



Proposal For:

Locust Hill Residential Development in Association with Gamble + Gamble Architects

Submitted By

DIA

Design Innovation

ARCHITECTS + INTERIORS + PLANNING

October 25, 2017

Contact:

Faris Eid, AIA, LEED AP
402 S. Gay St., Suite 201
Knoxville, TN 37902
(T) 865.243.8441
feid@dia-arch.com



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October 25, 2017

Cogent Bay, Inc.
Attn: David Sowels, President
c/o Rick Blackburn - Blackburn Development Group, LLC
2401 A-Waterman Blvd, PMB 143
Fairfield, CA 94534

Re: A New Development for Locust Hill Mixed Use
DIA Project Number: 17073 | File: A01

Dear David,

Design Innovation Architects (DIA) is pleased to have the opportunity to team with you and the rest of your team on the Locust Hill development project here in Knoxville, TN. DIA and its employees have worked on a number of housing and mixed use development projects and have the expertise and commitment to help you and the rest of the team bring this project to life.

We appreciate the opportunity to submit the attached proposal and requested information and we look forward to working with you and your team on this project. If there are any questions, issues with the attached proposal, additional information is needed, or adjustments need to be made, please do not hesitate to contact me at (865) 243-8441, on my cell at (865) 740-8984, or email at feid@dia-arch.com.

Sincerely,
Design Innovation Architects, Inc.



Faris Eid, AIA, LEED AP
President / Principal-In-Charge

cc: Michael Gamble - Gamble and Gamble
Greg Campbell - Design Innovation
Brandy Williams - Design Innovation
R. Aaron Miller - Design Innovation



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RESUMES OF KEY DIA PERSONNEL

Design Innovation Architects - DIA has a strong, local team and management expertise in mixed-use design. Uniquely located only a mile from the project site, our firm's design competence and local jurisdictional code authority respect supports our confidence in our ability to perform to your greatest expectations.

We have assembled a team that has many points of connectivity that has brought us together specifically for this project. For it is not enough to merely bring a group of professionals together that look good on paper - it is about bringing the right team members together for the right reasons. This will result in an efficient, streamlined team that can hit the ground running and get done in an expedited manner. It is obvious that much hard work has gone into the project's thoughtful design and creative planning. We want to build upon your vision and provide the momentum that keeps the passion and engagement at the forefront.

Our team offers the following strengths:

Our team is committed to staffing this project with the best talent and expertise to deliver an inspiring and successful project in collaboration with the complete team.

Team Continuity: The team assigned to your project, as delineated in the qualifications, will be the team from beginning to end. We believe that the best people to perform Construction Administration is the team responsible for designing and documenting your project.

We are passionate about the proposition that your design vision is about making the Downtown Riverfront community a focal point for our city.

We are confident in our abilities to provide the creativity and innovation this project deserves and expects.



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RESUMES OF KEY DIA PERSONNEL



FARIS N. EID, AIA, LEED® A.P. | PRESIDENT

PROJECT ROLE: PRINCIPAL / PRIMARY QUALITY CONTROL / PROJECT PLANNING FACILITATION / COLLABORATE ON DESIGN WITH GAMBLE & GAMBLE

As Founder and President of Design Innovations Architects, Inc., Faris Eid is responsible for all aspects of the firm's performance. He is personally involved with every project undertaken by the firm, from project award through completion and occupancy. Faris provides strong project leadership, serving as the client's advocate at all times during the design and construction

process. His commitment to involving the client as a "project partner" is the foundation of Design Innovation's philosophy and the key to the firm's continued success.

A registered architect since 1987, Faris has over 25 years of project experience encompassing a broad range of facility types. He worked for over six years as a Project Architect and Designer for a nationally-recognized design firm based in Atlanta, before returning to Knoxville and establishing his own firm in 1989. He has been described as having, in addition to excellent design skills, "a unique talent for working with his clients to determine the perfect mix of building efficiency, style, and cost of construction, which he recognizes is different with each client".

A few highlights from Faris' portfolio in lead and supporting roles include:

