



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
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Offeror: Redtree Consulting

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.

Redtree Consulting

Company Name

7845 Redfield Rd., Ste. 100

Address

Scottsdale

AZ

85260

City

State

Zip

Signature of Person Authorized to Sign Offer

Michael L. Crow

Printed Name

Managing Partner

Title

Phone: 602-989-2433

Fax: _____

mcrow@redtreeco.com

Contact Email Address

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 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

20

16

Procurement Officer



ATTACHMENT I – General Qualifications
ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:
ADSP016-00005912

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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:	Red Tree Consulting, LLC
b.	FIRM (OR BRANCH OFFICE) STREET:	7845 E. Redfield Road Ste. 100
c.	FIRM (OR BRANCH OFFICE) CITY:	Scottsdale
d.	FIRM (OR BRANCH OFFICE) STATE:	Arizona
e.	FIRM (OR BRANCH OFFICE) ZIP CODE:	85260
f.	YEAR ESTABLISHED:	2010
(g1).	OWNERSHIP - TYPE:	LLC
(g2)	OWNERSHIP - SMALL BUSINESS STATUS:	Small Business – 11 Employees
h.	POINT OF CONTACT NAME AND TITLE:	Michael L. Crow, Managing Partner
i.	POINT OF CONTACT TELEPHONE NUMBER:	602.424.3468
j.	POINT OF CONTACT E-MAIL ADDRESS:	mcrow@redtreeco.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)
2	Acoustics, Noise Abatement	1
2	Auditoriums and Theatres	1
3	Commercial Buildings, Shopping Centers	1
1	Construction Management	1
10	Cost Estimating, Cost Engineering and Analysis, Parametric Costing	1
5	Design-Build-Preparation of Requests for Proposals	2
2	Dining Hall, Clubs, Restaurants	1
9	Educations Facilities, Classrooms	1
2	Fire Protection	1
7	Heating, Ventilating, Air Conditioning	2
13	Hotels, Motels	2
1	Housing (residential, Multi-Family, Apartments, Condominiums)	1
2	Lighting (Interior, Display, Theater, etc.)	1
2	Lighting (Exterior, Streets, Memorials, Athletic Fields, etc.)	1
8	Plumbing and Piping Design	2
6	Refrigeration Plants/Systems	2
8	Rehabilitation (Buildings, Structures, Facilities)	1
16	Roof Infrared Imaging to Identify Water Leaks	1
16	Roofing	1
1	Safety Engineering, Accident Studies, OSHA Studies	1
7	Specifications Writing	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 Michael L. Crow	b. ROLE IN THIS CONTRACT Managing Partner	c. YEARS EXPERIENCE	
		1. TOTAL 25	2. WITH CURRENT FIRM 5

d. LOCATION *(City and State)* 7845 E. Red field Road Ste. 100 Scottsdale, Arizona 85260

e. EDUCATION *(DEGREE AND SPECIALIZATION)*
Bachelor of Science Construction Engineering - ASU, 1999

f. PROFESSIONAL TRAINING - REGISTRATIONS

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

Member: American Industrial Hygiene Association

Licenses/Certificates: Building Products University (Roofing), EPA AHERA Asbestos Contractor Supervisor, US EPA Lead Risk Assessor, US EPA Lead Project Designer, Microbial Investigator / Consultant, MSHA I, EPA AHERA Asbestos Building Inspector, EPA AHERA Asbestos Management Planner, US EPA Lead Supervisor, Council Certified Microbial Consultant(CCMC) OSHA 40 Hr., MSHA II.

