REQUEST FOR PROPOSAL
March 12, 2019

John L. Edwards School Building
Adaptive Reuse Feasibility Study
HUDSON, NEW YORK

PROFESSIONAL ARCHITECTURAL & ENGINEERING SERVICES

CITY OF HUDSON

Prepared by 3tarchitects, PLLC 283 RIVER STREET, TROY, NY 12180
March 12, 2019

City of Hudson NY
c/o Tracy Delaney, City Clerk
520 Warren Street
Hudson, NY 12534

Re: RFP – John L. Edwards School Building – Adaptive Reuse Feasibility Study

Dear Tracy (& to all it May Concern),

Thank you for the opportunity to submit the attached qualifications and proposal for your project. The package includes 3t’s services, experience and consultants that we believe are a great fit to perform a feasibility study for the future use of the John L. Edwards School Building located in Hudson, New York.

Our core philosophy of ensuring personalized service and collaborative team efforts with, and on behalf of, our clients is at the heart of our design processes and service platforms. We have formed the ideal team to assist you in the feasibility study to determine the best use for the property. Having done numerous adaptive reuse projects over the years, 3t and its team of qualified consultants approaches each project as its own unique challenge and we collectively have the capability of addressing each and every one of them with unconventional and progressive solutions corresponds to the project at hand. We’ve converted a church into a creative marketing office, a car dealer into a church, an old brewery and carriage house into apartments, and a 30-year abandoned building into a flourishing co-working space and business. These are just a few examples of the challenges we faced and successfully solved on behalf of and for our clients.

We’ve also worked with many municipalities over the years, whether directly on a project, or part of the project team overall and are quite comfortable and familiar with public input and the consensus building process. We recognize the level of passion and involvement of the community and realize the importance of incorporating this into the design process. The inventible solution will evolve through the implementation of an open, transparent and rigorous process that includes a forum for all of the stakeholders needing to be heard.

We are committed to working as a team with our clients, colleagues and the various stakeholders involved ensuring the success of our projects! We truly hope to have the opportunity to team with you and the City of Hudson on this exciting project.

Sincerely,

Scott Townsend
Partner, 3tarchitects

Geoff MacDonald
Partner, 3tarchitects
1. Cover Letter: Firm Qualifications & Experience

3tarchitects, PLLC
283 River Street
Troy, NY 12180

Founded in 2006, 3tarchitects is a professional architectural limited liability company. We provide clients with a comprehensive range of services that include:

- Feasibility Studies
- Planning
- Programming
- Architecture
- Interior Architecture
- Historic Preservation
- Sustainable Design
- SHPO (Historic Tax Credits) Documentation & Submission

Performed by others, if needed, while 3t manages:

- Site/Civil Engineering
- Landscape Architecture
- Geotechnical Services
- M|E|P & FP Engineering
- Structural Engineering
- Cost Estimating

3tarchitects’ Team

Primary Contact:
Scott Townsend, Partner
T (518) 618 – 0900 x 108
F (518) 618 – 0901
scottt@3tarchitects.com

Geoffrey MacDonald, Partner
Partner/Lead Architect/QA/QC
Chad Stewart, Architect
Project Manager/Production
Shashi Nocera, Sr. Arch. Designer
Project Arch/Codes, Regulations

3tarchitects is willing to perform all of the services identified in the scope of work and will abide by the terms of the RFP, including all attachments.
Consultants

We have built strong relationships over the years with various consultants. We look at each project individually and build the correct team for the project type and vision. With that said, the professional engineering services will be performed by the following firms below, and the Project Managers that would lead the charge for your project have been noted as well.

**Chazen Companies**
547 River Street  Troy, NY

**Site/Civil Engineering, Landscape Arch., Structural, & Geotechnical Services**  [www.chazencompanies.com](http://www.chazencompanies.com)
James ‘Andy’ Rymph, RLA LEED AP

**Hesnor Engineering Associates**
22 Computer Drive West  Albany, NY

**M/E/P/FP**  [www.hesnor.com](http://www.hesnor.com)
TJ Hesnor, PE

Please see the following pages for additional information and qualifications of the noted consultants.
Firm Introduction

The Chazen Companies was founded in the historic Hudson Valley region of New York in 1947. We provide engineering, planning, land surveying, landscape architecture, environmental consulting and construction services to clients throughout the Northeast. We focus on creating effective, long-term partnerships while delivering world class levels of performance from our offices in Poughkeepsie, Troy and Queensbury, New York. Chazen is an employee-owned firm representing municipalities, agencies, developers, landowners, utilities, institutions, industries and not-for-profits. Many of our staff are LEED certified. We closely review emerging technologies and practices to ensure that our clients are introduced to high-value, reliable, cost-effective practices. From project concept to completion, we collaborate closely with clients, taking a customized approach to every project.

Our residential services portfolio includes Affordable Housing and HCR application support, Independent and Senior Living, Senior HUD Housing, Assisted Living, Continuing Care Residences and Skilled Nursing Facilities, along with traditional single and multifamily housing. We provide complete planning, landscape architecture, civil engineering, environmental and survey services throughout Northeast New York.

Areas of Practice

Design and Engineering
- Landscape Architecture
- Civil Engineering
- Structural Engineering
- Transportation Planning and Engineering
- Utility Engineering
- Water Supply, Treatment and Distribution
- Construction Observation and Inspection
- Geotechnical Engineering

Planning
- Regulatory Compliance and Permitting
- Land Use and Comprehensive Planning
- Zoning Approvals and Permitting
- Geographic Information Systems

Environmental Services
- Environmental Remediation
- Environmental Risk Management and Asset Protection
- Brownfield Redevelopment
- Wetland Delineation and Permitting
- Ecological Studies

Land Surveying
- Boundary and Topographic Surveys
- Construction Survey/Stakeout

Relevant Current and Completed Projects
- Ulster Gardens
- Baptist Health
- Valley Health
- Woodland Pond Retirement Comm.
- Cohoes Falls Community Center
- Monument Square Apartments
- Ida Yarbrough Homes Redevelopment
- St. Anthony’s on the Hudson
THE FALLS AT GREENPORT – APARTMENTS
Greenport, NY

Duration: December 2013 – June 2018

Client: JMS Collective
Contact: Mark Salomon, CEO
P: 518.958.2047
E: mark@jmscollective.com

Chazen teamed with JMS Collective for the redevelopment of the former Greenport Elementary School as a 116-unit apartment complex located minutes from historic downtown Hudson. The original school building and gymnasium was renovated for use as a 150-seat banquet facility, spa, yoga studio, exercise center and business offices. A 1960 addition was removed, and a 3 wing 4-story addition was constructed on the 22-acre parcel with basketball/pickle ball courts, dog park and extensive walking trails.
THE NEWS LOFTS APARTMENTS
Troy, NY

Duration: October 2015 – Fall 2018

Client: The Rosenblum Companies
Contact: Jeff Mirel, Executive Vice President
P: 518.869.9302
E: jeff@rosenblumcompanies.com

Chazen worked with The Rosenblum Companies from 2015-2018 on a design team for redevelopment of the former Troy Record Building in downtown Troy, providing civil engineering and landscape architectural services. This transformative project includes the construction of a ground floor parking deck for residents, commercial frontage on Broadway and residential apartment above. The historic structure provided an attractive façade to compliment a new urban streetscape enhancing the corridor aesthetic.
Who we are

Hesnor Engineering Associates, PLLC is a niche mechanical, electrical and plumbing (M/E/P) engineering firm with offices in Albany, NY and Adams, MA. Since 1992, owners of heavy industrial, research and mission critical facilities have trusted us to provide the specialized M/E/P services necessary for their facilities to operate at their peaks. As we evolved, we have applied this experience to projects in the educational, commercial, institutional, multi-family and public sectors to cost-effectively enhance design concepts.