- ❑ **Regas Square** - A new Mixed-Use Building to include retail, offices, and condominiums. Located next to the Historic Regas Restaurant, Regas Square is a new Mixed-Use Building which includes 20,000 sq. ft. retail, condominiums, public common spaces, and a secured underground and enclosed 193 space parking garage for a total of 285,962 sq. ft. Occupying an entire city block with 3 public streets surrounding it; Knoxville, TN
- ❑ **Hyatt Place Knoxville** - Complete Renovation and Interior Design services for location of a hotel in the Historic Farragut Building in downtown Knoxville. Interior services include all FFE services including space planning of a kitchen to service the hotel dining needs; Knoxville, Tennessee
- ❑ **Holiday Inn at the World's Fair Park** - Interior renovations to public spaces including the Windows on the Park Restaurant and Bar, Lobby Areas, Banquet Rooms, as well as Exterior renovations to the main entrance to the hotel; Knoxville, Tennessee
- ❑ **Medical Arts Building** - Restoration of this historic Downtown Knoxville to its former glory. The design included converting the upper floors from mostly empty office space into fully occupied upscale apartments; Knoxville, Tennessee
- ❑ **The Tower at Morgan Hill** - The complete renovation of both the exterior and interior of a once condemned student housing building near the University of Tennessee campus; Knoxville, Tennessee
- ❑ **Atlanta Airport Hilton** - Project Architect for a new 385,000 sq.ft., 500-room hotel and conference center. *previous experience while with Rabun Architects; Atlanta, Georgia
- ❑ **Lake Plaza Condominiums** - Lake Plaza Condominiums is a ten-story condominium development in the heart of the University of Tennessee - Knoxville Campus. The development will consist of 69 condominium units adjacent to four levels of private parking; Knoxville, Tennessee.
- ❑ **Laurel Station Condominiums**- Design services for a new 33 unit condominium project. Mr. Eid also facilitated the review of the project Master Deed; , Knoxville, Tennessee.
- ❑ **Hyatt Regency Hotel** - Hilton Head, South Carolina *previous experience while with Rabun Architects; Atlanta, Georgia
- ❑ **Melbourne Beach Hilton** - Melbourne, Florida *previous experience while with Rabun Architects; Atlanta, Georgia
- ❑ **Intercontinental Hotel** - Hilton Head, South Carolina *previous experience while with Rabun Architects; Atlanta, Georgia

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EDUCATION:

Bachelor of Architecture
Cum Laude, 1983
University of Tennessee - Knoxville

PROFESSIONAL REGISTRATION:

Registered Architect since 1987
National Council of Architectural
Registration Boards (NCARB)
LEED® Accredited Professional

CIVIC AFFILIATIONS:

Member: American Institute of
Architects
Member: Chancellor's Associates
for the University of Tennessee,
Knoxville
Former President 2014-2016,
Knoxville Chapter, Entrepreneurs
Organization (EO)
Member, City of Knoxville Public
Arts Committee
Past President/Board Member,
East Tennessee Community Design
Center
Board Member, Knoxville Housing
Partnership
Member, Knoxville Historic Zoning
Commission
Past Member, Knoxville Building
Board of Adjustments and Appeals
Member, Leadership Knoxville,
Class of 2003

HONORS AND AWARDS:

ETCDC COMMUNITY IMPACT AWARD, 2016
Medical Arts Building, Metropolitan
Planning Commission Excellence
Award 2014
Phoenix Building, Metropolitan
Planning Commission Excellence
Award 2005 and 2006
Pete's Coffee Shop, AIA East
Tennessee Most Notable Works of
Architecture in the Last 50 Years,
2003
Mortgage Investors Group
Building, Orchid Award from
Knoxville Beautification Board for
Outstanding Design, 2000

RESUMES OF KEY DIA PERSONNEL



GREGORY S. CAMPBELL, AIA, LEED® A.P.

VICE PRESIDENT OF OPERATIONS / PROJECT ROLE: PROJECT PLANNING / SCHEDULING / QUALITY CONTROL RE-REVIEW

As Vice President of Operations for Design Innovation, Mr. Campbell is involved in all aspects of the firm's performance. He is involved with every project undertaken by the firm, from project award through occupancy. Mr. Campbell has 20 years of experience as a project architect and project manager for private, commercial and government projects.

Projects designed and managed range from small commercial interior renovations to large renovations/additions of multiple facility types, including office buildings, retail facilities, multi-family residential, industrial facilities, laboratories, churches, food services, educational and Department of Energy demolition, renovation and new construction projects, as well as master planning for large multi-use sites from 20 acres up to 400 acres.

Projects range in cost from \$10,000 up to over \$28 million in construction. The projects' clientele spanned private developers, commercial developers, State and Federal Governments, Industrial/Manufacturing companies and corporate businesses.

