

MARYLAND & D.C. CONSTRUCTION Elite

WINTER 2023 — VOLUME 16 NO.1

Interplan, Inc. Relationships and Results: Inspiring Clients with the Power of Place



American Society of Nephrology (ASN) — Photo: Chris Spielman

In the fast paced and ever-changing world of design and construction, there are many variables that must be considered when choosing the right commercial Interior Design and Architecture

firm. While that list can be a long one depending on project size and type, there is one sole determining factor that is unique to every firm: Reputation. For one such firm, establishing long-term

relationships with prominent and demanding professional and corporate organizations has earned them a reputation for attention to detail, excellence in design and execution, and a respect for understanding the needs and aspirations of each client. For almost four decades, Interplan, Inc. has been improving their communities through a diverse portfolio of projects, including a specialty in medical and

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corporate, each one inspiring their clients with the power of place.

Established in 1984 in Rockville, MD by Marc Berman (retired), the firm quickly become known for excellence in design. Eventually relocating

offices to Washington, DC and now Tyson, Virginia, the firm maintained steady growth under the leadership of Marc, Robert Klancher and Lisa Lamp, AIA, employing a passionate staff of design professionals. Continuing their legacy of excellence in leadership, Interplan is now a majority Woman- Owned Business under the direction of Principals Lisa Dorsey and Rob Jacobsen AIA upon Lisa Lamp retiring effective January 1st 2023. A full-service commercial Interior Design and Architecture firm under its third generation of leadership, Interplan is as strong as ever. With an emphasis on medical, highly technical and corporate projects, the firm has provided design services throughout the Washington metropolitan area for almost 40 years, while also working with clients in multiple states throughout the country.

Having a number of strengths that set them apart, there is none more important to the overall success of the firm and their design than a staff that is as diverse as they are skilled. "Interplan is made up of very passionate and enthusiastic

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PROJECT PROFILE

AMERICAN SOCIETY OF NEPHROLOGY (ASN)

Interplan's relationship with ASN began in 2001 and has matured with each successive built-out. In our third full office development together, the design team has strived to include the most current design trends and incorporate spaces important to the daily needs and desires of the organization. Attention has been given to create an environment that promotes wellness and wellbeing for all.

Upon entering the floor, with high ceilings and decorative light fixtures, the elevator lobby and reception immediately announce the new finish palette composed of dark stone floor tiles, warm eucalyptus wood paneling and bright color highlights in the lounge chairs and shag style area rug. A neutral palette of soft white and gray permeate throughout the workstations and perimeter offices. All offices and workstations employ ergonomic seating and sit/stand adjustable height desks.

The lunchroom offers more than 50 seats in various styles and configurations. Numerous conference rooms allow for team collaboration along with several informal lounge and huddle spaces. Brand inspired colors are placed all around in chair fabrics and lounge seat pillows. ASN's corporate Art collection is displayed throughout along major circulation paths.



Photo: Chris Spielmann

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group of designers,” explains Lisa Dorsey. “They have a variety of

experience levels and backgrounds as Architects, Interior Designers and furniture consultants. This diversity has proven invaluable as each team member offers considerable depth and strength in his or her area of professional

expertise.” Of course, managing this extraordinary group of talent is just as important, and senior leadership also includes Architect Matthew Duncan, AIA, Josh Ford, and Stacy Lundy, Senior Project Managers, bringing the total experience of all five Senior Leaders to over ninety years. “The Partners and Project Managers of Interplan are actively engaged with projects on a daily basis to give our clients the attention they deserve and the strong communication they expect,” adds Rob. “Our firm size allows continuity in the design team and a hands-on approach during all project phases, which is essential in building a team atmosphere with all parties involved on every project.” Three members of the staff are LEED Accredited Professionals, and Project Managers are Architects and Interior Designers accredited by AIA and NCIDQ.

Dedicated to providing the highest level of quality design to fit any budget, Interplan fully believes that the success of their clients equates to the success of the firm. “We marry ourselves to the goals of our clients,” states Matt. “It is imperative that we ensure their design objectives are realized, and this begins very early in the design process by listening to the client’s needs, creating a space that is unique to the end user and tailored to their style.” This can further be emphasized by Interplan’s commitment to the client’s budget and schedule. “As early as the programming phase, we make sure to have a firm understanding and integration of not only our client’s functional needs, but their scheduling and budgetary

needs as well,” continues Josh. “We consider a successful project to not only have a creative design solution, but to also stay focused on every aspect of the client’s goals.”

To help facilitate the entire scope of the client’s needs, Interplan partners with Lines Furniture, a full-service furniture dealer housed within the Interplan office. Started in 1990, Lines Furniture is led by Kathleen Knight, Director, who has over 30 years of experience in the design and furniture industry. Lines Furniture works directly with over 100 contract furniture manufacturers and their regional representatives to provide exceptional service and pricing. “We take pride in inspiring, improving and innovating the client’s built environment by supporting both the architectural aesthetic of the space and the workflow of the Client,” explains Kathleen. While not charging for design, specification and coordination time, Lines Furniture has open book pricing, working closely with designers and clients to meet the budget goals, keeping the project on track and on time.

With a strong design team and furniture dealer all under one roof, Interplan brings a unique and inclusive process to every project and client. Interplan also insists on maintaining strong relationships with some of the most respected and capable contractors and consultants that all have the client’s goals as the focus. “We feel we are an extension of our clients, and that everyone involved in the project is as well,” states Lisa. “It is imperative that those who

PROJECT PROFILE

DAI Global

DAI and Interplan have a long-standing relationship dating back over two decades. We value these enduring relationships and view them as a testament to the beneficial and dedicated design services we provide in all our partnerships with corporate clientele.


For this full floor renovation, DAI wanted to address many pandemic and post-pandemic related issues, including: less office density, more remote staff flexibility, collaboration in a variety of settings, and an overall finish palette rejuvenation. Interplan’s solution was to open-up the floor by introducing an assortment of meeting venues, from divisible conference rooms, to booths, to teaming tables, to lounge seating. One focal point is a ‘Yurt’ inspired, octagonal team room with tiered seating and virtual meeting capabilities.

To align with DAI’s mission ‘to work the frontlines of global development’ and evoke the emerging countries they support, a tribal theme was implemented using rustic prints and textures alongside bright and bold colors within a neutral background. A niche wall, displaying artifacts representative of the countries they are committed, stands adjacent to the ‘Yurt’ team room.




Photo: Clarence Butts

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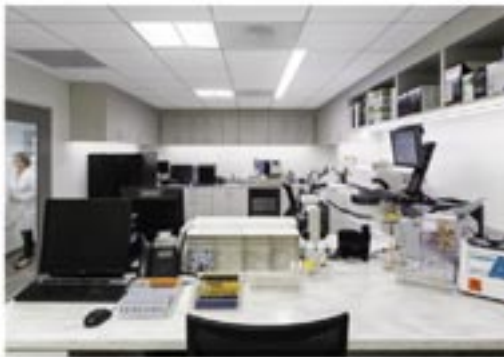
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Inspiring Clients with the Power of Place

Interplan knows medical & life sciences. In a world currently micro focused on health and wellness, we are reinvigorated by our continuing commitment to serve the medical community. We know a functional and beautiful medical space directly improves health outcomes, and we believe it can improve staff satisfaction and health as well. In a field constantly growing in complexity, it is important to accurately define requirements up front.



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Our team of designers, architects, and furniture consultants work closely with you to assess and develop needs to define the functional and aesthetic requirements up front so we can define a realistic budget and a roadmap for your project. Our project team wants to be with you every step of the way, and it is never too early to start the conversation.

INTERPLAN, INC.

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partner with us have every goal of the client in mind throughout the project. We are proud to

work with the finest contractors, engineers, manufacturers reps and consultants in the industry, and they are as much a part of the overall success for the client as we are.” To facilitate a smooth construction process, Interplan

goes to great lengths to produce superior Construction Documents that are thorough, and with acute attention to detail, furthering this inclusive team atmosphere.

From their inception, Interplan

has been operating by a set of values that drive their passion for inspiring excellence in design on every project. “We have five key values that guide us as a firm, and each one is imperative to

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PROJECT PROFILE

BRUSCO VISION

At Brusco Vision their singular focus is their client’s vision, which can also be said of Interplan’s mission to design a state-of-the-art laser facility for Dr. Brusco. Dr. Brusco’s vision was to provide safe eye care and exceptional surgical results in a collaborative and comfortable environment. Brusco Vision is an almost 6,000 SF surgery center performing Lasik and PRK procedures in Falls Church, Virginia.

Dr. Brusco’s concept was to provide a relaxed and inviting space that feels residential as opposed to a medical office space. Patients arrive to an intimate waiting area with a coffee bar for patients to quickly touch-down before stepping into the prominent corridor lined with artwork and accent lighting. Exam rooms line the corridor with a large procedure room at the end.

Finishes were carefully selected to reinforce the residential feel of the space. A variety of lighting along with a prominent stacked stone wall and a mix of wall coverings provide visual interest. Tall ceilings balanced with a dark wood tone floor gives a sense of scale to the suite. Additionally, black accents the space compliment the warm finishes for a cohesive design.



Photo: Jim Latham

PROJECT PROFILE

RSM US, LLP

SAN DIEGO – Layers of Transparency

Interplan's best Client relationships are inevitably those in which our Client shares with us many of the same work ETHICS and VALUES. This might explain our 20+ year engagement with RSM. It could simply be that they are great people to work with. There is an inclusive culture within RSM, and letting it inspire our design solutions is a recipe for success.

In 2019 Interplan designed RSM's new San Diego offices, at Torrey Point. Every RSM office design works to support RSM's values of Inclusion, Diversity and local Culture. There is so much inspiration to be drawn from their values, but honestly the view was too amazing to ignore. It had to be embraced and drawn into the space. From the moment you exit the elevator your view is drawn through the glass entry wall, through the picture window into the conference rooms, and through the movable glass wall to the stunning views of Torrey Point Beach.