What we do

HEA specializes in M/E/P engineering; energy services; commissioning; design/build; and equipment procurement and installation. We apply value engineering throughout each project without compromising engineering principles. This results in cost-effective designs and maximum return on owners’ investments. Notably, we have an excellent relationship with 3t Architects, having collaborated with them on a dozen educational, commercial, institutional and mixed-use projects since 2006.

Contact us:

TJ Hesnor, PE
Managing Partner
Hesnor Engineering Associates, PLLC
22 Computer Drive West
Albany, NY 12205
Office: 518.689.2030 x302
Cell: 518.265.2135
Email: tj@hesnor.com
Web: www.hesnor.com
Hesnor Engineering Associates (HEA) recently designed the mechanical, plumbing and fire protection systems associated with major renovations to a 37,030 SF elementary school as well as the construction of a new 31,730 SF addition to the school. The northern half of the project includes the renovated building, which contains classrooms and teaching spaces, a cafeteria and a kitchen. The southern half includes the entire addition, which contains administrative spaces, a gym and classrooms. The new building serves approximately 400 students in the Granby Public School District in western MA.

The addition is ventilated by energy recovery ventilators, while the renovation is served by air handling units and dedicated outdoor units. Space cooling for the majority of the building is provided by the ERVs and AHUs. Air from the AHUs is distributed to zoned variable air volume (VAV) boxes and passed through diffusers into classrooms and other teaching spaces. Two variable refrigerant flow (VRF) systems serve the spaces served by the dedicated outdoor units.

Space heating is provided radiant heat panels and fin-tube radiators, supplemented in select areas by re-heat coils in VAV boxes. The main glycol / hot water loop associated with this equipment is served by a new boiler plant consisting of two dual-fuel boilers and one LP-fired condensing boiler, each with a circulator pump and two variable speed distribution pumps.

Domestic hot water is provided by two gas-fired 600 MBH condensing water heaters with a peak efficiencies of 96%. Low-flow plumbing fixtures were specified throughout the building to achieve the project’s water use reduction targets.

The project’s construction cost was $34.2 million. The new building is currently being evaluated by the US Green Building Council for LEED certification.
Hesnor Engineering Associates (HEA) was retained to lead a team that performed a building condition survey (BCS) and capital plan update for the NYS Comptroller’s headquarters building located at 110 State Street in Albany. The 15-story building was constructed in 2001 and comprises approximately 465,000 square feet. It also includes an attached 5 ½ level, 350-space parking garage. The building is occupied by the New York State Office of the State Comptroller. Approximately 1,800 employees work at the site.

The BCS evaluated the following equipment and systems:

- Air Handling Units
- Fire Protection (Sprinklers)
- Boiler and Chiller Plants
- Fire Alarms
- Domestic Hot Water
- Interior Lighting
- Cooling Towers
- Drainage, Waste & Venting
- Dry Coolers
- Parking Garage (M/E/P only)
- Humidification
- Exterior Doors and Windows
- Electrical Service & Emergency Power
- Roofs
- Capital Planning for Upgrades and Repairs

HEA’s team of engineers and architects performed multiple walk-throughs at the site, then prepared a report which included descriptions and conditions of the existing systems; a list of inefficiencies, performance deficiencies and building code issues; recommended corrective actions and associated cost projections, potential enhancements, and life expectancies for major equipment.

The capital plan update identified approximately $3.7M in recommended repairs, upgrades or enhancements. Each recommendation was categorized as either critical, non-critical but necessary, or maintenance/additional items for consideration.

HEA is currently designing a chiller replacement at the site. The replacement was identified as a critical action item in the BCS.
Historic Colegrove Park Elementary School (LEED™ Gold)
HEA provided full M/E/P design services for the renovation of a historic four-story, 78,000 sf elementary school in North Adams, MA. The project, which achieved LEED™ Gold status from the USGBC, included a new boiler plant, pumps with VSDs, VAV HVAC equipment, low-flow plumbing fixtures, water use reduction technologies, thermal monitoring, new electric service, new LED lighting and daylighting controls.

Plains Elementary School (LEED™ Silver)
HEA designed all mechanical, plumbing and fire protection systems for a new 65,000 SF elementary school in South Hadley, MA. Work included a new boiler plant, pumps with VSDs, energy recovery ventilators, radiant heating, displacement ventilation, new condensing water heaters, grease interceptors and an NFPA 13 sprinkler system. The project achieved LEED™ Silver status.

Hoosac Valley Middle/High School (LEED™ Gold)
HEA designed the complete replacement of M/E/P systems for this 180,000 SF school in Cheshire, MA. The LEED™ Gold project included new boiler and chilled water plants, VRF air conditioning, demand-controlled ventilation, energy recovery equipment, power system upgrades, a 9,600 gal. rainwater recovery system, low-flow plumbing fixtures, LED lighting upgrades and a 500kv photovoltaic array.

MA School Building Authority Accelerated Repair Program
HEA is currently under contract with the MA School Building Authority (MSBA) to replace and upgrade antiquated boiler and water heating plants at various schools throughout Western Massachusetts through its Accelerated Repair Program. HEA is currently on its second straight MSBA on-call contract.

Lansingburgh Central School District
In support of the district’s $10 million renovation effort, HEA provided M/E/P design services for projects at Lansingburgh’s high school, middle school and two elementary schools. HEA’s work included converting an existing steam boiler plant to hot water, unit ventilators for classrooms, rooftop HVAC equipment, heat exchangers, a domestic water plant and new controls.
Conversion of a Historic Armory to a Community Facility
HEA designed the HVAC systems associated with the conversion of a historic US Army National Guard into a facility to house youth athletic and community programs. The building was purchased by the City of North Adams. To accommodate the renovations, HEA designed a new boiler plant to replace the building’s antiqued steam heating system. Rooftop HVAC equipment was also added.

Conversion of an Auto Dealership to a Church
As a subconsultant to 3t Architects, HEA was the M/E/P engineer for the conversion of an auto dealership to a new Grace Fellowship church, which included a 350-seat worship area with state-of-the-art theatrical lighting and A/V systems. Demand-controlled ventilation was included to accommodate a wide range of occupancies.

Williams Inn Adaptive Re-Use Study
In 2015, HEA prepared a facility condition assessment and energy usage study associated with the M/E/P and FP systems at the Williams Inn in Williamstown, MA. The three-story inn was constructed circa 1973 with a four-story addition built circa 2002. HEA’s report addressed the building’s existing HVAC, exhaust, power, lighting, fire alarm, plumbing, DWV and fire protection systems.