- ❑ **Regas Square** - A new Mixed-Use Building to include retail, offices, and condominiums. Located next to the Historic Regas Restaurant, Regas Square is a new Mixed-Use Building which includes 20,000 sq. ft. retail, condominiums, public common spaces, and a secured underground and enclosed 193 space parking garage for a total of 285,962 sq. ft. Occupying an entire city block with 3 public streets surrounding it; Knoxville, TN
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- ❑ **The Tower at Morgan Hill** - The complete renovation of both the exterior and interior of a once condemned student housing building near the University of Tennessee campus; Knoxville, Tennessee
- ❑ **Lake Plaza Condominiums** - Lake Plaza Condominiums is a ten-story condominium development in the heart of the University of Tennessee - Knoxville Campus. The development will consist of 69 condominium units adjacent to four levels of private parking; Knoxville, Tennessee
- ❑ **River Towne Condominiums** - A new riverfront development in downtown Knoxville, on a 5 acre property. The project consists of 50 condominium units, with surface and garage parking, along with river side outdoor pool and recreation area, and a 20 boat slip marina. Design Innovation provided the relevant application services and coordination with TVA and Historic Certifications as to facilitate the approval of this development within TVA's flowage easement; Knoxville, Tennessee.
- ❑ **Lonesome Dove** - After completing restorations which included a complete facade renovation, finish remodel of the interior, and updating the equipment and HVAC system., DIA provided complete design services for the complex build-out of this restaurant to the specific needs of the owner. Three separate kitchens were incorporated into the design to accommodate the varied dining areas; Knoxville, Tennessee

EDUCATION:

Bachelor of Architecture
Cum Laude, 1993
University of Tennessee - Knoxville

PROFESSIONAL REGISTRATION:

Registered Architect since 1996
National Council of Architectural
Registration Boards (NCARB)
Certified
LEED® Accredited Professional

PROFESSIONAL AFFILIATIONS: American
Institute of Architects

SECURITY CLEARANCE:

Q Clearance, US Department of
Energy - 2005 - Inactive

HONORS AND AWARDS:

AIA/ETN President - Current
AIA Executive Committee Director -
January 2008 to Present
Mississippi State Community College
Civil Engineering Technology
Advisory Committee - 2013-Present
Tau Sigma Delta Honor Society
Planning Committee for First
Annual AIA East TN Design Awards,
1999
AIA Nominations Committee, 1999
Mortgage Investors Group Building -
Orchid Award from Knoxville
Beautification Board for
Outstanding Design, 2000

PREVIOUS EMPLOYMENT:

Shaw Environmental
& Infrastructure
Knoxville, Tennessee
Pro2Serve
Oak Ridge, Tennessee
Ed Greene and Associates Knoxville,
Tennessee
Michael Brady Architects
Knoxville, Tennessee

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RESUMES OF KEY DIA PERSONNEL



R. AARON MILLER, AIA, CSI, CDT

SENIOR PROJECT ARCHITECT / PROJECT ROLE: PROJECT MANAGER / PROJECT ARCHITECT

Aaron Miller is a self motivated, dedicated, and progressive architectural professional with 19 years of experience in the roles of project management, project Architect, quality control/assurance, studio/production management, and firm leadership. He is a team player with excellent communication skills, effective in managing large to small projects and in all aspects of the project. Aaron has extensive experience with project management, client/contractor communication, multi-discipline coordination, specifications, and construction contract administration with a background in the field of construction. Aaron joined the DIA team in 2015 and has become an invaluable addition to the DIA family.

DIA Experience:

- ❑ Regas Square - Project Architect responsible for the management of a new Mixed Use Development in Downtown Knoxville. Located next to the Historic Regas Restaurant, Regas Square is a new Mixed-Use Building which includes 20,000 sq. ft. retail, condominiums, public common spaces, and a secured underground and enclosed 193 space parking garage for a total of 285,962 sq. ft. Occupying an entire city block with 3 public streets surrounding it; Knoxville, TN
- ❑ The Grand - Design of a new mixed-use building in Downtown Knoxville to include retail, condominiums, hotel and parking. This building is being designed to infill between two Historic Downton Buildings and will be given a facade to assure it blends with the surrounding area; Knoxville, TN
- ❑ Wonder Porcelain Tile Manufacturing Facility - Project Architect responsible for management of a new 764,135 SF industrial tile production facility including plant, warehouse, offices, and residential. , Wilson County, TN
- ❑ Athens City Schools -Project Architect for Site / Facility Assessments and Strategic Planning developing facility programs and conceptual designs studying potential additions / renovations at multiple school sites as well as potential new facilities to their school system; Athens, TN

Previous Experience With Red Chair Architects, Inc.:

- ❑ New Monterey High School & New Upperman Middle School -Project Manager / Architect and Architect of Record for two new school projects totaling \$50M in construction cost and 335,000 SF. Upperman Middle School received the 2014 TSBA School of the Year award.
- ❑ Upperman High School Additions/Renovations - Project Manager / Architect and Architect of Record for two new classroom additions increasing the student capacity from 800 to 1,200 students, as well as a JROTC addition and various renovations within the existing facility.
- ❑ Algood Elementary School & Prescott South School - Project Manager responsible for managing the design and contract administration in a single contract to deliver three new schools in three years time. Algood Elementary School was a PreK-4th Grade facility with a capacity of 600 students. Prescott South was a two schools under one roof with a combined / shared core for PreK-8th Grade with a capacity of 600 / 1,000 students with a state of the arts auditorium.

