



ATTACHMENT I – General Qualifications  
ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP015-00004729

STATE PROCUREMENT OFFICE  
Department of Administration  
100 North 15<sup>th</sup> Avenue, Suite 201  
Phoenix, Arizona 85007

(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:	Motley Design Group LLC
b. FIRM (OR BRANCH OFFICE) STREET:	1114 Grand Avenue
c. FIRM (OR BRANCH OFFICE) CITY:	Phoenix
d. FIRM (OR BRANCH OFFICE) STATE:	AZ
e. FIRM (OR BRANCH OFFICE) ZIP CODE:	85007
f. YEAR ESTABLISHED:	2006
(g1). OWNERSHIP - TYPE:	Limited Liability Company
(g2) OWNERSHIP - SMALL BUSINESS STATUS:	Yes (Federally certified)
h. POINT OF CONTACT NAME AND TITLE:	Robert G. Graham, Principal Architect
i. POINT OF CONTACT TELEPHONE NUMBER:	(602) 254-5599
j. POINT OF CONTACT E-MAIL ADDRESS:	rgraham@motleydesigngroup.com
k. NAME OF FIRM (If block 1a is a branch office):	





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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)
4	Commercial Building ( <i>Low Rise</i> ); Shopping Centers	1
4	Conservation and Resource Management	1
3	Dining Halls; Clubs; Restaurants	1
1	Disability / Special Needs	1
1	Elevators; Escalators; People-Movers	1
2	Garages; Vehicles Maintenance Facilities; Parking	1
23	Historical Preservation	2
8	Housing (Residential, Multi-Family; Apartments; Condominiums)	1
1	Libraries; Museums; Galleries	1
1	LEED Accredited A/E	1
6	Office Buildings; Industrial Parks	1
19	Rehabilitation ( <i>Buildings; Structures; Facilities</i> )	2
11	Roofing	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  Robert G. Graham	b. ROLE IN THIS CONTRACT Principal in Charge / Project Manager	c. YEARS EXPERIENCE	
		1. TOTAL 29	2. WITH CURRENT FIRM 8

d. LOCATION *(City and State)*  
Phoenix, Arizona

e. EDUCATION *(DEGREE AND SPECIALIZATION)*

B. Architecture, Arizona State University (1985)

f. PROFESSIONAL TRAINING - REGISTRATIONS

Architect, Arizona #22434

g. OTHER PROFESSIONAL QUALIFICATIONS *(Organizations, Awards, etc.)*

Member, American Institute of Architects - President, Grand Avenue Rail Project - Young Architect Citation/AIA Arizona  
Central City Village Planning Committee - Board Member, Phoenix Trolley Museum - AZ Heritage Preservation Award

**H. RELEVANT PROJECTS**

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
		Professional Services	Construction (if applicable)
1.	Arizona Opera Center Phoenix, Arizona	2012	2013
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Principal in Charge and Project Manager for \$3.2M project that included rehabilitation of an existing 2-story building for administration & production facilities and new "black box" theatre to be used as rehearsal and performance space. Prominent Central Avenue location in Phoenix Arts District; under contract to City of Phoenix	<input checked="" type="checkbox"/>	Check if project performed with current firm
2.	Cutler-Plotkin Jewish Heritage Center Phoenix, Arizona	2008	2010
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Principal, Project Manager, and Historical Architect for rehabilitation of the historic Temple Beth Israel as a cultural center, museum, and assembly hall. \$1.5M project size in 2 phases. Owner: Arizona Jewish Historical Society	<input checked="" type="checkbox"/>	Check if project performed with current firm
3.	David & Gladys Wright House Building Assessment Phoenix, Arizona	2012	N/A
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Principal Investigator, author and editor of a comprehensive and exhaustive evaluation of nationally-significant home designed by Frank Lloyd Wright for his son. Instrumental in attracting a buyer to save the house.	<input checked="" type="checkbox"/>	Check if project performed with current firm
4.	Eisendrath House Rehabilitation Tempe, Arizona	2010	2012
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Principal, project manager and historical architect for \$3M rehabilitation of an historic adobe home for use as museum, community center and office space for the City of Tempe.	<input type="checkbox"/>	Check if project performed with current firm
5.	Stephens DeSoto Building Rehabilitation Phoenix, Arizona	2012	2014
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Principal, project manager and historical architect for private redevelopment of an historic auto dealership. Project is designed to be LEED Certified, and is subject to NPS Tax Credit certification requirements. Significant structural repairs and reconstruction of missing features.	<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> Arizona Opera Center, Phoenix, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i> 2013

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER City of Phoenix	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$3,424,000	e. TOTAL COST OF PROJECT \$3,424,000
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

The old Walsh Brothers furniture showroom on north Central Avenue was rehabilitated and added to as the new headquarters of Arizona Opera, the state's largest and most well established opera company. Motley Design was the prime consultant.

