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|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------------------------------------------|-----------|
|  | Offer and Acceptance | | State of Arizona State Procurement Office 100 N. 15 th Ave. Suite 201 Phoenix, AZ 85007 | |
| | SOLICITATION NO.: ADSP016-00005912 Request for Qualifications: 2016 Annual Professional Services List | | | PAGE 1 |
| | Offeror: <u>Winslow + Partners</u> | | | OF 1 |

OFFER

TO THE STATE OF ARIZONA:

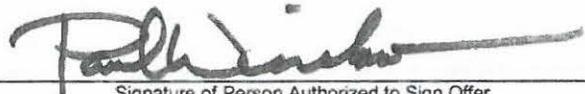
The Undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer. Signature also certifies Small Business status.

winslow + partners
Company Name

99 E. Virginia Avenue, Suite 260
Address

Phoenix AZ 85004
City State Zip

kalimota@winslow-partners.com
Contact Email Address


Signature of Person Authorized to Sign Offer

Paul Winslow, FAIA
Printed Name

Managing Partners
Title

Phone: 602-296-7860

Fax: 602-680-4923

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 2016


Procurement Officer



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

STATE PROCUREMENT OFFICE
Department of Administration
100 North 15th 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: | Winslow + Partners |
| b. FIRM (OR BRANCH OFFICE) STREET: | 99 East. Virginia Avenue, Suite 260 |
| c. FIRM (OR BRANCH OFFICE) CITY: | Phoenix |
| d. FIRM (OR BRANCH OFFICE) STATE: | Arizona |
| e. FIRM (OR BRANCH OFFICE) ZIP CODE: | 85004 |
| f. YEAR ESTABLISHED: | 2012 |
| (g1). OWNERSHIP - TYPE: | LLC |
| (g2) OWNERSHIP - SMALL BUSINESS STATUS: | Yes |
| h. POINT OF CONTACT NAME AND TITLE: | Kali Mota, partner |
| i. POINT OF CONTACT TELEPHONE NUMBER: | 602-296-7860 |
| j. POINT OF CONTACT E-MAIL ADDRESS: | |
| k. NAME OF FIRM (If block 1a is a branch office): | kalimota@winslow-partners.com |



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2. EMPLOYEES BY DISCIPLINE

| a. Discipline Title | b. Function: Primary (P) or Secondary (S) | c. No. of Employees - Firm | d. No. of Employees - Branch |
|---------------------|-------------------------------------------|----------------------------|------------------------------|
| Architect | P | 3 | 3 |
| Architect | S | 2 | 2 |
| Project Manager | P | 2 | 2 |
| Project Manager | S | 3 | 3 |
| Other | P | 1 | 1 |
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| Total | | 11 | 11 |



ATTACHMENT I – General Qualifications
ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:
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STATE PROCUREMENT OFFICE
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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) |
|--------------------------------|------------------------------------|-------------------------------------|
| 1 | Area Master Planning | 1 |
| 2 | Community Facilities | 1 |
| 3 | Dinning Halls Restaurants | 1 |
| 2 | Educational Facilities, Classrooms | 2 |
| 1 | Historic Preservations | 1 |
| 1 | Office Buildings | 1 |
| 1 | Hotels | 1 |
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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 Paul Winslow, FAIA | b. ROLE IN THIS CONTRACT Project Architect | c. YEARS EXPERIENCE | |
| | | 1. TOTAL 48 | 2. WITH CURRENT FIRM 4 |
| d. LOCATION <i>(City and State)</i> winslow + partners Phoenix, AZ | | | |
| e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Bachelor of Architecture - Architecture & Planning | | f. PROFESSIONAL TRAINING - REGISTRATIONS Architect registered in AZ, CA, NV, CO, NM UT, MO, and HI. | |
| g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> AIA Fellow, ABEC, SCUP, CEFPI, Arizona Planning Association. AIA CAE, 2014 - Design Thinking & Creativity; Harvard University, Graduate School of Education 2012 - Learning Environments for Tomorrow; Design-Build Certification - Design/Build Institute of America, 2011. | | | |

