

Notice

Wayzata City Council Workshop Meetings

Tuesday, September 16, 2014

7:00 am - 9:00 am

at

Wayzata City Hall, Community Room

600 Rice Street East

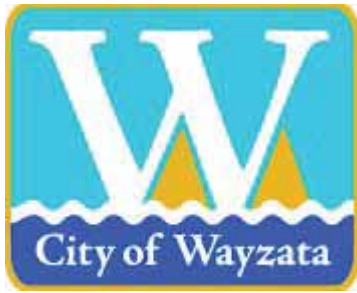
Wayzata, MN 55391

7:00 am to 8:30 am (approximately)

Interviews with Owners Representative Consultants
for Mill Street Parking Structure Programming and Pre-Design
and

8:30 am - 9:00 am (approximately)

Workshop on 165 and 213 Central Ave. Subdivision Concept



City of Wayzata
600 Rice Street
Wayzata, MN 55391-1734

Mayor:
Ken Willcox

City Council:
Jack Amdal
Bridget Anderson
Andrew Mullin
Tom Tanner

City Manager:
Heidi Nelson

MEMORANDUM

TO: Mayor and Councilmembers

FROM: Heidi Nelson, City Manager

DATE: September 11, 2014

RE: Interviews with Owners Representative Consultants for Mill Street Parking Structure Programming & Pre-Design

At the September 2nd City Council meeting, Council reviewed two drafts of a Request for Proposal for consultants to address downtown parking. After significant discussion, Council directed staff to proceed with a Request for Qualifications (RFQ) for Owners Representative Services to address programming and pre-design for a parking structure on Mill Street. The RFQ is attached for Council reference.

The RFQ was sent to six firms, three of the firms responded. Two firms declined to respond, indicating that their experience and expertise would be more suitable for the architectural and engineering phase of the project. One firm did not respond. Interviews have been scheduled with the three firms that responded as follows:

700AM-730AM	LSA Design
730AM-800AM	LaSalle-Walker
800AM-830AM	SourceGroup

The RFQ responses are attached for Council review. At the September 2nd Council meeting, staff was directed to request two members of the Housing and Redevelopment Authority (HRA) to assist the Council with the parking structure process. The HRA is scheduled to meet the morning of September 12th to appoint two members. The HRA members have been invited to participate in the September 16th interview process.

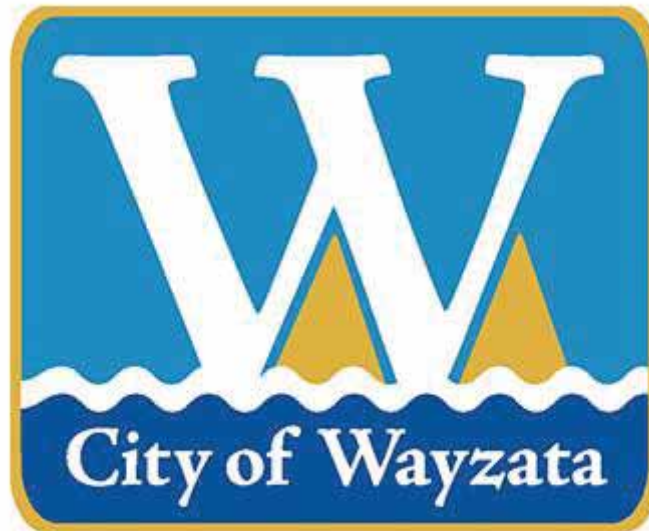
REQUEST FOR QUALIFICATIONS

for

Owners Representative Services

Downtown Wayzata Parking Structure

Issued by:



September 5, 2014

Downtown Wayzata Parking Structure Request for Qualifications Owners Representative Services

INTRODUCTION

The City of Wayzata is proposing to construct a parking structure in downtown Wayzata in the area of the Mill Street Public Parking Lot. The parking structure is being constructed to provide additional public parking to serve the downtown public amenities and business district. The proposed project area includes the Mill Street Parking Lot and associated right of way and access points between Superior Boulevard and Broadway Avenue along Mill Street (Attachment A). The City owns the property and all adjacent right of way. The City recently updated its downtown parking study in an effort to better understand parking demand in the downtown district; the completed study is attached for reference (Attachment B).

The City is seeking professional Owners Representative Services for programming and pre-design for the new parking structure. This Request for Qualifications (RFQ) has been prepared to elicit information from consultants to perform Owners Representative Services and will provide a basis for contracting professional services.

PROJECT OVERVIEW

The City of Wayzata is seeking proposals from consultants with experience in the area of parking district development in urban areas, parking structure programming and design, transit/interim transportation systems/services, and construction project delivery and oversight. The selected firm will work with the assistance of and direction of the City of Wayzata staff.

Professional services shall include, but may not be limited to:

- Programming services to include the following:
 - Development of a Downtown Parking District and a business model for the structure
 - Consideration of interim conditions and construction impacts to existing parking and potential off-site parking/shuttle service
 - Planning for traffic flow and surface parking configuration for areas in and around the new parking structure
 - Consideration of commercial uses as a part of the parking structure design at its east and west corners and/or fronting on Mill Street
 - Consideration of Municipal Liquor Operation, building, parking and access
 - Ensuring a design that accommodates and encourages a high level of pedestrian use of the area and recognizes other multi-modal uses in the downtown
 - Consideration of existing residential on the bluff above the project area
 - Development of the city owned lot at the northwest corner of Lake Street and Superior Boulevard

- o Potential redevelopment of commercial buildings in the 700 Block of Lake Street and opportunities for public/private partnership
 - o Coordination with privately owned, public ramp in the 600 Block of Lake Street and opportunities for public/private partnership
 - o Ensuring new parking structure design reflects the vision of the city's lakefront plan – the Lake Effect and the community values established and documented in the Lake Effect Development Framework (Attachment C)
- Pre-Design services to include consideration of the following:
 - o Architectural relevance to downtown district buildings and character
 - o Conformance with city zoning code with regard to building heights and bluff neighborhood height restrictions
 - o Site feasibility and geotechnical considerations
 - o Connections to pedestrian ways and public spaces, consideration of public restrooms within the facility
 - o Specific attention to public safety concerns of structured parking
 - o Best management practices for the treatment of storm water, to include, but not limited to green roof solutions, environmentally sensitive landscape
 - o Consideration of other sustainable practices, such as solar and snow removal/melting options
 - o Consideration of structural design elements to include long-term durability, reduced cost of maintenance, a minimum 50-year life span, internal navigation or way-finding system, internal vehicle and pedestrian traffic circulation, self-parking, effective and energy efficient lighting system, and patron safety and security.

The programming and pre-design design process may include public input in the scope of work to include up to three meetings to address the scope outlined above. It is important that the parking structure design efforts are sensitive to the residential and commercial buildings and residents and businesses in and around the 700 Block of Lake and Mill Streets. The consultant will be responsible for leading the public input process in coordination with city staff, to include facilitating the process and providing materials for the meetings.

Other services desired may include method of delivery/procurement process recommendation, assistance with A/E selection, and construction oversight.

This Request for Qualifications does not obligate the City of Wayzata to complete the project. The City reserves the right to cancel the solicitation if such action is considered to be in its best interest.

ATTACHMENTS

Attachment A:	Map of Project Area
Attachment B:	Updated Downtown Parking Study
Attachment C:	Lake Effect Development Framework - available on-line at www.wayzatalakeeffect.com

QUALIFICATION RESPONSE CONTENTS

1. Title Page/Cover Letter- Introduce the firm submitting the proposal, including the name, address, telephone number, fax number and email address of the contact person(s) representing the same, and also names of other firms or individuals participating in the RFQ. Indicate other office locations, if any, where project work may be completed.
2. Table of Contents- Identify the material by section and page number.
3. Project Overview- Restate RFQ objectives to demonstrate the consultant's understanding of the project.
4. Experience and Qualifications- Identify the general background, structure and organization, and available resources in personnel/experience/information systems of the participating firm or firms to perform the following specific work: parking district development in urban areas, parking structure programming and design, transit/interim transportation systems/services, and construction project delivery and oversight. List at least five client references (include address and phone number) with a brief statement of services rendered. Provide specific recent project examples to demonstrate competence and performance ability in similar Owners Representative services for parking structure projects.
5. Fee Structure - Identify fee structure for Owners Representative services.

PROJECT TIMELINE

The timetable for submission, evaluation, and award shall be as follows:

- RFQ Issued: Friday, September 5th, 2014
- RFQ responses requested: Thursday, September 11th, 2014
- Possible Interviews with Council/HRA: morning of Tuesday, September 16th

RFQ SUBMITTAL

All proposals must be sent to:

Ms. Heidi Nelson, City Manager
hnelson@wayzata.org

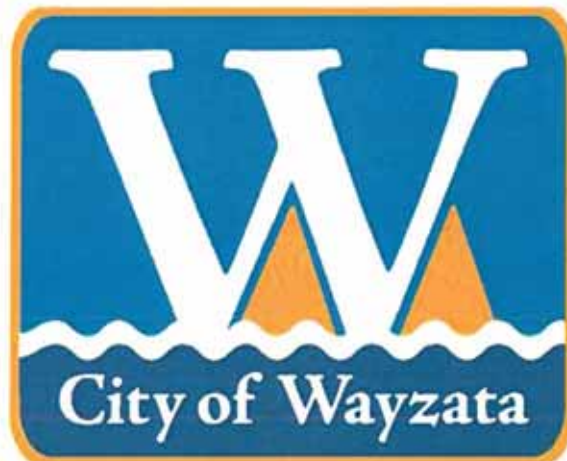
All RFQ responses are requested by noon, Thursday September 11th 2014. Submit one (1) electronic copy (pdf format) of the response. Each response must be electronically signed by an authorized member of the firm.

RFQ QUESTIONS

Prospective responders who have any questions regarding this RFPQ should submit questions by e-mail to:

Heidi Nelson, City Manager
hnelson@wayzata.org

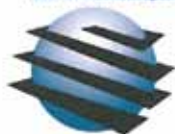
REQUEST FOR QUALIFICATIONS
for
OWNERS REPRESENTATIVE SERVICES
DOWNTOWN WAYZATA
PARKING STRUCTURE



SEPTEMBER 11, 2014

A joint response by:

WALKER PARKING CONSULTANTS
www.walkerparking.com



WALKER
PARKING CONSULTANTS

LASALLE DEVELOPMENT GROUP, LTD.
www.lasallegrp.com





2001 Killebrew Drive, Suite 170
Bloomington, MN 55425
952-854-8800 / www.lasallegrp.com



1660 Highway 100, Suite 424
Minneapolis, MN 55416
612.281.3020 / www.walkerparking.com

September 11, 2014

VIA EMAIL – hnelson@wayzata.org

Ms. Heidi Nelson
City Manager
600 Rice Street East
Wayzata, MN 55391

Re: Request for Qualifications
Owner's Representative
Downtown Wayzata Parking Structure

Dear Ms. Nelson:

LaSalle Development Group and Walker Parking Consultants would like to thank you for the opportunity to submit the attached information in response to your Request for Qualifications to provide Owners Representative and Pre-Design services for the analysis, programming, and pre-design phase of the proposed parking structure project.

LaSalle Development and Walker Parking have teamed in prior projects, each bringing their unique set of skills to the opportunities presented.

LaSalle has been providing Owner Representation services for nearly 40 years to private owners, educational institutions, governmental entities, and religious orders. Although LaSalle provides typical construction related OR services, our services differ in that we believe a hard focus on the development or pre-construction phase of projects is the foundation to every successful project. Our services have included assisting owners to identify potential sites, creating their project programs, overseeing environmental permitting, assisting in obtaining land entitlements, negotiating/creating public private partnerships, selecting and managing of design teams, seeking and negotiating financing, selection and management of construction teams and infrastructure development. Projects we have provided services to range from the recent remodel of the Minnehaha Creek Watershed District headquarters (\$1.3 million) to the provision of conceptual through complete construction oversight of three different resort properties each in excess of \$500 million. LaSalle also provides services to governmental units, such as the Minnehaha Creek Watershed District, providing assistance in negotiations of land acquisitions, creation of public private partnerships, and project management.