The existing building was rehabilitated as the administrative offices and production support space, while a new Rehearsal Hall was added to the front. The two parts were executed under separate construction contracts. A portion of the second floor structure in the old building was removed to create a two-story lobby, which also is used as an alternate performance space as the "Children's Opera Theater." The building frames an outdoor plaza, and large roll-up doors on the Rehearsal Hall enable the production of performances oriented to the plaza.

Robert Graham was Principal Architect, and Roberta Graham was a project designer.

The project successfully achieved completion within a limited amount of time and under severe budgetary constraints; it is considered by the users to be the finest rehearsal facility of its kind in the country.



**PROJECT ELEMENTS:**

- Municipal on-call contract
- LEED Certified Level Design
- Performing arts and support
- New construction + Rehabilitation
- High profile site
- Transit-oriented development
- CM@Risk project delivery

**Design Contract:** \$443,974

**Construction Cost:**

Phase 1 - \$1,912,159

Phase 2 - \$1,511,825



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a. TITLE AND LOCATION <i>(City and State)</i> Cutler-Plotkin Jewish Heritage Center Phoenix, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2008	CONSTRUCTION <i>(If applicable)</i> 2010

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER Arizona Jewish Historical Society	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$1,500,000	e. TOTAL COST OF PROJECT \$1,485,000
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

The Temple Beth Israel was the first Synagogue built in Phoenix, Arizona, constructed in 1922 and expanded in 1928. The building represents one of a very few major religious buildings designed by the historic Arizona architects Lescher & Mahoney, and an excellent local example of the Romanesque Revival style. The building had narrowly escaped demolition for completion of Interstate 10 through downtown Phoenix when it was acquired by the Arizona Jewish Historical Society.

AJHS retained Motley Design Group as the architect for the new Cutler-Plotkin Jewish Heritage Center beginning in 2006. The purpose of the Heritage Center is to provide a museum interpreting the Jewish experience in Arizona, promoting understanding between ethnic groups, to provide event space for community meetings, events, and weddings, and as offices and archives for the Society. Rehabilitation, funded by grants and private donations, proceeded in three phases.

The first phase consisted of exterior rehabilitation of the Synagogue building and an adjacent historic Bungalow, and was completed in 2008 at a construction cost of \$370,000. The exterior rehabilitation included structural stabilization and underpinning of foundations; repair of stucco wall surfaces; re-roofing; exterior door and window rehabilitation, and reconstruction of the interior appearance of the Main Hall, including reconstruction of the original Bimah (stage) using photographic and physical evidence.

The second phase consisted of demolition of non-historic structures on the site and general site clearing, at a cost of \$15,000.

The third and final phase completed the rehabilitation and placed the building into service. Work included installation of all-new mechanical, electrical, plumbing, and fire sprinkler systems; site work, including site utilities, grading and drainage, landscaped plaza area, and a new parking lot using pervious paving; handicap accessibility features including sensitively-designed ramps at building entrances and a lift to the stage; full public restrooms adequate for the new assembly occupancy; and interior improvements for offices, meeting space, kitchen, and archival storage for the AJHS. Construction cost for Phase 3 was \$1,100,000.





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a. TITLE AND LOCATION <i>(City and State)</i> Carl Hayden Center for Sustainability at the Eisendrath House Tempe, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2012

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER City of Tempe	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$3,400,000	e. TOTAL COST OF PROJECT \$3,400,000
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

The Eisendrath House is a large landmark adobe home, built in 1938 by local builder/architect Robert Evans on a large natural desert parcel. The project will be a model for sustainable design and historic preservation. The building will be used for interpretive exhibits, meetings, public events, and educational presentations, and will have office space for small non-profit groups or City agencies related to historic preservation and sustainability.

Services have included preparing a Building Condition Assessment report for the property, a master plan, and construction documents. The building has suffered from deferred maintenance and is in grave condition. Leaking roofs have compromised many of the adobe walls. Structural wood beams and lintels have rotted beyond repair, which will require that some portions of the building be entirely reconstructed. Floors will be reinforced to accommodate the new office loading on the second floor. The project will also include a new detached meeting room with public restrooms, site utilities, and parking.

The building is designed to achieve LEED Gold certification. The historic swimming pool, which has been filled in, will be re-excavated, lined, and used for a cistern to store rainwater for use in landscaping. Mechanical systems will be high-efficiency variable-refrigerant-volume systems, a relatively new concept in air conditioning that will allow the building to be heated and cooled without running large ducts through the building.

**PROJECT ELEMENTS:**

- Municipal on-call contract
- LEED-Gold sustainable design
- Historic preservation
- Site rehabilitation
- Systems replacement
- New construction - public restrooms /meeting room building

**Design Contract: \$226,304**

**Construction Cost: \$3,400,000**





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a. TITLE AND LOCATION <i>(City and State)</i> C. P. Stephens DeSoto Building Rehabilitation Phoenix, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012	CONSTRUCTION <i>(If applicable)</i> 2013

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER Select Credit & Leasing, LLC	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$765,000	e. TOTAL COST OF PROJECT \$825,000
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

The DeSoto Building is one of the last four intact historic auto dealership buildings remaining in Phoenix. Constructed in 1928 for the local dealer of the Chrysler Corporation's new DeSoto brand, by the 1970s the building had fallen into disrepair. When the current owner purchased the property, the roof was near collapse, and in fact a portion of it at a corner tower had done just that.