H. RELEVANT PROJECTS

| | | | |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|----------------------------------------------------|
| 1. | (1) TITLE AND LOCATION <i>(City and State)</i> New Elementary School at Gladden Farms in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Aug. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A new 87,000 S.F. elementary school with Administration Offices, K-6 classrooms, a large common space, cafeteria, and various specialized classrooms. District and staff worked closely with architect to create a 21st Century learning environment prototype. Construction Cost: \$ 17 M. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 2. | (1) TITLE AND LOCATION <i>(City and State)</i> Classroom Addition to Picture Rocks Campus in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Nov. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A two story 27,718 S.F. classroom addition to consolidate two adjacent schools. The addition consisted of 20 classrooms, teacher's workrooms, restrooms, and a common area based on the prototype created for Gladden Farms. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 3. | (1) TITLE AND LOCATION <i>(City and State)</i> New Multipurpose Bldg. & Kitchen Renovation, Gilbert, AZ OWNER:Trilogy at Power Ranch | (2) YEAR COMPLETED | |
| | | Professional Services Design April 2015 | Construction (if applicable) December 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE New 12,400 SF Multipurpose Bldg. for a fitness center, meeting spaces. Restrooms, showers and dressing rooms were provided adjacent to the fitness center with a budget of \$1.6 M. The Kitchen renovation and patio enclosure to add seating space for the Cafeteria has a budget of \$600 K. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 4. | (1) TITLE AND LOCATION <i>(City and State)</i> 3 Houses on 7th Street (Street Coffee, Tasty Box, & Office Co-op) OWNER: Slamin Solutions, LLC | (2) YEAR COMPLETED | |
| | | Professional Services Design May. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Provided architectural services up to through the permitting process for the adaptive re-use and renovation of (3) 1920's historic bungalows into a coffee shop, restaurant, and office space. Total square footage 4,500 sqft. existing. Managed Historic Preservation, permitting, and structural difficulties. Construction budget not disclosed by developer, 2 Phases. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 5. | (1) TITLE AND LOCATION <i>(City and State)</i> The Heard Building Lobby Remodel, Phoenix, AZ OWNER: The Rudel Companies | (2) YEAR COMPLETED | |
| | | Professional Services Design May 2015 | Construction (if applicable) December 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A \$150K Interior/Exterior remodel of the lobby and facade of The Heard Building. The lobby remodel included, replacement of the storefront with transparent glass, and demolishing part of the existing mezzanine floor to create a two story entry experience more appropriate with contemporary spaces and user trends. | <input type="checkbox"/> | Check if project performed with current firm |



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ADSP016-00005912**

**STATE PROCUREMENT OFFICE
Department of Administration
100 North 15th 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 Kali Mota | b. ROLE IN THIS CONTRACT Project Manager | c. YEARS EXPERIENCE | |
| | | 1. TOTAL 7 | 2. WITH CURRENT FIRM 4 |
| d. LOCATION <i>(City and State)</i> winslow + partners Phoenix, AZ | | | |
| e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Masters and Bachelor's in Architecture - Architecture Planning | | f. PROFESSIONAL TRAINING - REGISTRATIONS ARIZONA - Architect in Training (NCARB) | |
| g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> AIA (Associate); AIA CAE - Enhancing Education thru Architecture, Barcelona 2015; AIA CAE Design Thinking & Creativity in Education, San Francisco 2014, Hospitality Planning & Management, Harvard Graduate School of Design, 2014. | | | |