Walker Parking Consultants is a global consulting and design firm providing innovative solutions for a wide range of parking and transportation issues. Founded in 1965, the firm has over 250 employees and is the worldwide leader in the parking field offering a full range of parking consulting, design, engineering and general restoration services.

Walker is focused on delivering the best project for the clients by listening to their concerns, researching and developing industry leading standards for their benefit and providing quality and implementable solutions to their problems. We do it right the first time! As a testament to our abilities, 90% of our projects are from repeat clients.

Serving a broad spectrum of markets including healthcare, education, government, aviation, residential, retail and commercial developments, entertainment, hospitality and athletics allows our staff to collaborate with a wide array of clients in order to develop best practices for their specific parking and traffic issues and help unlock the potential of their projects.

Walker prides itself in the ability to self-perform with a full complement of experienced personnel including planners, economists, architects, structural, mechanical, electrical engineers, graphics designers, operational and management consultants, material specialists, program and project managers.

LaSalle and Walker are currently partnered on the new maurices headquarters building in Duluth as representative of the City.

Primary contacts for the work will be:

Richard C. Bienapfl, Principal
LaSalle Development Group, Ltd.
2001 Killebrew Drive, Suite 170
Bloomington, MN 55425
(O) 952-854-8800
(C) 612-803-1029
(F) 952-854-4434
rbienapfl@lasallegrp.com

Terrence A. Hakkola, P.E., Vice President
Walker Parking Consultants/Consultants Inc.
1660 Highway 100 South, Suite 424
Minneapolis, MN 55416
(O) 952-595-9116
(C) 612-281-3020
(F) 952-595-9518
terry.hakkola@walkerparking.com

All project activities will occur at our respective offices at the addresses provided above.

Sincerely,

LASALLE DEVELOPMENT GROUP, LTD.

WALKER PARKING CONSULTANTS


Richard C. Bienapfl
Principal


Terrence A. Hakkola, P.E.
Vice President

**LaSalle Development Group, Ltd. / Walker Parking Consultants
A Joint Venture**

RESPONSE TO:

**Request for Qualifications for Owners Representative Services
Downtown Wayzata Parking Structure
Issued by the City of Wayzata September 5, 2014**

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3. Project Overview

Restatement of RFQ Objectives:

We have reviewed the Project Overview contained in the RFQ. Our understanding of the required activities and goals is summarized as follows.

Overall it is our understanding the City of Wayzata desires to conduct the necessary research from which will be developed:

- Economically viable alternatives for a framework that will:
 - Result in the addition of safe, convenient parking to the downtown area
 - Enhance traffic patterns
 - Provide safe, logical pedestrian access to all downtown uses, public and private
 - Further the economic viability of existing downtown businesses
 - Attract new development and businesses to the downtown area
 - Provide a roadmap for future development and possibly redevelopment activities of the downtown
 - Tie the 700 block to surrounding uses to enhance the cohesiveness of the downtown area, with special attention to opportunities to "incorporate" the 600 block
- All of this is to be accomplished while:
 - Engaging the public in the conversation
 - Respecting the property, entitlement, and view rights of surrounding uses
 - Presenting the least disruption to existing business activities
 - Incorporating the goals and objectives of the Lake Effect Development Framework
 - Respecting the architectural characteristics of the downtown area
 - Following environmental best practices and incorporating long term durability, sustainable design, and creating a safe, welcoming environment for users

In response to each of the specific items detailed in the RFQ we have added the following as a more specific summary of our understanding of the activities in which we would be involved.

Statement of programming services:

1. Assist the City in the creation of an economically viable program and business plan, meeting the requirements of the City Zoning Ordinance and goals of the Lake Effect Development Framework, for the addition of required parking and potential additional commercial opportunities for downtown Wayzata.
2. The Plan is to consider and provide for maintaining existing business activities during the construction of the programmed improvements.
3. Develop a plan for the maintenance and enhancement of automobile and pedestrian traffic throughout the planning area.
4. Consider the options for and the economic viability of integrating additional commercial uses into the proposed parking structure(s).
5. Develop plan alternatives to leave the existing Municipal Liquor store in place or to relocate it as a part of the overall plan. Plan to include an analysis of the physical and economic impacts/viability of the alternatives.
6. The design plans for the project area are to incorporate and maximize pedestrian and intermodal transportation opportunities.
7. Respect the view, noise, and property rights of adjacent residential uses.
8. The Plan is to include identification of commercial development options for the City owned lot at the corner of Lake Street and Superior Boulevard
9. Study and suggest economically viable options, including public/private partnerships, for the adaptive reuse or redevelopment of the existing commercial buildings in the 600 and 700 blocks of Lake Street.
10. Become intimately familiar with and incorporate the primary aspects Lake Effect Development Framework into all economic and physical planning efforts.

Statement of Pre-Design Services:

1. Suggested programming and architectural solutions shall incorporate:
 - a. All aspects of the city zoning code paying particular attention to relevant height restrictions
 - b. Be compatible with existing architectural characteristics of the project area and surround uses
 - c. Take into account any site restrictions imposed by geotechnical conditions, building setback requirements, visual corridors, rights-of-way, and commercial visibility of uses.
2. Specific attention shall be paid to creating pedestrian ways that are safe and comfortable for use at any time of the day or night. Pedestrian ways shall be routed to provide connections to all commercial and public uses while organically leading users to their destinations on routes of discovery.

3. Proposed parking designs shall provide easily recognizable vehicular entrances, exits and routes with special attention to creating and maintaining a safe environment for its users.
4. The design of the proposed parking facilities and corresponding site improvements will incorporate:
 - a. Best management practices for the handling of storm water
 - b. Shelter surrounding uses from night time lighting overflow
 - c. Provide for ease of snow removal
 - d. Sustainable, environmentally friendly design alternatives shall be explored to allow the City to select those features it desires to incorporate into the facilities
 - e. Structural systems, material, and equipment selections to maximize the lifespan of the facility with minimum maintenance
 - f. Develop a plan for a way finding system that is architecturally compatible with the project, surrounding architecture, and goals of the community.
5. The consultant shall assist the City in preparing for public meetings, including but not limited to, the gathering or dissemination of information, preparation for such meetings including agendas and exhibits, and participate as requested by the City in the conduct of such meetings. The consultant shall also assist in the compilation and documentation of information and findings to publish to the public and for use by the City's decision making bodies.
6. The consultant shall prepare reports and exhibits as requested, and assist in the presentation of such reports to the City's decision making bodies.

4. Experience and Qualifications

A Joint Venture

The Joint Venture of LaSalle Development and Walker Parking Consultants bring a unique combination of an experienced owner's representative and the nation's leading parking consultant and design firm to your project. As combined we are experienced in every facet of projects from conceptualization through commissioning of the final product.

The tasks required to create a successful solution for the Downtown Wayzata Parking Structure Project will be allocated between LaSalle Development and Walker Parking Consultants and coordinated into a cohesive effort by LaSalle.

LaSalle Development Group, Ltd. is a Minneapolis area firm that has been assisting Owners with project conceptualization, programming, land entitlements, public/private partnerships, financing, design team selection, design team management, contractor selections/negotiations, contract negotiations, construction oversight, and project commissioning for nearly 40 years. The principals of the firm have experiences in projects for private owners, institutions, governmental agencies, Native American tribes, and religious orders. Since its beginnings, LaSalle has completed more than 150 projects. Projects have included properties as small as the recently completed \$1.3 million remodeling of an existing building into the new headquarters for the Minnehaha Creek Watershed District to several resort properties with costs in excess of \$500 million. LaSalle's highly experienced principals and staff have assisted Owners through the pre-design phase of projects to create project programs and strategies that address anticipated issues and are flexible enough to contend with the unexpected.

Walker Parking Consultants is a global consulting and design firm providing innovative solutions for parking and transportation issues. Walker is uniquely qualified to develop innovative solutions to a wide variety of urban automobile and pedestrian challenges. Services include market analysis, feasibility studies, management consulting, parking master planning site analysis, parking garage design, and restoration engineering. Founded in 1965 the company has assisted in the design of over 3,000 parking structures, consulted on over 6,000 parking projects, restored over 3,000 parking structures and performed over 6,000 parking studies. These experiences have put Walker in a premier position to assist the City of Wayzata with the Downtown Parking Structure project.

LaSalle/Walker has provided project programming, design team selection/management, contract negotiations, construction pricing negotiations, and construction oversight services to numerous owners – governmental, institutional, public/private, and private. We have done this work utilizing multiple funding sources, ownerships, governmental agencies, and contractors. While we have done a significant number of "bid" projects the majority of our work has been with negotiated construction contracts. We have also acted as owner in a significant number of projects.

LaSalle Development Group/Walker Parking Consultants bring the unique combination of an experienced owner's representative and the nation's leader in parking consulting. We are experienced in every facet of the project from the most technical design issue to the intricacies of State Bond financing.

Company Background and Experience

LASALLE DEVELOPMENT GROUP, LTD.

For nearly forty years, LaSalle Group has provided comprehensive services in the areas of property and facilities management, development consulting and owner representation. We offer owner representation, management and financial consulting for private, non-profit, and public sector organizations. LaSalle is a privately held firm with an outstanding reputation for integrity, industry knowledge, and customer service. We get projects completed on time and in budget and have no judgments or defaults against us. Our vast experience with universities, religious communities, hotels, casinos, health care centers, commercial installations, senior, family, affordable, and market-rate housing provides clients a broad perspective, fresh ideas, and imaginative approaches to complex challenges.

LaSalle Group brings the combined strengths of hands-on knowledge and many years of experience as owners, developers, and managers to the tasks of development consulting and owner representation. Experience has taught us how to build consensus, manage risks, anticipate pitfalls, and gain the maximum value from the planning, design, and construction processes. We put this accumulated wisdom to work on our client's behalf so that the concept envisioned becomes the project achieved.

Name of company

LaSalle Development Group, Ltd.

Company address:

2001 Killebrew Drive - Suite 170
Bloomington, Minnesota 55425-1864
Main: 952-854-8800 / Fax: 952-854-4434
www.lasallegrp.com

Company ownership:

Thomas W. LaSalle, President



WALKER PARKING CONSULTANTS



SERVICES:

PLANNING

- Supply/Demand
- Parking Alternatives
- Site Analysis
- Traffic Engineering
- Parking and Transportation Master Planning
- Wayfinding/Pedestrian Travel
- Airport Landside Planning
- Shared Parking Analysis

DESIGN

- Prime Design
- Architecture
- Structural Engineering
- Electrical Engineering
- Mechanical Engineering

FINANCIAL

- Market and Financial Analysis Planning
- Financing Alternatives
- P3 Monetization

OPERATIONS

- Parking Operations
- Operational Audits
- Due Diligence Studies
- Operator Selection
- Car Park Management Systems

SYSTEMS

- Lighting, Security, Signage
- Functional Layouts
- Access and Circulation Systems
- Durability Engineering

RESTORATION

- Structural Investigations
- Seismic Retrofit
- Due Diligence
- Repair Documents
- Capital Improvement Plan
- Corrosion Protection Plan
- System Upgrades

Walker Parking Consultants is a global consulting and design firm providing innovative solutions for a wide range of parking and transportation issues. Founded in 1965, the firm has over 250 employees and is the worldwide leader in the parking field offering a full range of parking consulting, design, engineering and general restoration services.

Walker is ranked 263 in Engineering News Record's 2014 Top 500 Design Firms and ranked 21 in Building Design + Construction's 2013 Giants 300 Engineering/Architecture Firms.

Walker is focused on delivering the best project for the clients by listening to their concerns, researching and developing industry leading standards for their benefit and providing quality and implementable solutions to their problems. We do it right the first time! As a testament to our abilities, 90% of our projects are from repeat clients.

Serving a broad spectrum of markets including healthcare, education, government, aviation, residential, retail and commercial developments, entertainment, hospitality and athletics allows our staff to collaborate with a wide array of clients in order to develop best practices for their specific parking and traffic issues and help unlock the potential of their projects.

