMPLETED	
		Professional Services 2006	Construction (if applicable) 2008
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Scott Martinez served as the Project Landscape Architect and was responsible for the site planning, landscape design, Irrigation system engineering, and construction administration tasks associated with the development of the 12 acre campus.	<input checked="" type="checkbox"/>	Check if project performed with current firm
2.	(1) TITLE AND LOCATION (City and State) First Avenue (CDO Wash to Tangerine Rd.), Oro Valley, AZ	(2) YEAR COMPLETED	
		Professional Services 2008	Construction (if applicable) 2010
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE The scope of this project involved the widening of a 2-lane road into a 4-lane, median divided roadway complete with bike lanes, a multi-use path, pedestrian walkways, and irrigation system. Scott served as project landscape architect and coordinated the planning and design of these facilities.	<input checked="" type="checkbox"/>	Check if project performed with current firm
3.	(1) TITLE AND LOCATION (City and State) Speedway Boulevard (Camino Seco to Houghton Rd.) Tucson, AZ	(2) YEAR COMPLETED	
		Professional Services 2011	Construction (if applicable) N/A
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE Speedway Boulevard is an urban arterial street and this project involved the widening of the roadway through a developed portion of the community. Scott directed the landscape architectural component of the project which needed to address the presence of existing underground utilities, driveways, and other existing construction.	<input checked="" type="checkbox"/>	Check if project performed with current firm
4.	(1) TITLE AND LOCATION (City and State) Canada del Oro River Park Shared-Use Path (First Ave. to Steam Pump Ranch), Oro Valley, AZ	(2) YEAR COMPLETED	
		Professional Services 2013	Construction (if applicable) 2014 (est.)
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE This project is an example of Scott's work on shared-use pathway and related projects. Scott served as project landscape architect and was responsible for environmental compliance, landscape design, and irrigation system design.	<input checked="" type="checkbox"/>	Check if project performed with current firm
5.	(1) TITLE AND LOCATION (City and State) Lambert Lane (La Canada Dr. to Pusch View Ln.), Oro Valley, AZ	(2) YEAR COMPLETED	
		Professional Services 2013	Construction (if applicable) 2014 (est.)
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE The scope of this project involved the widening of a 2-lane road to a fully developed 4 lane configuration with bike lanes, walkways, shared use paths, and landscape development. Scott served as project landscape architect for this effort which required coordination with utility companies, local residents and other stakeholders.	<input checked="" type="checkbox"/>	Check if project performed with current firm



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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> Twin Peaks Road (I-10 to Tangerine Road), Marana, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2012

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Town of Marana	d. DOLLAR AMOUNT OF PROJECT \$16,000,000.	e. TOTAL COST OF PROJECT \$16,000,000.
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)



Twin Peaks Road extends nearly three miles, from Interstate 10 to the Tangerine Road. Ninety percent of the road was constructed through an undeveloped Sonoran Desert landscape with a small portion of the project consisting of the widening and reconstruction of an existing street. The roadway cross-section consists of two travel lanes and a bike lane in each direction, a center median, a walkway on the east side, and a shared-use path on the west side.

McGann & Associates served as project landscape architects and coordinated a native plant salvage program, landscape design, irrigation system engineering, and slope stabilization. More than 400 saguaro cacti and 200 native trees were salvaged and replanted on the project. The irrigation system is automated and fully integrated with the Town of Marana's central control system.



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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> Tucson Mountain Park Management Plan, Pima County, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2006	CONSTRUCTION <i>(If applicable)</i> N/A

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Pima County	d. DOLLAR AMOUNT OF PROJECT N/A	e. TOTAL COST OF PROJECT N/A
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)



Tucson Mountain Park is located a short distance from downtown Tucson and it is a very popular outdoor recreation area. The park includes several roads that are used for access to park facilities. They are also used by commuters who drive through the park to get to various destinations in the metropolitan area.

As part of the Tucson Mountain Park Management Plan Project, McGann & Associates worked closely with law enforcement officials, traffic engineers, park officials, and representatives of the Department of Transportation. A strategy was developed that allows general public continued access to the park roads, while maintaining the rural and natural character of the parks roadway system. Localized improvements were proposed to enhance safety for all park users.