H. RELEVANT PROJECTS

| | (1) TITLE AND LOCATION <i>(City and State)</i> | (2) YEAR COMPLETED | |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|----------------------------------------------------|
| 1. | New Elementary School at Gladden Farms in Marana, AZ OWNER: Marana Unified School District | Professional Services Design Aug. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A new 87,000 S.F. elementary school with Administration Offices, K-6 classrooms, a large common space, cafeteria, and various specialized classrooms. District and staff worked closely with architect to create a 21st Century learning environment prototype. Construction Cost: \$ 17 M. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 2. | Classroom Addition to Picture Rocks Campus in Marana, AZ OWNER: Marana Unified School District | Professional Services Design Nov. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A two story 27,718 S.F. classroom addition to consolidate two adjacent schools. The addition consisted of 20 classrooms, teacher's workrooms, restrooms, and a common area based on the prototype created for Gladden Farms. Construction Cost: \$5 million. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 3. | New Multipurpose Bldg. & Kitchen Renovation, Gilbert, AZ OWNER:Trilogy at Power Ranch | Professional Services Design April 2015 | Construction (if applicable) December 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE New 12,400 SF Multipurpose Bldg. for a fitness center, meeting spaces. Restrooms, showers and dressing rooms were provided adjacent to the fitness center with a budget of \$1.6 M. The Kitchen renovation and patio enclosure to add seating space for the Cafeteria had a budget of \$600 K. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 4. | 3 Houses on 7th Street (Street Coffee, Tasty Box, & Office Co-op) OWNER: Slamin Solutions, LLC | Professional Services Design May. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Provided architectural services up to through the permitting process for the adaptive re-use and renovation of (3) 1920's historic bungalows into a coffee shop, restaurant, and office space. Total square footage 4,500 sqft. existing. Managed Historic Preservation, permitting, and structural difficulties. Construction budget not disclosed by developer, 2 Phases. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 5. | The Heard Building Lobby Remodel, Phoenix, AZ OWNER: The Rudel Companies | Professional Services Design May 2015 | Construction (if applicable) December 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A \$150K Interior/Exterior remodel of the lobby and facade of The Heard Building. The lobby remodel included, replacement of the storefront with transparent glass, and demolishing part of the existing mezzanine floor to create a two story entry experience more appropriate with contemporary spaces and user trends. | <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 Brian Ballard | b. ROLE IN THIS CONTRACT Project Manager | c. YEARS EXPERIENCE | |
| | | 1. TOTAL 8 | 2. WITH CURRENT FIRM 1 |
| d. LOCATION <i>(City and State)</i> Phoenix, Arizona | | | |
| e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Masters of Architecture | | f. PROFESSIONAL TRAINING - REGISTRATIONS AZ registration # 57825 | |
| g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> LEED AP, American Institute of Architects (AIA), Phoenix Community Alliance Next Gen. Committee | | | |

H. RELEVANT PROJECTS

| | | | |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|-----------------------------------------------------------|
| 1. | (1) TITLE AND LOCATION <i>(City and State)</i> New Elementary School at Gladden Farms in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Aug. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A new 87,000 S.F. elementary school with Administration Offices, K-6 classrooms, a large common space, cafeteria, and various specialized classrooms. District and staff worked closely with architect to create a 21st Century learning environment prototype. Construction Cost: \$ 17 Million | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 2. | (1) TITLE AND LOCATION <i>(City and State)</i> Classroom Addition to Picture Rocks Campus in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Nov. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A two story 27,718 S.F. classroom addition to consolidate two adjacent schools. The addition consisted of 20 classrooms, teacher's workrooms, restrooms, and a common area based on the prototype created for Gladden Farms. Construction Cost: \$5 million. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 3. | (1) TITLE AND LOCATION <i>(City and State)</i> Kyrene School District Security Remodels, Phoenix, AZ Owner: Kyrene School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Feb. 2014 | Construction (if applicable) May 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Kyrene Elementary School District Security Remodels. Lobby remodels for 25 different elementary school campuses with security features and new interior finishes and casework designs. Project Architect and construction administrator. Construction Cost: \$3 million. | <input type="checkbox"/> | Check if project performed with current firm |
| 4. | (1) TITLE AND LOCATION <i>(City and State)</i> | (2) YEAR COMPLETED | |
| | | Professional Services | Construction (if applicable) |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE | <input type="checkbox"/> | Check if project performed with current firm |
| 5. | (1) TITLE AND LOCATION <i>(City and State)</i> | (2) YEAR COMPLETED | |
| | | Professional Services | Construction (if applicable) |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE | <input type="checkbox"/> | Check if project performed with current firm |