Walker prides itself in the ability to self-perform with a full complement of experienced personnel including planners, economists, architects, structural, mechanical, electrical engineers, graphics designers, operational and management consultants, material specialists, program and project managers.

What truly differentiates Walker from other firms? It's our philosophy of staff empowerment and their ability to rapidly diagnose a problem and arrive at an appropriate solution without delay. It's the firm's singular focus on parking and the desire to continually improve in all aspects of our work. It's our dedication to developing designs that are LEED complimentary through the use of recycled or locally produced materials, energy efficient lighting systems, photovoltaic panels and access controls that minimize vehicular queuing and thereby reduce carbon emissions. It's the fact that we monitor construction change orders and on Walker designed facilities they are 75% below industry average.

The simple fact is that by retaining Walker to be your consultant, designer or engineer you can be assured you will receive great value, a substantial return on investment and the peace of mind knowing you've retained the very best.

Staff

LaSalle Development Group, Ltd.

Thomas W. LaSalle, President

tomlasalle@lasallegrp.com

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Richard C. Bienapfl, Principal

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Cell: 612.803.1029

Steve Moore, Operations Manager

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Office: 952.876.9208

Anne Seaberg, Administration

anne@lasallegrp.com

Office: 952.876.9207

Walker Parking Consultants

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Carl L. Schneeman, PE

Carl.schneeman@walkerparking.com

Office: 952.595.9116

Heather Hanson, Administration

Heather.hanson@walkerparking.com

Office: 952.595.9116

Years in Business

LaSalle Development Group, Ltd.

Since 1977 – 37+ years

Walker Parking Consultants

Since 1965 – 49+ years

LaSalle Development Group/Walker Parking Consultants Experience

LaSalle Group and Walker Parking have provided Owner Project Management and Representative services on numerous projects involving high traffic volume, integrated parking garages, multiple ownership interests, multiple funding sources, and complimentary, but conflicting, governmental agency permitting processes. These projects have included work for the institutional clients, private entities, religious orders, and governmental clients for housing, educational, and casino/entertainment complexes.

LaSalle Development Group has extensive and successful experience with a wide variety of projects with similar cost, complexity and demands of the Downtown Wayzata Parking Structure project. These projects are comprised of University of Minnesota projects including Weisman Art Museum Addition, McNamara Alumni Center and Addition, Mechanical Engineering Building Renovation and Addition, and Haecker Hall Renovation. LaSalle Development Group was also the Owner's Representative to a public/private partnership in the creation of University Enterprise Laboratories (UEL). We have worked as Owner's Representative for Bethel University with the design and construction of Brushaber Commons and Lissner Hall. In addition, we have worked on a more local level with the YMCA of Minneapolis in the following communities: Prior Lake, Elk River and Andover.



The University Avenue Parking Ramp and Connectors at the University of Minnesota. This project was bid and completed on schedule. The budget was \$11,000,000 and the total cost was \$11,000,000. There were some challenges with the two tunnels and a skyway that were part of the project. The ramp was constructed for parking at the new McNamara Alumni Center, the Aquatics Center, and Williams Arena. The parking ramp has four levels with 521 parking spaces. The two tunnels connect the ramp with surrounding buildings with one of the tunnels being over 300' long. There is also a skyway that was constructed to the Washington Avenue Ramp and a campus hotel.



Maurices® Headquarters Duluth, Minnesota – LaSalle/Walker teamed to assist the City of Duluth in the development and design of this 200,000 square foot, 5 level office building, 485 space TIF and DEED Grant funded parking garage, and 15,000 square feet of retail. LaSalle/Walker assisted the City in the negotiation of this public private partnership, project programming, schematic design, selection of the architect/engineer design team, and assisted in the final project design representing the City's interests. The project is currently under construction to be completed in late 2015.



Southwest Transit East Creek Station in Chaska, Minnesota. Walker redeveloped the Owner's Representative RFP design concept into a higher functioning design concept accommodating all of the owner's design criteria and program elements. This project includes a new 675 space 2-level Park and Ride Transit facility. Completed in the fall of 2013, express commuter transit service commenced in September 2013 and expands transit opportunities in Chaska and the surrounding southwest Minneapolis/St. Paul suburban communities in addition to providing express bus service to Downtown Minneapolis and the University of Minnesota Campus.

Bricks and natural stone are blended to face precast wall panels. The surrounding structure has dark metal accents providing a consistent branding design element to the transit stations. Pedestrian areas have concrete pavers and landscaping similar to the surrounding public facilities. Vertical circulation elements are accentuated with an aluminum curtain wall and architectural lighting.

The lower span post-tensioned concrete slabs and beams provide an open safe parking structure for transit commuters.

Interior wall finish materials are a combination of natural or handcrafted hard surfaces. The walls are a mosaic of locally mined fleur cut limestone, cast stone and a velvet brick blend. The station floor is polished concrete finished to a high reflection gloss comprised of acid etched patterns. Unique to the lobby is a service area constructed of historic Chaska brick salvaged locally.



Cedar Grove Parking Structure in Eagan Minnesota. Walker Parking Consultants was the prime designer and engineer of record for the 1,530 stall cast-in-place Cedar Grove Parking Structure. Walker worked as pre-development consultant for parking demand generation, land planning, and cost estimating. Services include Functional Design, Structural Engineering, Design, and Signage Design. The new ramp is centered adjacent the primary commercial development providing an integral parcel for the hotel and future development out lot. The facility provides shared use parking for the Premium Outlet Mall, Hotel and three planned out lots.

The garage architectural concept consists of classic materials emulating stone foundation, brick and metal screen street front with projecting capstone cornice. Pedestrian cores are similarly constructed using wide expanses of glass and eyebrow canopies for intuitive circulation. The stair/elevator towers are placed at all building corners and roadway intersections providing direct access to sidewalks and bikeways. The garage and internal out lots utilized as a lower activity area architectural screen between the surrounding community and the center of the redevelopment commercial activities.

Estimated Construction Cost 17,800,000
Completion Date August 2014



Minneapolis Convention Center in Minneapolis, Minnesota. Walker Parking Consultants was hired by the City of Minneapolis and Central Lutheran Church to construct a joint use parking facility on the church parking lot. This joint effort facilitated the expansion of the Minneapolis Convention Center. This five-level facility has two levels below grade, one at grade, and two above grade with provisions for future expansion.

The architectural façade blends well with the natural limestone and gothic style of the church. The vertical precast wall panels and vertical metal screening replicate the gothic window style of the church.

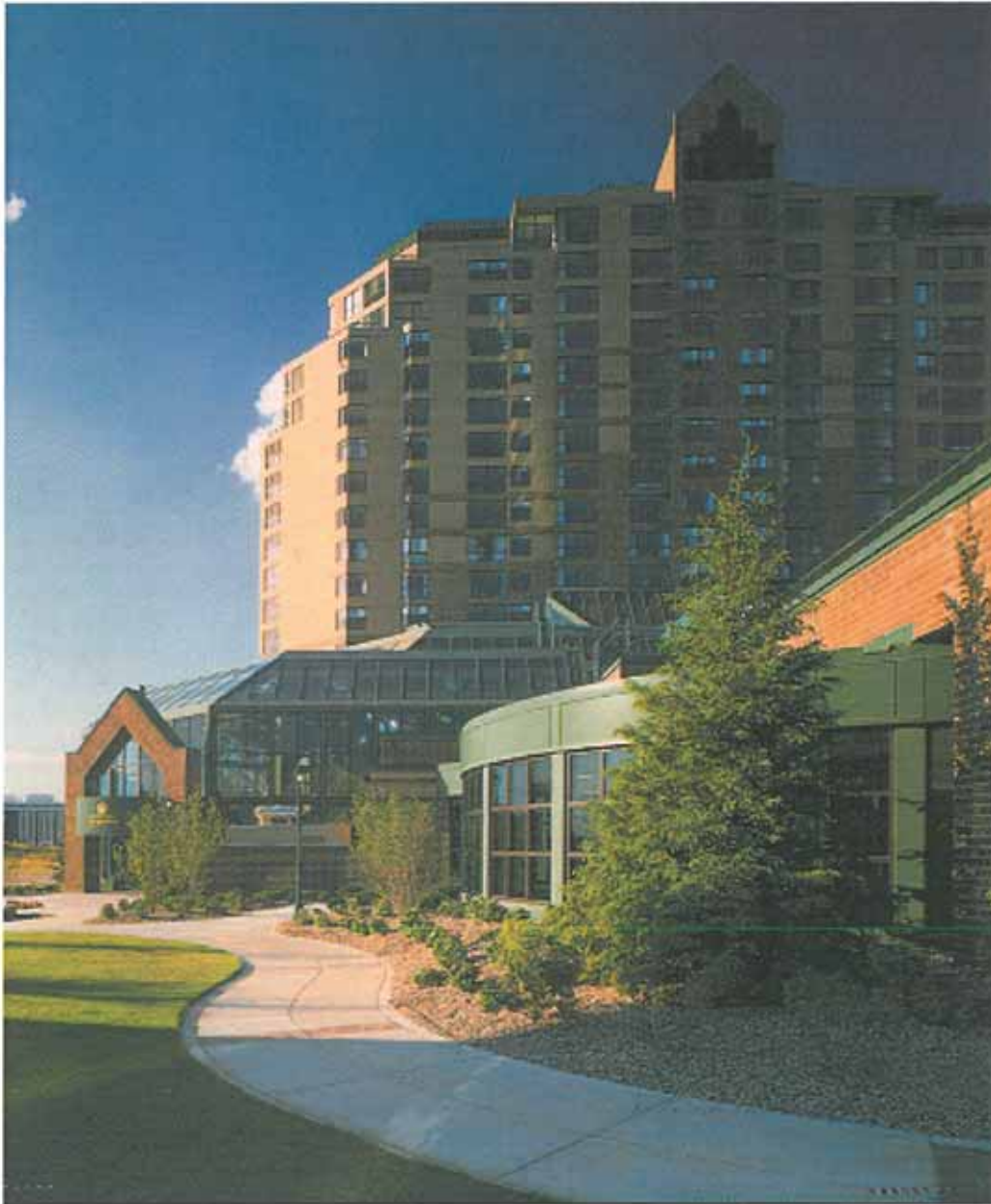
Parking control equipment includes separation of church and city patrons, has pay-on-foot option to reduce cashiering expenses, and maximize operational flexibility.