Conversion of a Restaurant to a DMV Office
HEA designed the M/E/P systems associated with the renovation of a former restaurant in Schenectady, NY to accommodate an office for the Schenectady County Department of Motor Vehicles. The building includes a customer waiting/queue area; interviewing, training and testing spaces; ADA restrooms; server room; break room and various support spaces. The project was completed in 2017.

School 10 Apartments Modernization
HEA designed the installation of 22 new, condensing, natural gas fired boilers and water heaters to modernize the School 10 apartments in Troy. This project completed upgrades to this former school building, which is listed on the National Register of Historic Places.

Conversion of a Bowling Alley to a Supermarket
HEA is currently designing M/E/P systems associated with the reconfiguration of a former bowling alley in Albany, NY to suit an Asian supermarket. The existing 28,000 SF building will be completely renovated to accommodate the project, which will also include two additions and a food court.
2. Timeline

The firm’s work is founded on a common theme that each project must balance good design with constructability, cost and schedule. Consistently, our projects achieve a balance of creativity, context and function and are completed on schedule and within budget.

The schedule above is approximately 22 weeks total and is based on our experience with similar projects. As with any project, the schedule can be adjusted if needed, and only when all parties are in agreement.
3. Key Personnel

The assembly of the correct professional team is critical to any project’s success. Not only does the team need to be selected for their respective design skills and technical proficiency, but for the right personality fit for the client. 3t has very talented staff from which to draw upon for your design team. The following lists 3t personnel that will lead your project from conception to completion. Please review the following resume pages for more information about the 3t team.

Scott Townsend, Partner
Principal in Charge / Lead Designer
Scott will be the main contact for the City of Hudson and project duties will include Design Lead, Oversight & Development of Programming, Quality Review related to the End Product, Public Presentations & Municipal Interface, Workshops and Charrette Facilitation, and Client Interaction & Management.

Geoffrey MacDonald, Partner
Partner/Lead Architect/QA QC
As the Lead Architect, Geoff’s duties include Coordination of the Project Team, Code Reviews and Documentation, Scheduling of the Project Documentation, Monitoring of Document Technical Content, Quality, and Consistency.

Chad Stewart
Project Architect
As the Project Architect, Chad’s duties include Monitoring of the Project Schedule, Technical Assistance to the Project Team, Performance of Ongoing In-House Quality Control Reviews as well as the Production of Construction Documents and Coordinating the Consultants.

Shashi Nocera
Production/Support Team
Shashi and the support team will provide Technical Assistance to the Project Team, Production of Construction Documents, Code Reviews and Documentation, Monitoring of Document Technical Content, Quality, and Consistency and Performance of Ongoing In-House Quality Control Reviews.
PARTNER & DESIGN DIRECTOR

Scott has directed an architectural practice in the Eastern New York Region for many moons and is a licensed architect in numerous states. Over the years he has developed an intimate familiarity with the upstate community and maintains a wide array of professional relationships that aid in the completion of 3t projects. Scott’s interest in completing work that is socially relevant was informed and encouraged early in his career by his mentor Samuel Mockbee. At 3t, Scott collaborates with the professional staff to meet our clients’ goals and complete the best work possible, even when no one is watching.

KEY POSITIONS PRIOR TO 3t

- Townsend Architects, a Division of Vollmer Associates: Albany, New York. 2003 - 2005, Associate, Director of Architecture
- Mockbee* Coker Howorth Architects: Jackson, Mississippi. 1986 - 1987, Architectural Intern
*Samuel Mockbee was the 2004 recipient of the AIA Gold Medal Award, given annually to a single individual.

EDUCATION

- Mississippi State University, Starkville, Mississippi. Bachelor of Architecture, May 1988

REGISTRATIONS, AFFILIATIONS & HONORS

- Registered Green Communities Charrette Facilitator, 2006 - present.
- Ally Designer for NYS Energy Research & Development Authority (NYSERDA), 2006 - present.
- States Licensed (in alphabetical order): CT, DE, FL, MA, MD, NJ, NH, NY, OH, PA, RI, VT
PARTNER & STUDIO DIRECTOR

Geoff has over 25 years of experience with a professional focus on academic and residential facilities for colleges and universities. He is involved with programming, planning and feasibility studies for college and university projects and takes a lead role in the design development phase of most projects. He supervises the preparation of construction documents and specifications and continues with construction administration of major college and residential commissions.

KEY POSITIONS PRIOR TO 3t

- Sacoo & McKinney Architects: Latham, New York. 2001 - 2013, Principal

EDUCATION


REGISTRATIONS, AFFILIATIONS & HONORS

- “Award of Merit” for the Off-Campus Dorms at Amherst College, 2010 AIA New York State Design Awards
- “Stewardship Award” for the renovation of 6 historic buildings, 2010 Preservation Massachusetts - Paul Tsongas Award
- “Outstanding Designs” for the Union College, Fitness Center Renovation of Alumni Gym, Schenectady, NY, Architectural Portfolio 2006, American School & University, November issue
- “Project of Distinction Award” for the Williston Residential Hall at Amherst College, 2004 Education Design Showcase, College Planning & Management Magazine
- Architecture New York - 1994
- USGBC LEED Accredited Design Professional
SR. ARCHITECT

Chad started his career in Boston where he worked for big city firms, until he found his way back home to the Capital District. His quiet demeanor, outward calm and playful smile is what you can expect to see on a daily basis, but don’t let that fool you. Once Chad opens up, expect great conversation, clever wit and deep knowledge of all things architecture and design. His attained depth makes him invaluable to anyone working with him; be it in-house collaboration with staff members or working directly with 3t’s array of clients and consultants. We at 3t are lucky to have Chad as an integral part of our team and not only can we count on him for a correct project path; but just as important, the witty one-liners that get us through the day.

KEY POSITIONS HELD (prior to 3t)


EDUCATION


REGISTRATIONS, AFFILIATIONS & HONORS

- Licensed in the State of New York.
SR. PROJECT MANAGER

Shashi takes the word ‘skills’ to a whole new level. With over 12 years of experience ranging from Campus and Facilities Planning, to oftentimes tedious Code Review, she is able to take pieces of any project and make one solid whole. She feeds on learning and forever uses her knowledge to grow and help others along the way.

Don’t misunderstand, Shashi isn’t just books and brains, she has a zest for life and loves the outdoors. A daily run or tennis match is just the thing to help her round out her day. Although we at 3t know that while she’s playing tennis, she’s calculating her next move on her project assignments.

KEY POSITIONS HELD (prior to 3t)

• Trudeau Architects, PLLC: Latham, New York. 2009 - 2014, Project Manager


• Truarchs Online, LLC: Albany, New York. 2001-2002, Assistant Application Developer


• Pragrup Amoorthsiti, Architects & Interior Designers: Bangalore, India. 1998 - 2000, Project Architect

EDUCATION


• BMS College of Engineering, Bangalore University, Bangalore, India. Bachelor of Architecture, October 1998.