EDUCATION:

Bachelor of Architecture,
1998; University of Tennessee -
Knoxville

PROFESSIONAL REGISTRATION:

Registered Architect, TN
Construction Document Technician

CIVIC AFFILIATIONS:

Member: American Institute of
Architects
President-Elect: Construction
Specification Institute
Vice President: Fountain City
Recreation Commission (FCRC)
Past Associate Director AIA
Tennessee State Board of Directors
Past Associate Director AIA East
Tennessee Local Board of Directors
Past Secretary CSI Knoxville Board
of Directors
Past Treasurer CSI Knoxville Board
of Directors
Past Chairman Smithwood Baptist
Church Board of Trustees

HONORS AND AWARDS:

Greater Knoxville Business
Journal's 40 Under Forty, Class of
2012
CSI Gunnar Kraft Special Merit
Award (2007)
CSI Chapter President Award (2005-
2006)

PREVIOUS EMPLOYMENT:

Red Chair Architects (formerly
Cockrill Design & Planning
and King & Johnson, Inc),
Knoxville, Tennessee

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RESUMES OF KEY DIA PERSONNEL



SCOTT FALVEY, AIA, JD, RRC, LEED® A.P.

Sr. PROJECT ARCHITECT / PROJECT ROLE: BUILDING ENVELOPE / SPECS

As a Senior Project Architect for Design Innovation, Scott is involved with projects from the proposal phase through occupancy. As well as being an architect, Scott is a Registered Roof Consultant, which brings added expertise and credentials to every DIA project. Scott's keen eye for field condition evaluations and his diversified portfolio experience brings a

wealth of knowledge that makes him an invaluable asset to DIA. Scott's experience includes work on multi-story residential and office buildings, retail, restaurants, healthcare, and historic renovations such as the prestigious project of recording and documentation of Monticello (the home of Thomas Jefferson).

Scott has successfully completed a number of large and small projects including the following representative projects:

- ❑ Hyatt Place Knoxville - Complete Renovation and Interior Design services for location of a hotel in the Historic Farragut Building in downtown Knoxville. Interior services include all FFE services including space planning of a kitchen to service the hotel dining needs; Knoxville, Tennessee
- ❑ The Tower at Morgan Hill - The complete renovation of both the exterior and interior of a once condemned student housing building near the University of Tennessee campus; Knoxville, Tennessee
- ❑ River Towne Condominiums - A new riverfront development in downtown Knoxville, on a 5 acre property. The project consists of 50 condominium units, with surface and garage parking, along with river side outdoor pool and recreation area, and a 20 boat slip marina. Design Innovation provided the relevant application services and coordination with TVA and Historic Certifications as to facilitate the approval of this development within TVA's flowage easement; Knoxville, Tennessee
- ❑ CityView Condominiums - DIA was contracted to assess the conditions of this partially constructed property and recommend improvements, then to develop design solutions DIA also facilitated the review of the project Master Deed; Knoxville, Tennessee.
- ❑ Lonesome Dove - After completing restorations which included a complete facade renovation, finish remodel of the interior, and updating the equipment and HVAC system., DIA provided complete design services for the complex build-out of this restaurant to the specific needs of the owner. Three separate kitchens were incorporated into the design to accommodate the varied dining areas; Knoxville, Tennessee
- ❑ University of Tennessee Clyde Austin 4-H Center - Multi-Phase contract providing Architectural services for renovations to the Clyde Austin 4H Camp for the residences, the recreational facility, and the manager's quarters. As part of Phase II, DIA provided design and construction administration services for renovations at the camp and evaluated the project in order to establish a program and budget. We prepared the construction documents for the demolition of the pool and the subsequent construction of a new pool; Greeneville; Tennessee
- ❑ Jackson Crossing - Site planning and design of the clubhouse for a new community development; Loudon County, Tennessee
- ❑ National Energy Security Center, This project is an office building consisting of three stories and partial basement totaling approximately 115,000 square feet. The building location on the campus acts as the entrance into the new Oak Ridge Science and Technology Park at the Oak Ridge National Laboratory; Oak Ridge, Tennessee

EDUCATION:

Juris Doctor 2005, The University of Tennessee College of Law, Knoxville, TN
Bachelor of Architecture 1992, Mississippi State University, Starkville, MS

PROFESSIONAL REGISTRATION:

Registered Architect since 1998
National Council of Architectural Registration Boards (NCARB)
Certified
LEED® Accredited Professional
Registered Roof Consultant (RRC)