Full CCTV surveillance is connected to and monitored from the Convention Center. The adjacent surface lot was reconfigured to provide additional site parking, and landscaped to maximize the architecture appearance and security of the site

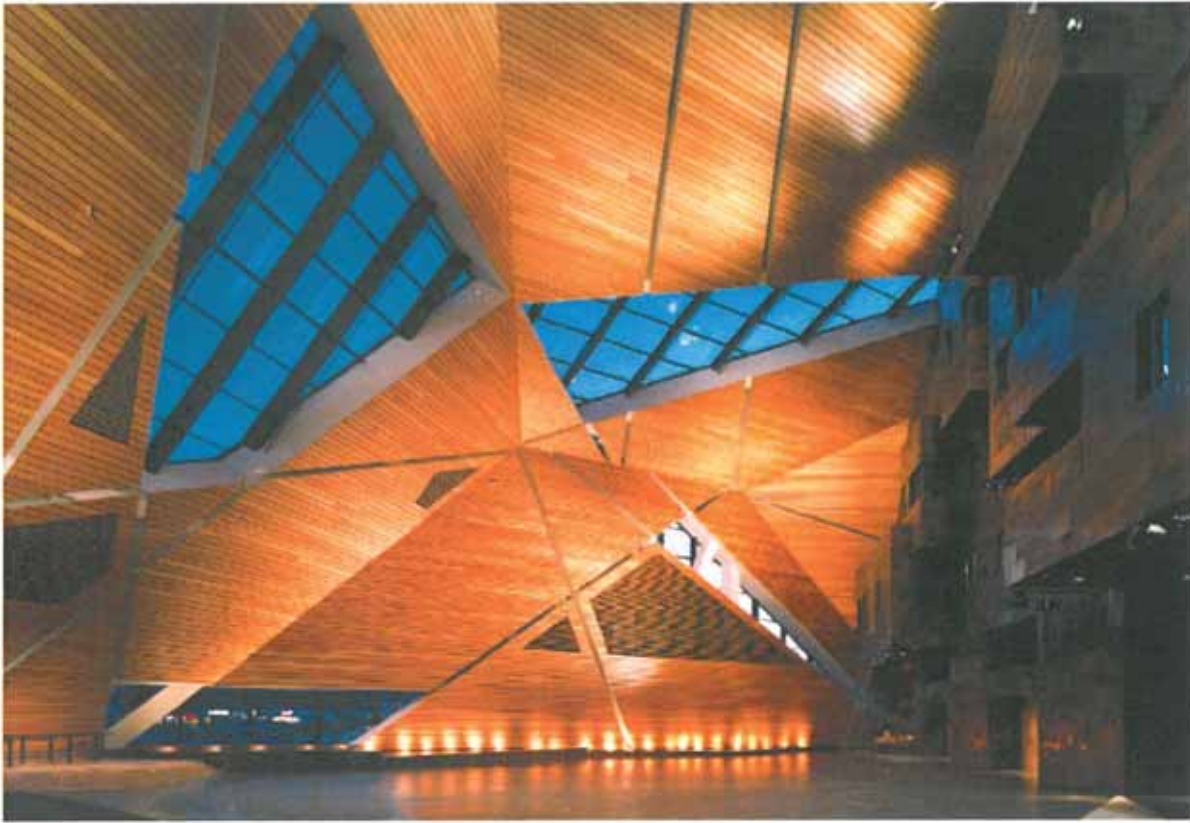
Walker Parking Consultants' Services:

- Functional Design
- Parking Consulting
- Structural Engineer

LASALLE DEVELOPMENT GROUP, LTD.



Edinborough Park for the City of Edina was an Office/Hotel/Housing/Public Park project. LaSalle Development Group acted as development team coordinator to and liaison between the Edina Partnership and the City of Edina in the development of Edinborough, a 26-acre, \$70,000,000, mixed-use project. The project consists of 392 condominium units, a 100,000 square foot office building, a 203-unit, senior retirement apartment complex, a 150-room hotel, and a one-acre, glass enclosed, city park. Mr. LaSalle was a partner in the condominium development. LaSalle Group was the FHA mortgagee in the 221(d)(4) insured senior apartment building.

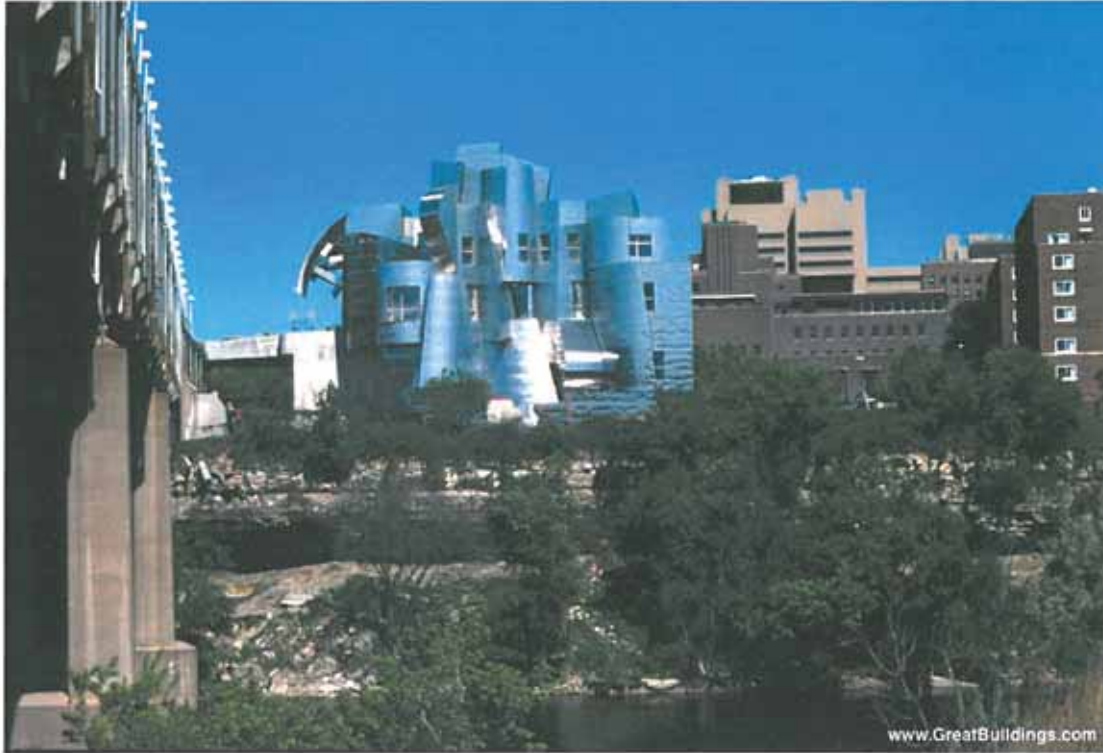


The **McNamara Alumni Center** is a landmark, Class A complex built on the University of Minnesota campus that presented a number of construction challenges with its geode, construction materials, and museum. It is an award-winning facility that has proven to be very popular with user groups throughout the country. LaSalle Group represented the University Gateway Corporation and the University of Minnesota in design and construction of this landmark building. The \$46,000,000, 226,000 square foot facility houses the offices of the University Alumni Association, the Minnesota Medical Foundation, the University of Minnesota Foundation, as well as other administrative functions of the University. An important aspect of the design and development of the Gateway Center is the 3,000 square foot Heritage Gallery, which houses a long-term exhibition showcasing the history and achievements of the University.

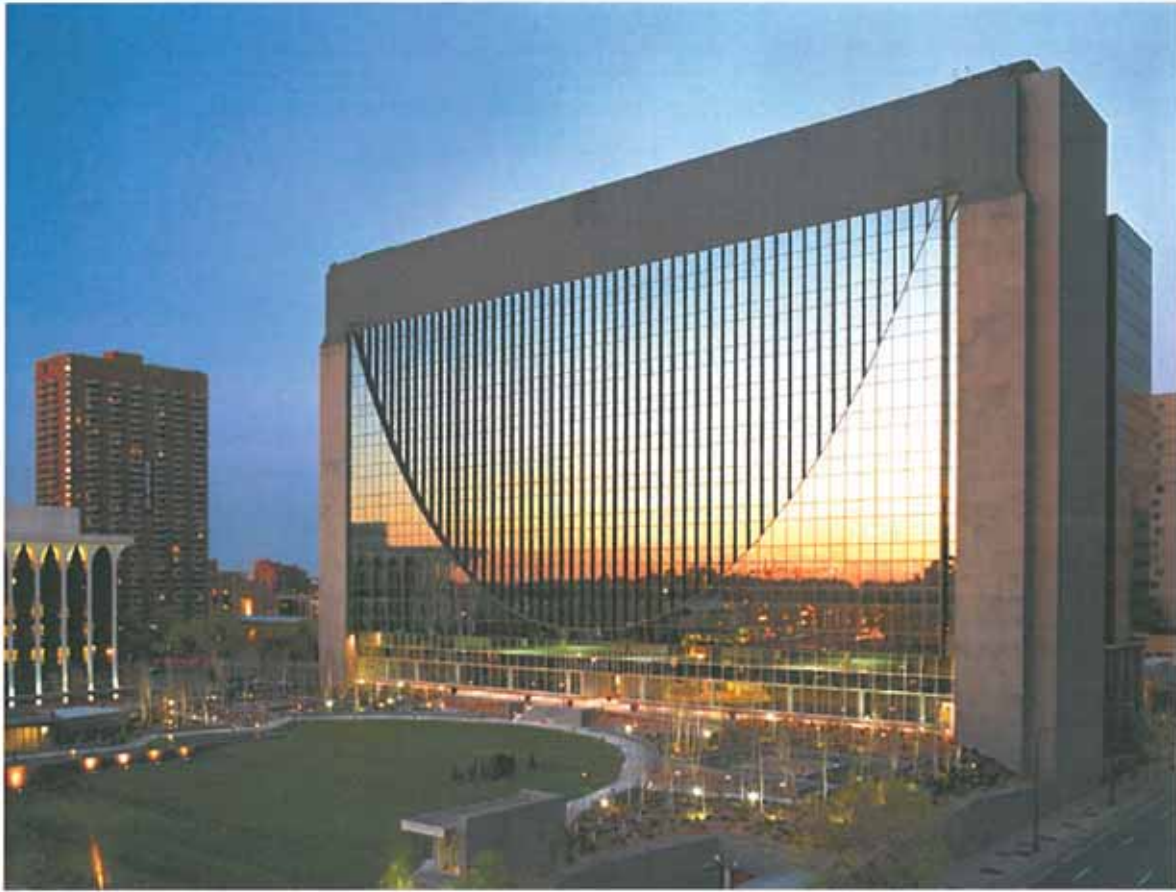
With the completion of the original building, LaSalle Group has continued to work with the owner through multiple phases of plaza construction, multiple phases of Scholar's Walk construction, and a 30,000 square foot addition to the building.



University Enterprise Laboratories (UEL) is a nonprofit organization formed to provide early-stage bioscience companies with laboratory space and related infrastructure. UEL was founded by the University of Minnesota Foundation and the University of Minnesota with support from the City of St. Paul and several Minnesota-based corporations. UEL retained LaSalle Group to negotiate the purchase of a building from the City of St. Paul in addition to the related development agreement and financial assistance package. LaSalle Group assisted UEL in all aspects of the redesign and remodeling of the building to office and incubator lab spaces for up to 50 tenants and in working with the contractor to establish reasonable and achievable construction phasing and costs. LaSalle Group also monitored all construction activities on the behalf of UEL during the conversion of the building.



The **Frederick R. Weisman Art Museum** on the University of Minnesota Minneapolis campus. LaSalle Group was the owner representative for the University of Minnesota during the expansion of the museum. Partly renovation and partly new construction, the \$14 million project included the addition of several new gallery spaces and the reworking of existing mechanical and electrical systems. Challenges included the extremely tight site, site access, insuring safety of students, pedestrians, and the artwork itself, along with the delicate nature of this signature-architect designed building.



Marquette Plaza was demolition, asbestos abatement, and new construction project at the old Minneapolis Federal Reserve building. Keeping the touches of the original signature architect was a challenge while 184,000 additional square feet were added to the original 386,000 square foot building. This \$60,000,000 project ended up being an LEED award winning, Class A office complex.



Red Hawk Casino - Placerville, California. A Native American casino for the Shingle Springs Band of Miwok Indians located on 50 acres of the Shingle Springs Rancheria. The \$555,000,000 project cost included a 226,000 square foot casino with 2,200 slots, 100 table games, and 5 restaurants, site improvements that included a 3,300 car parking garage, \$20,000,000 full sewer treatment plant, and a \$60 million freeway interchange built under the IRR program in cooperation with the California Department of Transportation. The project was carefully designed and constructed to allow for casino expansion of 75,000 square feet. This would allow for an additional 1,500 slots, 50 table games, and 2 restaurants. Additional expansion would allow for 400-600 hotel rooms, additional structured parking, and an entertainment center with seating for 2,000 all without interruption to ongoing operations.



Four Winds Casino - New Buffalo, Michigan. A Native American casino for the Pokagon Band of Potawatomi located on a 675 acre site. The casino is 392,000 square casino with 3,000 slot machines and 100 table games, 6 restaurants, 165 room hotel, and 2,200 car parking garage. The \$475,000,000 project was master planned for the addition of up to 1,000 hotel rooms, spa, unlimited casino expansion, theater, golf course, sporting clays, and parking garage expansion. Due to the site size the main goal was to create a structure that could be expanded exponentially with amenities without disrupting continuing operations.

