

# The American Institute of Architects

RENOVATION OF THE AIA HEADQUARTERS BUILDING

**Proposal for Design**

*Volume 3 of 3*

**Fee Proposal**

October 23, 2020

ZGF



# Proposal Checklist

## PROPOSAL COMPONENT

## RFP SECTION CROSS-REFERENCE

## PROPOSAL SECTION

### VOLUME 1 :: EXECUTIVE SUMMARY, PROPOSER INFORMATION, CERTIFICATIONS, AND DOCUMENTS

1. Executive Summary	Exhibit A, Section 3.1	Vol.1 pg 01
2.1 Proposal Letter	Exhibit A, Section 3.2.1	Vol.1 pg 06
2.2 Proposer Team Summary	Exhibit A, Section 3.2.2	Vol.1 pg 07
2.3 Letters Approving Pre-Proposal Submittals	Exhibit A, Section 3.2.3	Vol.1 pg 09
2.4 Checklist	Exhibit A, Section 3.2.4	Vol.1 pg 10
2.5 Documentation	Exhibit A, Section 3.2.5	Vol.1 pg 10

### VOLUME 2 :: PROJECT APPROACH

A. Creative / Design Plan	Exhibit A, Section 4.1	Vol.2 pg 02
B. Management Plan	Exhibit A, Section 4.2	Vol.2 pg 14
C. Quality Management Plan	Exhibit A, Section 4.3	Vol.2 pg 30
D. Schedule Plan	Exhibit A, Section 4.4	Vol.2 pg 34
E. Budget Plan	Exhibit A, Section 4.5	Vol.2 pg 37
F. Risk Mitigation Plan	Exhibit A, Section 4.6	Vol.2 pg 42

### VOLUME 3 :: FEE PROPOSAL

A. Fee Proposal	Form D	Vol.3 pg 01
-----------------	--------	-------------



# Fee Proposal

ZGF, MMD, and our consultants will focus on providing AIA with the highest quality for the allocated budget. The fee outlined here is based on our current understanding of the project, as described in the Request for Proposal and further clarified in Q&A Responses on October 16, 2020 and October 19, 2020. Based on our past record of successful negotiations, we are confident that we can reach an agreement that will accomplish the project goals.

# Form D

## Architect and Design Team Fee Proposal

SECTION	TITLE	PROPOSED FEE	NOTES
Section 2.3 B	Content and Communications Materials	\$136,471	
Section 2.3 C	Programming and Program Validation Phase	\$163,816	
Section 2.3 D	Concept Design Submission and Review Phase	\$450,300	
Section 2.3 E	Schematic Design Submission and Review Phase	\$781,882	
Section 2.3 F	Design Development Submission and Review Phase	\$1,156,100	
Section 2.3 G	Construction Documentation Submission and Review Phase	\$1,650,425	
Section 2.3 H	Final Construction Documents and Cost Estimate Submission Phase	\$271,729	
Section 2.3 I	Buyout Phase	\$106,015	
Section 2.3 J	Construction Phase	\$1,415,352	
Section 2.3 K	Workplace Transformation Phase	\$170,160	
Reimbursable Allowance		\$100,000	
<b>TOTAL FEE PROPOSAL</b>		<b>\$6,402,250</b>	

NOTE: Alternate to substitute the Landscape Architecture firm, Land Design, for James Corner Field Operations would reduce the fee by \$330,000.

**BASIC + SUPPLEMENTAL SERVICES BREAKDOWN**

**[Expanded] Form D**

The chart below is useful in that it shows the relationship of AIA standard Basic Services as compared to the total cost of construction.

**Architect and Design Team Fee Proposal**

SECTION	TITLE	BASIC SERVICES	SUPPLEMENTAL SERVICES	TOTAL
Section 2.3 B	Content and Communications Materials	-	\$136,471	\$136,471
Section 2.3 C	Programming and Program Validation Phase	-	\$163,816	\$163,816
Section 2.3 D	Concept Design Submission and Review Phase	\$417,116	\$33,184	\$450,300
Section 2.3 E	Schematic Design Submission and Review Phase	\$761,052	\$20,830	\$781,882
Section 2.3 F	Design Development Submission and Review Phase	\$1,131,712	\$24,388	\$1,156,100
Section 2.3 G	Construction Documentation Submission and Review Phase	\$1,612,522	\$37,903	\$1,650,425
Section 2.3 H	Final Construction Documents and Cost Estimate Submission Phase	\$259,551	\$12,178	\$271,729
Section 2.3 I	Buyout Phase	\$101,515	\$4,500	\$106,015
Section 2.3 J	Construction Phase	\$1,361,254	\$54,098	\$1,415,352
Section 2.3 K	Workplace Transformation Phase	-	\$170,160	\$170,160
Reimbursable Allowance		-	-	\$100,000
<b>TOTAL FEE PROPOSAL</b>		<b>\$5,644,722</b>	<b>\$657,528</b>	<b>\$6,402,250</b>

NOTE: Supplemental Services include Communications Materials, Programming, Workplace Transformation, Survey, Commissioning, and Hazardous Materials. Basic Services are 10.86% of the total Construction Cost.

The logo for ZGF, consisting of the letters 'ZGF' in a clean, white, sans-serif font. The background of the entire page is a vibrant red color with a complex pattern of thin, white, curved lines that create a sense of depth and movement, resembling a stylized architectural or structural design.

600 14th St NW  
Suite 800  
Washington, DC 20005  
T 202.380.3120  
[www.zgf.com](http://www.zgf.com)