Daylight almost acts as a magnet for the space. The integration of daylight throughout the space has become a guiding principle in the design of RSM's offices. The configuration of the suite allowed Interplan to design an open space that spans from front to back of the entire building, thus allowing daylight penetration throughout. The color hues of the space took inspiration from the shore; distressed wood, earth-tone browns and sky- blues.



Photo: Property of Interplan, Inc.

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who we are and what we do," explains Rob. "They include Respect, Creativity, Ownership, Relationships, and Results. Every team member at Interplan has these values on display throughout their work and interactions with staff, contractors, and clientele. Our clients find it comforting to know we are guided by principles that are transparent and consistent, with integrity as the backbone of our dedication to every relationship."

While Interplan takes tremendous pride in their dedication to inspiring design, they also know that the true measure of success is complete client satisfaction on every project. The following are only a handful of the many testimonials giving example to Interplan's meeting that goal, every time and without exception.

"I've been thrilled with your efforts on the overall portfolio. Your level of detail provided on the individual projects, your quick turnaround time and consistency with your communication has not gone unnoticed." - Kelly Crough, DSC Partners

"The decision for our pediatric physical therapy practice to move to a new location was a complex undertaking. While there were many hurdles to face, Interplan lifted our focused decision-making to excitement. They visited our present business location, understood our mission, and aligned their design with our practice. We are delighted

how well Interplan's design reflects who we are and what we aspire to provide our clients."
- Rebecca Leonard, Early Intervention Associate

"I can't believe that, with what has been going on over the past few weeks in everyone's lives, you have been able to seamlessly move this project forward as you have. Then again, I shouldn't be surprised given the stellar work that you do on any given day" - Kathleen McCallum, RDP Management, Inc.

"Interplan adds great value with every space plan and provides each client with a clear understanding and expectation of the process from initial space plan, during the construction and finally with the move in." - Nick Zuppas, Gittleson Zuppas Medical Realty

"Can't convey how much I appreciate the assistance Interplan gave me in administration of the project. All the stake holders are more than pleased with the outcome."
- David Donaldson, Gray Television, Inc.

"We have worked with (3) separate architectural firms as we've expanded our footprint regionally, we have chosen Interplan as our dedicated architects on all our future builds! Interplan is incredibly creative, talented, hardworking, and accessible. We have had far and away our best experience dealing with Interplan and they will be our sole choice going forward." - Terry Redmond, Founder Mast Labs

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As Interplan closes in on their fourth decade of design excellence, the firm has every reason to be excited. Transitioning to Lisa Dorsey's role as Managing Partner, Interplan remains poised to be the Interior Design and Architecture firm that sets the bar of client satisfaction for decades to come. With Rob Jacobsen AIA as co-Principal, the company has a level of experience, knowledge and talent that has put them in a class of their own. Coupled with a staff and foundation, Interplan has rightly earned the reputation for quality design and exceptional service. Having an exceptional repeat client rate, the firm has invested their efforts and commitment to long-term relationships, while fostering new ones as well. "We are

passionate about our relationships," says Lisa. "This means we commit to understanding each other and our clients, to engage as a team and support one another to grow and be successful." This can be exemplified internally by Interplan's dedication to investing in their staff's professional development and career advancement. For their external client relationships, Interplan will continue to stay the course they have always taken. "We will always be the firm that rolls up

our sleeves and does what it takes to get a project successfully from inception to completion," adds Rob. "Interplan does not have a 'design look', but rather listens to a client's needs and tailors that into a design that best meets the overall client goals, both in aesthetics and budget." That means Interplan will continue building relationships by delivering results, all while inspiring clients with the power of place.



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Moving Forward by Building on the Past



PROVECTUS, INC.

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From the very inception of a construction project many variables come into play that, unless expertly and efficiently planned for and executed, can quickly derail progress in both keeping the schedule and staying on budget. At the earliest stages it is therefore imperative to have all parties working as a team and having the finest engineers leading that effort will always carry the project forward toward success. For one Falls Church, Virginia engineering firm, leading a project forward through their core values of teamwork, perseverance, transparency, integrity, and accountability has proven they are correctly named, Provectus. Translating from Latin as “ahead of the curve”, the name was selected to signify the company’s building on a successful past by moving in a more innovative direction for the future.

Emerging in 2009, Provectus was born from the highly respected Bansal and Associates, Inc, a Mechanical, Electrical and Plumbing Engineering firm that was formed in Alexandria, Virginia in 1988 by Ved Bansal. Ali Gachpazha, P.E., the Senior Electrical Engineer with Bansal and Associates since 1990, obtained the controlling interest in the firm following the retirement of Mr. Bansal in 2009. Taking over as firm President, the company was officially renamed Provectus, Inc. in 2009 and relocated to Falls Church, Virginia in 2013. Today, Provectus provides mechanical, electrical, and

plumbing engineering and design services to architects, interior designers, property developers and building owners. With most of the firm’s clients and projects in the District of Columbia, Maryland, Virginia, and West Virginia, they have worked on a number of projects within New York and Pennsylvania as well. Boasting a diverse project portfolio in both size and scope, Provectus has experience in many market segments including base building, churches, restaurants, multi-family, medical, K-12 schools, veterinary facilities, higher education, day care facilities, hospitality, fire stations, police stations, retail, office and others.

With each of the firm’s Principals having twenty or more years of experience within their disciplines, Provectus has a management team well poised to handle any project, regardless of complexity. Principal-In-Charge and firm President, Ali A. Gachpazha, P.E., is Lead Electrical Engineer has contributed design leadership on many significant projects valued over \$30 million including the Pepco Headquarters, Freddie Mac Corporate Headquarters Phase III, and Plaza America office building and retail complex of over 1 million square feet. Holding a Bachelor of Science degree in Architectural Engineering with a major in Electrical Power and Illumination from University of Colorado, Ali is registered as a professional engineer in the District of Columbia, Maryland, and Virginia. Principal and Lead Mechanical Engineer, T. Alan Payne, Jr., P.E. LEED AP, has many years of experience in

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PROJECT PROFILE

Gastroenterology Associates of Northern Virginia Base Building Renovation and Endoscopy Center

LOCATION: Fairfax, Virginia

OWNER: CBRE

ARCHITECT: Architecture, Inc.

PROJECT DESCRIPTION: The Provectus team provided MEP engineering and Medical Gas engineering to upgrade the systems for the entire 30,000 square foot building. The project included a 2-½ floor, 15,500 square foot Endoscopy Center.



PROJECT PROFILE

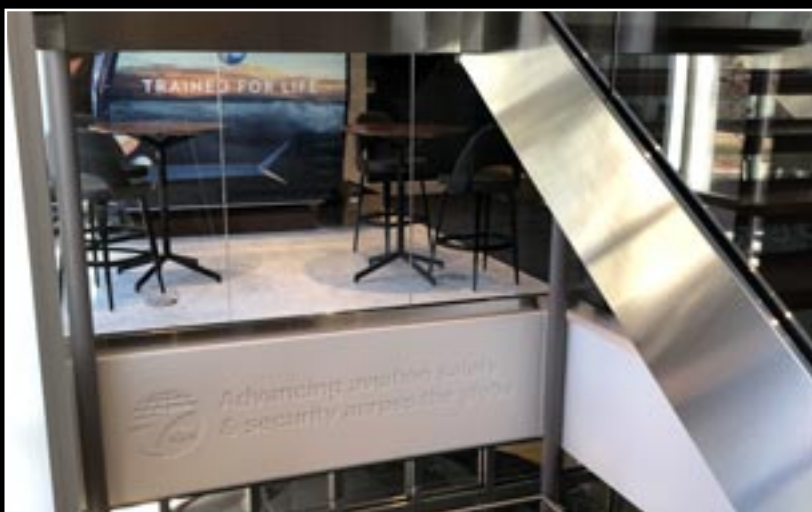
Air Line Pilots Association

LOCATION: Washington, DC

ARCHITECT: Kerns Group Architects

SIZE: 10,680 SF

PROJECT DESCRIPTION: Provectus provided the MEP engineering for this 10,680 SF interior project. Air Line Pilots Associates (ALPA) represents and advocates for over 59,000 pilots at 35 U.S. and Canadian airlines, making it the world's largest airline pilot union. ALPA renovated this historic building into new offices located roughly two blocks away from the US Capitol. The space is primarily intended as a government affairs office to ensure that ALPA pilots have easy access to policy decision-makers.



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designing HVAC, plumbing, and fire protection systems. Alan has been responsible for managing many notable projects including several projects at L'Enfant Plaza in Washington, D.C. Holding a Bachelor of Science in Mechanical Engineering from Syracuse University, Alan is a registered Professional Engineer in the District of Columbia, Maryland, Virginia, and Pennsylvania. Robert L. Melton, CPD/BArch is Principal-In-Charge and Lead Plumbing Engineer, specializing in plumbing and fire protection engineering. He has led the design team on major projects including Georgetown University resident hall renovations, the \$20 million Ellen Wilson Housing replacement on Capitol Hill, and Clyde's Gallery Place restaurant. A Bachelor of Architecture graduate from Virginia Tech, Robert is certified plumbing engineer by American Society of Plumbing Engineers and is a member of the National Fire Protection Association.

In addition to the impressive management team, more than half of the employees of Provectus, Inc. are former employees of Bansal and Associates, Inc., demonstrating the firm's continuity, longevity, and stability. "Most of our staff have worked on a wider variety of building types across more jurisdictions and have spent more time doing so than their counterparts in other firms," says Ali. "This broad-based experience helps to streamline the design process and minimize

construction problems." By retaining a majority of its original staff while also adding additional qualified staff throughout both its mechanical and electrical departments, Provectus has become one of the most well-rounded MEP firms in the area. "Provectus employs talented mechanical, electrical and plumbing designers, most of whom have worked together for over 10 years," adds Robert. "Lower than average turnover and higher than average tenure increase efficiency, minimize errors, and allow staff to establish direct relationships with clients. Each project is assigned a managing point-of-contact who tracks progress and correspondence, but clients appreciate being able to contact our designers directly."