Professional Profile
THOMAS W. LASALLE

Thomas LaSalle has nearly forty years development, financing, consulting, construction, and management experience acquired primarily through his three privately-held corporations--LaSalle Development Group, Ltd., Tapestry Management LLC, and TASK Home Services LLC.

LaSalle Development Group provides owner's representation consulting services to diversified clients across the nation that include universities, colleges, schools, religious communities, health care centers, profit and non-profit companies, and Native American gaming operations. Recent projects include owner's representation for Bethel University; University Enterprise Laboratories; Marquette Plaza; Children's Theatre Company; the University of Minnesota's McNamara Alumni Center, Scholar's Walk, Gateway Plaza, Mechanical Engineering Building, and Haecker Hall; Colonial Church of Edina; Running Aces Harness Track; Dominican Sisters in Columbus Ohio; the Monastery and related buildings for the Nauvoo Benedictine Sisters; and Little Earth of United Tribes Housing Corporation. LaSalle Development Group acted as development coordinator for Edinborough, an innovative and distinctive 26-acre multi-use project in Edina, Minnesota.

LaSalle Group has developed over 5,000 units of housing, 1,000,000 square feet of office and retail. Recently LaSalle served as owner's representative for the Red Hawk Casino, Four Winds Casino Resort, Cimarron Casino, and the Turtle Lake Casino Danbury. All are Native American projects. The firm was also the project development manager and owner's representative for the Running Aces Harness Track in Minnesota.

Tapestry Management directs the property portfolio of more than \$50 million located primarily in the central and north central regions. Broadly diversified, LaSalle operations involve more than 75 employees who support more than 600,000 square feet of office and commercial space, and more than 700 residential units. Annual revenues exceed \$5 million. Tapestry Management is a member of the Minnesota Association of Cooperatives and the Midwest Assisted Housing Management Association.

Active in the industry and community, Mr. LaSalle is a licensed Certified Property Manager® and real estate broker in Minnesota. Currently he is a member of the Institute of Real Estate Management® and serves on the Aquatennial Ambassador Organization Board. Throughout the years, Thomas LaSalle has served and held positions on the Boards of Drake Bank, the University of Minnesota Alumni Association, the Gateway Corporation, the University YMCA, Sobriety High School, the Minnesota Multi-Housing Association, and the National Apartment Association, as well as coaching various teams for his five children. Mr. LaSalle holds a B.A. degree from the University of Minnesota.

Terrence A. Hakkola, PE

Principal-in-charge, QA/QC



EDUCATION:

Bachelor of Science in Civil Engineering
 Michigan Technological University, 1973

REGISTRATIONS:

Registered Professional Engineer in
 Minnesota (Registration # 13147), Iowa,
 Nebraska, Michigan, North Dakota and
 South Dakota.

PROFESSIONAL AFFILIATIONS:

International Parking Institute member
 Minnesota Association of Parking
 Professionals
 Minnesota Concrete Council
 Urban Land Institute

PUBLICATIONS/PRESENTATIONS:

"How Parking and Transit Shape the City",
 IPI 2009
 "How Parking and Transit Shape the City",
 APA 2008
 Functional Design Kiewitt 2004
 Parking Basics Metro Transit 2003
 "New Demands Mean Redefining Center
 Parking", Carlson Report 2003
 Functional Design Opus 2001
 Parking Geometrics MAPP 2001
 "Mayo Clinic Parking Ramp", Construction
 Bulletin
 "Parking Expansion at Washington
 National", Parking 1997

Terry Hakkola is a well-known Parking Specialist with a comprehensive knowledge of parking consulting, planning, functional design, economic feasibility, durability engineering, structural design, restoration and construction cost control. He has been with Walker since 1982 and is the Managing Principal of the Minneapolis office.

Terry has been the "Parking Designer" on numerous projects throughout Minnesota, Iowa, Nebraska, the Dakota's, and Wisconsin. He has served as the Project Manager for many of the large parking projects designed by Walker over the past thirty years. His track record for construction cost control is second to none, as is his concern for a quality structural system on every project.

Terry's main goal is to satisfy every client requirement. He has project experience with airports, universities, hospitals, municipalities, and private developers. Terry also works closely with many well-known architectural clients in the planning and programming phase of a project.

REPRESENTATIVE PROJECTS:

Cedar Grove Outlet Mall Garage
 Eagan, MN
Prime Design, Programming
 1,530 space parking facility, 2013

SW Transit – East Creek Station
 SouthWest Transit
 Chaska, MN
Prime Design
 675 space parking facility, 2013

Eppley Airfield Parking Facility Expansion
 Omaha, NE
842 space structure expansion, 2007
2400 space parking study, 2007

28th Avenue Park & Ride
 Metropolitan Council – Metro Transit
 Bloomington, MN
Structural, Functional
 1,441 space parking structure, 2008

County Road 73 & I-394 Park and Ride
 Metropolitan Council – Metro Transit
 Minnetonka, MN
Structural, Functional
 732 space parking structure, 2007

Mayo Clinic Employee Parking
 Ramp Block 4
 Rochester, MN
804 space parking structure, 2008

University of Nebraska Lincoln Mixed Use
 Parking Facility
 Lincoln, NE
Structural Functional, Design Build
Mixed Use building with 1,608 parking
spaces, 2014

SW Transit – Chanhassen Station
 SouthWest Transit
 Chanhassen, MN
Prime Design
 425 space parking facility, 2011

Mall of America
 Bloomington, Minnesota
5,703 space parking structure, 1992
6,085 space parking structure, 1992
Prime Design

Minneapolis Convention Center
 Minneapolis, MN
Prime Design
 884 space parking structure, 1999
Consulting Engineers Council Grand Award

Professional Profile
RICHARD C. BIENAPFL

Mr. Bienapfl started in business in 1970 as a staff developer for the Bor-Son Building Corporation in government assisted housing programs completing over 3,000 units of multifamily housing. This included two years for the company in Baltimore, MD as the primary development and construction representative for a \$23 million, 1,000 unit public housing turnkey project, the largest project ever built under this program.

In 1978 he became a partner in LaSalle Development and Management, then known as Realty Development Services, Inc. and Realty Management Services, Inc. developing, leasing, selling, and managing multi-family housing, office, and retail projects for investors and for its own account, including new construction and substantial rehabilitation of historic structures and adaptive reuse of buildings. During his tenure he was responsible for the development of approximately 3,000 units of multi-family rental and sale units, 200,000 sf of office space, and over 100,000 square feet of retail.

In 1982 he formed the Waterford Development Group, Inc. to development and construct hotels, multi-family housing, retail, childcare facilities, and offices. In 1991 he began consulting for Grand Casinos, Inc in the development of hotels and performing site due diligence.

In 1993 he became Vice President of Development for Grand Casinos, Inc. and developed Grand Casino Tunica from the ground up including 1,400 hotel rooms, 392,000 sf floating casino, 62,000 square foot convention center, 200 space RV park, Hale Irwin Golf Course; 1,700 hotel rooms added to Grand Casino Biloxi and Grand Casino Coushatta, numerous remodeling projects to all of Grand's 7 properties, event/theater facilities, childcare facilities, spas, health clubs, restaurants, sporting clays facility, major site infrastructure, and governmental agreements. In 2000 the company was reconstituted as Lakes Entertainment, Inc. As Vice President of Development and Construction he went on to complete the two largest greenfield Native American casino resort projects ever built.

Currently, as a principal of LaSalle Development Group and its sister companies, recent projects include owner representation for the City of Duluth on the expansion of their parking ramp and working with the Minnehaha Creek Watershed District on their new/remodel of their office building. Mr. Bienapfl is also involved in casino projects in Nebraska and Maryland and is assisting New Horizon Kids Quest, a hourly childcare provider in a major expansion of their business.

In addition to oversight of design and construction, his experiences have included extensive state and federal environmental team oversight, selection and management of legal teams to dispute environmentalists' lawsuits, management of Native American fee to trust applications, and lead major negotiations for development agreements between disputing public and private parties.

Reference List

LaSalle Group and Walker Parking have long benefited from their reputation and relied on references to speak to credibility, capabilities, and work ethic. The following contacts are available for your inquiry:

LASALLE DEVELOPMENT GROUP, LTD.

Tony Carideo, CFA, President

The Carideo Group, Inc.

850 Grain Exchange - 412 S 4th Street

Minneapolis, MN 55415

Phone: (612) 317-2880

Cell: (612) 964-6441

tony@carideogroup.com

Fred Friswold, Chairman and CEO

University of Minnesota Foundation

Tonka Equipment Company

13305 Watertower Circle

Plymouth, MN 55441

Phone: (763) 559-2837

ffriswold@tonkawater.com

James J. Heinz, Chief Operating Officer

University Gateway Corporation

General Mgr - McNamara Alumni Ctr.

University of Minnesota

200 Oak Street S.E. Suite 35

Minneapolis, MN 55455

Phone: (612) 624-5079

Email heinz017@umn.edu

Larry Laukka

University of Minnesota

Cell: (612) 816-0835

lal@laukka.com

Harold Mezile, Jr., President & CEO

YMCA of Metropolitan Minneapolis

30 South 9th Street

Minneapolis, MN 55402

Phone: (612) 371-8700

hmezile@YMCAMpls.org

Dick Miller, Board of Managers

Minnehaha Creek Watershed District

Phone: (612) 655-1121

dickmiller@gmail.com

Gene Rerat

Base Management, LLC

250 Marquette Avenue, Suite 200

Minneapolis, MN 55401

Phone: (612) 332-6300

Cell: (612) 720-0629

www.marquetteplaza.com

Thomas Trainor, Dir. of Facilities Mgmt.

Bethel University

3900 Bethel Drive

Arden Hills, MN 55112-6999

Phone: (651) 635-8000

t-trainor@bethel.edu

WALKER PARKING CONSULTANTS

Lem Simich

Southwest Transit

13500 Technology Drive

Eden Prairie, MN 55344

Phone: (952) 949-2287

lsimich@swtransit.org

Russ Matthys, Director of Public Works,

City of Eagan

3830 Pilot Knob Road

Eagan, MN 55122-1897

Phone: (651) 675-5646

City of Minneapolis

350 South Fifth Street

Minneapolis, MN 55415

Voice: (612) 673-2100

Fax: (612) 673-2305

<http://www.ci.minneapolis.mn.us>

CURRENT AWARDS



Broad Ripple Village Parking Garage

Broad Ripple, Indiana

2014 Outstanding Achievement in Concrete in the Commercial 2 – Retail from the Indiana Chapter American Concrete Institute



BROAD RIPPLE VILLAGE PARKING GARAGE

OneAmerica Parking Garage

Indianapolis, Indiana

2014 Outstanding Achievements in Concrete-Transportation 2 from the Indiana Chapter American Concrete Institute



ONEAMERICA PARKING GARAGE

Chesapeake Energy Central Car Park

Oklahoma City, Oklahoma

2014 Best New Parking Structure from the Texas Parking and Transportation Association



CHESAPEAKE ENERGY CENTRAL CAR PARK

Dallas Fort Worth International Airport

Dallas/Fort Worth, Texas

2014 Best Parking Program from the Texas Parking and Transportation Association

Memphis International Airport Ground Transportation Center

Memphis, Tennessee

2014 Award of Excellence in Aesthetics from the International Parking Institute

2014 Award of Merit from the International Parking Institute

Foothill Transit Park And Ride

City of Industry, California

2014 Award of Merit from the International Parking Institute



FOOTHILL TRANSIT PARK AND RIDE

Nova Southeastern University West Garage

Fort Lauderdale, Florida

2013 Award of Excellence in Parking Structure Design from the Florida Parking Association

2014 Award of Merit from the International Parking Institute



NOVA SOUTHEASTERN UNIVERSITY WEST GARAGE

Ohlone College

Fremont, California

2013 Professional Design Award from the Community College Facility Coalition

Canton Crossing

Baltimore, Maryland

2013 Two Green Star Rating (Silver) from the Baltimore City Green Building Council

5. Fee Structure

The LaSalle/Walker joint consulting team proposes to provide the services as required and requested by the City of Wayzata to accomplish project as defined by the RFQ on an hourly basis. The following are the hourly rates applicable to the various participants and are subject to a 5% increase should the engagement extend beyond a 12-month period.