PROFESSIONAL/CIVIC AFFILIATIONS:

American Institute of Architects
Construction Specifications Institute
American Bar Association
Past Board Member-Blount Mansion Association
Roof Consultant's Institute

HONORS AND AWARDS:

Fifth year thesis Juror's Award - best thesis as judged by jurors of the fifth year thesis presentations

Mississippi Concrete Industries Design Award - First Prize

University of Tennessee - Knoxville College of Law - Pro-Bono Honors

Governor's Task Force Competition Finalist - Low-Cost Housing Design
Academic Exchange Program - Placed in a competitive selection process for an international exchange program with the Plymouth Polytechnic School of Architecture, Plymouth, England

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RESUMES OF KEY DIA PERSONNEL



PATRICK CORE, AIA, CDT

PROJECT ARCHITECT / PROJECT ROLE: PROJECT CAPTAIN / CONSULTANT COORDINATOR

Patrick is a licensed Architect who has been involved with a variety of projects over the past 13 years. His experience ranges from project management for mid-size projects to design coordination and management support for larger projects. These include a new 35,000 s.f. business building that forms a campus edge, medical projects such as hospitals and office buildings, and both new buildings and renovations for public school systems and higher education institutions. At his previous position,

Patrick played an important role in implementing Autocad Revit, established firm standards, and completed several projects with the software. He is currently assisting with the updating of firm standards at DIA.

DIA Experience:

- ❑ 141 Gay Street - Project Architect for an apartment expansion and roof deck was added above a ground level restaurant. As the existing building is within the Southern Terminal and Warehouse Historic District, exterior materials, building massing, and relation to historic context were carefully evaluated; Knoxville, TN
- ❑ Old Mill Commissary - Food service and laundry functions were consolidated from several locations into an existing building. Improvements include updated building services and systems; Pigeon Forge, TN
- ❑ Regas Square - Located next to the Historic Regas Restaurant, Regas Square is a new Mixed-Use Building which includes 20,000 sq. ft. retail, condominiums, public common spaces, and a secured underground and enclosed 193 space parking garage for a total of 285,962 sq. ft. Occupying an entire city block with 3 public streets surrounding it; Knoxville, TN
- ❑ Hyatt Place Knoxville - Complete Renovation and Interior Design services for location of a hotel in the Historic Farragut Building in downtown Knoxville. Interior services include all FFE services including space planning of a kitchen to service the hotel dining needs; Knoxville, Tennessee

Previous Experience With Red Chair Architects, Inc.:

- ❑ Cherokee Health 5th Ave. - Project Manager / Project Architect An existing metal building was renovated to house an outpatient clinic. A masonry wall serves as a backdrop to the entry plaza, and metal wall panels clad the remainder of the building. Exam rooms ring the exterior of the building, while a lab and nurses station are centrally located; Knoxville, TN
- ❑ VA Mountain Home - Beaux-arts buildings within a National Register Historic District were renovated for new or enhanced uses. VA Building #69 Administration - Patient services and administrative offices for the medical campus found a new home in this renovated facility. Renovation included new windows, new building systems, and life safety improvements. VA Building #35 Theater - HVAC upgrades were integrated in a historically sensitive manner; Virginia
- ❑ Dibrell Elementary School - An addition and renovation to a 1940's era school included a new gymnasium, classroom wing, cafeteria and kitchen; McMinnville, TN

Previous Experience With Barber McMurry Architects:

- ❑ Jacksonian Condos - A former coffee warehouse in the Jackson Avenue Warehouse Historic District was renovated to house 11 condo units and a building lobby. Access to natural light and zoning of public and private spaces organize the dwelling units; Knoxville, TN

EDUCATION:

Bachelor of Architecture, Magna Cum Laude, 2005; University of Tennessee - Knoxville

PROFESSIONAL REGISTRATION:

Registered Architect, TN, 2011
Construction Document Technician, 2016

CIVIC AFFILIATIONS:

Member: American Institute of Architects

HONORS AND AWARDS:

UT School of Architecture Letter of Excellence for Outstanding Final Design Project - 2005
AIA Middle Tennessee Certificate of Excellence for Fourth Year Level Design - 2003
Randall Paulson Essay Scholarship Recipient - 2003

PREVIOUS EMPLOYMENT:

Red Chair Architects (formerly Cockrill Design & Planning), Knoxville, Tennessee
Barber McMurry Architects, Knoxville, Tennessee



Regas Square Clubroom

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RESUMES OF KEY DIA PERSONNEL



AIMEE YARBROUGH, LEED® AP

DIRECTOR OF INTERIOR DESIGN / PROJECT ROLE: INTERIOR DESIGN /

INTERIOR CD'S PRODUCTION MANAGEMENT

As Director of Interior Design for DIA, Aimee Yarbrough works closely with the project architects and the entire design team, ensuring cohesiveness throughout the design process and optimizing functionality and aesthetics in the fulfillment of the project. She is the touch point of interior design, involved in all aspects including finish selection, finish boards, design

and presentation rendering, space planning, budgeting and job cost estimating, contract documents, client presentations and furniture and art specifications and installation.