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ADSP016-00005912

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

| | | | |
|------------------------------------------|----------------------------------------------------|-----------------------|----------------------------------|
| a. NAME Katherine Dudzik Smith | b. ROLE IN THIS CONTRACT Project Manager | c. YEARS EXPERIENCE | |
| | | 1. TOTAL 13 | 2. WITH CURRENT FIRM 1 |

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

e. EDUCATION *(DEGREE AND SPECIALIZATION)*
Masters of Architecture

f. PROFESSIONAL TRAINING - REGISTRATIONS
AZ registration # 58723

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

LEED AP, NCARB, American Institute of Architects (AIA), Phoenix Community Alliance

H. RELEVANT PROJECTS

| | | | |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|-----------------------------------------------------------|
| 1. | (1) TITLE AND LOCATION <i>(City and State)</i> New Elementary School at Gladden Farms in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Aug. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A new 87,000 S.F. elementary school with Administration Offices, K-6 classrooms, a large common space, cafeteria, and various specialized classrooms. District and staff worked closely with architect to create a 21st Century learning environment prototype. Construction Cost: \$ 17 M. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 2. | (1) TITLE AND LOCATION <i>(City and State)</i> Classroom Addition to Picture Rocks Campus in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Nov. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A two story 27,718 S.F. classroom addition to consolidate two adjacent schools. The addition consisted of 20 classrooms, teacher's workrooms, restrooms, and a common area based on the prototype created for Gladden Farms. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 3. | (1) TITLE AND LOCATION <i>(City and State)</i> 3 Houses in Phoenix, AZ OWNER: Slamin Solutions, LLC. | (2) YEAR COMPLETED 2015-2016 | |
| | | Professional Services Design May. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Provided architectural services up to through the permitting process for the adaptive re-use and renovation of (3) 1920's historic bungalows into a coffee shop, restaurant, and office space. Total square footage 4,500 sqft. existing. Managed Historic Preservation, permitting, and structural difficulties. Construction budget not disclosed by developer, 2 Phases. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 4. | (1) TITLE AND LOCATION <i>(City and State)</i> Acequia Trail Underpass, Santa Fe, New Mexico OWNER: City of Santa Fe | (2) YEAR COMPLETED | |
| | | Professional Services Design Dec. 2014 | Construction (if applicable) Under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Assisting the public artist with the construction documentation for the art installations running the entire length of the underpass, as well as the entrance pieces and center sculptural piece. Total Construction Cost for entire project: \$3.82 million. | <input type="checkbox"/> | Check if project performed with current firm |
| 5. | (1) TITLE AND LOCATION <i>(City and State)</i> | (2) YEAR COMPLETED | |
| | | Professional Services | Construction (if applicable) |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE | <input 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 James Umber | b. ROLE IN THIS CONTRACT Project Manager | c. YEARS EXPERIENCE | |
| | | 1. TOTAL 11 | 2. WITH CURRENT FIRM 2 |
| d. LOCATION <i>(City and State)</i> Phoenix, Arizona | | | |
| e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> B.S. of Architecture | | f. PROFESSIONAL TRAINING - REGISTRATIONS | |
| g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> | | | |

