

	<h1>Offer and Acceptance</h1>		<b>State of Arizona</b> <b>State Procurement Office</b> 100 N. 15 <sup>th</sup> Ave. Suite 201 Phoenix, AZ 85007		
	SOLICITATION NO.: ADSP016-00005912 Request for Qualifications: 2016 Annual Professional Services List		PAGE 1		
Offeror: Motley Design Group LLC		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.

Motley Design Group LLC  
 Company Name  
1114 Grand Avenue  
 Address  
Phoenix, AZ 85007  
 City State Zip  
rgraham@motleydesigngroup.com  
 Contact Email Address

  
 Signature of Person Authorized to Sign Offer  
Robert G. Graham  
 Printed Name  
Principal Architect/Member  
 Title  
 Phone: (602) 254-5599  
 Fax: \_\_\_\_\_

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

- The submission of the Offer did not involve collusion or other anticompetitive practices.
- 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.
- 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.
- The Offeror certifies that the above referenced organization    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:  
ADSP016-00005912

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 (Disregarded entity)
(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):	





**ATTACHMENT I – General Qualifications**

**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912**

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

**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	Commercial Building ( <i>Low Rise</i> ); Shopping Centers	1
6	Dining Halls; Clubs; Restaurants	1
1	Design & Planning Structured Parking Facilities	1
1	Disability / Special Needs	1
1	Garages; Vehicles Maintenance Facilities; Parking	1
23	Historical Preservation	2
10	Housing (Residential, Multi-Family; Apartments; Condominiums)	1
1	Industrial Buildings; Manufacturing Plants	1
1	Museums	1
3	Office Buildings; Industrial Parks	1
7	Rehabilitation ( <i>Buildings; Structures; Facilities</i> )	2

**PROFESSIONAL SERVICES REVENUE INDEX NUMBER**

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



**ATTACHMENT I – General Qualifications**

**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912**

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

**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 30	2. WITH CURRENT FIRM 9

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	<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 checked="" type="checkbox"/>	Check if project performed with current firm
5.	Stephens DeSoto Building Rehabilitation/Central Market Phoenix, Arizona	2012	2014-15
	(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 as restaurant oriented public market. 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



**ATTACHMENT I – General Qualifications**

**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912**

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

**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
-------------------------------------	---	---

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



**ATTACHMENT I – General Qualifications**

**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912**

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

**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> 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
---	---	---

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.





**ATTACHMENT I – General Qualifications**

**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912**

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

**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> Carl Hayden Center for Sustainability at the Eisendrath House Tempe, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i> 2012, 2015

**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 \$4,200,000
-----------------------------------	---	---

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: \$4,200,000**





**ATTACHMENT I – General Qualifications**

**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912**

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

**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> C. P. Stephens DeSoto Building Rehabilitation/DeSoto Central Market Phoenix, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2012-14	CONSTRUCTION <i>(If applicable)</i> 2013-15

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER KenCo LLC/DeSoto Market LLC	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$2,400,000	e. TOTAL COST OF PROJECT \$2,400,000
---	---	---

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 shell was focused on returning it to productive use as leased commercial space. Major elements of the shell rehabilitation included 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 used multiple incentives and certifications to enhance feasibility. A City preservation grant assisted with the structural repair. The project is pursuing Federal historic preservation certification for tax credits. Motley Design provided an assortment of preservation planning and design services, including a complete building assessment National Register of Historic Places nomination, tax certification documentation, LEED coordination, and grant writing.

Following completion of the shell, a tenant was acquired who hired the Motley team to design the DeSoto Central market, a concept that includes multiple restaurant kitchens and food vendors under one roof. The venue has become one of the most popular eat-meet-and-greet locations in the downtown Phoenix area.



**PROJECT ELEMENTS:**

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



ATTACHMENT I – General Qualifications

ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912

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

**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> ACO Polymer Products Phase 2 Expansion Casa Grande, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2011	CONSTRUCTION <i>(If applicable)</i> 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
---	---	---

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

g.



ATTACHMENT I – General Qualifications

ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
ADSP016-00005912

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

6. ADDITIONAL INFORMATION

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

Please see attachment on following pages.