REGISTRATIONS, AFFILIATIONS & HONORS

• Leadership in Energy & Environmental Design Accredited Professional (LEED AP BD+C)
JAMES A. RYMPH, RLA, LEED® AP
Principal, Director, Landscape Architecture

Mr. Rymph has over 21 years of landscape architecture experience including municipal infrastructure improvements, park and recreation design, regional and community planning, institutional site planning, and commercial and industrial development. His responsibilities include design leadership, directing design teams, project management and quality control. Throughout his career, Mr. Rymph has focused on maximizing value delivered to his clients by balancing design creativity with expectations of project funding and optimal functionality.

PROJECT EXPERIENCE

- **Troy Record Redevelopment**
  *Troy, NY – Role: Site/Civil Project Manager*
  Site design and construction documents for redevelopment of the former Troy Record site into a viable commercial/residential mixed-use development in downtown Troy. Completion of construction is anticipated in 2018.

- **NYS OGS State Preparedness Training Center**
  *Whitesboro, NY – Role: Project Manager, Lead Designer*
  This project at the former Oneida County Airport site in Oriskany, NY included a facility assessment and conceptual design for redevelopment of the property for the NYS Office of Homeland Security for a state preparedness training facility. Site design components included re-configuration of the vehicular and pedestrian systems, inclusion of security enhancements, landscaping and lighting, and facility infrastructure upgrades.

- **Tapestry on the Hudson**
  *Troy, NY – Role: Landscape Architect*
  Urban redevelopment project located on River Street. This project involved the preservation of a historic, seven-story brick building which was converted to a home for 67 mixed income family housing units, complemented with an elevated greenspace deck with vistas up and down the Hudson River.

- **‘Via Ponte’ - South Side Neighborhood Revitalization Strategy***
  *Amsterdam, NY – Role: Project Manager*
  Master plan and report was prepared for the City of Amsterdam, under state funding, to create a revitalization strategy for the City’s south side neighborhood. Project included a housing market analysis, preparation of conceptual plans for the redevelopment of the district and waterfront, an adaptive re-use plan for an abandoned mill building, environmental assessments, and streetscape improvements along Bridge Street.

- **Miron Property, Railroad Avenue - Guilderland, NY**
  *Guilderland, NY – Role: Client Manager*
  Adaptive re-use plan for conversion of the former lumber yard into a marketable industrial property. Following environmental cleanup efforts Mr. Rymph led the effort in developing site plans and municipal approvals for re-marketing of the property for private investment.

- **Potsdam Downtown and Waterfront Revitalization Plan**
  *Potsdam, NY – Role: Project Landscape Architect*
  As part of the regional Raquette River Corridor Blueway initiative, developed a comprehensive strategy to revitalize the Village’s downtown businesses, streetscapes and recreational amenities.

*Denotes projects completed prior to employment at The Chazen Companies*
JAMES J. CONNORS, P.E.
Principal, Senior Director, Land Development Services

Mr. Connors has over 32 years of professional experience. He is responsible for coordinating and overseeing engineering operations of Chazen’s Land Development Group, including planning, design, quality control, estimating, permitting, construction documentation, construction administration, bidding and construction review. He has experience with the preparation of feasibility studies, environmental impact statements, hydraulic and hydrologic analyses, flood plain determinations, stormwater management, design of water and wastewater systems, and construction plans and specifications for educational, institutional, commercial, industrial, municipal, residential and telecommunications projects.

EDUCATION
B.S., Civil Engineering, University of Massachusetts at Amherst, 1986

REGISTRATION
Licensed Professional Engineer: NY 069338-1

PROJECT EXPERIENCE

• **Poestenkill Place Apartments**
  City of Troy, NY – *Role: Principal In Charge/Technical Lead*
  Redevelopment of a historically industrial property in South Troy that has been designated as a Brownfield. The proposed use will be an 82-unit multi-family residential building with ground floor parking and a courtyard with pedestrian amenities.

• **Mosaic Village**
  City of Cohoes, NY – *Role: Principal-in-Charge/Project Manager*
  Redevelopment of an urban property for 68 affordable supportive housing apartment units with onsite supportive services for adults on the autism spectrum, a medical clinic, and daycare, Mosaic Village aims to make life easier for all residents.

• **Riverside Apartments**
  City of Oneonta, NY – *Role: Principal-in-Charge/Technical Lead*
  Development of a 9.5 acre, 64-unit moderate-income/workforce apartment complex with approximately 14 of the units reserved for individuals in recovery.

• **Ida Yarbrough Homes**
  City of Albany, NY – *Role: Quality Assurance/Quality Control*
  Redevelopment of the existing IDA Yarbrough housing complex located in downtown Albany to provide residents with a new, green community with energy efficient modern homes, increased outdoor greenspace, improved site circulation and full ADA accessibility throughout the site. The redevelopment of this complex included 80 rental apartments and 20 homes.

• **Mercy Care Intergenerational Housing**
  Town of Guilderland, NY – *Role: Principal-in-Charge/Project Manager*
  Construction of an affordable mixed housing development containing 65 units of 1 & 2 story apartments for families with foster children; for young adults with Intellectual and/or Developmental Disabilities (I/DD); and for independent senior living.

• **Meadows at Middle Settlement Apartments**
  Town of New Hartford, – *Role: Principal-in-Charge/Project Manager*
  Redevelopment of the existing Presbyterian Homes independent living apartment complex known as Meadows at Middle Settlement. This replaced 24 antiquated apartment buildings with 6 new and modern multilevel independent living apartment buildings containing 147 units along with a new community center building, site and other amenities that complement the active lifestyles of the residents.
LANSON A. COSH, P.E.
Senior Project Structural Engineer/Project Manager

Mr. Cosh is a Project Manager and Senior Project Structural Engineer with over 10 years of progressively responsible experience. He has experience with multiple aspects of structural engineering including high rise, commercial, residential, institutional, DoD, FAA, piers and transportation hubs from new construction to restoration and preservation. Prior to joining Chazen, Mr. Cosh gained valuable experience designing high profile buildings and structures in New York City and Honolulu. In addition, he has experience performing building inspections for the City of New York under their Local Law 11 façade investigation inspection requirements.

EDUCATION
M.S., Civil Engineering, Structural Concentration, Manhattan College, Riverdale, NY 2005 – 2007
B.S., Civil Engineering, Structural Concentration, Manhattan College, Riverdale, NY 2003 – 2005
A.S. Engineering Science SUNY Orange, Middletown, NY 10940

REGISTRATION
Registered Professional Engineer (Civil/ Structural) NY #088970
ACI Associate Concrete Construction Special Inspector

TRAINING
OSHA 40 hour HAZWOPER Training
OSHA Confined Space Entry Training

PROJECT EXPERIENCE
• Tapestry on the Hudson
  Troy, NY – Role: Structural Engineer
  Structural and civil engineering services to support the conversion of the historic building formerly known as the “Mooradian Building” to 67 units of mixed income residential apartments. Project included restoration of a concrete seawall, construction of an elevated greenspace plaza deck, new vertical transportation systems, repairs to the building structure, upgrades to the building envelope systems, solar and other green infrastructure investments while preserving historic features throughout the building.