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

a. TITLE AND LOCATION <i>(City and State)</i> Shared-Use Pathway Projects	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES Various	CONSTRUCTION <i>(If applicable)</i> Various

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Pima County	d. DOLLAR AMOUNT OF PROJECT N/A	e. TOTAL COST OF PROJECT N/A
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)



McGann & Associates has coordinated the planning and design of more than 20 shared-use pathway projects for various agencies in the State of Arizona. Clients include; Pima County, the City of Tucson, the City of Casa Grande, the City of Sierra Vista, the Town of Marana, and the Town of Oro Valley.

Services provided by the firm on these shared-use pathway projects include; route planning, environmental assessments, environmental compliance document preparation, pathway design and engineering, landscape design, and irrigation system engineering. Through this work, the firm has developed a thorough understanding of applicable design standards and criteria.

The shared-use pathways designed by the firm have been along river corridors and along urban streets with connections to residential areas, schools, parks, and other community facilities.



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

a. TITLE AND LOCATION <i>(City and State)</i> Crossroads at Silverbell Park, Marana, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2009	CONSTRUCTION <i>(If applicable)</i> 2010

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Town of Marana	d. DOLLAR AMOUNT OF PROJECT N/A	e. TOTAL COST OF PROJECT \$5,000,000.
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)



Crossroads at Silverbell Park is a Town of Marana district park with facilities for youth sports programs, adult sports programs, community gatherings, and family recreation. Facilities developed at the park include: two soccer fields, one softball field, two baseball fields, and outdoor performance area, playgrounds, picnic ramadas, a dog park, and a group-use area. The park also incorporates a one mile long portion of the Santa Cruz River Linear Park.

Crossroads at Silverbell Park is used extensively for league play, general recreation, and community events such as the Town's 4th of July celebration.

A challenge to the development of the park was the presence of cultural resources on the site. As such, portions of the site were left undeveloped and undisturbed while other cultural resource features were integrated into the overall site plan and interpreted for park users.



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

a. TITLE AND LOCATION <i>(City and State)</i> Rattlesnake Ridge Elementary School, Marana, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2006	CONSTRUCTION <i>(If applicable)</i> 2007

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Marana Unified School District	d. DOLLAR AMOUNT OF PROJECT N/A	e. TOTAL COST OF PROJECT \$10,000,000.
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)



Rattlesnake is a 660 student Marana Unified School District (MUSD) elementary school. It is located in the rapidly growing Continental Ranch area of the community. The rugged Tucson Mountains form the backdrop for the school campus.

The school was developed with several major outdoor spaces, including the campus entry, a central courtyard with a student assembly area, and a large playground. Other campus features include a kindergarten playground, and outdoor sport courts.

The Rattlesnake Ridge campus is adjacent to a municipal park and was designed to take advantage of the park's recreation and athletic facilities.



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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.)

McGann & Associates is a Tucson, Arizona based professional landscape architectural firm. Established in 1984, the firm has 32 years of experience on a wide range of public works projects. The firm has successfully completed projects for federal agencies, state agencies, and municipal governments. Previous clients include: the U.S. Army Corps of Engineers, the Bureau of Land Management, the Arizona Department of Transportation, Arizona State Parks, Pima County, Pinal County, and the cities / towns of Tempe, Tucson, Casa Grande, Sierra Vista, Benson, Nogales, Marana, Sahuarita, and Oro Valley.

Areas of expertise for McGann & Associates include:

Landscape and Irrigation Design

- Parks, Playground, and Athletic Facilities
- Trail and Multi-Use Paths
- Roadways and Streetscapes
- Schools and Campus Facilities
- Civic Buildings and Public Spaces
- Commercial and Residential Developments

Facility and Site Planning

- Parks and Park Systems
- Trails and Trail Systems
- Natural Resource Areas
- Public Spaces

Other Services

- Environmental Assessments
- Native Plant Inventories and Preservation Plans
- Compliance Document Preparation
- Water Resource Management

McGann & Associates staff is lead by three senior professionals; Donald McGann, Darlene Showalter, and Scott Martinez. In aggregate, these professionals have more than 54 years of experience on large-scale public work projects in Arizona and throughout the southwest. These key staff members are supported by highly qualified landscape designers, irrigation designers, CAD technicians, and administrative staff. Numerous projects designed by McGann & Associates have been recognized for design excellence by the American Society of Landscape Architects and other professional organizations.

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:	90%
b. Percentage of Total Work Attributable to Non-Government Work:	10%

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

Signature: 
Name: Donald K. McGann

Date: December 17, 2015
Title: President