Hourly Rates and Reimbursable Expenses

LaSalle Development Group

PRINCIPAL

Principal..... \$225.00

PROJECT MANAGEMENT

Senior Project Manager \$210.00

RESEARCH AND FINANCIAL ANALYSIS

Analyst \$115.00

SUPPORT

Administrative Activities \$ 65.00

Walker Parking Consultants

PRINCIPAL

Principal..... \$230.00

PROJECT MANAGEMENT

Senior Project Manager \$220.00

Project Manager..... \$185.00

PARKING CONSULTANTS

Senior Parking Consultant..... \$220.00

Parking Consultant \$185.00

DESIGN

Senior Engineer / Senior Architect \$180.00

Engineer / Architect \$155.00

Designer \$145.00

TECHNICAL

Senior Technician.....	\$130.00
Technician	\$115.00

SUPPORT

Senior Administrative Assistant / Business Manager	\$ 90.00
Administrative Assistant	\$ 70.00

Reimbursable Expenses:

Owner shall reimburse all actual, direct expenses incurred by LaSalle/Walker in connection with this project including travel (air, taxi, hotel, etc.) and subsistence outside of the metropolitan area, overnight mail, delivery services, parking expenses, third party photocopying and any other direct expense will be reimbursed at the actual cost. All expenses will require receipts. No mileage or taxi charges shall be payable within the Twin Cities seven-county metro area.



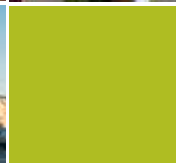
When a specific work product is defined whether as a whole or as a set part of the project, we are willing to establish a not-to-exceed budget for the work.

Request for Qualifications City of Wayzata

Owner's Representative Services Downtown Wayzata Parking Structure



With:



9.11.2014



LSA Design, Inc.
Northwestern Building
219 N. Second Street
Suite 302
Minneapolis, MN 55401
T. 612.339.8729
www.lsadesigninc.com

Planning
Architecture
Urban Design

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LINK TO LSA PROJECT EXAMPLES AND GRAPHIC ABILITIES:

<http://www.lsadesigninc.com/#!/DowntownWayzataParkingStructure/c1hg5>



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Northwestern Building
219 N. Second Street
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COVER LETTER

1

September 11, 2014

Ms. Heidi Nelson
City Manager, City of Wayzata
600 Rice Street East
Wayzata, MN 55391

RE: Request for Qualifications Owner's Representative Services

Dear Ms. Nelson,

Thank you for this opportunity to submit qualifications for Owner's Representative Services for the Downtown Wayzata Parking Structure. LSA Design has proven experience in providing Owner's Representative Services for projects involving parking facilities, commercial and residential development, planning and implementation, transportation, wayfinding and connectivity. We typically provide services from the initial pre-design and programming steps through construction closeout in our role as Project Manager on behalf of our clients. In all of our Owner's Representative projects we have saved our clients time and unexpected costs by anticipating and resolving any issues, and most importantly have facilitated the achievement of our clients' interests and goals.

To best serve the City of Wayzata, LSA Design, Inc. (LSA) has selected a highly qualified team of experts to provide services in each requested services listed in the RFQ.

LSA Design, Inc.

Project Management, Owner's Representative Services, Planning, Programming and Pre-Design, Parking Feasibility and Design, Real Estate Development, Structural Engineering and Connectivity

WSB

Civil, Sustainability and Traffic Engineering

Visual Communications

Wayfinding

Jim Lasher will be the Principal in Charge and will work directly with Heidi Nelson. Jo Ann Olsen will provide project management and direction of the sub-consultants. Our team is very committed to assisting the City reach their goals for this project. We believe our creativity and skills as the City's Owner's Representative will provide great value in all areas from pre-design and site Investigation through construction services. We are excited about this opportunity and are ready to start work immediately at your direction.

Please review our qualifications and contact me with any further questions.

Respectfully,

LSA Design Inc.

James B. Lasher, RLA
President

LSA DESIGN, INC.

219 N. SECOND STREET
SUITE 302
MINNEAPOLIS, MN 55401
612.339.8729

FEDERAL ID:	41-1660611
D-U-N-S NUMBER:	847032497
MN TAX ID:	2860684

The City of Wayzata's main contacts for the project will be James Lasher, RLA, President and Jo Ann Olsen, AICP, Principal, of LSA Design, Inc. (LSA). Jim and Jo Ann will be supported by LSA staff William Fossing, PE, and Melissa Cross, Architectural Intern. Our consultants include WSB & Associates, Inc. (civil engineering, traffic flow and surface parking configuration, storm water management and sustainable practices) and Visual Communications (wayfinding).

An organizational chart can be found on page 19 of the request for qualifications detailing the teams reporting structure.

MAIN CONTACTS:**JAMES B. LASHER, RLA**

President

Responsibility:

Principal-in-Charge

jameslasher@lsadesigninc.com
|direct| 612.767.5972
|fax| 612.767.5982

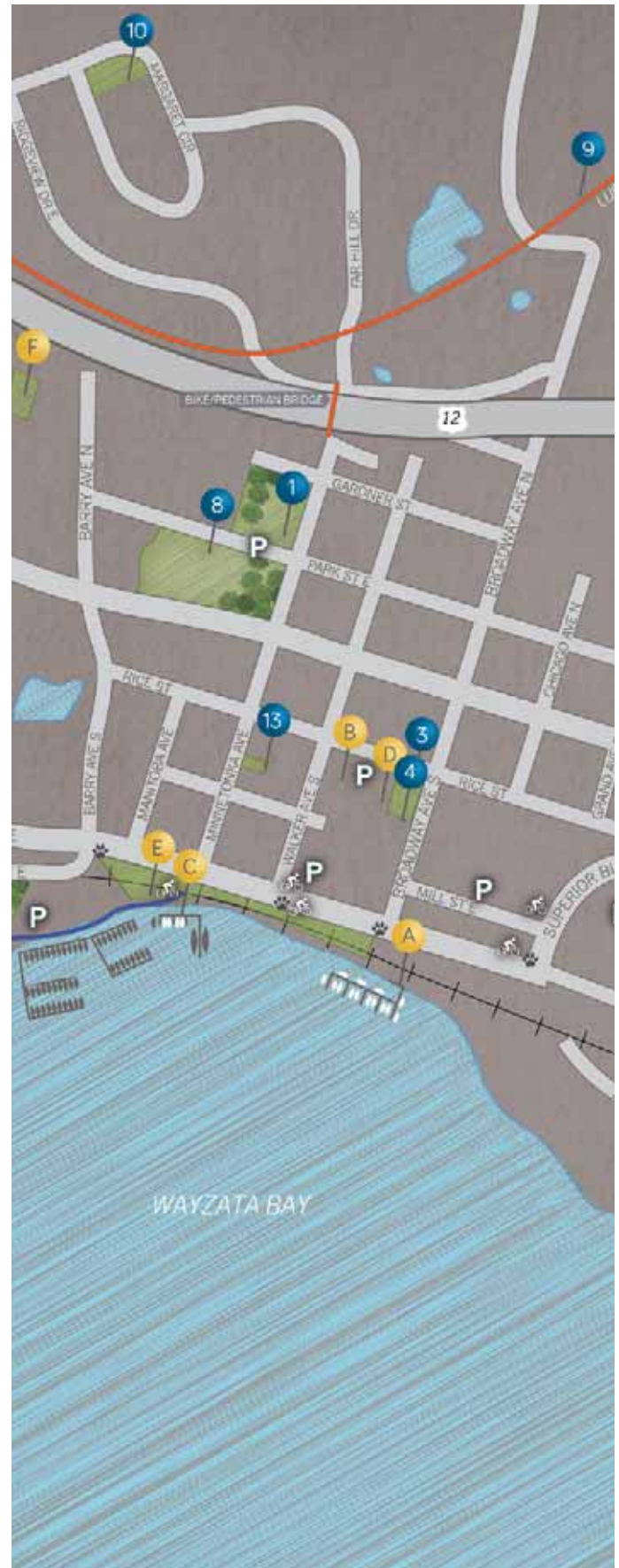
JO ANN OLSEN, AICP

Principal

Responsibility:

Project Manager,

joannolsen@lsadesigninc.com
|direct| 612.767.5974
|fax| 612.767.5984



PROJECT OVERVIEW

The City of Wayzata is requesting proposals for an Owner's Representative to assist the City in the programming and pre-design for a new parking structure to be owned by the City of Wayzata (the Project), in addition, the owner's representative will provide guidance with support in determining and implementing pedestrian, commercial development, bicycle, and urban design improvements associated with the new parking facility. The Owner's Representative will assist the City in monitoring the Project to ensure that it provides the least impact to existing businesses, parking and circulation, is on schedule, within budget, and proceeds in conformance with the approved plans, specifications, and funding agreements.

LSA understands the City's objectives and goals for this significant capital investment. We understand the importance of establishing a strong and clearly defined road map for achieving these goals and meeting all of the requirements associated with such a highly impactful public project and its impacts during both the planning stages as well as construction. As the City's Owner's Representative, LSA will ensure the City's best interests are represented and fulfilled.

LSA will also assist the city in the planning and financial analysis for potential commercial development opportunities within the limits of the Project. If necessary, LSA will engage the services of a market research firm to assist with developing a model for commercial development that assesses the viability and marketability of future commercial space, potential achievable rents, anticipated absorption rates and associated capital and operating costs.

LSA will actively manage the quality of the Project during initial planning stages as well as through the design and construction stages of the project. We recommend this service include a full commissioning report by the Owner's Representative team. This is a very effective way to provide the necessary assurances to the City that their project conforms to the level of excellence required for the project.

LSA Design and our sub-consultants have read all of the attached documentation regarding this Owners Representative RFQ and clearly understand the principle objectives to be as follows:

- I) To enhance the mobility of the community of Wayzata, its downtown business and residential populations by:
 - a. Adding new parking stalls to meet the goals and shortfall as depicted in the April 24, 2014 Parking Study.
 - b. Enhancing the pedestrian opportunities to more effectively gain access to downtown business and residential properties and as a connecting link to the rest of the city.
 - c. Building on the success of bicycle usage and its importance for both residents and visitors alike.
 - d. Elevating the status and image of mass transit within the community and review the potential of transit service to increase downtown and park and ride usage and provide added benefit to business and residential properties.
 - e. To aid in the successful implementation of the Lake Effect Development Framework and support the City of Wayzata as a tourist destination.
- II) To successfully integrate commercial development and parking into the existing fabric of the downtown core area by:
 - a. Ensuring that both street front and lake view properties are afforded the highest level of continued benefit and that new improvements do not negatively impact current uses.
 - b. Ensuring that new street front development successfully integrates into the fabric of Wayzata in scale, design rhythm and texture, and adds to the street edge vitality.
 - c. Building added tax base at various locations throughout the core area, including the NW corner of Superior and Lake, and adjacent to any new parking structure.