• Ida Yarbrough Redevelopment
  Albany, NY – Role: Structural Engineer
  Structural and civil engineer services to support the new 80-unit, 11-building residential urban development comprised of three-story wood framed buildings. Building and site design incorporated many green features such as green roofs, PV power generation and storm water mitigation.

• City of Albany Emergency Services Term Contract: 48-50 Hudson Avenue
  Emergency Demolition Support
  Albany, NY – Role: Structural Engineer
  Emergency demolition support for historic buildings. Building located at 50 Hudson Ave was in imminent danger of collapse and was structurally connected to the oldest building in Albany (48 Hudson). There was significant interest to preserve the building. Worked with building owners, the City and demolition contractors to develop plan of action to quickly scope and bid the work to stabilize and protect 48 Hudson, while safely demolishing 50 Hudson and protecting public safety.

• City of Troy Emergency Service Term Contract
  Troy, NY – Role: Structural Engineer
  Structural engineering for several building stability and demolition projects throughout the City. Projects varied from evaluating and preparing stabilization plans for vacant buildings flagged by local fire districts as unstable, to providing emergency demolition support services for buildings in imminent danger of collapse.

• Voorheesville School Bridge Replacement
  Voorheesville, NY – Role: Structural Engineer
  Ecological, survey and structural services to replace long, decorative, timber pedestrian bridge spanning the Vly Creek. Goals included replacing the bridge and abutments while minimizing impact to the stream bed, raising the bridge to minimize inundation frequency and to resist flood water forces.
A principal mechanical engineer with over 22 years’ experience in project design and management, Mr. Hesnor has extensive knowledge of emergency power generation systems; HVAC and cooling systems; temperature control and energy management systems; fire protection systems; and other mechanical, electrical and plumbing systems for a wide range of applications. He is often called upon by HEA’s clients for his expertise in energy consulting, capital planning and equipment specification. He also is well-versed in NFPA, NYS and International building codes.

Mr. Hesnor’s responsibilities also include design review, project management and overseeing HEA’s engineering and support staff.

Representative Experience

NYS Comptroller’s Building (15 Stories)
Project manager and principal mechanical engineer for the evaluation of HVAC, power, lighting, fire alarm, domestic hot water, ventilation, exhaust, fire protection and building envelope systems for this 15-story office tower in Albany. Updates to the owner’s 30-year capital plan were also developed. HEA is currently designing chiller plant upgrades for the building.

Historic Colegrove Park Elementary School
Principal mechanical engineer for the renovation of a historic four-story, 72,000 sf elementary school. The project included new boilers, pumps with VFDs, energy recovery ventilators, VAV HVAC equipment, water use reduction, LED lighting, thermal monitoring and DDC controls. Completed in 2015, the project achieved LEED Gold status from the USGBC.

Hoosac Valley Middle/High School
Principal mechanical engineer for a 170,000 SF school renovation/addition project in Cheshire, MA. The design included a 9,600-gallon rainwater recovery system and a photovoltaic array as well as new boilers, pumps, energy recovery ventilators, air conditioning, exhaust systems, piping and DDC controls. The project achieved LEED Gold status from the USGBC.

Grace Fellowship
Principal mechanical engineer for the design of M/E/P systems associated with the conversion of an automobile dealership to a new church. The building now accommodates a 350-seat worship area complete with state-of-the-art theatrical lighting and AV systems. Mr. Hesnor oversaw the design of the renovated building’s HVAC systems, which included demand-controlled ventilation in the worship area to accommodate a wide range of occupancies.

CEO Family Resource Center/Stepping Stones
Managed various M/E/P and fire protection design projects for various buildings and facilities for the Commission on Economic Opportunity. Headquartered in Troy, CEO provides a variety of educational, children and family services. Projects included a variety of HVAC and plumbing designs for buildings ranging in size to 90,000 SF.

Stuyvesant Tower (10 Stories)
M/E/P project manager and principal mechanical engineer for the complete renovation of this 10-story, 170,000 SF office building in Albany. The design included a building-wide heat pump loop that connects to individual water-source heat pumps to condition the various tenant spaces. A central energy recovery ventilator was sized and specified to provide optimum ventilation for each of the building’s 10 floors that could be provided to tenants on behalf of the owner. Mr. Hesnor also designed and commissioned new central boiler and chiller plants for the building.
Michael Trzcinski, PE, CPD, LEED AP
Partner Principal Mechanical Engineer

As a LEED Accredited Professional, Mr. Trzcinski takes special interest in the sustainable design of buildings. He is a principal mechanical engineer with HEA, and is very familiar with the design, construction and commissioning of building systems for a wide variety of buildings and facilities in the municipal, educational, hospitality, institutional, mission critical, healthcare, commercial and industrial sectors. He has 20 years of M/E/P engineering, commissioning and construction administration experience.

Representative Experience

**Historic City of North Adams Armory**
M/E/P project manager and principal mechanical engineer for an adaptive re-use project for the historic North Adams Armory. Formerly a US Army National Guard facility, the building was purchased by the City and renovated to accommodate youth programs. Mr. Trzcinski designed a new boiler plant to replace the building’s antiqued steam heating system. Rooftop HVAC equipment was also added.

**Historic Colegrove Park Elementary School (LEED Gold)**
M/E/P project manager and principal mechanical engineer for the renovation of a historic four-story, 72,000 sf elementary school. The design included new boilers, pumps with VFDs, energy recovery ventilators, VAV HVAC equipment, water use reduction, LED lighting, thermal monitoring and DDC controls. The project achieved LEED Gold status from the USGBC.

**Hoosac Valley Middle/High School (LEED Gold)**
M/E/P project manager and principal mechanical engineer for a full-building renovation/addition project at a 170,000 SF school. The design included a new VAV HVAC system, boilers, pumps, energy recovery ventilators, exhaust systems, piping and ancillary equipment, DDC controls, and a 9,600 gallon rainwater recovery system. The project achieved LEED Gold status from the USGBC.

**East Meadow Elementary School (LEED-Anticipated)**
M/E/P project manager and lead mechanical engineer for building-wide M/E/P systems for a $26 million, 69,000 elementary school building in Granby, MA. Construction for the project, which includes both renovations and an addition to an existing building, was completed in 2018. The building includes new high-efficiency boiler plant, energy recovery ventilators, variable refrigerant flow systems, and VAV distribution systems. The project is anticipated to be LEED certified.

**Williams Inn Adaptive Re-Use Study**
As part of an adaptive re-use study, Mr. Trzcinski prepared a facility condition assessment and energy usage study associated with the M/E/P and FP systems at the Williams Inn in Williamstown, MA. The three-story inn was constructed circa 1973 with a four-story addition built circa 2002. Mr. Trzcinski’s report addressed the building’s existing HVAC, exhaust, power, lighting, fire alarm, plumbing, DWV and fire protection systems. An energy usage analysis was also included.

**Childcare of the Berkshires**
Project manager for the evaluation of building M/E/P systems at Childcare of the Berkshire’s facility on State Street in North Adams, MA. The conditions of HVAC, potable water and water heating, power distribution, lighting, fire alarm, plumbing, DWV and other building systems were evaluated, and recommendations were developed for future implementation.