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

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

Signature:

Date: 12/18/2015

Name: Robert G. Graham

Title: Principal Architect/Member

# Firm's Capabilities



Design Group, LLC

Architecture - Historic Preservation - Planning - Landscape Design

**Motley Design Group** is a firm of problem solvers. When the success of a project hinges on a creative solution to difficult circumstances, our team provides practical answers. Our ability to work with troubled sites and older and historic buildings can help to bring new life to tired properties and sustainability to our urban environment.

We are best known for our work in adaptive use and historic preservation planning and design, but also offer considerable expertise in museums, low-income housing, parks and recreational facilities, "green" building technologies, urban infill, offices, and industrial and aircraft facilities.

Our firm is based in Phoenix, Arizona, offering architectural design services in Arizona, and Texas, and historic preservation planning throughout the Southwest. We work on buildings both modern and historic. MDG currently carries a staff of five, led by Principal Architect Robert Graham, AIA. Our staff includes two registered architects, each with over 20 years' experience, and two experienced architectural designers.

## Services

Our team is capable of a wide variety of projects. We have particular experience in the following areas :

- Architectural Design:
  - \* Adaptive Reuse/Remodel
  - \* Airplane Hangars
  - \* Rest rooms
  - \* Offices
  - \* Museums
  - \* Kitchens
  - \* Libraries
  - \* Multipurpose Rooms
  - \* Re-roofing
- Construction Administration & Inspection
- Programming/Master Planning
- Interior Space Planning
- Facilities & Needs Assessments
- ADA Consulting
- LEED Services

## Expertise

### Remodel, Adaptive Reuse, and Building Additions

Remodel work is Motley's bread-and-butter. Few other architectural firms in the Valley possess our 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. MDG's personnel have a great deal of experience in projects such as these, and Robert Graham's personal experience in this field is particularly notable. As a historic preservation specialist, his experience over the last 25 years has focused in great part on renovations and additions to existing buildings. Key to our successful approach is to gain as complete an understanding of the existing conditions as possible, and then work with them rather than against them.

### Historic Preservation

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 the capability to provide historic preservation planning and design for virtually any size project. Types of historic

preservation services we offer include:

- Historic Resource Surveys
- Preservation Master Planning
- Building Analysis Reports
- Rehabilitation Design
- National Register Nomination
- Rehabilitation Tax Credit Application
- Restoration Design
- HABS/HAER Documentation

### **Industrial, Maintenance, and Aviation Facilities**

Over the last ten years Motley Design Group's team has acquired experience in heavier types of construction such as industrial plants, aircraft hangars, and maintenance yards. These buildings often use pre-engineered metal buildings or heavy tilt-up construction as the most cost effective answer to the needs of the project.

### **Museums**

Motley Design regularly consults with Museums around Arizona as a part of the Conservation Assessment Program (CAP). This program teams an architect with a collections conservator to provide recommendations for preserving both the buildings and the collections within. Motley also has design experience in this area, having recently completed the Cutler Plotkin Jewish Heritage Center, which includes a historical museum. Past projects of Mr. Graham's have included several house museums including Riordan Mansion in Flagstaff and Manistee Ranch in Glendale.

### **Facilities Assessment**

As an outgrowth of our extensive experience in adaptive re-use, historic preservation, and code "troubleshooting", we have prepared comprehensive assessments for a large number of buildings. Examples include the Orpheum Theater, the Downtown Phoenix Post Office, Temple Beth Israel, and the Snowflake Stake Academy building. Robert Graham has prepared over three dozen building assessment reports.

### **Roof Maintenance and Replacement**

Roofing evaluation, repair, and/or replacement is a highly technical sub-specialty in architectural practice. The practitioner must be conversant in an increasing number of roofing types, complexities of the building code, and forensic methods in tracing down failures. We are proud to offer our expertise in this area, having been involved in many projects that either included reroofing as a part of a larger development or in projects where the roof itself was the major concern.

### **Sustainable Design**

Motley Design Group has a commitment to sustainable design and has two LEED-APs on staff. We are the designers of what will probably be the first LEED certified historic preservation project in Arizona, the Carl Hayden Center for Sustainability at the Eisendrath House in Tempe.