Bringing on board only the highest level of talent, the company has made sure to have depth and strength throughout all positions, including Controller and Chief of Finance, Kathleen Linebaugh as well as Project Manager Alex Gachpazha. "It really is our people that make the difference," says Alan. "We have very experienced management and project management personnel, and they have a uniquely diversified skillset to handle all types of projects, large and small." Perhaps the most obvious example is the journey Alex has taken since joining the company 10 years ago. "I have grown immensely from my time at Provectus," explains Alex. "I have had irreplaceable mentorships here and very much look forward to the opportunity to provide that same irreplaceable

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PROVECTUS, INC.

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mentorship to future new hires. The scope of projects I have been tasked with over the years has gradually given me more experience and responsibility to manage the projects I work on. I am able to work directly with clients and take ownership of our projects with internal collaboration, peer review, and second opinions before issuing deliverables. I have been given and taken the opportunity to attend industry conferences, equipment manufacturer training, and training from organizations involved in developing our industry's standards in order to stay up to date in this ever-changing industry."

Taking full advantage of this diversified skillset, Provectus has emerged very strong in a multitude of market segments. "Provectus has had consistent success in the tenant market," continues Alex. "One of the reasons for this is that we put a strong focus on collaborating with our clients before starting the design process. At the start of project design, our first step is always learning as much about the project as we can, and one important way we do that for tenant renovations is by surveying every project, even when we have all the information necessary to complete it without going to site."

The direct result of this impressive combination of knowledge and experience is the firm's consistency in resolving any issue quickly through teamwork, as well as foreseeing potential problems before they

happen. "Our deep commitment to achieving collaboration with the client, colleagues and outside experts is essential, and we do that by being hands-on," states Kathleen. "Our clients know they will have Principal involvement on every project, from beginning to the end. We are engaged and available, remaining proactive and forward-thinking." This involvement is shown at the earliest stages of a project.

"Provectus does not just give our clients construction drawings and walk away, we are there for whole project," adds Ali. "We stress the value of our early involvement in the plans to head off potential problems, and we have saved our clients a lot of money and time by solving things before they actually become problems." After design direction is agreed upon clients are generally pleased by how quickly Provectus provides construction documents, moving the process forward. "We've worked long enough across state lines to know how codes and their local interpreters vary, easing the permit application process," says Robert. "Questions from bidders and contractors get high priority." As an industry expert, Provectus knows that drawings alone cannot be counted on to discern the entire picture. "We value the process of being in the field and getting eyes on the site to catch any problems the drawings might miss," continues Alan. "This 'Field Survey' is almost always the first thing we do."

Remaining appreciative of the firm's long history of successful projects and commitment to

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PROJECT PROFILE

Christ Church

LOCATION: Easton, Maryland

ARCHITECT: Kerns Group Architects

PROJECT DESCRIPTION: Provectus provided the MEP engineering required for the review of this project. The Architects' schematic drawings, preparation of preliminary calculations and report relating to the HVAC systems and providing equipment selection expertise as well as a design and layout of HVAC systems.



PROJECT PROFILE

Christ the King Chapel Christendom College

ARCHITECT: O'Brien and Keane Architecture

SIZE: 20,000 SF

PROJECT DESCRIPTION: The Provectus team was responsible for providing complete MEP Engineering for a new 20,000 SF Chapel that is equipped to serve roughly 42,000 parishioners in and around Christendom College located within the Shenandoah Valley. The project was scheduled for completion in late Spring 2022.





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PROJECT PROFILE

Dominion Boat Club

LOCATION: Alexandria, Virginia

ARCHITECT: Winstanley Architects + Planners

PROJECT DESCRIPTION: Provectus provided mechanical, electrical and plumbing engineering services for construction of a new clubhouse for The Dominion Boat Club. The clubhouse is a 12,800 square-foot, 3-story structure fronting the Potomac River in Alexandria, Virginia. The ground floor includes an entry lobby, display space, storage rooms, locker rooms and service areas. The first floor has a banquet hall, prep kitchen and outdoor patio. The second floor has a ballroom, board room and full kitchen.



PROJECT PROFILE

Plaza America

New Commercial Office Building

Complex: MEP System

Base Design and Tenant Engineering

LOCATION: Reston, Virginia

PROJECT DESCRIPTION: The Provectus team was responsible for the complete MEP base design for this \$100 million project with 1,000,000 square feet of Class A office space and a 165,000 square feet community shopping center. Retail tenants also occupy the first floor in each of the four office buildings.

Provectus continues to support the building by providing many new base building and tenant engineering projects ranging from Retail, Fitness Centers and Tenant projects.



PROVECTUS, INC.

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client satisfaction, it is no surprise that so many of their clients have praised Provectus for their can-do attitude and willingness to go the extra mile. The following are only a few of many accolades received by Provectus for exceeding client expectations 100% of the time.

“Throughout the entire design, development, and construction process of projects, we are impressed with Provectus’ ability to face difficult challenges and to prescribe sensible solutions to complex problems.” – Theresa del Ninno AIA LEED BD+C, President, Maginniss + Del Ninno Architects

“We find the approach that Provectus takes is flexible and

thus easy to work with, and we find the underlying Engineering impeccable.” – Mark S. Orling AIA, Rust|Orling Architecture

“The engineering team is comprised of skilled and experienced professionals with a long history of working together.” – Theresa del Ninno AIA LEED BD+C, President, Maginniss + Del Ninno Architects

“We have consistently been pleased with the level of service and attention that Ali and his team bring to a project. Provectus goes the extra mile until clients are satisfied.” – Sean E. Reilly, AIA LEED AP, Kerns Group Architects

Determined to develop creative, innovative, and sustainable energy efficient design solutions, Provectus maintains their goal to develop

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PROJECT PROFILE

The Falls Church, Anglican

LOCATION: Falls Church, Virginia

ARCHITECT: Kerns Group Architects

PROJECT DESCRIPTION: The Provectus team was selected to provide MEP engineering for this \$30 million new construction project. The new facility is comprised of a New Sanctuary Building with Narthex and a pre-school on the lower level. The project also includes a parking deck. The project will aim for LEED® Gold certification. Provectus also provided LEED services.



PROJECT PROFILE

German School of Washington Science Building

ARCHITECT: GBR Architects

SIZE: 12,000 SF

PROJECT DESCRIPTION: The Provectus team provided MEP engineering for the school’s 12,000 square foot Modern Science Laboratory Building. The building achieved LEED® Gold Certification. Provectus provided LEED services and in-house energy modeling.



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long-term relationships with their clientele and become the engineering partner of choice. “Provectus crafts long-term business relationships by first understanding that our clients - architects, landlords, commercial tenants, real estate developers, mechanical and electrical contractors, and public and private institutions - need different types and levels of MEP services and documents,” explains Robert. “We question clients, listen to them carefully, guide MEP systems selections by explaining pros and cons of different approaches, and do not assume that “one size fits all.” This is also achieved in no small part to the company’s transparency and openness. “We strive to earn the trust of our clients who will rely on our experience and knowledge,” furthers Kathleen. “Therefore, it is imperative that we listen carefully and communicate openly about our activities and findings.” This, of course, goes hand-in-hand with their strict

adherence to accountability. “We are individually and collectively accountable to all of our clients to use our resources wisely, make decisions thoughtfully and implement those decisions properly,” adds Ali.

For over 34 years, Provectus has been striving to provide high-quality designs to their clientele while meeting and exceeding project goals through a combination of teamwork and integrity. “Making decisions that are in the best interest of our clients, colleagues and employees is at the heart of what we do,” says Alan. “Honesty and mutual trust are the foundations upon which we work.” As they look ahead, plans include growing their staff to keep up with project demand without compromising management’s ability to remain involved and hand-on. This increase in hiring will also allow the firm to participate in larger design build and multi-tenant work projects. Yet, while Provectus focuses on their future success, they also understand how important it is to continue building on their strong past. “We have built this

firm on a solid foundation for over three decades, and the experience and longevity of our staff will continue to give us the means to be a trusted and innovative leader for all our

client’s engineering needs,” explains Ali. That is indeed great news for their clientele, because it means Provectus will always be...well, ahead of the curve.

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PROJECT PROFILE

Hotel Indigo

OWNER: InterContinental Hotels Group

LOCATION: Alexandria, Virginia

ARCHITECT: Rust Orling Architecture

PROJECT DESCRIPTION: The Provectus team was responsible for the MEP engineering required for this six story 97,000 SF 120-room hotel which also includes a full restaurant, boardroom, as well as a one level below-grade parking garage. The HVAC systems consist of VRF and DOAS systems. The hotel received a LEED® Silver Certification. Provectus provided LEED services including in-house energy modeling.



provectus



Thank you to all who have helped us achieve our success!

collective

architects artists thinkers

DESIGNED TO COLLABORATE. DRIVEN TO INNOVATE.



Continued on next page...

COLLECTIVE

Continued from page 17

Col-lec-tive – (adjective) denoting a number of persons or things considered as one group or whole. There is certainly no better term to describe a dynamic design studio that brings a passion to create remarkable environments for a diverse clientele. Continuing their second decade as architects, artists, and thinkers, Collective Architecture has rightly earned a reputation for producing high-end design with each project curated to the client's needs. With a forward-thinking approach, active listening and an innate ability to forge meaningful relationships, Collective continues building on a legacy of success as the firm designed to collaborate and driven to innovate.

Founded in 2010 by two well-

respected and talented architects, Alex Hurtado and Charles Plymale, Collective was always intended to be a company that created partnerships where everyone in the architectural design process would have stock in planning the space. "We strongly believe that more contributors during the design process creates more cohesion on the project," explains Charles. "Using insights from all parties elicits a more thoughtful, holistic experience not only in the conceptual stages of a project, but also the implementation and construction of one." When they opened their doors, BET and AOL were major clients and allowed Collective to start strong in corporate interiors, but after a short time the firm also began exploring other vertical markets in hospitality, retail, law firms, medical clinics, religious facilities, museums, and restaurant design. Growing to 12

Continued on page 19



PANGIAM

PROJECT PROFILE

PANGIAM

LOCATION: 7950 Jones Branch Drive, Tysons, VA

DEVELOPER: CBRE

MAJOR CONTRACTORS: DWATTS, MGV Engineers, Caliber, Price Modern, Ambiance Lighting

PROJECT DESCRIPTION: Commercial office space designed with an interior mezzanine and custom branding throughout the space. The space totals 19,889 SF total of conferencing, office and collaboration spaces along with high-technical demonstration and display rooms for the most up to date, innovative security, data driven technology.