A partial listing of Mrs. Yarbrough's experience includes:

- ❑ Regas Square - A new Mixed-Use Building to include retail, offices, and condominiums. Located next to the Historic Regas Restaurant, Regas Square is a new Mixed-Use Building which includes 20,000 sq. ft. retail, condominiums, public common spaces, and a secured underground and enclosed 193 space parking garage for a total of 285,962 sq. ft. Occupying an entire city block with 3 public streets surrounding it; Knoxville, TN
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- ❑ Lake Plaza Condominiums - Lake Plaza Condominiums is a ten-story condominium development in the heart of the University of Tennessee - Knoxville Campus. The development will consist of 69 condominium units adjacent to four levels of private parking; Knoxville, Tennessee
- ❑ CityView Condominiums - DIA was contracted to assess the conditions of this partially constructed property and recommend improvements, then to develop design solutions DIA also facilitated the review of the project Master Deed; Knoxville, Tennessee
- ❑ Gallery Lofts Condominiums/ DIA Offices - The 78,000 square foot project was designed to house a major retailer on the first floor and two levels of the basement, office space on the 2nd floor, and residential condominiums on the third and fourth floors. DIA provided design services for the entire project as well as Interior Design services for the top 3 floors; Knoxville, Tennessee
- ❑ Old City Wine Bar - Complete design services for a new Wine Bar designed to achieve the owner's vision for this unique business located in The Old City in Downtown Knoxville, Tennessee.

EDUCATION:

2007 Bachelor of Science in Interior Design, Cum Laude, University of Tennessee - Knoxville - a CIDA accredited program

HONORS AND AWARDS:

University of Tennessee Honors Exhibition - Honorable Mention 2007
University of Tennessee Universal Design Competition, Second Place 2007
Network of Executive Women in Hospitality (NEWH) Organization Scholarship, 2006-07
Jami S. High Memorial Award 2005-06, 2006-07
Women Faculty Club Scholarship
Grace Hodges Estate Scholarship
University of Tennessee School of Music Scholarship.



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PROPOSAL

ENTITLEMENTS FACILITATION:

As we review the Entitlement requirements, our understanding is that it is desired to have approvals from the City of Knoxville (COK) and all the other agencies for the granting of:

- D-1 Board Certificate of Appropriateness (COA). This COA indicates that the intended building design and use meets the minimum criteria set forth in the zoning ordinance (setbacks, height, lot coverage, parking, design features, etc.), and that the site is properly zoned for this function. This work is accomplished via the completion of the Schematic Design Phase of the project, and subject to additional submissions / approvals as needed if the design changes in subsequent phases.
- Approvals for granting the Site Development Permit. The components that will need to be documented to a Construction Documents level (beyond the Schematic Design Level) as to gain the Site Development Permit include:
 1. The normal Civil Engineering work including site storm water, grading, erosion control, and site plans and details. This will require approval from the COK and TDOT
 2. Site Utilities including Gas, Water (Domestic and Fire), Sanitary Sewer, and Electrical. This will require approval from the COK and KUB, and potentially TDOT if utilities are on the State ROW
 3. Potential approval by the Corps of Engineers, TDEC, and TVA regarding storm water outlet discharge into the river (pending discovery if existing pipes are adequate)
 4. Site retaining walls which are independent of the building
 5. Site Shoring design (by specialty contractor hired by others)
 6. Property being properly recorded after a One-Lot-Subdivision (Joining of Parcels). This may be subject to MPC Commission approval, and not just staff approval, subject to further discussions. This too is subject to additional recordings / approvals as needed as the design develops through the remainder of the design phases.
 7. Granting of Easements from and to the various above noted agencies, as deemed required and as identified during the design process. Recording of such easements may be required prior to issuance of permit, or in some occasions is allowed to be at a later stage
 8. In an amount to be determined by the COK Engineering Office, a Security Bond or Letter of Credit placement and a Legal Agreement is reviewed and executed between Owner and the COK. City Attorney office normally facilitates such between City Engineering, the Civil Engineer, and the Owner.