Education
Rensselaer Polytechnic Institute, Troy, NY: BSME

Professional Licenses
New York
Massachusetts
Connecticut

Memberships/Certifications
American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE)
American Society of Plumbing Engineers (ASPE) Certified Plumbing Designer (CPD)
National Fire Protection Association (NFPA)
National Council of Examiners for Engineering and Surveying (NCEES)
US Green Building Council: LEED-Accredited Professional
Licensed Unrestricted Construction Supervisor in MA
Mr. Babin has 28 years of experience as an electrical engineer. His experience includes fire alarm systems, power distribution, standby generation, electrical utility coordination, and lighting and communications systems. He has designed all phases of electrical system upgrades and new construction projects for municipal, commercial/office and community buildings as well as educational facilities, laboratories, industrial facilities, medical buildings and data centers. He is known for his extensive utility coordination expertise.

Representative Experience

NYS Comptroller’s Building (15 stories)
Senior electrical engineer for a building condition survey and 30-year capital plan update for this 15-story office tower. Mr. Babin evaluated the building’s electrical service entrance equipment; normal and emergency power systems; and lighting, fire alarm and life safety systems. Additionally, he developed a report that prioritized recommendations for future capital planning and included engineer’s opinions of probable costs.

Historic Colegrove Elementary School
Senior electrical engineer for a full facility renovation for a four-story, 72,000 sf elementary school in Adams, MA. Electrical design included electrical utility upgrades, underground services, removal of existing power services, telephone/data/security upgrades and LED lighting upgrades. The project achieved LEED Gold status from the USGBC.

Albany High School
Provided detailed design, bid phase and construction support for lighting, lighting control and partial fire alarm upgrades at Albany High School while employed at a previous firm. Lighting systems included a recessed 2x2 direct/indirect lighting system within a fixed 5x5 grid, occupancy lighting control replacements and manual overrides.

City of Schenectady Bureau of Services Campus
Senior electrical engineer for a new eight-building campus while employed at a previous firm. The project featured a 30,000 SF maintenance/office building, five vehicle storage buildings totaling approx. 100,000 SF, a 12,000 SF vehicle wash bay, and an 8,600 SF salt loading shed. A matrix for site underground power distribution systems was developed to ensure accountability for entire site underground services (30 sections of duct bank).

Queensbury Middle School
Senior electrical engineer for a large renovation/addition project while employed at a previous firm. In addition to designing all electrical systems for the building addition, Mr. Babin designed electrical renovations to the existing building that included, new gym and stage lighting, a new sound system, a scoreboard upgrade and classroom upgrades. The project required an electrical service upgrade from 208/120-Volt, 300kVA to 480/277-Volt, 1500-kVA to facilitate present and future upgrades.

Building Condition Surveys for Various NYS K-12 School Districts
Performed building evaluations and estimated the cost of electrical-related upgrades via building conditions surveys and five-year plans (while employed with a previous firm) for the following school districts: Gloversville, East Greenbush, New Paltz, Salmon River, Ilion, Mechanicville, Stillwater, Albany (high school only), Schalmont, Gloversville, Mohonasen, Cobleskill and Watervliet.
Richard Chudzik
President & Owner –
Estimator & Project Manager

Background
Rich brings over 18 years of leadership experience across organizations and teams of varying functions, sizes, and industries to Trophy Point. Rich has served as the Estimator-of-Record and Project Manager on several new-build and renovation projects.

Rich has worked as a Quantity Estimator, Project Manager, and Estimator-In-Charge. These projects have ranged from $75,000 to $250M in construction value. Prior to starting Trophy Point, Rich worked as an Estimator and Business Development Director for one of the Nation’s most reputable Cost Consulting firms, Baer & Associates.

Prior to joining the Construction Industry, Rich worked in the Aerospace & Defense Industry where he served in several different capacities and at varying levels at Moog and General Dynamics Land Systems in General Management, Supply Chain, Business Development, and Operations. As a Veteran Infantry Officer who served in Iraq and Afghanistan, Rich has a passion for supporting our Veterans and their Spouses – something that served as an impetus behind the founding of Trophy Point. He is the recipient of a Bronze Star, Purple Heart and a graduate of several military schools, including Ranger, Airborne, Air Assault, Marine Corps Mountain Warfare, and SERE Level B schools.

Education
- United States Military Academy, West Point, NY
  B.S. – Political Science & Computer Science
- Duke University, Durham, NC
  M.B.A.
- Cornell University, Ithaca, NY
  M.Eng. – Systems Engineering

Project Experience
- Wayne County Office Building Reuse
- Rochester Schools Modernization Program
- Empire State Downtown Revitalization Initiative – Kingston, NY
- Town of Lockport Town Hall
- Letchworth State Park – Complex Repurposing
- Town of Aurora – Town Hall Conversion
- South Buffalo Charter School Conversion
Key Staff

Joseph Dommer
Executive Vice President – Senior Estimator

Background
Joe brings 27 years of industry experience to the firm. With a degree in Construction Management Technology, Mr. Dommer's experience includes many public, university, K-12, healthcare, and complex industrial projects where he has served as the Chief Cost Estimator and/or Project Manager.

Joe has supported hundreds of projects that have ranged from $100,000 to $500M in construction value. He is also a graduate of the University at Buffalo Center for Entrepreneurial Leadership. Joe’s experience is rooted in his time at Baer & Associates where he started in June 1991 as a Summer intern and became a full-time employee in May 1992. Joe’s career path took him through several different roles at Baer & Associates, including Quantity Estimator, Project Manager, Vice President, and President in 2004.

In 2017, he co-founded Trophy Point with Rich Chudzik and has been applying his lessons learned from the industry over the past 27 years towards growing the company. Mr. Dommer is a member of the Erie Community College Civil Engineering / Construction Management Advisory Council, the Hilbert Board of Trustees, and an affiliate member of the Buffalo-Western New York Chapter of the American Institute of Architects.

Education
- Erie Community College, Buffalo, NY
  Associates – Construction Management

- University at Buffalo, Buffalo, NY
  Core program graduate – Center for Entrepreneurial Leadership

Project Experience
- City of Lackawanna – Offices to Apartments Conversion

- Downtown Revitalization Initiative – New Rochelle, NY

- City of Saratoga Springs – City Hall Renovations

- Utica State Office Building – Rehabilitate Plaza Deck & East Park

- Niagara University – Adaptive Reuse of NYSPA Warehouse

- Town of Amherst – Alberta Place Apartments
REGISTRATION CERTIFICATE

Do not accept a copy of this certificate

License Number: 020797-1

TOWNSEND SCOTT KARL
20 DURHAM COURT
DELMAR
NY 12054-0000

ARCHITECT

is registered to practice in New York State through 01/31/2021 as a(n)

LICENSEREGISTRANT

EXECUTIVE SECRETARY

This document is valid only if it has not expired, name and address are correct, it has not been tampered with and is an original - not a copy. To verify that this registration certificate is valid or for more information please visit www.op.nysed.gov.
To: Licensee/Registrant

♦ Please review the Registration Certificate below to be sure the information on it is correct.