- d. Enhancing the existing Urban Design of the city with in-fill opportunities that continue to enhance the street front experience and eliminate gaps in the pedestrian experience, and enhanced sustainability for public buildings (possible LEED Certification).
 - e. Ensuring the proper treatment of storm water as to not contribute to negative impacts on the community and contribute to the value of greenspace in the downtown core area.
 - f. Increasing accessibility to goods and services to the citizens and tourists of the City of Wayzata
- III) To create a fair and equitable methodology for business and residential properties to share in the access to and the costs of "Mobility Improvements" by:
- a. Assisting the city in creating a fair and equitable process to allocate parking by demand to various business and residential properties to ensure the continued success of each property.
 - b. Clearly identify allocation, costs and on-going expenses to identify a reasonable strategy for annual costs with a District Parking Plan.
 - c. Assist with the creation of a DRAFT Ordinance to solidify the roles, rights and obligations of all parties with a new Parking District Plan.
- IV) Assist the City in developing an implementation process to achieve the aforementioned objectives by:
- a. Developing a thorough Program of Uses for the Project and assess spatial and cost impacts.
 - b. Test the Program with selected design concepts that will allow for a clear understanding of the community impacts, during both construction and final use.
 - c. Engage the community and solicit input from various business and community leaders, citizens and business owners alike to ensure a proper vetting of all concepts and ideas.
 - d. Create an easily understood Wayzata Parking Structure Master Plan that identifies the project need and all "Mobility" improvements as a result of the design and public engagement process.
 - e. Assist the City in assessing the benefits of various procurement methodologies for design and construction such as design-bid-build (DBB), design-build (DB), Developer Turn-Key and Public Private Partnerships (PPP), Design-Build-Operate-Maintain (DBOM)
 - f. Engage design and construction professionals as determined by the procurement through a qualifications based-selection and successfully negotiate final terms and conditions.
 - g. Manage the design and construction process and provide for active engagement of downtown businesses and residents during each phase of work to ensure an open and public improvement process.

PROJECT OVERVIEW

LSA Design has found that the most successful projects break out the scope of services into two stages. LSA Design will provide Owner's Representation services for both stages. Stage One assembles the key stakeholders, assesses existing conditions, performs the programming and pre-design, selection of preferred alternative, and procurement analysis. This stage provides a clear definition of project need, defines an achievable and supported preferred alternative, and sets up the format for the second stage through selection of procurement and implementation plan for the Project. Stage Two will be more clearly defined upon completion of Stage One. Stage Two includes procurement, contract negotiations, entitlement, final design, and construction oversight. We estimate Stage One to be completed in four months with some of the steps being performed concurrently.

STAGE ONE SERVICES

1. Assemble a Technical Advisory Committee (TAC) made up of key representatives from various factions within the city, including but not limited to city council members, planning commissioners, business owners and operators, and residents. Create goals and objectives for the TAC, establish the public outreach process for the Project and begin to define basic budgets, schedules and strategies for the success of the Project. We will facilitate up to three meetings.
2. Review existing planning and community documentation to clearly understand the larger picture for the future path of the City of Wayzata:
 - a. Assess the status of the April 2014 Parking Study and update as necessary with any new information.
 - b. Detailed review of the Lake Effect Vision and outlining the specific areas where this project will impact the goals of that study.
 - c. Formulate a Limits of Investigation map that includes any and all opportunities to meet the goals and objectives of the Project.
3. Existing conditions assessment and identification of project boundaries:
 - a. Prepare base maps that show limits of area for investigation.
 - b. Complete a Real Property analysis of land to be dedicated to the Project and its condition of title.
 - c. Review any available geotechnical information, traffic studies, utility and infrastructure availability.
 - d. Assess applicable view-sheds from various locations to ensure limited encroachment of any new improvements.
 - e. Identify any shortfalls in existing condition documentation and complete the following as necessary:
 - i. Geotechnical Investigation
 - ii. Traffic Counts
 - iii. Topo/Existing Conditions Surveys
 - iv. Cultural/Historic Impacts
 - v. Phase I Investigations
 - f. Existing Conditions Assessment of the 700 block Parking Structure including:
 - i. Condition of structural and support members
 - ii. Condition of joints
 - iii. Condition of mechanical and electrical systems
 - iv. Condition of access/egress points including stair towers, door assemblies, elevator (if applicable)
 - v. Condition of pavements, retaining and separation walls
4. Programming & Pre-Design:
 - a. Develop a detailed development program (by square foot or project element) including ALL Project component:
 - i. Number and location of proposed parking stalls
 - ii. Anticipated Commercial Development

- iii. Pedestrian Improvements
 - iv. Bicycle Improvements
 - v. Transit Improvements
 - vi. Restoration of existing facilities
- b. Develop three concept design plans that utilize the approved development program and address the existing conditions impacts. Work product will include plans, elevations, sections, aerial perspectives and fly-over video to ensure the complete understanding of each Concept.
- c. Complete public outreach activities and seek to build consensus on a preferred alternative for the combination of components from multiple concepts.
- d. Select preferred alternative.
- e. Complete a preliminary project cost based on the preferred alternative.
- 5. Complete a project impacts report, base on the preferred alternative, that itemizes the impacts on existing conditions throughout the duration of the project along with recommendations to mitigate unavoidable conflicts:
 - a. Potential loss of parking for entire construction sequence
 - b. Potential transit circulator services
 - c. Temporary pedestrian and bicycle improvements
 - d. Traffic impacts, diversions and anticipated delays
 - e. Utility and infrastructure impacts
- 6. Procurement Analysis
 - a. Prepare a list of potential implementation strategies such as design-bid-build (DBB), design-build (DB), Developer Turn-Key and Public Private Partnerships (PPP), Design-Build-Operate-Maintain (DBOM) for the Approved Concept Plan and review options with TAG.
 - b. Define the advantages and disadvantages of each procurement methodology including cost impacts, schedule impacts, revenue impacts, and ownership issues and limitations.
 - c. Prepare Cost-Benefit Analysis of a select few of the preferred procurement options and assist with final determination.
 - d. Prepare final procurement report that itemizes selection process and TAC recommendations for the preferred procurement and implementation plan for the Project.

Deliverables: Preferred Concept, Project Impacts Report, Final Procurement Report, Project Budget and Schedule.

STAGE TWO SERVICES

Stage Two Services are contingent on the decisions made in Stage One and are therefore not clearly definable at this point but will include the following basic elements:

- Preparation of the appropriate RFP/RFQ for Selection of a Development Partner or Partners for the design and construction of the Project Improvements (Note: It is certainly possible that selected Project elements may fall to the City for Implementation and are not appropriate for the Development Partner. These elements will be defined and a logical Project development Path will be prepared for the successful implementation of these elements)
- Negotiations and Contract Approval with Development Partners
- Entitlement Process (in concert with Development Partner)
- Final Design, Schedule, and Anticipated Project Cost
- Bidding or Negotiations for Construction
- Construction Over-site, testing and materials certifications
- Commissioning of systems (LEED?)
- Final Punch list and Owner Occupancy
- Grand Opening

EXPERIENCE AND QUALIFICATIONS - LSA



BACKGROUND

LSA Design, Inc. defines an Owner's Representative (OR) as an effective third party extension hired by the owner to monitor and manage the building process on behalf of the owner. Our first task as OR is understanding our clients' goals and objectives so that we may best guide our clients through building process. This includes the site selection, design and/or construction process of a facility. With extensive knowledge and experience in planning, architecture, construction administration, contract management, federal process and policy, real estate, project economics and overall project development, LSA Design, Inc. has the ability to anticipate issues along the way and monitor overall project quality. Our presence minimizes the owner's risk, keeping your project on-time, on-budget and on-scope.

LSA Design, Inc. can act as Owner's Representative (OR) in a wide variety of sectors and we have specialized in mixed-use transit and parking facilities over the last 25 years. Our services can be provided on an as-needed basis, individually or in any combination.

DTA MULTIMODAL TRANSPORTATION FACILITY DULUTH, MN

CONTACT: Mr. Dennis Jensen
2402 West Michigan Street
Duluth, MN 55806-1988
(218) 722-4426
DJensen@DuluthTransit.com
Dennis.Jensen@firstgroup.com

LSA is serving as the DTA's Owner's Representative to advance the Multimodal Transportation Facility. LSA provided guidance and recommendations for DTA in selecting the scope of the project, delivery method and steps for analyzing options and making a recommendation on the type of Public Private Partnership to pursue.

The scope of work includes pre-design of the facility, cost estimating, presentations, and coordination with all stakeholders. LSA drafted a TIGER federal funding application, along with supporting documentation for Livability Grant and State of Good Repair. In addition, LSA prepared the Documented Categorical Exclusion document to initiate the NEPA process and receive environmental approvals. LSA was also responsible for issuing RFPs and making recommendations for all sub consultant work.

Click here to view more graphics from this project:
<http://www.lsadesigninc.com/#!/DowntownWayzataParkingStructure/c1hg5>



DTA Multimodal Concept Renderings:



EXPERIENCE AND QUALIFICATIONS - LSA

GRAND RIVER STATION, LA CROSSE, WI
CONTACT: Keith Lee, Transit Manager
Municipal Transit Utility (MTU)
2000 Marco Drive
LaCrosse, WI 54601-9988
(608) 789-7350
leek@cityoflacrosse.org

Grand River Station was the first FTA funded Public/Private Partnership transit center project for the City of La Crosse, WI. LSA was hired on the project in 2003 to provide preliminary planning and design. LSA then took on a role of Owner's Representative to provide our expertise in Public Private Partnerships and knowledge of FTA funding. LSA managed the Public/Private Partnership process, authored and issued three separate Request for Proposals for the Public/Private Partnership partner, selected and negotiated with the development partner, and ensured the project adhered to FTA 5309 policies and procedures.

Our team worked with the Client to coalesce the initial, conceptual ideas into a historically contextual, architectural centerpiece which seamlessly blends transit and retail with affordable rental and owner occupied housing. The 208,000 s.f. mixed use transit center includes primary passenger station and loading platform; retail; structured parking; live/work housing units; LIHTC affordable rental housing units; market rate rental housing units; and owner occupied condominium units.

In 2008, LSA again acted as the Owner's Representative and prepared the Agency Construction Manager (ACM) RFP and assisted the City in reviewing, scoring and the final selection of the ACM.

Grand River Station: Images & Rendering



EXPERIENCE AND QUALIFICATIONS - LSA

SOUTHWEST TRANSIT, EAST CREEK STATION,
CHASKA, MN

CONTACT: Len Simich – CEO, Southwest
Transit
13500 Technology Drive
Eden Prairie, MN 55344
952-974-3101
lsimich@swtransit.org



LSA is currently serving as Owner's Representative for East Creek Station, located in Chaska, MN. The scope of work includes preparing procurement request for proposals for the design team and construction team on behalf of Owner and complete construction administration of federal funds. LSA has guided the client, SouthWest Transit, through final design stages and is in the process of bidding for construction. The program for this project includes a 650 car parking structure, bicycle storage facilities, rain garden and a transit passenger station.

SOUTHWEST TRANSIT, SOUTHWEST VILLAGE
CHANHASSEN, MN

CONTACT: Len Simich – CEO, Southwest
Transit
13500 Technology Drive
Eden Prairie, MN 55344
952-974-3101
lsimich@swtransit.org



As program manager for SouthWest Transit (SWT), LSA identified and facilitated transit-oriented development opportunities within their service area along the Trunk Highway 212 corridor. SouthWest Village was created at one such location in Chanhassen, MN. LSA developed a master plan incorporating town homes, neighborhood commercial property and transit center. Working with SWT, LSA solicited and negotiated the development agreements for the residential and commercial properties and set design standards for those projects to ensure overall the project quality that was sought by SWT.



LSA created concept designs for the transit center, which included an enclosed passenger area and parking facility. LSA coordinated the A/E selection process for the transit center and continued as overall program manager during final design and construction of SouthWest Village.

The program for this project includes a 600 car parking facility, 15,000 SF commercial shell, 44 town homes, bicycle station, and a transit passenger station.

MANKATO BUS FACILITY

CITY OF MANKATO, MN

CONTACT: Mark Anderson, Mass Transit
Superintendent
City of Mankato
10 Civic Center Plaza
PO Box 3368
Mankato, MN 56002-3368
manderson@city.mankato.mn.us
(507) 387-8655

LSA was hired by the City of Mankato to provide Owner's Representative services from pre-design through the construction of the new transit facility. The project includes the construction of a new garage storage facility to house the entire 40 vehicle fleet within an enclosed, heated structure and the demolition of an existing office annex that will involve new construction and remodeling of the existing facility. LSA provided grant management/assistance and graphic support for the FTA State of Good Repair Grant in 2011, of which the City of Mankato was awarded \$1.5 million in federal funds.

As Owner's Representative, LSA provided the owner with the value added resources needed to make their project a success. LSA serves as an extension to Mankato staff.