DESCRIPTION OF YOUR WORK: Converted a double height assembly, event and conferencing space into a business concentrated area; creating additional base building square footage by adding within the double height space a mezzanine filled with additional offices, open work areas and conferencing, made this project uniquely challenging with ceiling heights as there were unforeseen load bearing beams for the entire rest of the building.

SIZE: 19,889 SF

DURATION: July 2021 - November 2022



COLLECTIVE

Continued from page 18

employees within their first five years, Collective grew to over 20 by 2019 and maintained a strong presence during the Covid-19 pandemic. Today the firm is CBE Certified and headquartered in Washington DC's CityCenter neighborhood, continuing the mission to craft environments that inspire for companies in the hospitality, workplace design, retail, restaurant, government facilities and financial institution sectors. Still keeping close to 20 talented team members to carry on a diverse portfolio of projects, Collective offers a wide range of award-winning designs as well as additional services including Blocking & Stacking Plans, Test Fits, Marketing Plans, Code Reviews, ADA Assessments, BOMA Calculations, Furniture & Finishes, Equipment Specification, Renderings, Environmental Graphics, Wayfinding, Branding, LEED Design & Management, Wellness & WELL Design, and Ergonomic Reviews. With a portfolio located in the greater Washington, DC metro area, Collective also has completed projects spanning from Richmond to Philadelphia.

To further emphasize Collective's identity, both Principals bring unique and complementary skill sets to the management and design philosophy apparent on each project. Responsible for developing the construction documents and directing the work for the design team, Alex



PANGIAM

Hurtado serves as Design Director and Principal Project Architect. Having overall responsibility for sub consultant management, coordination, and communications, he monitors the start of design through

construction administration for each project. As Principal Project Executive, Charles Plymale has the overall responsibility for Collective's commitment to the client. Ensuring that appropriate firm resources are allocated to

the project and that the design team is meeting the designated objectives for delivering a successful project, Charles provides oversight to the team at large while being a dedicated

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EXPEL

COLLECTIVE

Continued from page 19

client advocate.

Offering a multitude of strengths to their projects and clients, none is more evident than a staff that brings leadership, knowledge and experience to bear on each unique design from inception to completion. “Promoting an open-door policy at Collective allows our employees to gain confidence and knowledge through their experiences while utilizing passion and drive at the firm,” states Alex. “Through the strong foundation of encouragement and trust employees gain inside knowledge about running a successful company from every angle.” The direct result is their employee’s growth, both professionally and personally. “We want to provide

the wisdom to empower, the cushion to make mistakes, and the opportunities to build trust for stronger foundations,” adds Charles. To help ensure this mentorship philosophy remains efficient and resourceful, Collective plans to maintain a small to medium size team, affording each project manager the ability to mentor and develop their young work force into stronger leaders. “As our team evolves and we nurture new design and architecture talent, our commitment to a collective experience for all players remains steadfast,” continues Alex. “We know that access to experiential learning opportunities is proving paramount to our success and our size helps us achieve this.”

As a firm uniquely known for monolithic designs in a contemporary and modern style, Collective’s process is defined by their front-loaded design,

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EXPEL

PROJECT PROFILE

EXPEL

LOCATION: Herndon, VA

DEVELOPER: WashREIT, CBRE

MAJOR CONTRACTORS: Regency, DDG Engineers, and Washington Workplace

PROJECT DESCRIPTION: A spacious coffee shop vibe was the primary design concept. Collective worked to create a “living office” environment in collaboration with the client’s facilities management team and AV/IT departments for a flexible multi-functional office. Diverse space typologies promote individual work and performance, cooperative project development, and team interaction. Wellness and interaction of end users are important and contributed to the overall theme of the design.

DESCRIPTION OF YOUR WORK: Achieving acoustical privacy within the open office and the meeting/huddle areas is critical to the design’s success. The layout flows organically and creates visual and physical separation between main functions. Design allowed for reductions in lighting loads and improved access to natural lighting. Huddle rooms create a buffer between “focus” areas and amenity spaces. A complex ceiling layout featuring multiple heights concentrates sound where it’s needed and absorbs when necessary.

SIZE: 12,000 SF

DURATION: Design Start 09.24.2018, Construction Start 04.06.2019, Completion August 2019



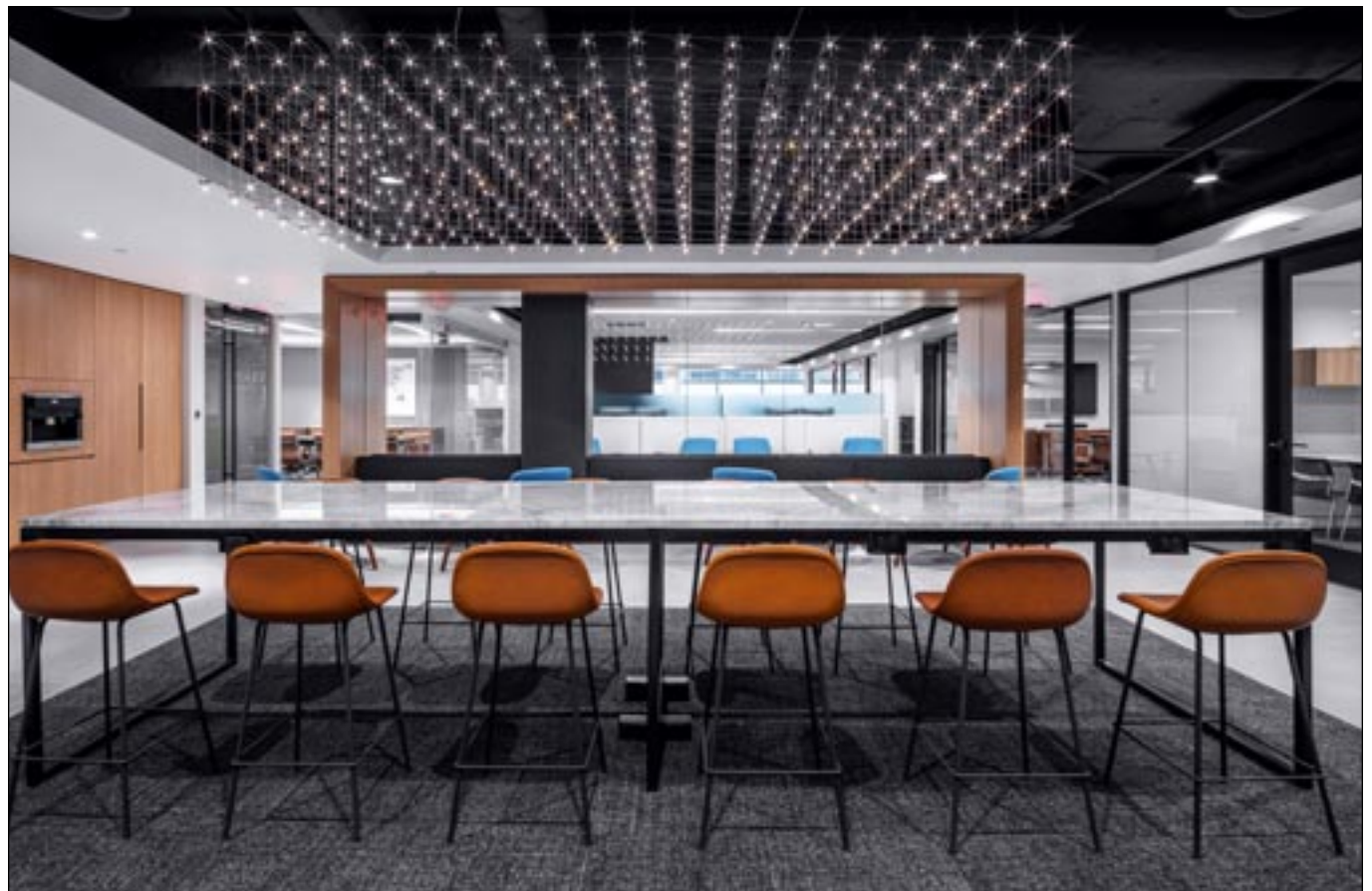
COLLECTIVE

Continued from page 20

efficient timeliness and streamlined budgets. “Actively listening to and assessing client needs is the first step in any project,” explains Charles. “Collective’s purpose is to listen, observe, understand, and create successful collaboration. Our projects start with a solid comprehension of the issues and goals through active listening to better understand the needs and wants of our clientele.”

Emphasizing the importance of a design early in their process, Collective provides the client with exceptionally detailed and realistic fully rendered images typically within four to five weeks of project mobilization. “This integrated process looks at the historical usage of a building, its current programming, and future potential user experience for each project,” continues Alex. “The presentation of our rendered images showcases the efficiency of our front-loaded design process to the client instilling a sense of commitment, innovation, and dedication early in a projects lifecycle.”

Another critical element of Collective’s design process is their responsibility to superior construction documentation. Ensuring that they produce more thorough and thoughtful designs for all implementation partners, the firm is consistently soliciting feedback from their construction partners. “Collective Architecture periodically hosts GC summits at our office,” states Alex. “This not only builds better working relationships, but also promotes



GRAIN MANAGEMENT

project success.” In 2021, team members from Peris Construction, DJ Watts Construction, Rand*, and CK Commercial were invited to partake in a day-long seminar to provide feedback to Collective Architecture, with each party discussing the most important aspects of construction documents that help GCs more easily navigate the build. “While offering ideas on how to set our standards apart from the competition, these GC’s discuss tips and strategies that aid in overall project success,” says Charles. “Each time we host these summits, Collective actively assesses both our internal and our external liabilities to improve process and product delivery.”