### **CAD Resources**

MDG is among a small number of Arizona architects using Graphisoft ArchiCad as their primary design software. ArchiCad is one of the first software packages to be oriented around the Building Information Modeling (BIM) philosophy. ArchiCad offers capabilities in 3-D modeling, digital rendering, animated fly-throughs and virtual reality images as well as full construction drawing production functionality and the advantages of project management and design using BIM. ArchiCad is fully compatible with Autocad DWG, DXF, and DWF file formats through export filters. MDG currently has five operational CAD computer stations with these capabilities. In addition to automation of design and drawing production, MDG has

automated capabilities for generating written specifications. For this purpose MDG uses SpecLink software, which is a professional master specification package that is updated quarterly to keep up with changes in construction technology and standards.

## Representative Projects / Experience Matrix

The following project examples illustrate our experience in the various areas indicated by this matrix.

	Snowflake-Taylor Library	Eisendrath House Rehab	Orpheum Theatre Study	Salome Community Center	Phoenix Post Office T.I.	Ellis Shackelford House	22 E. Jackson St. Rehab	Cutler Plotkin Jewish Center	Silver king Hotel Rehab	Aim National Lease	Cutter El Paso FBO	Cutter Aviation Hangars	ACO Polymer Products	La Paz County Public Works	Fairmont Business Park
Master plans/programming	•	•	•	•	•	•	•	•			•	•	•	•	•
Needs & facility assessments	•	•	•		•	•		•							
Accessibility/ADA issues	•	•	•		•	•	•	•	•		•				
LEED/Sustainability issues		•				•	•								
Interior space planning	•			•	•		•	•	•	•	•	•	•	•	•
Design: Roof repairs & replacements		•				•	•	•	•						
Design: Museum Remodels		•						•							
Design: Aviation											•	•			
Design: Office TI		•		•	•		•	•	•	•	•	•	•	•	•
Design: Libraries	•														
Design: Multipurpose rooms	•	•		•		•	•	•			•		•		
Design: Food/beverage areas, kitchens	•	•		•		•	•	•			•				
Design: Restrooms	•	•		•	•		•	•	•		•	•	•		
Design: Retail space									•		•				
Design: Storage buildings													•	•	•
Design: Industrial/Vehicular										•			•	•	
Design: Theater remodels			•					•							
Construction Administration	•			•	•		•	•	•	•	•	•	•	•	•

**Snowflake-Taylor Public Library Remodel**

Master planning and schematic design for interior space plan and adaptive reuse of historic school building as public library. Interior construction projects for new elevator and shaft, and new public restrooms. Complete retrofit of high efficiency mechanical systems included.

**Role:** Prime Consultant  
**Cost:** \$200,000  
**Dates:** 1/1/10 - 1/12/11  
**Owner:** Town of Snowflake  
**Contact:** Cathie McDowell, Librarian, (928) 536-7103

**Eisendrath House Rehabilitation**

Rehabilitation of adobe mansion as the Carl Hayden Center for Sustainability. Uses include museum exhibits, public meeting rooms and rest rooms, offices, and catering facilities. The project is planned to be LEED certified at the Gold level.

**Role:** Prime Consultant  
**Cost:** \$3,200,000  
**Dates:** 2006 - 12/2011  
**Owner:** City of Tempe  
**Contact:** Mark Vinson, Cty. Arch. (480) 350-8367  
**Contact:** Ken Halloran, P.M., (480) 350-8476

**Orpheum Theatre Study**

Comprehensive analysis, planning for a future rehabilitation program. Mr. Graham's work on the project was conducted both under Metropolis Design Group and Motley Design Group. Architectural and historic features, theatrical systems, MP&E systems, structure, and safety were evaluated.

**Role:** Prime Consultant  
**Cost:** \$N/A  
**Dates:** 2/2006 - 9/2008  
**Owner:** City of Phoenix  
**Contact:** Luis Ruiz, Manager, (602) 534-9575  
**Contact:** Larry Kraft, (602) 534-1393

**Salome Community Center**

New center in a relatively remote location with a very restrictive budget. A pre-engineered metal building was customized to provide space for multi-purpose rooms, classrooms, offices, and commercial kitchen.