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> Copper Canyon High School (Glendale, AZ)	(2) YEAR COMPLETED - 2015
		Professional Services Design, Specs, Admin
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Roof Rehabilitation Project – Approx. 164,000SF Overlay Built Up roofs with new Single-Ply system. Provide roof architectural design drawings and construction specifications. Provide construction administration services. \$ 25,000.00	<input checked="" type="checkbox"/> Check if project performed with current firm
2.	(1) TITLE AND LOCATION <i>(City and State)</i> Burlington Marriott (Boston, Massachusetts)	(2) YEAR COMPLETED - 2015
		Professional Services Forensics, Design, Specs, Admin
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Construction Forensics Investigation on exterior façade – Investigation into as built conditions of the building envelope and draft report of observations. Draft construction repair drawings, specifications and provide preliminary budgeting. Provide Construction Administration services. \$ 32,000.00	<input checked="" type="checkbox"/> Check if project performed with current firm
3.	(1) TITLE AND LOCATION <i>(City and State)</i> DoubleTree Weatherproofing (Orlando, Florida)	(2) YEAR COMPLETED - 2015
		Professional Services Forensics, Design, Specs, Admin
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Perform investigation of existing building envelope conditions. Draft and provide construction drawings and specifications for weatherproofing project. Provide Construction Administration services for project. \$ 22,000.00	<input checked="" type="checkbox"/> Check if project performed with current firm
4.	(1) TITLE AND LOCATION <i>(City and State)</i> Houston Marriott Westchase (Houston, Texas)	(2) YEAR COMPLETED - 2015
		Professional Services Forensics, Design, Specs, Admin
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Investigate nuisance noise inside guestrooms and draft preliminary observation report. Draft construction drawings and specifications for proposed sound attenuation repair project. \$ 7,500.00	<input checked="" type="checkbox"/> Check if project performed with current firm
5.	(1) TITLE AND LOCATION <i>(City and State)</i> CIGNA Medical Group (Mesa, Arizona)	(2) YEAR COMPLETED - 2015
		Professional Services Design, Specs, Admin
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE ADA Investigation for code compliance in medical facility. Provide construction drawings and specifications to bring facility to code. Provide Construction Administration. \$ 17,000.00	<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 Todd A Budzik	b. ROLE IN THIS CONTRACT Mechanical Engineer	c. YEARS EXPERIENCE	
		1. TOTAL 25	2. WITH CURRENT FIRM 5
d. LOCATION <i>(City and State)</i> 7845 E. Redfield Road Ste. 100 Scottsdale, Arizona 85260			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Bachelor of Science in Mechanical Engineering – CSPU 1999		f. PROFESSIONAL TRAINING – REGISTRATIONS Arizona & California <i>Professional Engineer, National Council of Examiners of Engineering and Surveying, Mechanical Engineering Principles and Practice Examination, 1994</i>	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> General Engineering Contractor Responsible Qualifying Party: Arizona, A-; Utah, E-100; Nevada, Classification A.			

H. RELEVANT PROJECTS

	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED - 2015	
		Professional Services Design, Specs, Admin	Construction (if applicable)
1.	Houston Marriott Westchase (Houston, Texas)	<input checked="" type="checkbox"/>	Check if project performed with current firm
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Provide design, construction drawings and specifications to change out key components of the central plant for energy efficiency. Provide design, construction drawings and specifications to convert guestrooms controls to digital interface including PMS integrations. \$ 103,000.00		
2.	Crane Middle School (Yuma, Arizona)	<input checked="" type="checkbox"/>	Check if project performed with current firm
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Design sewer line rehabilitation utilizing cure in place pipe. Provide construction drawings and specifications for contractor solicitation. Provide Construction Administration. \$15,000.00		
3.	Mobile Marriott (Mobile, Alabama)	<input checked="" type="checkbox"/>	Check if project performed with current firm
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Engineer Forensics Investigation into HVAC – Investigation into as built conditions of the building then draft report of observations. Draft construction repair drawing, specifications and provide preliminary budgeting. \$15,500.00		
4.	Westin Las Vegas	<input checked="" type="checkbox"/>	Check if project performed with current firm
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Provide construction drawings, specifications and construction administration services for chiller replacement. \$ 52,000.00		
5.	Taylor Elementary (Snowflake, Arizona)	<input checked="" type="checkbox"/>	Check if project performed with current firm
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Provide construction drawings, specifications and construction administration services to install new water lines at four school buildings. \$ 9,000.00		



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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 (City and State) Daytona Hilton (Daytona, Florida)	b. YEAR COMPLETED – 2014 / 2015	
	PROFESSIONAL SERVICES Forensics, Design, Specs, Admin	CONSTRUCTION (If applicable)

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Pyramid Hotel Group	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 75,000.00	e. TOTAL COST OF PROJECT \$ 64,000.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Completed building envelope forensics inspection of all structures (including all associated roof systems) on the property and drafted analytical report, which included field observations, recommended repairs and associated preliminary cost budgeting. After owner review of report, drafted construction drawings and specifications by CSI format for contractor solicitation. Reviewed contractor bids and assisted in contractor selection with owner. Completed construction administration services during the course of the repair project. The project started in 2014 and ended in 2015.

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.)

b. TITLE AND LOCATION (City and State) CBRE (Multiple Locations throughout Arizona)	b. YEAR COMPLETED – 2014 / 2015	
	PROFESSIONAL SERVICES Forensics, Design, Specs, Admin	CONSTRUCTION (If applicable)

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER CIGNA Medical Group	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 200,000.00	e. TOTAL COST OF PROJECT \$ 200,00.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Completed building ADA code compliance investigations in multiple facilities throughout the Phoenix metropolitan area. Drafted reports based on findings for owner review. Reports included observed ADA code compliance conditions, recommended repairs to achieve compliance and preliminary cost budgeting. After owner review, provided construction drawings and specifications for recommended repairs. Provided construction administration services during course of repair projects. The project started in 2014 and ended in 2015.