As Collective continues to improve their documentation and process, they are aware that no matter how much these are fine-tuned, the unexpected will

always remain a variable before, during and even after construction. Quick to respond to any issue, Collective Architecture takes pride in addressing client needs while communicating clear expectations every step of the way. “We are adaptive and responsive, so when products shift or scope evolves, the firm is quick to rebalance and react. Our clients know they will get an answer within 24 hours,” explains Brandon Schenk, Director of Business Development. “It is a consistent accolade provided to our firm from our most loyal customers.” This responsiveness and dedication to client communication during both the design and construction phase is also showcased with a keen attention to detail onsite, helping meet and produce a high-quality standard during the build process. “Collective

allocates a large portion of time in the field overseeing construction administration while confirming that the built environment is congruent with both the architect’s design vision and client’s desired intent,” adds Liz Turncliff, Project Manager at Collective.

As a firm dedicated to excellence in design on every project without exception or excuse, Collective understands that complete client satisfaction is the true measurement of overall project success. The following are only a few of many testimonies Collective has received giving evidence that they not only meet goals and expectations, but they also often exceed them.

“Collective always pushes the bar on design quality and creativity. In our fast-paced schedules in our real estate

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COLLECTIVE

Continued from page 21

world, especially tenant improvements, I have come to appreciate those that take the time to listen to their clients without rushing in too abruptly.” Adrian Conforti, Cushman & Wakefield

“It’s remarkable to see the evolution of spaces that Collective Architecture designs. Every detail is thoughtful, functional, and completely transformative.” – Alex Hancock, Transwestern

“GPI’s engineers enjoy collaborating with the talented designers at Collective Architecture because they appreciate the benefit that early and consistent architect/engineer collaboration brings to our projects.” – Winona Leaman, GPI

“The creative and innovative designs from Collective have

elevated our office spaces and energized our leasing activity all around! Our collaboration with the team has been not only seamless and professional, but always fun!” – Robin Spear, Monument Realty

While receiving such high praise for consistent project success and client satisfaction is certainly rewarding, Collective also believes it is important to give back to the community and does so in a multitude of fashions. Being involved in many local and national industry organizations like NAIOP, CoreNet, CREBA, CREW, and AIA, Collective also supports the greater DMV CRE community through partnership and participation in local programming like CANstruction, Higher Achievement, IIDA’s Cosmo Couture, The Lombardi Foundation, and the JDRF Real Estate Games benefitting causes which include hunger, homelessness, youth education access, type 1 diabetes (T1D)

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GRAIN MANAGEMENT

PROJECT PROFILE

GRAIN MANAGEMENT

LOCATION: 1900 K St NW, 6th Floor, Washington, DC

MAJOR CONTRACTORS: Peris Construction, Caliber, Lawson & Associates Architecture

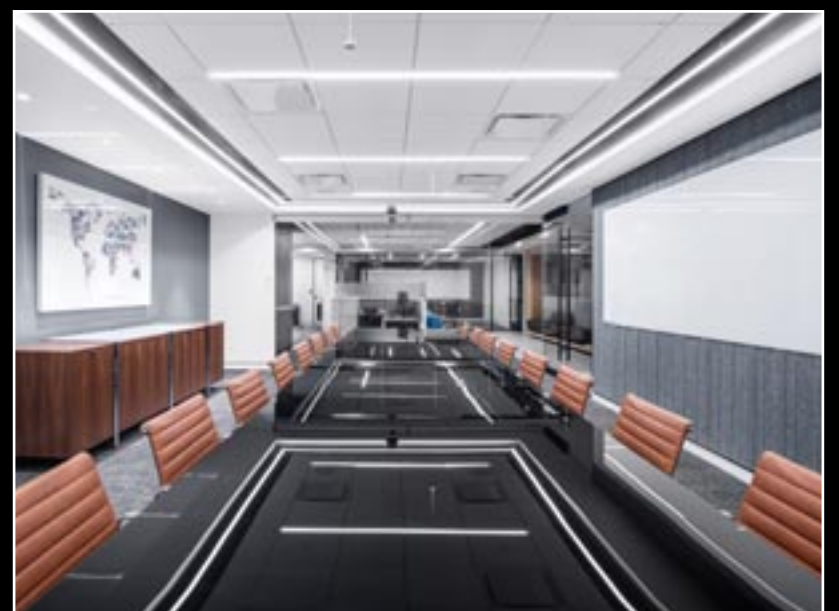
PROJECT DESCRIPTION: Grain Management commissioned the design of its main DC headquarters expanding 7,000 square feet. Set within a 13-story high-rise building in downtown DC, the office layout consists of many functions: reception, lounge, private offices, a large pantry, library, and multiple conferencing opportunities. Throughout the space, different zones are created within the design of the ceilings which in turn, create different user experiences.

DESCRIPTION OF YOUR WORK: We strategically created a bend at the entrance that would force the daily user to collide with a mirrored cube wall forcing them to constantly self-reflect. Visual volumes are imagined in the space through openings that are exposed to the concrete deck. Different elements of light fill openings and guide you to another colliding moment at the large lounge/pantry area. Vertical wood surfaces, light ceramic flooring and accents of black mirrors and gold tiles are balanced by soft textiles. The abundance of surface textures creates depth and volume to enhance a uniformed, yet eclectic finished design.

SIZE: 19,886 SF

DURATION: May 2021 - Ongoing

OTHER DETAILS: We have done three expansions of this project to date, we are currently in the 3rd expansion process.



PROJECT PROFILE

111 S. CALVERT

LOCATION: 111 S Calvert, Baltimore, MD

DEVELOPER: Brookfield Properties

MAJOR CONTRACTORS: Rand*, MGV Engineers, AKF Group, CK Commercial, Cushman & Wakefield, Caliber, Alliance Lighting, MOI, Bialek, Jensen Hughes, and Kalothia

PROJECT DESCRIPTION: 111 S. Calvert Street is located at a prominent inner harbor location in Baltimore, MD offering unobstructed water views and exceptional access to the city's main attractions. This class A building, at approximately 265,000 SF, offers roughly 61,000 SF of commercial office space within 28 stories. Collective has completed renovations on the interior lobby, fitness center, business center, speculative suites, rooftop terrace, and amenity space with projects continuing to develop in this building as Collective is the new Architect of Record.

DESCRIPTION OF YOUR WORK: The central design concept at 111 S. Calvert Street was to amplify the rich industrial heritage of Baltimore, MD into a contemporary and enhanced environment for the post Covid commercial workspace. By including well-lit, environmentally conscious materials and design throughout all projects we created a holistic sensory experience for all users occupying this building.

SIZE & COST: 11,637 SF Construction Cost: \$6,500,000

DURATION: January 2020 - September 2021 & Ongoing



COLLECTIVE

Continued from page 22

research and cancer research. “Collective strives to enrich the team’s craft, network with industry experts, recruit key talent, and remain current in the marketplace, and we know we can help achieve this through extracurricular community involvement,” states Alex. “We

will also continue to support youth education programs that promote interests in design and architecture careers.”

As the Principals and staff at Collective look ahead, there is every reason for excitement. Seeking to grow and extend their reach, the firm remains focused on both internal and external goals, including growing to 24 employees by 2024. “We hope to continue streamlining our

Continued on page 24



111 S. CALVERT STREET



111 S. CALVERT STREET

COLLECTIVE

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processes and approach to onboarding, so employees feel valued, challenged, and inspired to grow within the firm and its opportunities for promotional growth,” explains Charles. With an incredible 85% repeat client

rate, Collective certainly understands the importance in maintaining their current relationships, yet they also look to continue strengthening and expanding into markets like higher education, government, and multi-family, and even base building projects. “We recently completed our first base building project and realized that when given the opportunity to flex, we

rise to the occasion,” states Alex. Remaining thoughtful and reflective on the evolutionary needs of commercial interiors, Collective Architecture will always commit to revolutionizing each client’s desires with new and unique designs that fit their programmatic and aesthetic needs. “Our team will work to remain agile, resilient, and ready to tackle any challenge thrown

its way while maintaining the quality and point of view standards Collective consistently delivers,” concludes Alex. “That means we will remain true to what makes us the firm designed to collaborate and driven to innovate.”

All photos by Iris22 Productions LLC and Collective Architecture LLC



We are proud to partner with Collective Architecture.