**Role:** Prime Consultant  
**Cost:** \$250,000  
**Dates:** 12/2006 - 11/2008  
**Owner:** La Paz County  
**Contact:** Dan Barbara, Grants (928) 669-2247  
**Contact:** Donna Hale, Cty. Mgr. (928) 669-6115

**Downtown Phoenix Post Office T.I.**

Comprehensive building assessment followed by tenant improvements to reduce the US Postal Service space within the building. Working closely with ASU and the building management, planned for future upgrades to HVAC systems as well as long term capital needs.

**Role:** Prime Consultant  
**Cost:** \$700,000  
**Dates:** 2/09 - 1/10  
**Owner:** City of Phoenix  
**Contact:** Steve Bunyard, PM, (602) 256-4375  
**Contact:** Barbara Stocklin, (602) 262-7468

**Ellis Shackelford House Rehabilitation**

Comprehensive building assessment and design for building rehabilitation. Major issues include resolving building code life safety items and ADA access as well as prioritizing restoration and rehabilitation items within a limited budget. Master planned the site for future development for public use.

**Role:** Prime Consultant  
**Cost:** \$700,000  
**Dates:** 3/08 - present  
**Owner:** City of Phoenix  
**Contact:** Barbara Stocklin, (602) 262-7468  
**Contact:** Mary Sheedy, PM

**Cutler Plotkin Jewish Heritage Center**

Rehabilitation of the 1922-8 Temple Beth Israel for museum and community center. Parts of the interior were reconstructed from historical photographs, and other areas were adaptively used for exhibit galleries, meeting space, offices, and serving kitchen.

**Role:** Prime Consultant  
**Cost:** \$1,500,000  
**Dates:** 1/1/10 - 1/12/11  
**Owner:** Arizona Jewish Historical Society  
**Contact:** Larry Bell, Exec. Dir., (602) 241-7870  
**Contact:** Stu Siefer, Bldg. Comm., (480) 966-0812



### 22 E. Jackson Street Rehabilitation

Rehabilitation of historic warehouse building for commercial offices. Sustainable practices were a consideration. The structure was modified to achieve a mezzanine level in the center of the building, increasing the square footage without enlarging the envelope.

**Role:** Prime Consultant  
**Cost:** \$1,200,000  
**Dates:** 4/08 - 11/09  
**Owner:** Dudley Ventures  
**Contact:** Jim Howard, President, (602) 468-9400  
**Contact:** Bob Nathan, PM, (323) 766-0800



### Silver King Hotel Rehabilitation

Rehabilitation of 19th century hotel for modern use as offices and retail space. The entire second floor porch was reconstructed from historical photographs. New HVAC and electrical systems were installed throughout, and a new accessible LULA lift was installed to provide access to the second floor.

**Role:** Prime Consultant  
**Cost:** \$650,000  
**Dates:** 2/09  
**Owner:** Town of Florence  
**Contact:** Himanshu Patel, Mgr. (520)-868-7500  
**Contact:** Jess Knudsen, Asst., (520) 868-7541



### CNRP Historic Home Rehabilitations

Motley Design Group provided full design services for noise reduction upgrades to nine historic and one modern home as a part of the Aviation Department's RSMS/CNRP program.

**Role:** Consultant to CSDA Architects  
**Cost:** \$466,000  
**Dates:** 3/08 - 3/09  
**Owner:** City of Phoenix Aviation Dept.  
**Contact:** Trina Harrison, COP, (602) 273-2027  
**Contact:** Ellen Pierce CSDA, (602) 258-3515



### Sachs-Webster House Stab. & Re-Roof

Building assessment and stabilization design for 1910 era farmhouse. Design work encompassed structural stabilization of the roof framing and re-roofing.

**Role:** Prime Consultant  
**Cost:** N/A  
**Dates:** 1/1/10 - 1/12/11  
**Owner:** City of Phoenix  
**Contact:** Barbara Stocklin, (602) 262-7468  
**Contact:** Jarod Rogers, L.A. / PM, (602) 534-1089



### 816-24 N. 2nd Ave. Assessment & Plan

Updated condition assessment and master planning for multiple development scenarios involving a pair of 1910 era homes in downtown Phoenix. Work included field measurement, site planning, and cost estimating.