During the Schematic Design (SD) Phase of the work, the various project Engineers will complete their components of the work, as to select the various main systems including Structural, Mechanical, Electrical, Plumbing, and Fire Protection. Consulting services from the Acoustic Engineer, Envelope Consultant, and Code Fire Engineer will also be utilized for their respective disciplines. The completion of the SD Phase will allow Blaine Construction to provide a realistic project estimate.

The Fee for the above noted work of Schematic Design (SD) and Civil/Site related Construction Documents (CDs) is anticipated to be as follows:

- Architectural Services (G+G and DIA): \$687,500 for SD, plus \$50,000 for the Architectural component of the CDs of the items noted below, as well coordination with such consultants, quality control (QC) review, and the associated permitting facilitation.
- For the Consultants' component of the fee, since G+G and DIA have not yet jointly reviewed the various proposals, we have developed the following as a starting guideline for the fees of the services for the following disciplines:
 - Civil Engineering: Allowance of \$47,000 for SD through CD's and Agency Approvals by the COK and TDOT. Note, in a side discussion with S&ME, they suggest an additional allowance of \$7,500 for TVA and US Corps of Engineers permitting services, if such is found to be required. Excluded from this is work related to any TVA identified issues relevant to endangered species or archaeological requirements.
 - Structural Engineering: Range between \$52,000 to \$57,000 for SD, plus approximately \$20,000 for site retaining walls CDs
 - Mechanical / Electrical / Plumbing / Fire Protection Engineering: \$55,000, plus approximately \$15,000 for site utilities CDs
 - Building Envelope: Assumption of \$5,000 for SD
 - Code Consultant: Assumption of \$10,000 for SD
 - Acoustic Consultant: Assumption of \$5,000 for SD

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PROPOSAL

TOTAL CONTRACT AMOUNT:

As we have noted before, it is DIA's interest to negotiate a mutually agreed upon fee for the required AE design services for this project. That being said and since a fee is being requested, DIA has assessed the project, and also requested fee proposals from various Consultants. Some of the Consultants' proposals were submitted based on a fixed fee basis, while others were proposed on a percentage of construction cost basis. As one can imagine, this is not an "apples to apples" comparison, and DIA recommends that G+G and DIA collectively review the various proposals, interview the prospect consultants, and then agree on the best fit consultants for this project, accounting for expertise, personnel assigned to the project, schedule availability, and fees.

We request that the below quoted fee is to be considered, and then for the entire team of Owner, Owner's Representative, G+G and DIA to negotiate a final Agreement. The proposed fees are based on an estimated \$55,000,000 construction cost, and the current building conceptual design. As the project proceeds through the design phases, and the Schematic Design (SD) Construction Cost Estimate is developed, the fees can be refined to reflect the final project parameters.

The noted fees below include a full service project delivery which includes Schematic Design and associated Entitlement work, Design Development, Construction Documents, assisting in Contract Negotiations, and Construction Contract Administration (based on 30-36 months)

- Architectural: G+G and DIA combined: \$2,225,000
- For the Consultants' component of the fee, since G+G and DIA have not yet reviewed the various proposals in detail, we have developed the following as a starting guideline for the fees of the services:
 - Civil Engineering: Allowance of \$75,000. Note, in a side discussion with S&ME, they suggest an additional allowance of \$7,500 for TVA and US Corps of Engineering permitting service, if such is found to be required. Excluded from this is work related to any TVA identified issues relevant to endangered species or archaeological requirement.
 - Structural Engineering: Range between \$345,000 to \$380,000.
 - Mechanical / Electrical / Plumbing / Sprinkler Engineering: \$300,000 to \$495,500.
 - Building Envelope: \$60,000.
 - Code Consultant: \$16,000.
 - Acoustic Consultant: \$24,000.

Various conditions and exclusions have been noted by the consultants, and they are the normal that one can expect on this type of project. Some such exclusions will also apply to DIA and G+G. We will bring those up to everyone's attention upon the negotiation phase of this agreement. The above does not include normal Reimbursable Expenses as outlines in AIA agreement B101-2017, which would be in addition to the Basic Services fees outlined above.

INITIAL PAYMENT AND ASSURANCES:

An initial payment of 2.5% of the total Project Fee is requested, with such initial payment being credited back to the Owner in a prorated manner upon the monthly invoicing.

Completed work shall be invoiced on a monthly basis, with the invoices being issued within the first five (5) days following a prior month's work. Invoices will be issued via e-mail, and we request confirmation of receipt of such within 24 hours. Payments are due within fifteen (15) days from issuance of invoices. Late payments are assessed a 1.5% monthly interest fee. An estimated billing schedule will be issued at the beginning of each phase of the project for the Owner's convenience.