The project to rehabilitate the DeSoto Building is focused on returning it to productive use as leased commercial retail or office space. Major elements of the rehabilitation include stabilization and repair of the bowstring roof structure; weatherization of the building envelope; restoration of the façade, including new storefronts, reconstruction of the tower, and replacement of missing cast stone decorative elements; and site work for a new parking lot/pedestrian plaza.

The project is using multiple incentives and certifications to enhance feasibility. A City preservation grant is assisting with the structural repair. The project is pursuing Federal historic preservation certification for tax credits. The rehabilitation is designed to be LEED Certified as well.

Motley Design provided an assortment of preservation planning and design services. The project began with a complete building assessment. A nomination was prepared to the National Register of Historic Places. Tax certification documentation was prepared for submission to the State Historic Preservation Office and National Park Service. Sustainability design and certification through the US Green Building Council was coordinated by the architects. The City grant process was also under Motley's responsibility, including grant writing and documentation for reimbursement.



**PROJECT ELEMENTS:**

- Private development
- LEED-Certified design
- Historic preservation
- Site rehabilitation
- Systems replacement

**Design Contract: \$137,000**

**Construction Cost: \$825,000**



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a. TITLE AND LOCATION (City and State) ACO Polymer Products Phase 2 Expansion Casa Grande, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2011	CONSTRUCTION (If applicable) 2012

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER ACO Polymer Products Inc.	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$2,783,000	e. TOTAL COST OF PROJECT \$2,921,000
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Following design and construction of the original facility by Motley principal Robert Graham under a prior company, Motley Design was retained to design an expansion of this office/industrial facility that approximately doubled its overall size and capacity.

ACO is a major international manufacture of construction products, primarily in the area of drainage structures with a European approach. This facility is the US headquarters of a German-owned company.

The project included two major facets. The first was an extension of the office space, including a large, multi-media teleconferencing and training room. The second was expansion of the production facilities themselves, making room for two new production lines and associated warehousing.

Motley was prime consultant. Robert Graham oversaw the project as Principal. Motley provided the landscape designs in-house as well.



**PROJECT ELEMENTS:**

- Private development
- Office & Industrial
- Site rehabilitation
- Landscape Design
- Major additions to existing

**Design Contract:** \$232,000

**Construction Cost:** \$2,921,000



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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.)

**Motley Design Group** is a firm of problem solvers. When you need creative solutions to your development challenges, Motley Design Group can provide practical answers. Our experience with troubled sites and older and historic buildings will make your project a success - functional, beautiful, and cost-effective. We design new buildings and rework old ones. Our emphasis is on making the best fit to the circumstances at hand, not in serving our own egos.

We are well known for our work in historic preservation planning and design, as well as our considerable experience in remodel and rehabilitation work of all types, offices, industrial and aircraft facilities, housing, parks and recreation, museums, performing arts, and projects for Native American clients.

Motley Design Group's portfolio is a balance of new construction designs and building remodel and rehabilitation. In addition to typical architectural design services, we have a wealth of experience in planning studies including building condition assessments, site master planning, and feasibility studies.

**New Construction**

The Motley Design team has experience in a wide range of new construction projects. With a combined 90 years of experience in varied aspects of architectural practice, we have particular expertise in:

- Industrial manufacturing
- Aviation - hangar/FBO
- Commercial office
- Tenant improvements
- Retail centers
- Museums
- Performing arts
- Community centers

**Rehabilitation**

Few architectural firms in the Valley possess our level of experience working within the limitations of existing conditions. The design of additions to existing buildings that are compatible, weather tight, and cost effective is an architectural sub-specialty that is an art unto itself. Key to our successful approach is to gain as complete and understanding of existing conditions as possible, and then work with them rather than against them.

**Historic Preservation**

In Arizona's historic preservation field, Motley Design Group is unexcelled. Robert Graham, AIA, is a regionally recognized historic preservation expert who has made a personal commitment to preservation of Arizona's historic buildings. His individual devotion to historic preservation is an integral part of Motley Design Group's philosophy and principles. Our team has as much experience in historic preservation restoration and rehabilitation design as any other in the state.

**Preservation Planning**

Most historic preservation projects start with a study of one type or another. We have broad experience in the study of existing buildings and historic districts, the application of the Secretary of the Interior's Standards, and the exacting identification and documentation requirements of the National Park Service. Many firms claim "historic preservation" experience, but few have the depth of understanding of the historic preservation process necessary to negotiate the various standards and regulations that may apply.



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- Historic Resource Surveys
- National Register Nominations
- Preservation Master Plans
- Building Analysis Reports
- HABS/HAER Documentation

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:	60%
b.	Percentage of Total Work Attributable to Non-Government Work:	40%

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

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_