♦ If any of the information is not correct, please contact us at OPREGFEE@mail.nysed.gov or (518) 474-3817, Ext. 410.

♦ If the information is correct, sign above the Licensee/Registrant block and please destroy any previous Registration Certificates you may have, as certificates with incorrect information are not valid and should not be kept.

♦ Should your address or name change, please notify us as described on the reverse and a new certificate will be issued.

UPON RECEIPT OF THIS REGISTRATION CERTIFICATE YOUR PREVIOUSLY ISSUED REGISTRATION CERTIFICATE IS NULL AND VOID. PLEASE DESTROY THE PREVIOUSLY ISSUED REGISTRATION CERTIFICATE.

SEE BACK FOR IMPORTANT INFORMATION

The University of the State of New York
Education Department
Office of the Professions
REGISTRATION CERTIFICATE
Do not accept a copy of this certificate

License Number: 069338-1 Certificate Number: 9556214

CONNORS JAMES JOSEPH
15 BARCLAY STREET
CLIFTON PARK NY 12065-0000

is registered to practice in New York State through 03/31/2020 as a(n)
PROFESSIONAL ENGINEER

LICENSEE/REGISTRANT

This document is valid only if it has not expired, name and address are correct, it has not been tampered with and is an original – not a copy. To verify that this registration certificate is valid or for more information please visit www.op.nysed.gov.
THE UNIVERSITY OF THE STATE OF NEW YORK
EDUCATION DEPARTMENT

THIS IS TO CERTIFY THAT HAVING MET THE REQUIREMENTS OF SECTION 7210 OF THE
EDUCATION LAW AND IN ACCORDANCE THERewith THIS CERTIFICATE OF AUTHORIZATION
IS GRANTED WHICH ENTITLES

HESNOR ENGINEERING ASSOCIATES PLLC
22 COMPUTER DRIVE WEST
ALBANY, NY 12205-0000

TO PROVIDE PROFESSIONAL ENGINEERING SERVICES IN THE STATE OF NEW YORK FOR
THE PERIOD 12/01/2016 TO 11/30/2019.

CERTIFICATE NUMBER
0013442

MARYELLEN ELIA
COMMISSIONER OF EDUCATION
4. References & Relevant Projects

D. A. COLLINS COMPANIES

David Collins, Owner    (518) 792-5864    djcollins@dacollins.com
John Davidson, Project Manager   (518) 886-7738    jdavidson@dacollins.com
Projects:
D.A.Collins Offices – Wilton, NY * &
Summary: Phase one of this multi-faceted project consists of bringing four affiliated companies under one roof - 1 of 4 36,000 SF ‘pods’ & ,most recently (currently under construction) the relocation of BOCES into 20,000 SF± of the DAC Wilton Campus.

CDREIT

Eric Moses, President:    (518) 441-8101    ezemoses@hotmail.com
Gilah Moses:     (518) 810-6052      gmoseslaw@gmail.com
Project:
@Hudson Park Apartments – Albany, NY *
Summary: Once a brewery carriage house and bottling plant, and most recently a fuel oil office and distribution center, the conversion of these unique connected buildings into 75 market rate apartments is currently wrapping up this month.

CD HABITAT FOR HUMANITY

Mike Jacobson, Economic & Community Development: (518) 441-8392    mjacobson@ci.cohoes.ny.us
(formerly Executive Director of Capital District Habitat for Humanity)
Project:
Sheridan Hollow Master Plan – Albany, NY * (we are also completing projects within the City of Cohoes)
Summary: The outcome of a community charrette that occurred over four days with over 380 stakeholders participating, the Sheridan Hollow Project is a private/public collaboration led by Habitat for Humanity (H4H), the City of Albany, Housing Visions (HV - also a 3t client) & 3t, with 3t acting as the Master Plan design firm while designing every component from it (H4H & HV).

GRACE FELLOWSHIP

Justin Yim, (former) Lead Pastor:   (518) 867-6100
Project(s):
Grace Fellowship, Halfmoon *
Grace Fellowship, Saratoga Springs
Summary: 3t converted an award-winning automobile dealership (completed by Scott Townsend with his old firm) into a new religious facility. The former service bays will house the new sanctuary, seating well over 300. Other amenities include a youth celebration area for schooling, coffee kiosk and seating area in the lobby, as well as administration and gathering spaces.

AURELIUS COWORKS

Tom Nardacci, CEO, Founder:    (518) 326-6407    tom@aureliuscoworks.com
Projects:
Troy Innovation Garage/Gramercy Communications – Troy, NY *
Bullmoose Club – Albany, NY
Summary: 3t created an open environment to house both Gramercy Communications and Troy Innovation Garage placing a successful, national communications firm with a co-working environment for creative entrepreneurs. Subsequently, 3t was hired to complete their follow up project (The Bull Moose Club) which recently opened and is now fully occupied.

*Please see project pages attached with additional info.
When tackling the design of a 500,000 SF complex, one should start small. Phase one of this multi faceted project consists of bringing four affiliated companies under one roof - 1 of 4 36,000 SF 'pods'. The much anticipated move in day of the former 360,000 SF state run institution was greeted with exhilaration and amazement by all. New life had truly been created.

"3t’s range of services – architecture, planning and interior design – not only make them a one-stop shop, but gives them the ability to comprehensively understand complex projects and solve them expansively. Without a doubt, they greatly enhanced our project because 3t consistently sees opportunities where others see limitations."

- Dan Collins, D.A. Collins
The historic buildings, built in 1891, are located on 1.3 acres at 160-170 Myrtle Avenue in Albany, New York. The project will consist of 75 market rate, micro residential units with a mix of studios and lofted 1-bedroom units situated in a complex of historic buildings at Myrtle and Swan. Once a brewery's carriage house and bottling plant, and most recently the home of Long Energy, the conversion project presented some interesting design challenges. First because of the shape of the two connected buildings and second because the exteriors needed to be maintained or restored for historic preservation reasons. Some units will be pet-friendly with private entrances, and unique layouts including Murphy beds that convert to sofas to maximize space, others with spiral staircases to the second-floor bedroom loft. The community aims maintain historic character while adding modern, luxury amenities including: a community/co-working space, heated courtyards, fitness area, bicycle storage, and pet grooming center, smart home automation solutions, and laundry facilities on each floor; all of this to provide the live, work and play lifestyle.
**LOCATION**  Albany, NY

**CLIENT**  Capital District Habitat for Humanity  
Housing Visions Consultants, LLC

**PROJECT VALUE**  
Phase I: $2,300,000 ±  
Phase II: $9,700,000 ±

**TIME FRAME**  Construction Commencement 2013

The outcome of a community charrette that occurred over four days with over 380 stakeholders participating, the Sheridan Hollow Project is a private/public collaboration led by Habitat for Humanity, the City of Albany, and 3t, with 3t acting as the design firm for the Master Plan and all components emerging from it. The proposed community will be comprised of green areas, new streetscapes, mixed-use buildings, and new service alleys serving affordable and market-rate housing, which will consist of both rental and home-ownership units.
Taking an award winning automobile dealership and converting it into a new religious facility ranks up there with one of the biggest challenges since 3t’s conception. The original Saab building was designed by Scott Townsend, 3t’s Principal, and subsequently Grace Fellowship enlisted his and his firm’s talents for this unique conversion challenge.