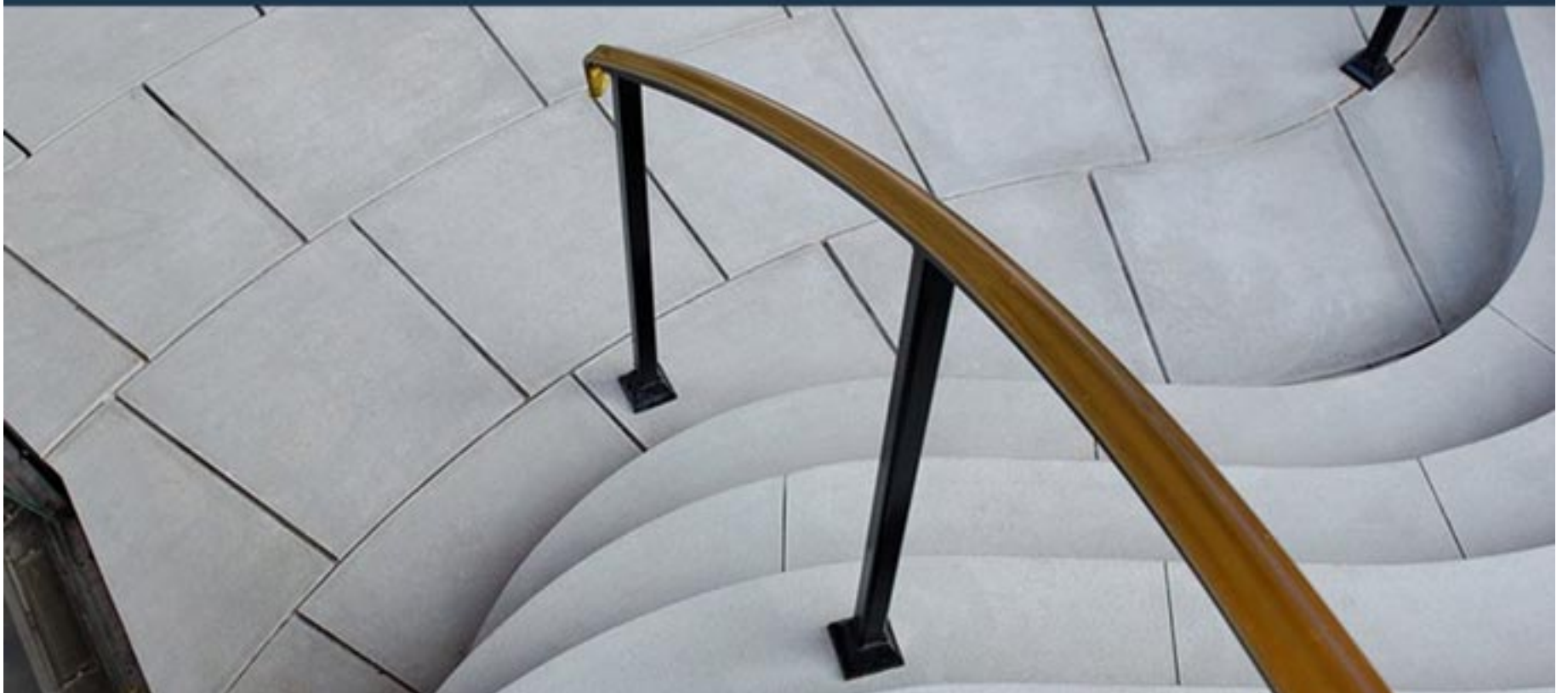
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Community – Diversity – Collaboration

Photo: Anice Hoachlander



BELL ARCHITECTS

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Great design is something that every architecture firm strives for, but it is only the truly unique firms that combine inspired design with creating lasting works of architecture while demonstrating a passion and expertise for incorporating history, culture, and sustainable design into the built environment. For over two decades, BELL Architects has focused on integrating innovative and traditional practices, achieving measurable results to conserve energy and environmental, financial, and cultural resources.

Founded in 1999 by Principal David Bell FAIA, LEED AP to fill an identified need for professional A/E services in sustainable design, historic preservation and community development for institutional, commercial and mixed-use projects, BELL Architects has become an award-winning firm known for its expertise in excellent design for challenging projects. Located in the historic Shaw neighborhood of Washington, DC, BELL Architects has enjoyed overall growth in its 23 years to a staff of 10 very talented professionals. Specializing in Architecture, Interior Design, and Planning among others, BELL has extensive experience with both private and public clientele over

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PROJECT PROFILE

Kenilworth Recreation

LOCATION: Washington, DC

PROJECT DESCRIPTION: The transformation of the former Kenilworth Elementary School into a much needed recreation center for the Kenilworth neighborhood now provides a new competition-sized gymnasium, an outdoor pool, and 18,000 sf of renovated space, including senior and teen activity areas, fitness and boxing areas, and a large multi-purpose space.



Photos: Stacy Zarin Goldberg

PROJECT PROFILE

Shepherd Park Community Center

LOCATION: Washington, DC

PROJECT DESCRIPTION: BELL Architects modified portions of the 1930s existing historic Shepherd Elementary School while adding a 12,634 gsf addition. The new addition transformed an asphalt and inaccessible weeded slope into a multipurpose facility.



Photo: Tom Holdsworth



Shepherd Park Community Center — Photo: Tom Holdsworth

BELL ARCHITECTS

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a wide variety of project types both locally and nationally.

A native of Canada, David moved to United States, graduating from Virginia Polytechnic Institute with a degree in Architecture in 1983. After working for several prestigious firms, he realized his vision to start his own firm in the late 1990s and began doing historic preservation projects. “I had always been interested in

sustainable design and historic preservation, knowing how much these affect each community,” explains David. “That meant designing around how things actually work, around how nature works. It has always been our goal to create design that makes sense fundamentally, and that equates to building better places for those that use them.” Being involved in LEED design even in its infancy, David is also a proponent for both Net Positive Energy (producing more energy than is being consumed) and Geothermal Heat Pumps.

Having such extensive experience in integrating new systems and improving energy efficiency within older buildings,

BELL has certainly set the bar of excellence in surpassing client expectations without compromising the character of significant spaces. “We understand the uncertainties from an owner’s perspective,” continues David. “As a firm we developed our own BELL headquarters into an award-winning historic and LEED certified office, and we currently have five LEED-accredited design professionals on staff.”

Embracing the challenges of designing in urban and historic areas, BELL tackles each project from a broad base of knowledge. “We collaborate with the client and key stakeholders while collecting, disseminating and filtering information, thus

providing a structured and rational approach to the design process,” says David. “This allows the decision-making process to proceed efficiently and moves the project forward with a clarity of purpose.” In fact, BELL brings in many voices and perspectives at the earliest stages of a project, incorporating both specialists and community individuals when warranted. “We take a people-focused approach, believing community involvement can lead to long-term benefits,” adds David. “Our process often begins with a kick-off meeting, followed by workshops where discussions are conducted with the design team and all involved parties,

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PROJECT PROFILE

Hill Center at the Old Naval Hospital

LOCATION: Washington, DC

Photos by: Anice Hoachlander



This prominent National Register listed property, the Old Naval Hospital (c. 1865), has been transformed from a vacant and neglected property into a vibrant and welcoming community center in the heart of the Capitol Hill Historic District of Washington, DC. The award-winning rehabilitation was implemented in three phases and included the historic main building and its carriage house as well as the ornamental iron fence surrounding the property.

PROJECT PROFILE

Garrison Elementary School

LOCATION: Washington, DC

Photos by: Tom Holdsworth



BELL Architects teamed with Newman Architects as a joint venture for the modernization and served as the Architect of Record. DC DGS first contracted the project as a phase I modernization, but the project was changed to a full modernization and addition project which included building and site improvements. The District of Columbia replaced the 1889 Garrison Elementary School in 1964. The project, completed in 2018, entailed a full modernization of the 61,000 sf building with an addition and extensive improvements to the 3.67 acre brownfield site.

PROJECT PROFILE

US Naval Academy Chapel Rehabilitation

LOCATION: Annapolis, MD

Photos by: Anice Hoachlander



Within a decade of the original chapel's completion, significant leaking at the dome was observed, and in 1929 the terracotta was removed and replaced with copper. Moisture penetration continued to be a challenge at the chapel. The proposed scope of work included replacement of the entire copper cladding at the dome and lantern, flashing replacement across the roofs, introduction of through-wall flashing and masonry sock anchor reinforcement at the parapets along the perimeter of the dome and nave, replication of the gold-leafed ornamentation, lightning protection system and installation of the custom-copper clad skylights and structural reinforcement. BELL Architects teamed with RLF and others.

BELL ARCHITECTS

Continued from page 28

including the surrounding community. Often times this leads to great ideas that we incorporate to improve the design.”

This inclusive approach has been instrumental to the successful design of almost all of BELL's projects, and the tremendous dedication to hearing, understanding and incorporating the ideas of the key stakeholders and community as a whole is appreciated by everyone, and has been the catalyst to building strong

relationships that last. The following client testimonials are just a small sample of the commitment to project success David and the entire team at BELL bring to every client and community.

“Very positive experience... small company where Principals are directly involved in the CFA public involvement process.” - *Allam Al-Alami, DCRES Project Manager, Project evaluation*

“1228 9th Street, NW, is the first LEED certified renovation of a historic building in the Shaw neighborhood... a ‘poster child’ for environmentally sensitive renovations of historic structures in our city.” - *Alexander M. Padro, Executive Director, Shaw Main Streets, 1228 9th Street, NW- LEED certified Rehabilitation*

“David Bell and his staff are a pleasure to work with and very practical in their solutions to unexpected issues. Plus, they have a very high standard of design. We trust their instinct on all levels.” - *Nicky Cymrot, Director, Old Naval Hospital Foundation, Old Naval Hospital Rehabilitation*

“BELL Architects PC is one of the best historic architects I have ever worked with. They fully understand the requirements and standards for historic buildings. They were able to propose clever solutions to the challenges presented by the historic building, both in their original design and as unanticipated conditions arose during construction.” - *Julie Darsie, NAVFAC, Cultural Resources Manager, Visiting Flag Quarters Rehabilitation- LEED Silver*

“BELL Architects went above and beyond the call of duty to support NAVFAC and the Marine Corps on the Physical Security Improvements at the Commandant's Residence. If not for their diligent work, sensitivity to the historic fabric, attention to detail, understanding of the delicate internal and external relationships... I do not believe NAVFAC would have been successful in gaining the necessary approvals and the project would have stalled. Years later, I still take great pride in what our team achieved and consider it one of my greatest successes as well as one of my favorite projects. I share the pride of success with BELL Architects.” - *Jay Jeurgensen, Project Manager, Marine Commandant's House and Perimeter Upgrades, NAVFAC*

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PROJECT PROFILE

Gadsby's Tavern Ice Well

LOCATION: Old Town Alexandria, VA

PROJECT DESCRIPTION: An integrated outdoor exhibit, showcasing the historic ice well at the c. 1793 National Historic Landmark Gadsby's Tavern.