**Role:** Prime Consultant  
**Cost:** \$200,000  
**Dates:** 1/1/10 - 1/12/11  
**Owner:** City of Phoenix  
**Contact:** Barbara Stocklin, (602) 262-7468  
**Contact:** Elizabeth Wilson, (602) 262-6883



### Knife House Assessment & Fire Update

Following completion of a building assessment for a private client, Motley was hired by the City of Phoenix to update the assessment following a catastrophic fire that destroyed most of the building's second floor and roof.

**Role:** Prime Consultant  
**Cost:** N/A  
**Dates:** 8/2010  
**Owner:** City of Phoenix  
**Contact:** Barbara Stocklin, (602) 262-7468  
**Contact:** Reid Butler, (602) 315-5031



### 1114 Grand Rehabilitation

Rehabilitation of a 1957 auto repair garage for professional office use. Motley is a part owner of this project and acted as developer as well as architect.

**Role:** Prime Consultant & Owner  
**Cost:** \$500,000  
**Dates:** 1/2008-9/2008  
**Owner:** 1120 Grand LLC  
**Contact:** Karl Obergh, (602) 263-1177 x105  
**Contact:** Bob Graham, (602) 254-5599



# Philosophy & Approach

**Motley Design Group** is devoted to providing our clients with cost effective, trouble-free, and realistic design services tailored to the needs of each individual project.

## Doing More With Less

In our designs we endeavor to make every element worth its cost. We hate waste and adore clean, elegant solutions. Wherever possible, we try to make each feature contribute to the design in multiple ways. The following examples are from our own office development.

**Example: Facade Metalwork.** This project is in a transitional neighborhood with some security challenges. As an office use, there is a need to open up the facade to allow light and views. At the same time, we did not want the need for security to result in a defensive appearance with “bars on the windows.” The previous owner left a stockpile of steel plate on site that were available to be used at no cost. We detailed a sweeping form on the facade that did four things at once: (1) secure the smaller windows from entry (the large window has a roll-down door behind it); (2) make use of salvaged material; (3) provide some shading for the windows; and (4) create an eye-catching design statement for the overall building.



**Example: Reception Desk and Bench.** Very limited funds were available for furnishings. A used office desk was acquired for use as the reception station, but it looked cheap and out of place. For less than \$100 in supplies, the desk was wrapped in new materials that reinforced the overall design statement for the building while using the inexpensive (but functional) desk as the base. The bench was originally designed to use a finished glue-laminated beam; however, that was not found to be affordable. For about \$70 in materials the bench seat was fabricated from screwed and glued 2x4 studs, which not only served the purpose but became a decorative accent for the lobby as well.



## Our Design Process

Our process is structured and orderly. We believe that the keys to a successful project lie in clear and open communications and in taking the time to come to a complete understanding of the owner’s needs and the constraints and opportunities presented. A major goal of our process is to reduce or eliminate unpleasant “surprises” that can be pitfalls for any project. Elements of our process include:

- \* Creation of a realistic time schedule for project completion, with milestone dates
- \* Written documentation of all significant communications, including meetings, telephone conversations, and correspondence

- \* For remodel and renovation projects, we conduct field investigation and documentation of existing conditions to the extent reasonable to reduce unforeseen conditions to a minimum
- \* Early identification of the key hurdles to be overcome, and a plan to address each challenge
- \* Involvement of the client as an integral member of the design team
- \* Selection of sub-consultants who have the right qualifications and experience for the job

## Problem Solving

We believe that the best way to solve problems is to avoid them in the first place. That is why the emphasis of our design process, as outlined above, is on clear communications and early identification of potential problems. However, on any project there is the potential, in spite of all efforts to avoid them, of unforeseen problems arising.

- \* A quick response is often essential to prevent a small problem from becoming a large one; therefore we direct resources against a problem as soon as it is discovered.
- \* A collaborative approach to problem solving is usually the most successful. We involve as many people in the design team as possible to resolving an issue. Clear communications with the client remain an important aspect of this.