H. RELEVANT PROJECTS

| | | | |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|-----------------------------------------------------------|
| 1. | (1) TITLE AND LOCATION <i>(City and State)</i> New Elementary School at Gladden Farms in Marana, AZ OWNER: Marana Unified School District | (2) YEAR COMPLETED | |
| | | Professional Services Design Aug. 2015 | Construction (if applicable) under construction |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE A new 87,000 S.F. elementary school with Administration Offices, K-6 classrooms, a large common space, cafeteria, and various specialized classrooms. District and staff worked closely with architect to create a 21st Century learning environment prototype. Construction Cost: \$ 17 M. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 2. | (1) TITLE AND LOCATION <i>(City and State)</i> New Multipurpose Bldg. & Kitchen Renovation, Gilbert, AZ OWNER: Trilogy Community Association | (2) YEAR COMPLETED | |
| | | Professional Services Design Jan. 2015 | Construction (if applicable) Dec. 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE 14,000 sqft. ground up Multi-purpose Building, including a dining facility, multi-purpose space, and exercise center. Winslow + partners performed architectural services from inception through construction administration. James was the Project Manager. Construction Cost: \$2.2 Million. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 3. | (1) TITLE AND LOCATION <i>(City and State)</i> The Heard Building, Phoenix, AZ OWNER: The Rudel Company | (2) YEAR COMPLETED | |
| | | Professional Services Design Jan. 2015 | Construction (if applicable) Dec. 2015 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE 1,800 sqft. renovation of the Heard Building lobby in downtown Phoenix. Winslow + partners performed a Think Tank session with the Owner to improve marketability of the building. Winslow + Partners then performed architectural services from as-built drawings through construction administration. James was the Project Manager. Construction Cost: \$425,000. | <input checked="" type="checkbox"/> | Check if project performed with current firm |
| 4. | (1) TITLE AND LOCATION <i>(City and State)</i> w+p office TI, The Heard Building, AZ OWNER: winslow + partners | (2) YEAR COMPLETED | |
| | | Professional Services Design Jun. 2015 | Construction (if applicable) Jan. 2016 |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE 2,700 sqft. renovation of an existing 1918 office building into winslow + partners' new office. Includes space for our Innovation Think Tank, as well as studio space, conference room, and service areas. Construction cost: \$200,000. | <input type="checkbox"/> | Check if project performed with current firm |
| 5. | (1) TITLE AND LOCATION <i>(City and State)</i> | (2) YEAR COMPLETED | |
| | | Professional Services | Construction (if applicable) |
| | (3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE | <input type="checkbox"/> | Check if project performed with current firm |



ATTACHMENT I – General Qualifications

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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> New K-6 Elementary School at Gladden Farms Marana, AZ | b. YEAR COMPLETED | |
| | PROFESSIONAL SERVICES Design Aug. 2015 | CONSTRUCTION <i>(If applicable)</i> under construction |

23. PROJECT OWNER'S INFORMATION

| | | |
|----------------------------------------------------|-----------------------------------------------------|-------------------------------------|
| c. PROJECT OWNER Marana Unified School District | d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 15 M | e. TOTAL COST OF PROJECT \$ 17 M |
|----------------------------------------------------|-----------------------------------------------------|-------------------------------------|

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

A new 87,000 S.F. elementary school with Administration Offices, K-6 classrooms, a large common space, cafeteria, and various specialized classrooms. District and staff worked closely with architect to create a 21st Century learning environment prototype. Construction Cost: \$ 17 M.
After Winslow + Partners' lead on the District's Master Plan efforts to pass their bond, they partnered with an architectural firm in Tucson, AZ as the Education Design Consultant. Winslow + Partners worked closely with the District to develop their new education standards.

RELEVANCE:

This project reflects an ability to design larger scale projects, as well as using the Design Thinking process to help the client ascertain how best to reflect their needs in built form. The District wanted to reflect 21st Century teaching methods and new District standards in a state of the art learning facility. Winslow + partners spent time with students, parents, staff and District officials to develop flexible teaching spaces that offers teachers multiple ways to configure classrooms and common spaces to best address the students learning needs.