Photo: Anice Hoachlander

BELL ARCHITECTS

Continued from page 30

“Bell Architects demonstrated exemplary performance in every area of the Northeast Library Project. The design phase of this project involved significant community and stakeholder input, extensive interior and exterior review by OP, and implementation of lessons learned from previous branch library renovation projects. Bell's

skillful Construction Administration helped ensure a high-quality project delivered ahead of schedule and within budget.”- *Christopher Wright, Project Manager, DC Public Library, LEED Silver Rehabilitation of the Northeast Neighborhood Library*

“The impact of the new recreation center on the surrounding neighborhood is nearly indescribable. From the minute a new visitor enters the door, it is apparent how in awe they are by the structural design... As they walk through the hallway and notice each room... the positive commentary is never ending. It's

a constant stream of gushing hopefulness and excitement. It even makes me a little emotional!”- *Kentasha Dickson, DPR Staff Member, Kenilworth Recreation Center. USGBC National Capital Region Awards 2018*

BELL ensures hands-on involvement before, during and after each project. Routinely meeting or exceeding expected energy savings while making sure other functional and aesthetic client goals are achieved. “In our industry, each design and construction project is effectively a prototype,” explains David. “We remain in close communication and engagement in all phases of the project, even after completion

to support the client and adjust the built project to meet their evolving needs.” While this level of engagement is a guarantee from BELL for every client and project, they also know that the design and construction process can often be complicated and erratic. In fact, uncertainty and negative public perception can undermine the viability of a project if not managed properly. “Our approach is focused and methodical to study the design challenge with a holistic lens,” continues David. “We view design as a tool for problem-solving to create enriching places.”

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PROJECT PROFILE

Northeast Public Library

LOCATION: Washington, DC

PROJECT DESCRIPTION: BELL provided exterior restoration, full interior renovations and a seamless addition at the c.1932 historic DC Northeast Public Library.



Photo: Anice Hoachlander

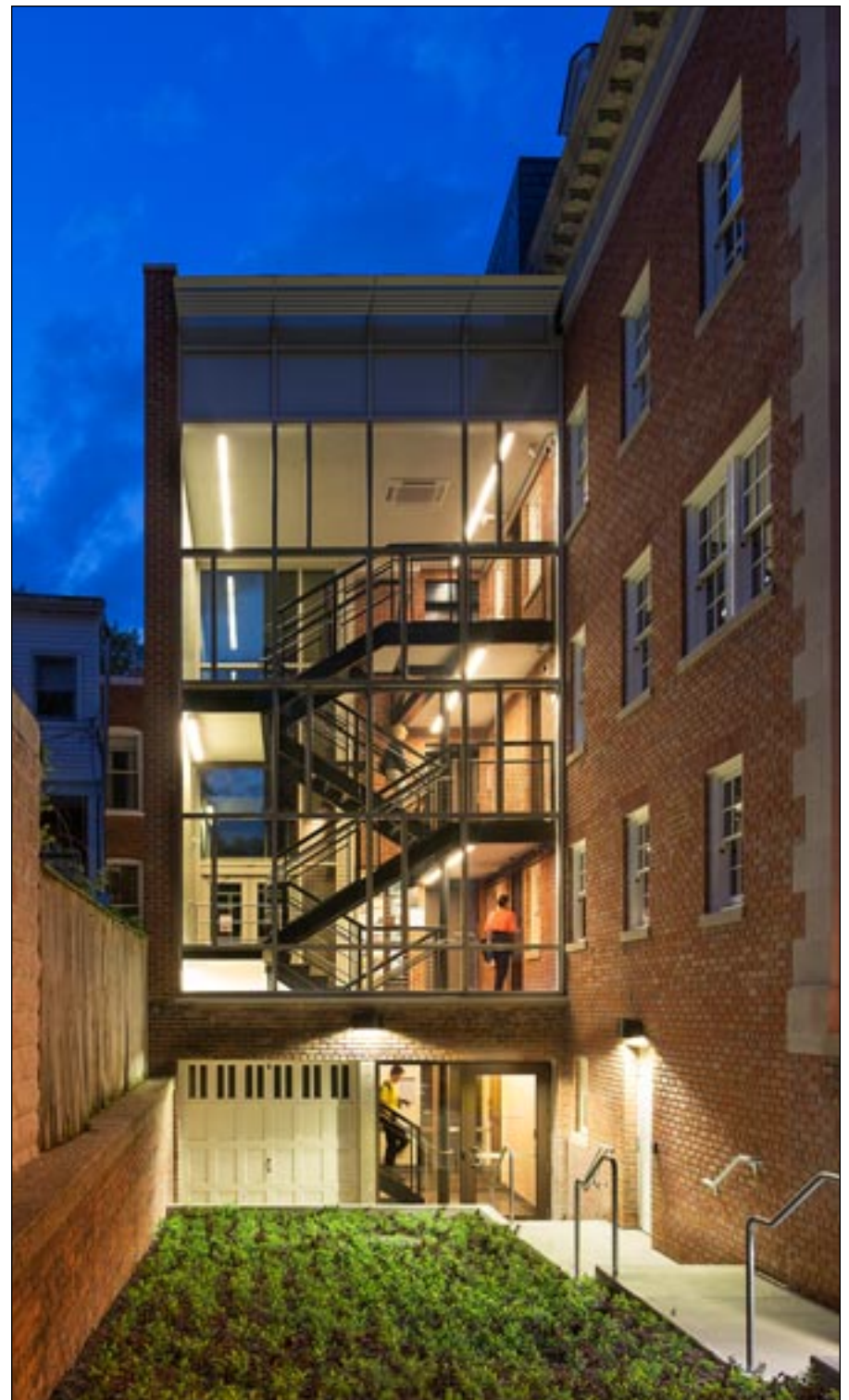
BELL ARCHITECTS

Continued from page 31

With this open listening and active engagement practice, BELL maintains strict adherence to realizing the client's goal rather than offering a predetermined style. "It's unlikely anyone would attribute a style to our work because we are so context-based in our approach," says David. "We do not seek accolades, but rather seek to turn the client and stakeholder vision into reality." That vision is always achieved through BELL's unique and purposeful design process, and

the result is client specific environments that sustain functionality and value.

Moving through their third decade of design excellence, David Bell and his team have every reason to remain proud of what they have achieved and enthusiastic about what lies ahead. As the industry expert that offers the highest level of service in both design and collaboration, BELL has forged strong client and community relationships by creating spaces that are innovative, distinctive and perform as intended. Always an advocate for sustainable design, the firm's goal remains to continue creating spaces that have a net positive impact in their communities and globally. "People spend a great deal of time indoors, and as such we strive to create interior environments that are healthier than the outside," explains David. "We can also achieve these results through net positive energy and significant reductions in heat-island effect. BELL prides itself on being a change agent to effectively transition our fossil-based economy into the future without economic hardship to the user." That falls directly in line with the firm's philosophy of building on the past when designing for the future. "We honor the history and culture of a place, assessing the value of what exists," continues David. "Then we provide innovative, pragmatic solutions that value the needs of the group and recognize the individual." It is no wonder that BELL Architects has become the name synonymous with creating great places designed to engage, and made to last.



Northeast Public Library — Photo: Anice Hoachlander



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GREEN TOUCH BUILDERS

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GREEN TOUCH BUILDERS

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“The difference between failure and success is doing a thing nearly right and doing it exactly right.” – Edward Simmons. A quote that says so much in so few words, this simple yet challenging concept can no doubt be applicable to many circumstances. In a world as fast-paced and complex as construction, however, it seems almost impossible to hold such a standard as the bar for success. Yet for one Sterling, Virginia based general contractor, that is exactly the goal that is brought to the client on every project, from inception to completion. Well into their second decade of construction excellence, Green Touch Builders boasts a varied and impressive project portfolio that supports their reputation as a team-oriented partner dedicated to detail, service and value.

Founded in 2011 by the dynamic husband and wife team of Graham and Helga Morris, Green Touch is inspired by the goal to be something great – a motto that reflects not only their

desire to produce great finished projects but also to instill a desire for greatness in their entire team. The company focuses on a team approach to maximize every member’s unique and diverse talents so they can bring them to bear on each project.

“Our team of professionals have a wide-range of building experience in all facets of commercial construction,” explains Helga Morris, President. “We take great satisfaction in helping staff members grow their expertise and expand their horizons to become industry experts.” With a current staff of nearly 20 professionals, the company can offer a strong knowledge base and skill set for a broad range of project sizes and types. Personnel such as Edgar, Carlos and Jonathan Ramirez embody Green Touch’s authentic family atmosphere. “We truly have both cultural and experiential diversity. We make a conscious effort to work within this framework to put our people where they will thrive and can use their talents to the highest advantage of our clients,” continues Helga. “Many of our team have started their construction careers here and have grown up professionally in the company. This has given us a

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Sonic Drive-In — Rendering

Green Touch and Renewable Energy

Developer says,

“What’s a solar parking canopy?”

Smarter, next-gen, richer Developer says,

“It’s one of a few innovative elements of the better-for-climate built world we need; one of distributed energy generation, short and long duration energy storage and microgrids.”

“And it’s a way to stack a bunch of tax credits, materially lower asset/business operating expenses (power/gas bills), all while leading the effort to help save the planet!”

Green Touch Builders is excited to reveal its first renewable energy project in Virginia: a building-integrated photovoltaic/EV-charging/microgrid, parking canopy project, on the first Sonic Drive-in since the brand was acquired by Inspire Brands.

The parking canopies, which already exist at all Sonic Drive-ins nationally as a brand design element and key piece of weather infrastructure, have been designed and engineered to now also generate the energy needed to power EV charging stations. While guests are parked and enjoying a Sonic meal, their EV can now be charged by 100% renewable energy.

There are many ‘built-environment’ innovations underway, with many more coming fast, that will accelerate the decarbonization of buildings and transportation. This is good!

We at Green Touch Builders are turning a passion to push ‘electrifying and decarbonizing things’ into doing the work to become innovators and leaders in mass timber construction methods while incorporating onsite renewable energy generation elements into a project. This is how we’ll achieve true net-zero-energy buildings, town centers and whole communities.

Stay tuned to our progress as we bring net-zero energy solutions, innovation and value to existing buildings and new projects alike.

We welcome engagement with architects, MEP engineering firms, building owners, developers and asset managers.

We’ve done the work to become qualified to bring microgrids, and energy generation and storage solutions to our shared built environment, while advising on leveraging tax credits to offset cost.

Let’s discuss some projects together soon!