Assurances of available funds can be either one of the these two options:

1. The entire funds for the project phase of the work that is being authorized are available in a financial institute, and are ear-marked for the purpose of the AE fees
2. On a monthly basis and within seven (7) days before the end of the month, funds in the amounts based on an agreed upon billing schedule, are deposited by the Owner into a financial institute, and are ear-marked for the purpose of the AE fees.

Failure of receipt of payment in a timely manner shall be deemed as an authorization to stop the work, until the payment is cured. The balance of uncredited funds available from the initial payment will be used to cure any open unpaid invoices.

PROJECT BACKLOG:

DIA's workload is shown here, complete with the status of each project. As you can see, we are currently in a perfect position to take on this project and make sure it receives the attention that it deserves.

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PROPOSAL

Project Name	Services	Status	Completion Date
Regas Square	Full Design Services	Construction Administration	1st Quarter, 2019
Farragut Hotel	Full Design Services	Construction Administration	December 2017
UTK - Lake Ave. Garage	Full Design Services	Construction Administration	3rd Quarter, 2019
Pryor Brown Garage Condos	Full Design Services	Schematic Design	On Hold
Boyd Fitness Center	Full Design Services	Schematic Design	November 2017
Knox Area Urban League	Full Design Services	Bidding	2nd Quarter, 2018
TN Valley Eye Center ASC	Full Design Services	Construction Administration	1st Quarter, 2019
Fluor Citrus	Full Design Services	Construction Administration	December 2017
Roane State Community College Re-roofing	Full Design Services	Construction Administration	February 2018
Fluor Greeneville	Full Design Services	Construction Administration	January 2018
The Boarding House	Full Design Services	Construction Documents	June 2018
141 S. Gay Street	SD's - CD's	Construction Documents	December 2017
Industrial Project	Full Design Services	Bidding & Negotiations	2nd Quarter, 2019
200 Jennings	Full Design Services	Construction Documents	June 2018
Tyson Court	Full Design Services	Schematic Design	August 2018
217 Broadway - Maryville	Full Design Services	Construction Administration	December 2017

PROPOSED OWNER CONTRACTOR AGREEMENT FORM:

DIA has experience and is comfortable working on both CM at Risk (CMAR) and Design Build (DB) delivery methods, particularly with Blaine as the General Contractor which we have worked with in the past using both methods. DIA would be fine with either, but believe that a CMAR delivery method would be more aligned with this type of project and relationship with the Owner and joint Design Team. The CMAR method will maximize the Owner's access to and control of the Design Team, as well as maximize the Owner's involvement in the design process and design decisions throughout.

DISPUTE RESOLUTION EXAMPLES

Since our start in 1989, in 28 years, we have had 4 minor legal disputes, with two of them being dismissed as being erroneous and not DIA issues. Our policy of dispute resolution is to not hide from an issue or a dispute, but to address it in an expedient and proactive manner. This is our approach whether DIA is at fault for any item, or it's a dispute between other parties on the project. Below are examples of disputes.

Example 1: We had a project that the front concrete plaza had colored concrete, and the finish was unsatisfactory to the design team and to the client. The situation is that the owner convinced the contractor to add the color to the concrete without additional cost, and the contractor agreed to do such on this large project. DIA was told of this direction, but not asked to specify the colored concrete. In the effort to stop the finger pointing about a \$6,000 fix on a \$4m project, DIA offered to split the cost 3 ways between owner, architect, and contractor. All agreed to such.

Example 2: A mechanical engineer which we no longer work with had miss-designed a mechanical system, and the mechanical contractor made site changes and did not follow some details, causing poor air-flow and utility bills beyond expectation. DIA was not contracted to provide Construction Administration Services, to our objection. Upon recognition of the issue, DIA expended a great level of energy and time to develop successful resolutions of the required repairs and the conditions improved. Ultimately the Owner sued the contractor, subcontractor, and intended to sue the mechanical engineer directly, but had to go through DIA as we hired the engineer. The dispute was settled in arbitration for about 25% of the original requested damage, with DIA bearing 10% of total settlement. After the completion of the arbitration, DIA maintained good relations with the client and helped him on other projects.

PROJECT SCHEDULE:

The Schedule included at the end of this document is to be considered a First Draft Preliminary Schedule, that is intended to illustrate the relative alignment of the various Schematic Design and Construction Documents tasks that are anticipated for the project Entitlement. As it is recognized by all, this schedule has not as of yet been reviewed by any other entity, and should be considered as a guide with approximate task periods, subject to change once it is reviewed by all. DIA recommends a collaborative approach to develop a final and accepted schedule with the involvement of all parties including Owner, Contractor, G+G, DIA, and selected consultants. Such effort can be attained in a long planning session that all can attend.

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LOCUST HILL PRELIMINARY SCHEDULE
ENTITLEMENT PHASE