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ADSPO16-00005912

STATE PROCUREMENT OFFICE
Department of Administration
100 North 15th 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 (City and State) | b. YEAR COMPLETED | |
|-----------------------------------------------------------|-------------------------------------------|----------------------------------------------------|
| Addition to Picture Rocks Elementary School Marana, AZ | PROFESSIONAL SERVICES Design Aug. 2015 | CONSTRUCTION (If applicable) under construction |

23. PROJECT OWNER'S INFORMATION

| c. PROJECT OWNER | d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT | e. TOTAL COST OF PROJECT |
|--------------------------------|------------------------------------------|--------------------------|
| Marana Unified School District | \$ 5 M | \$ 5 M |

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

A two story 27,718 S.F. classroom addition to consolidate two adjacent schools. The addition consisted of 20 classrooms, teacher's workrooms, restrooms, and a common area based on the prototype created for Gladden Farms.

The District is very satisfied with the classroom design, and will be repeating this classroom type district-wide. Also, the furnishing selected for both schools will be the standard across the District to create a flexible, effective learning environment for all of its students.

After Winslow + Partners' lead on the District's Master Plan efforts to pass their bond, they partnered with an architectural firm in Tucson, AZ as the Education Design Consultant. Winslow + Partners worked closely with the District to develop their new education standards.

RELEVANCE:

This project reflects an ability to add into an existing campus, as well as expertise in the Facilitation process to help the client ascertain how best to reflect their needs in built form.



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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> New Multi-purpose Building and Kitchen Remodel Gilbert, AZ | b. YEAR COMPLETED | |
| | PROFESSIONAL SERVICES Design April 2015 | CONSTRUCTION <i>(If applicable)</i> Dec. 2015 |

23. PROJECT OWNER'S INFORMATION

| | | |
|--------------------------------------------|------------------------------------------------------|--------------------------------------|
| c. PROJECT OWNER Trilogy at Power Ranch | d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$ 1.5 M | e. TOTAL COST OF PROJECT \$ 1.6 M |
|--------------------------------------------|------------------------------------------------------|--------------------------------------|

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

Trilogy at Power Ranch is an active adult community in Gilbert, Arizona. In an effort to provide additional services and amenities to their residents, the Community Association agreed to provide a new 13,000 SF fitness center (Multipurpose Building) as well as expanded food service (Kitchen-Cafe Remodel). The kitchen remodel includes the remodel of an existing 900 SF commercial kitchen as well as the enclosure of an outdoor patio transforming it into an interior dining space. The remodel will replace multiple existing refrigerators and freezers with a walk-in cooler/freezer and provide equipment that will allow the Cafe to expand its menu and services. The kitchen space plan was redesigned to accommodate the Cafe use, the residents' Cooking Club and outside caterers for multiple events. The outdoor patio will be enclosed to provide approximately 2000 SF of dining space.

The Multipurpose Building includes a 4000 SF fitness center with restrooms, showers and lockers and a 3000 SF multipurpose room for community events and fitness classes. The building will also house the community maintenance department and storage for community clubs and activities.

RELEVANCE:

Working with a Community Association to look at various ways of solving the problem, as their budget was extremely tight for all they wanted to accomplish. In the end, they got the space they needed with minimal material finishes to stay within budget.



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5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

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

| a. TITLE AND LOCATION <i>(City and State)</i> | b. YEAR COMPLETED | |
|--------------------------------------------------------------------------|------------------------------------------|-----------------------------------------------------------|
| Adaptive Re-use of 3 Historic Houses to Commercial Spaces Phoenix, AZ | PROFESSIONAL SERVICES Design May 2015 | CONSTRUCTION <i>(If applicable)</i> under construction |

23. PROJECT OWNER'S INFORMATION

| c. PROJECT OWNER | d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT | e. TOTAL COST OF PROJECT |
|-----------------------|------------------------------------------|--------------------------|
| Slamin Solutions, LLC | \$ not disclosed | \$ not disclosed |

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

Provided architectural services up to through the permitting process for the adaptive re-use and renovation of (3) 1920's historic bungalows into a coffee shop, restaurant, and office space. Total square footage 4,500 sqft. existing. Managed Historic Preservation, permitting, and structural difficulties. Construction budget not disclosed by developer, 2 Phases.