GREEN TOUCH BUILDERS

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culture of longevity, loyalty and personal accomplishment for team members. It's fine, even expected, for companies to say they provide great products and great service, but we think it's just as important to give our employees the opportunity to be their personal best, which of course translates into great results for our clients."

"Giving everyone an equal chance to be a top performer is a philosophy that starts at the top and affects everyone positively," says Graham Morris, Director of Sales. "If people know you expect them to do their best and to give every project their all, then give them the opportunities and extra training to do that, everyone benefits.. Reliability and trustworthiness are virtues cultivated throughout the company and reinforced constantly. That culture is everything."

Along with their internal professionals, Green Touch knows their external team of architects, engineers and sub-trades are also integral to the overall vision and success of each project. "We draw on an experienced and knowledgeable group of subcontractors and consultants," continues Graham. "Building a strong project team optimizes the results for everyone, including our vendors, suppliers, financing, AE team and customers. It goes without

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PROJECT PROFILE

Taqueria Picoso

Location: Alexandria VA

Building Owner: Morgan Properties

Tenant Owner: Taqueria Picoso

Schedule: 3.5 Months

Description: Gut and rehab of an existing Food Business, enlarging kitchen and equipping back of house areas for line bar and taqueria equipment, tortilla maker, hood and pastor wheel.

Fabricated lighting and wall murals from reclaimed materials and imported items from Mexico City. Project schedule separated into phases to accommodate MEP

engineers needs for verifying ceiling / panel and new work scope. This was done to expedite plan development and permit document turn around. This also expedited construction time as the project accelerated with early work activities including demolition, trade rough in under limited permit scope while final documents and finish schedules were being developed. It reduced the total project duration by 45 days.



Photos by: Green Touch Builders



PROJECT PROFILE

Woodhouse Day Spa

Locations: Leesburg, VA & Gaithersburg, MD

Size: Approx. 7,000 SF

Landlord Team: Rappaport, RPAI

Owner: Don Weeks

Project Duration: 4 Months

DESCRIPTION: Full Feature Day Spa featuring the latest luxury massage, facial, nails service, soaking tubs, infrared sauna.

Client Testimonial: "It has been a pleasure working with Green Touch over the years, on our multiple locations. They have assisted us as our program continues to innovate. And, we continue to trust in their great partnership with Woodhouse Day Spa."

— Don Weeks

Photos property of: Green Touch Builders



PROJECT PROFILE

Wooboi Chicken Restaurant

Location: Alexandria, VA

Building Owner: Edens

Tenant Owner: Wooboi Chicken

Description: Empty shell to finish restaurant featuring DC's newest chicken sandwich craze. Worked with client to identify space search, budgeting, lease terms and construction including finishes and equipment packages.



Photo by: Green Touch Builders

PROJECT PROFILE

Grace Loves Lace (Bridal Shop)

Location: Washington, DC

Building Owner: Edens

Tenant Owner: Grace Loves Lace

Description: Located in revitalized Union Market NE Washington DC, the project consisted of an empty shell formerly a butcher shop, and converted into a bridal experience which has locations around the world.

Photo by: Green Touch Builders



GREEN TOUCH BUILDERS

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saying that our customer goals are the leading priority and everything flows from there.”

Offering a wide-range of construction services from pre-construction through completion and occupancy permits, Green Touch has completed projects of various sizes in multiple market segments that include multi-family, fitness, medical, private schools, early childcare, data centers (construction as well as facility maintenance), franchise fit-outs, ground-up office, retail, historic preservation as well as state and federal government buildings. Currently headquartered in Loudoun County, Virginia, the firm’s geographic reach encompasses a 90-mile radius around the Greater Washington DC region.

The core of all Green Touch projects and the reason for its success is the fact that all parties involved are at the table from the earliest phase of a project. “We care about our customers’ success, and how our efforts as a construction partner can be of value in helping them realize their goals. This can encompass everything from lease negotiations and building purchase assessments to the very finest details of the space that may add value to what makes their business special,” states Graham. “Our customers understand that we are team oriented, both internally and externally, and know that we care

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PROJECT PROFILE

Guidepost Montessori School

Location: Ashburn, VA

Owner: Harry Sandhu

Tenant: Guidepost Montessori

Schedule: 1 Year

Description: Ground Up new construction 2 story 8,000 SF day school featuring Montessori programming, playground and parking lot. The project featured a pervious pavement storm water management system and was constructed from an old farm house.

Photography by: Arazo Studios



GREEN TOUCH BUILDERS

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deeply about what matters to them. We will go the extra mile. If you don't know the key drivers for a client, how can you meet their expectations? For some it's time, for others its budget. Every project needs to be approached differently."

Always striving to provide the most creative solutions to meet their client's needs, Green Touch has the team and proficiency to develop the most resourceful plan to yield a successful product. "We have had the opportunity to complete all sorts of spaces which means we can build on that experience, no pun intended, for future clients." states Helga. "We don't take a cookie cutter approach to anything. Plus, having a diverse staff, women in key internal positions in the company, and multi-cultural team members means we can draw on a broad perspective for problem solving and creating efficiencies.

"Every job, no matter the size, provides opportunities to learn and expand our expertise and network, which we can then turn into best practices that help us continually improve," continues Graham. "We strive to have a growth mentality, personally and professionally. That drives us. That could be back of the house, on the job site or anything in between. We believe if we can continue to improve as a team

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PROJECT PROFILE

Troon Golf

Photography by: Whiskey & Lavender

Location: Reston, VA

Building Owner: JBG

Tenant: Indigo Golf Partners

Schedule: 6 Months Multiple Phases

Description: 18,000 SF of tenant build out for regional office. Featuring full bar, kitchen staff area, 4k full surround golf simulator hitting area, putting green, conference rooms, break out rooms, staff and IT spaces and flex office

featuring open office concepts. Worked with design team to incorporate Indigo Golf program requirements and moving their office from Tysons to Reston, which needed to be done by Memorial Weekend. Green Touch successfully managed build out, move and occupancy to ensure tenant schedule was met. Great Success!



PROJECT PROFILE

Potomac Crescent Waldorf School Alexandria VA

Location: Alexandria, VA

Tenant: Potomac Crescent

Landlord: Burn Brae Co

Description: Features a 9,000 SF 4 level day school incorporating historic elements, building life safety systems and ADA compliance, from empty shell to finished school. Incorporated organic materials into construction to integrate a sense of nature, and natural elements such as locally sourced materials, including white oak wood lumber from Great Falls VA.

Client Testimonial: "You have been such an amazingly positive, "can do" person during our school project, with all of its twists and turns. It has been a pleasure working with Green Touch (your stellar staff) on our new school."

— Paul Nary, Director
Potomac Crescent



Photo by: Green Touch Builders

GREEN TOUCH BUILDERS

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each day, the results will speak for themselves.”

“Green Touch brings expertise and surety that makes working with them enjoyable. They constructed our farmhouse market & café contributing insight, materials and design ideas that improved our final product and operation flow.” - Brian Sykora, President – Pleasant Pops Farmhouse Market & Café

“Green Touch is a great operator in our buildings. Their construction process is thorough and of the highest standard. Their follow through and delivery is precisely what we rely on to keep our buildings in great operation. Having a reliable and expert construction team like Green Touch is a key component

of our success.” - Andy Lauer, President – Lauer Commercial

“Every client I have introduced Green Touch Builders to has been extremely happy with their professionalism, communication, high quality of work, turnaround and accuracy. For those reasons I highly recommend them and continue to send them every contact that needs their services.” - David Dockendorff, Vice President, Freedom Bank

“We’ve completed several occupied renovations at our facilities with Green Touch Builders. They have been first-rate at our clubhouses and corporate headquarters, delivering a great experience and final result.” - Alex Elmore, EVP, Troon Golf

As Helga and Graham look to the future of Green Touch Builders, they are very transparent about what inspires them to pursue greatness. “Our business is centered around our team and

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PROJECT PROFILE

Planthouse

Location: Alexandria, VA

Building Owner: Edens

Tenant Owner: Planthouse

Schedule: 3 Months, 2022

Description: Empty shell to retail shop turn key build out for a local concept bringing the joy of plants to Alexandria, including warehouse, shop area, and open space concept. Worked with tenant and landlord team to coordinate project build.



Photo by: Green Touch Builders

PROJECT PROFILE

Walters Sports Bar

Location: 10 N St, SE Washington DC

Building Owner: JBG Smith

Tenant Owner: Walters DC

Schedule: 5 Months

Description: Featured a 6,000SF empty shell to finish destination bar / restaurant adjacent Nationals stadium. Scope included a design build project involving landlord team, tenant team to develop budgeting, value engineering and design finishes. Featured a large scale center island bar with automatic beer taps, full service kitchen system and the largest 4k projection TV in Washington DC. Assisted in providing tenant / landlord with construction lease terms that were agreeable with time, rent and budget constraints.

Photo by: Green Touch Builders



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our desire to give people the opportunity to be something great.” says Helga. “That’s not just a tag line for us. And we believe that approach allows us to do the best job possible for our clients and to create a satisfying outcome for everyone involved.”

Combining energy, craftsmanship and best building methods with best business practices to improve the built environment, Green Touch stands poised to do just that. “We want our clients to say ‘this

PROJECT PROFILE

Cugino Pizza

Location: Frederick, MD

Building Owner: Brick Lane

Tenant: Cugino Pizza

Description: Located at historic Bottling Plant, and converted industrial space into an wood burning ovens featuring authentic Napolese pizza pies. Green Touch assisted in full construction build out and partnered with architect GTM Architecture and MEP Engineer Shumate, and Construction Management Team Revite Construction to build this project. Project consisted of outdoor seating area, commercial kitchen and dining space.



Photo by: Joe Wallace

was a great experience and choosing Green Touch Builders

was a smart move.” adds Graham. “Good enough isn’t

good enough. We want to be something great.”

GREEN TOUCH BUILDERS
BE SOMETHING GREAT

Thank you to all our incredible customers, suppliers, vendors, and project teams which make our mission a continued success.

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