# Staff Qualifications

**Robert Graham, AIA, LEED-AP**  
Principal Architect



**Education:** Arizona State University; Bachelor of Architecture, 1985

**Registration:** Registered Architect - Arizona - 1988 #22434  
Registered Architect - Texas - 2002 #17989  
NCARB Certification #41586

## **Experience:**

Robert Graham is principal in charge of all architectural projects within Motley Design Group. He often also acts as project manager for these projects. Mr. Graham has 30 years of experience in architectural design, planning, and historic preservation, with an emphasis on architectural technology, building codes, and renovation of existing structures. He has experience in a wide variety of building types, including residential, public/governmental, commercial office, parks and recreation, and education.

The focus of Mr. Graham's past work has been on natural and cultural resource-related design and planning. Historic preservation, interpretive design, and both urban and rural parks have been his main interests as an architect. He prides himself on his projects' successful integration of new buildings or features with their natural and historic contexts.

Mr. Graham is recognized as a leader in the historic preservation field in Arizona. In his preservation work, Mr. Graham has become familiar with a wide variety of archaic and unusual construction materials and techniques. He is well versed in the proper methods for repair and restoration of wood, brick, adobe, concrete, and a wide variety of other materials. He is an expert at the application of modern building codes to historic structures, designing necessary modifications to achieve safety and comply with the code while preserving the important, character-defining elements essential to the historic integrity of the building. In the field of historic preservation planning, Mr. Graham has completed numerous historic building analysis reports, historic district surveys, National Register nominations, and preservation master plans. He is listed as an approved historic building assessor with Heritage Preservation.

His expertise in renovation and rehabilitation of existing structures carries over into modern structures as well. He has experience in dealing with the difficult technical issues posed by deteriorating and code-violating buildings. Particular areas of ability include the Americans with Disabilities Act (ADA), reroofing, and energy efficiency upgrades.

In addition to his preservation-related talents, Mr. Graham has to his credit a wide range of new construction projects. Particular areas of experience include maintenance and industrial buildings, projects involving the integration of pre-engineered metal structures, park facilities, urban infill development, low-income housing, and interior office improvements.

Mr. Graham has been honored for both his volunteer activities as well as his design work in historic preservation in 1999 with the Arizona Heritage Preservation Award in the Individual category. He was also awarded the President's Award from the Arizona Preservation Foundation and the first-ever Young Architect Citation from the Arizona Division of the American Institute of Architects. He is a past board member of the Arizona Preservation Foundation, Arizona's only statewide nonprofit preservation organization, and served two terms as the group's President. He currently serves as a member of the City of Phoenix's Central City Village Planning Committee.

Mr. Graham was principal architect and project manager of all of the projects represented in this statement of qualifications, except those assigned to Scott Neiss (see below); managing the project, providing architectural design, directing production of construction documents, and administering the construction contracts. Additional project experience as Principal and Project Architect under his prior firm, Metropolis Design Group, includes:

**AIM National Lease Truck Maint. Facility**

This facility serves as Aim National Lease's east phoenix operations center for maintenance of their rental truck fleet. The building has three pull-through truck bays, wash area, offices, and fueling facilities. Services were provided for schematic design through construction administration.

**Role:** Principal Architect  
**Cost:** \$700,000  
**Dates:** 2003-4  
**Owner:** Jerry Ivy  
**Contact:** Jerry Ivy, (650) 967-3085  
**Contact:** Tim Smith (Contractor), (480) 947-1515

**Cutter Aviation El Paso FBO**

Project included a storage hangar of approx. 20,000 s.f. floor area and 8,000 square feet of offices and public facilities for airport Fixed Base Operation. Services were provided for schematic design through construction administration.

**Role:** Principal Architect  
**Cost:** \$1,700,000  
**Dates:** 2004-2006  
**Owner:** Cutter Aviation  
**Contact:** Will Cutter, President (602) 273-1237  
**Contact:** Steve Prieser, V.P. (602) 267-4033

**ACO Polymer Products**

Project included a production area of approx. 17,000 s.f. floor area, 17,000 square feet of warehouse space, and 10,000 square feet of offices in a shell of steel and tilt-up concrete construction. Services were provided for schematic design through construction administration.