RELEVANCE:

Winslow + partners is adept at renovations and adaptive re-use of existing buildings for new uses. This can help retain existing character in neighborhoods, be more cost-effective than razing and rebuilding, and/ or contribute to branding philosophies for clients. For this project, winslow + partners helped the client to stabilize an existing structure for adaptive re-use of the house into a coffee shop. Also, the client was able to receive historic designation and receive federal grant money for our combined re-use efforts.



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5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

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

| a. TITLE AND LOCATION <i>(City and State)</i> | b. YEAR COMPLETED | |
|----------------------------------------------------|-----------------------|-------------------------------------|
| | PROFESSIONAL SERVICES | CONSTRUCTION <i>(If applicable)</i> |
| Lobby Remodel of The Heard Building Phoenix, AZ | Design May 2015 | Dec. 2015 |

23. PROJECT OWNER'S INFORMATION

| c. PROJECT OWNER | d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT | e. TOTAL COST OF PROJECT |
|-------------------|------------------------------------------|--------------------------|
| The Rudel Company | \$150,000 Lobby | \$150,000 Lobby |

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

Remodel of lobby and facade to create a new building image. An existing twelve story office building in downtown Phoenix on Central Avenue (South of Monroe) that needed street presence to appeal to a younger entrepreneurial crowd. By removing the dark bronze glass and framing system and replacing it with a contemporary clear frameless glass system the lobby and the main facade became more visible. The 1,208 SF renovation of 1st floor and mezzanine lobby spaces includes demolishing part of the mezzanine floor to create a two story entry lobby more appropriate with contemporary spaces and user trends. The owner is currently renovating one floor at a time, with new restrooms and new HVAC systems, at \$600,000 per floor. This renovation is ongoing, and will continue to occur as existing tenants vacate current offices.

The design solution came out of an "innovation think tank" (by winslow + partners), a facilitated design thinking session with the owner and a group of potential users to see what other markets were there prior to any architectural design.

RELEVANCE: Whether ground up, or as a renovation of an existing building, our studio listens to the needs of the client to create an environment that satisfies goals for the future.



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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.)

winslow + partners is led by an experienced team who know how to collaborate with the client to build an exceptional experience and product. The premise of our practice is helping our clients navigate the complexity of change and how it may affect the spaces we design.

The firm's managing partner, Paul Winslow, led and grew a large firm for 40 + years that was recognized nationally as leading edge in BIM technology and project management platforms. He now has chosen to work directly with clients as a smaller, more nimble team. While decades of experience inform our work, freshness in thinking characterizes our approach.

Efficient Use of Technology - Our sophisticated project management platform allows real-time communication, remote access to documents and transparency. 3D design and BIMx modeling technology further enhances our ability to work with the client to make sure all aspects of the project are well understood from scale and spatial relationship to placement of furnishings and other details within the project.

Collaborative Approach - Concerted collaboration is required to make a project work both socially and financially. We are dedicated to working collaboratively with the owner, consultants, and contractors to find the "best buy" for our clients.

Familiarity with Context and Knowledge of the Community - Our firm is especially keyed into working with the client to help them maximize their site in terms of context, community and place in order to create economic value.

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: | 30.45% |
| b. | Percentage of Total Work Attributable to Non-Government Work: | 69.55% |

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

Signature: Paul Winslow

Date: 12/21/2015

Name: Paul Winslow, FAIA

Title: Managing Partner