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.)

c. TITLE AND LOCATION (City and State) Houston Marriott Westchase	b. YEAR COMPLETED – 2014 / 2015	
	PROFESSIONAL SERVICES Design, Specs, Admin	CONSTRUCTION (If applicable)

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER General Electric	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 103,000.00	e. TOTAL COST OF PROJECT \$ 103,000.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Completed an investigation of the Hotel central plant and Guestroom HVAC systems. Drafted an engineering evaluation report of existing conditions, recommended repairs and associated preliminary cost budgeting. After owner review, drafted construction drawings and specifications by CSI format for contractor solicitation. Reviewed contractor bids and assisted in contractor selection with owner. Completed construction administration services during the course of the repair project. The project was started in 2014 and completed in 2015.



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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.)

d. TITLE AND LOCATION (City and State) Sierra Linda High School	b. YEAR COMPLETED – 2015	
	PROFESSIONAL SERVICES Design, Specs, Admin	CONSTRUCTION (If applicable)

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Tolleson Union High School District	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 20,000.00	e. TOTAL COST OF PROJECT \$ 17,500.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Completed an investigation of the High School exterior façade. Drafted an engineering evaluation report of existing conditions, recommended repairs and associated preliminary cost budgeting. After owner review, drafted construction drawings and specifications by CSI format for contractor solicitation for a weatherproofing project. Reviewed contractor bids and assisted in contractor selection with owner. Completed construction administration services during the course of the repair project. The project was started in 2014 and completed in 2015.

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.)

e. TITLE AND LOCATION (City and State) Arizona Desert Elementary School	b. YEAR COMPLETED – 2015	
	PROFESSIONAL SERVICES Forensics, Design, Specs, Admin	CONSTRUCTION (If applicable)

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Gadsden Elementary School District	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 13,000.00	e. TOTAL COST OF PROJECT \$ 13,000.00
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g. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Completed a forensics investigation of the existing elementary school roof system. Drafted an engineering evaluation report of existing conditions, recommended repairs and associated preliminary cost budgeting. After owner review, drafted construction specifications by CSI format for contractor solicitation for a roof coating rehabilitation project. Reviewed contractor bids and assisted in contractor selection with owner. Completed construction administration services during the course of the repair project. The project was started in 2014 and completed in early 2015.



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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.)

- Red Tree Consulting (RTC) provides onsite investigation representation for owners, general contractors, subcontractors and insurance carriers. RTC is able to provide complete forensic architecture and construction investigations, documentation of conditions, written analysis, recommend solutions and expert testimony services.
- MEP is an essential core of all building projects. RTC has the experience to design, renovate, investigate and/or recommend options or repair solutions on a wide array of MEP issues. With projects across the country, RTC has helped our clients save time, money and find solutions that fit their needs and budgets.
- RTC provides expert waterproofing consultation to building owners, developers and facility managers in regard to future building projects and existing properties. Our personnel have extensive background and training to provide cost effective solutions to existing water proofing issues. RTC is able to investigate, document and provide solutions to correct the problem at hand.
- RTC can provide quality analysis and repair solutions for Building Envelope situations that occur from day to day occupancy of commercial and residential structures. Our personnel are diverse and qualified to opine on a vast scale where most issues can be handled without the use of another 3rd party firm.
- RTC personnel have had extensive experience in both general construction bid estimating and 3rd party cost estimating. We are able to provide expert analysis of Plaintiff/Defense cost of repair, repair cost estimates for new construction of residential and commercial. RTC is able to provide detailed project schedules to help ensure efficient milestone tracking and project completion. The personnel of RTC has had over a century of construction "in field" experience dealing with day to day construction scheduling including Primavera and like program software. RTC is able to create new schedules, modify existing schedules and even provide schedule analysis with relation to cost.
- RTC offers 3rd party property loss evaluations for building owners and insurance carriers. RTC can provide accurate analysis and cost repair estimates. RTC can also oversee any remediation or renovation projects regardless of project size.
- RTC can provide 3rd party quality control and plan review for current construction properties as well as future building projects. RTC personnel have hands on experience in construction problem solving and the foresight to see potential construction dilemmas for quality assurance.
- RTC provides comprehensive, invasive testing observation and analysis on existing properties for repair and renovation solutions or potential litigation documentation.
- RTC provides peer review for building code compliance and investigation of code standards and requirements.
- RTC makes customer service our highest priority. We are structured to investigate, analyze and solve problems in a highly efficient manner. RTC has the ability to respond and be onsite to handle situations in the continental US, usually with 24 hours' notice or less. We have built an extended network of professionals that allows us to handle almost any construction related condition you may have.
- Our team of Architects, Engineers and Construction Experts provides the backbone of all solutions. Members of RTC have completed projects in: In 49 of the 50 US States, Canada, Mexico, and the Caribbean.



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7. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

a. Percentage of Total Work Attributable to State, Federal and Municipal Government Work:	40 %
b. Percentage of Total Work Attributable to Non-Government Work:	60 %

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

Signature: 

Date: 12/14/15

Name: Michael L. Crow

Title: Managing Partner