**Role:** Principal Architect  
**Cost:** \$3,000,000  
**Dates:** 2005-2007  
**Owner:** Aco Polymer Products  
**Contact:** Derek Humphries, pres. (520) 421-9988  
**Contact:** Brian Parent, Manager (520) 421-9988

**La Paz County Public Works Facility**

New facility consisting of 20,000 sf pre-engineered metal building for public works maintenance shop and 7,000 s.f. offices of masonry construction. Site work included storage yards, parking, and fueling facility. Services from schematic design through construction administration.

**Role:** Principal Architect  
**Cost:** \$2,000,000  
**Dates:** 2005-6  
**Owner:** La Paz County  
**Contact:** Donna Hale, County Manager (928) 669-6115

**Fairmont Business Park**

Group of five individual office/warehouse/manufacturing buildings of modern design. (This project was sold to another owner before construction began.) The buildings are of typical masonry construction with wooden roof systems.

**Role:** Principal Architect  
**Cost:** \$2,800,000  
**Dates:** 2005-6  
**Owner:** Jerry Ivy  
**Contact:** Jerry Ivy, (650) 967-3085  
**Contact:** Stein Koss, R.E. Agent (602) 912-3520

**Otto Industries Eloy Facility**

New facility consisting of 20,000 sf pre-engineered metal building for plastic injection molding manufacturing. Site work included storage yards, parking, and loading dock. Services from schematic design through construction administration.

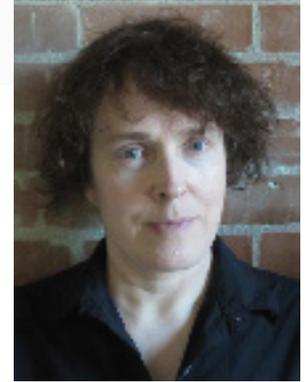
**Role:** Principal Architect  
**Cost:** \$2,000,000  
**Dates:** 2001-2  
**Owner:** Otto Industries  
**Contact:** Brandon Beaver, Mgr. (800) 227-5885  
**Contact:** Tim Smith, Contr. (480) 947-1515

**Riordan Mansion Rehabilitation**

The entire exterior envelope of this architecturally significant house was restored. Significant work to repair log siding and chinking, original exterior colors, doors and windows, roofing and shingle siding.

**Role:** Project Manager, Historical Architect  
**Cost:** Approx. \$250,000  
**Dates:** 1999-2000  
**Owner:** Arizona State Parks  
**Contact:** Margy Parisella, (602) 542-6946  
**Contact:** Paul Govino, (602) 542-4174





**Education:** Arizona State University; BS Design, 1984  
University of Arizona, MS Planning, 1990

**Experience:**

Roberta Graham has experience in site planning, landscape design, architectural design, and office management. She has worked for architectural firms for the last eleven years. She now serves as principal office manager for Motley Design group.

A principal area of interest in Ms. Graham's work is site planning and landscape design for both residential and commercial projects. She has completed landscape designs for projects ranging from historic homes to industrial projects, comprising areas of up to 5 acres. Roberta has participated in design and construction documentation for many architectural projects as well, including historic home additions/remodels, State Park projects, tenant improvements, and commercial rehabilitations.

In the area of historic preservation planning, Ms. Graham has been a key participant in many historic district surveys and National Register nominations. She has organized and produced historic property inventories for districts that encompass as much as several hundred homes, in Phoenix, Tucson, Albuquerque, and small rural towns around Arizona. She has also produced the mapping and graphics for many of these projects.

Ms. Graham also is responsible for day-to-day administration of the firm.

Project Examples, see details under Firm Qualifications or Robert Graham personal experience:

Landscape Design: Otto Industries, Eloy Facility  
ACO Polymer Products, Casa Grande  
|

Architectural Design: Riordan Mansion State Park, Meeting Room Addition, Flagstaff  
Riordan Mansion State Park Re-Roofing & Re-Siding, Flagstaff  
Snowflake-Taylor Public Library Remodel  
Eisendrath House Rehabilitation  
Cutler-Plotkin Jewish Heritage Center  
22 E. Jackson St. Rehabilitation  
1114 Grand Rehabilitation