The former service bays will house the new sanctuary, seating well over 300. Other amenities include a youth celebration area for schooling, coffee kiosk and seating area in the lobby, as well as administration and gathering spaces.

"3t's vision and creativity were instrumental in the successful conversion of an auto dealership to a local church. The result was a beautiful, highly functional facility. We couldn't be happier with the outcome."

Bill Minchin, Executive Pastor
TROY INNOVATION GARAGE

<table>
<thead>
<tr>
<th>LOCATION</th>
<th>Troy, NY</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLIENT</td>
<td>Gramercy Communications &amp; Troy Innovation Garage</td>
</tr>
<tr>
<td>PROJECT VALUE</td>
<td>$500,000 ±</td>
</tr>
<tr>
<td>TIME FRAME</td>
<td>2015 - 2016</td>
</tr>
</tbody>
</table>

The client’s vision for this project is not only exciting but has already made a significant impact on the City of Troy and creative professionals in the area. The intent was to create an open environment that houses both Gramercy Communications and Troy Innovation Garage placing a successful, national communications firm with a co-working environment for creative entrepreneurs.

The design concept of the two story, 13,000 SF +/- building includes open shared spaces to collaborate with accessory conference and meeting rooms (one of which having an actual garage door) as well as rent-able spaces for the design professional who is in need of short-term or long-term space. The interior finishes utilize the raw charm of an old building; two story entry with diamond plate steel stairs, exposed rafters and steel beams, original brickwork, and expansive windows. This is juxtaposed with an abundance of technological advances and modern furnishings throughout.
5. Project Approach

Every project comes with its challenges and opportunities. Yours certainly has its share of them each being unique to the project at hand should you choose to purchase the building. You need to be sure what you seek after the purchase, you can attain. That is where our team’s expertise comes in. As the process goes forward our goal would be to unearth opportunities none of us see right now, so we can come to the correct solution as a team.

A few important challenges and opportunities we see are:

- **Existing Building** – clearly understanding and identifying early on the opportunities and limitations of the existing building and to ‘take what the building has to offer’ to get the best value for the client and correct solution for the project.

- **Consensus Building** – in recognizing the level of passion and involvement of the community, we realize the importance of the design process. The inevitable answers will evolve through the implementation of an open, transparent and rigorous design process that includes a forum of all stakeholders needing to be heard.

- **Balance of Needs vs. Wants** – decipher the information and find the perfect balance between what is needed versus what is desired. Through the design process and cost estimating ensure that these are narrowed down into well-defined priorities and goals without losing sight of the vision.

One might ask - what makes your firm the best fit for the John L. Edwards project?

3t is excellent at understanding complex, nuanced problems, goals and the constituents in the communities in order to decipher and determine the best solution for the project at hand. Often, some of the best design ideas and solutions come from our clients and we work hard at making sure all ideas are incorporated into the design process and understood by all the participants.

Furthermore, we have the experience and capability to clearly convey the ultimate solutions and the goals associated with them to a broader audience leading to a successfully obtaining community wide buy in.

Over the years we have found that it is not always about making everyone happy about the solution but conveying it in such a way that everyone understands why it is the best solution.
6. **Budget**

Professional Services Fee; we propose an hourly not to exceed fee of **$67,200** broken down with the estimate as follows. The chart below displays the approximate amount of effort (hours) for each task, with related costs, based upon an average rate of $120/hr. across the whole team.

<table>
<thead>
<tr>
<th>TASK</th>
<th>WKS</th>
<th>HRS</th>
<th>COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Assessment of Building/Property (Existing Asset Assessment)</td>
<td>3-4 wks</td>
<td>278</td>
<td>$ 33,400 +/-</td>
</tr>
<tr>
<td>1a. Assessment Report</td>
<td>2-3 wks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1b. Cost Estimate based on Report</td>
<td>2-3 wks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Adaptive Reuse Assessment Report</td>
<td>6-8 wks</td>
<td>218</td>
<td>$ 26,200 +/-</td>
</tr>
<tr>
<td>2a. Cost Estimate/Operational Cost</td>
<td>3-4 wks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Sustainability Programming Meetings</td>
<td>2 wks</td>
<td>20</td>
<td>$ 2,400 +/-</td>
</tr>
<tr>
<td>4. Public Engagement/Meetings</td>
<td>2 wks</td>
<td>30</td>
<td>$ 3,600 +/-</td>
</tr>
<tr>
<td>5. Supporting Analysis</td>
<td>4-6 wks</td>
<td>13</td>
<td>$ 1,600 +/-</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>559 +/-</strong></td>
<td><strong>$ 67,200</strong> (Not to Exceed Fee)</td>
</tr>
</tbody>
</table>

**HOURLY RATES**

<table>
<thead>
<tr>
<th>ROLE</th>
<th>RATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRINCIPAL</td>
<td>$ 160 PER HOUR</td>
</tr>
<tr>
<td>ASSOCIATE</td>
<td>$ 125 PER HOUR</td>
</tr>
<tr>
<td>CIVIL ENGINEER</td>
<td>$ 182 PER HOUR</td>
</tr>
<tr>
<td>LANDSCAPE ARCHITECT</td>
<td>$ 169 PER HOUR</td>
</tr>
<tr>
<td>SR. STRUCTURAL ENGINEER</td>
<td>$ 126 PER HOUR</td>
</tr>
<tr>
<td>PROJECT STRUCTURAL ENGINEER</td>
<td>$ 96 PER HOUR</td>
</tr>
<tr>
<td>SR. ARCHITECT</td>
<td>$ 115 PER HOUR</td>
</tr>
<tr>
<td>ARCHITECT</td>
<td>$ 100 PER HOUR</td>
</tr>
<tr>
<td>PROJECT CIVIL ENGINEER</td>
<td>$ 80 PER HOUR</td>
</tr>
<tr>
<td>PROJECT LANDSCAPE ARCHITECT</td>
<td>$ 75 PER HOUR</td>
</tr>
<tr>
<td>SR. ARCHITECTURAL DESIGNER</td>
<td>$ 90 PER HOUR</td>
</tr>
<tr>
<td>ARCHITECTURAL DESIGNER</td>
<td>$ 75 PER HOUR</td>
</tr>
<tr>
<td>INTERIOR DESIGNER</td>
<td>$ 80 PER HOUR</td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>$ 50 PER HOUR</td>
</tr>
<tr>
<td>PRINCIPAL MECH. ENGINEER</td>
<td>$ 150 PER HOUR</td>
</tr>
<tr>
<td>SR. ELECT. ENGINEER</td>
<td>$ 135 PER HOUR</td>
</tr>
<tr>
<td>SR. MECH. ENGINEER</td>
<td>$ 115 PER HOUR</td>
</tr>
<tr>
<td>JR. MECH. ENGINEER</td>
<td>$ 90 PER HOUR</td>
</tr>
</tbody>
</table>