MALL OF AMERICA STATION, BLOOMINGTON, MN

CONTACT: Jeff Freeman
560 6th Ave N.
Minneapolis, MN
(612) 349-7527
jeff.freeman@metc.state.mn.us

LSA Design was selected by Metro Transit to perform a needs analysis for the MOA Transit Station to determine the bus and service capacity, and shortfalls, of the current facility. The outcome of this needs analysis determined that there was capacity at the station to add bus service, but that the overall function of the station was very poor and needed improvement. LSA Design was then asked by Metro Transit to perform a Master Plan for the MOA Transit Station. The Master Plan provided a design that greatly increased the efficiency and capacity of the MOA Transit Station. In addition, by working closely with Metro Transit, the City of Bloomington, and the Mall of America, it was agreed to have the MOA Transit station directly connect to the MOA and provide a continuous enclosed station for passengers and MOA visitors/employees. These two studies were used as the basis for a successful Congestion Mitigation Air Quality grant and a recent submittal to the FTA for a TIGER IV grant.

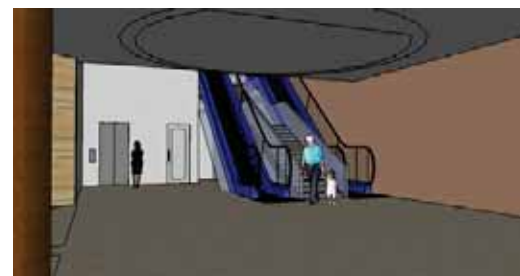
Click here to view more graphics from this project:

<http://www.lsadesigninc.com/#DowntownWayzataParkingStructure/c1hg5>

Image of Mankato Bus Facility:



Images of Mall of America Station:



EXPERIENCE AND QUALIFICATIONS - LSA



JAMES LASHER, RLA

Position: President
 Responsibility: Principal-in-Charge
 Years Experience: 29
 Years with Firm: 25

Mr. Lasher is the founding principal of LSA. Mr. Lasher holds a Bachelors of Landscape Architecture from the University of Minnesota. Focusing on "Community Mobility", Mr. Lasher has developed a regional and national reputation in Transit Oriented Development / Mixed-Use Transit Facility Development and Public Private Partnerships through his writings and project specific experiences.

RELEVANT EXPERIENCE IN LAST FIVE YEARS

- Owners Representative for DTA Multimodal Transportation Center, Duluth, MN
- Owners Representative for SouthWest Transit Commission, East Creek Station, Transit Station, Chaska, MN
- Owners Representative for SouthWest Commission SouthWest Village, Mixed-Use Transit Station, Chanhassen, MN
- Owners Representative for Washington County Housing and Redevelopment Authority and Red Oak Preserve, LLC. Red Oak Preserve, Mixed-Use Development, Oakdale, MN
- Central Corridor LRT, 4th and Cedar Public/Private Partnership, St. Paul. Principal-in-Charge.
- Marschall Road Transit Station, Mixed-Use Transit Station/Parking Facility, Shakopee, MN. Principal-in-Charge
- Mall of America Transit Station Programming Study, Mixed-Use Transit Station, Bloomington, MN. Principal-in-Charge
- Parkway Station, Transit Station Parking Facility, Maple Grove, MN. Principal -in-Charge
- Grand River Station, Mixed Use Multimodal Transit Center, La Crosse, WI. Principal-in-Charge
- Ramsey Municipal Parking Facility & Transit Station, Ramsey, MN. Principal-in-Charge
- DTA Multimodal Transportation Center, Site Selection Study, Duluth, MN. Principal-in-Charge

JO ANN OLSEN, AICP

Position: Principal
 Responsibility: Project Manager
 Planning Manager
 Years Experience: 32
 Years with Firm: 17

Ms. Olsen holds a Masters in Urban Planning from the University of Michigan and a Bachelor of Science from Michigan State University. Ms. Olsen has extensive experience in project management, transit facility planning, and project approvals. She is experienced with transit studies to determine demand and site location, site design and Public/Private Partnership projects.

RELEVANT EXPERIENCE IN LAST FIVE YEARS

- DTA Multimodal Transportation Center, Site Selection Study, Duluth, MN. Project Manager
- Centennial Hills Transit Center and Park and Ride, Las Vegas, NV, Project Manager.
- RTC Public/Private Partnership, Las Vegas, NV. Project Manager (description under Lasher)
- Lakeville BRT Station Siting Study, Dakota County, MN – Project Manager Assessed and identified a preferred location for a BRT station along the Cedar Avenue Corridor. Developed site plan sufficient for land acquisition.
- Minneapolis Downtown Layover Study. Project Manager - The purpose of this study was to document and increase understanding of bus transit layover facility needs in downtown Minneapolis. The study included operations analysis, market analysis, and conceptual design to meet existing and future needs. It also evaluated Public/Private Partnership possibilities to maximize use of downtown land acquisition investments.

WILLIAM FOSSING, PE

Position: Principal
 Responsibility: Structural Engineering
 Years Experience: 29
 Years with Firm: 8

Mr. Fossing holds a Bachelor of Science/Civil Engineering from the University of Minnesota. He has over twenty-five years experience as a Structural Engineer, Project Manager and Parking Consultant. During that time he has designed over one-hundred parking facilities throughout the country. His work experience includes parking studies, conceptual design, structural and functional design as well as construction administration. Mr. Fossing is considered a national expert in this field.

RELEVANT EXPERIENCE

- Duluth Multimodal Transportation Facility, Owners Representative/Pre-Design (Duluth, MN)
- Ramsey Municipal Parking Facility, Ramsey, MN Project Manager - 600 space parking structure - Recipient of the 2007 MC&MCA Excellence in Concrete & Masonry Design and Construction Award
- Grand River Station, Mixed Use Multimodal Transit Center, La Crosse, WI: Parking Consultant
- Radisson Blue Hotel, Bloomington, MN: Structural Engineer
- Stillwater Parking Ramp, Stillwater, MN. Parking Consultant Structural Engineer - First Deck structure located in downtown historic Stillwater.
- Maple Grove Parkway Station, 500 space park and ride facility (Maple Grove, MN)
- Burnsville Transit Station, 1,300 space 3-level parking facility (Burnsville, MN)
- Centennial Hills Transit Center, 500 space park and ride facility (Las Vegas, NV)
- Station 73, City of Plymouth, 280 space parking structure
- Maple Grove Transit Station, 940 space parking structure (Maple Grove, MN)

MELISSA CROSS

Position: Architectural Intern and Graphic Designer
 Responsibility: Architectural Design, Technical Support and Graphic Support
 Years Experience: 4
 Years with Firm: 1

Ms. Cross earned her Bachelor of Science in Architecture from the University of Minnesota and her Masters of Architecture from North Carolina State University. She joined LSA in July of 2014 with three years of previous architectural and design experience at Target Corporation.

Melissa's experience at LSA has been centered on architectural drawing/modeling support, digital design support and graphic/video presentation. She has worked closely with James, Jo Ann and William to provide support in developing site plan concepts and 3D simulations for transit facilities and parking structures.

RELEVANT EXPERIENCE IN LAST FIVE YEARS:

- SouthWest Transit Bus Garage Remodel and Fuel Canopy Design.
- Design and Construction documents for the City of Ramsey's Parking Facility Enclosure.
- Graphic Support for Cedar Grove Station CTIB Grant.
- Feasibility Studies and Schematic Design of several Target retail stores throughout the United States and Canada.

EXPERIENCE AND QUALIFICATIONS - WSB & ASSOCIATES, INC.



BACKGROUND

WSB & Associates, Inc. is a professional consulting and design firm providing diverse engineering, planning, environmental, and construction services to clients in the government, energy, and commercial markets.

Our corporate culture of creativity, long-lasting relationships, and high technical standards allows us to deliver cost-effective, successful projects. WSB delivers technical excellence in the kind of trusting relationship our clients appreciate and value.

WSB has more than 270 staff members who are passionate about meeting challenges in new, innovative, and collaborative ways.

One of our strengths is developing strong partnership relationships and making sure our combined team delivers a product that is stronger and better than we could have provided by ourselves. We have been particularly successful with strategic teaming on large transportation and design-build projects.



TEAM PROFILES

ANTHONY J. HEPPELMANN, PE

Tony is a Vice President and is WSB's Transportation Group Manager. He has more than 30 years of experience in transportation planning, traffic engineering, and transportation design. Tony has been project manager on a wide variety of transportation projects, including traffic impact studies, highway corridor studies, environmental impact studies, and preliminary design studies. His technical responsibilities on these projects have included traffic forecasting, traffic impacts and needs assessments, alternatives analyses, and preliminary geometric design. Through his work on these projects, Tony has developed a thorough knowledge and understanding of the project development process for federal and state aid projects, as well as the keys for successful implementation of a project.

SELECTED PROJECT EXPERIENCE

TRAFFIC STUDIES:

Tony has conducted a wide variety of traffic impact studies for small and large developments, as well as neighborhood traffic studies, throughout his career. Examples of recent traffic studies completed by Tony include the Target Traffic Impact Study Review for the City of Bloomington, an intersection access and safety study on Lyndale Avenue for the City of Bloomington, a neighborhood traffic study for Oak Drive in the City of Minnetonka, and development traffic studies for numerous developments in the City of Minnetonka.

TRANSPORTATION PLANNING:

Tony has been Project Manager for many transportation planning studies in the Twin Cities Metropolitan area including the Airport South Transportation Plan, City of Bloomington Transportation Plan, I-35W Corridor Transportation Study, and the I-494 Corridor Study.

PARKING STUDIES:

Tony has conducted downtown parking studies for the Cities of Orono, Long Lake, Excelsior, Hutchinson, Hastings and Sauk Rapids, Minnesota; as well as Fort Myers, Florida and Fort Wayne, Indiana. These studies have included an inventory of parking supply and demand, estimating future parking demand and evaluating both surface and ramp alternatives for meeting the parking demand, as well as traffic access and circulation. He has also conducted several parking studies for Universities including the University of Minnesota, Minneapolis, Minnesota, and University of Michigan, Ann Arbor, Michigan.

TRAVEL DEMAND MANAGEMENT:

Another area of Tony's expertise is Travel Demand Management (TDM). The assessment of TDM strategies has been a critical element of several of the highway corridor studies and transportation planning studies which Tony has managed. Tony directed the development of a travel demand forecasting model for the I-494 Corridor which was used to test impacts of different TDM scenarios on traffic forecasts for I-494. He was also project manager for the development of a travel forecasting model for the City of Bloomington which was used to test the impacts of alternative roadway network alternative land use scenarios and different TDM

strategies on traffic demand within the City. Tony was responsible for developing a Travel Demand Management Plan for the Airport South District of Bloomington, Minnesota, the location of the Mall of America. He has also prepared Travel Demand Management Plans for several private developments including the Opus 2 Development in Minnetonka, Minnesota.

Tony has also managed the preparation of state and federal environmental assessments (EAWs and EAs) for various highway and development projects.

TODD HUBMER, PE

Todd has more than 20 years of experience in water resources engineering. As Project Manager and Project Hydrologist, he is responsible for completing hydrologic and hydraulic analyses for drainage systems in a wide variety of water resource, transportation, environmental, and municipal projects. Todd has been responsible for the development of comprehensive water resource management plans, numerous feasibility studies, preparations of plans and specifications, and construction management. He is also an expert in utilizing numerous water quality and quantity models used in hydrologic/hydraulic analysis.

SELECTED PROJECT EXPERIENCE

COMMUNICATION EXPERTISE:

Many projects for which Todd has been involved with have required significant education, input, and developing consensus with residence, review agencies, and elected officials. Todd has developed a style that seeks to understand the goals of the client, provide direction on how to apply those goals into actions, and to provide follow-up in developing consistent messages that have been very successful in receiving funding from state, local, and federal entities.

STORMWATER MANAGEMENT AND VOLUME REDUCTION PROJECTS, ST. PAUL, MN:

Todd has played a key role in assisting St. Paul Public Works staff in developing and implementing volume reduction initiatives. These initiatives have helped the City be in compliance with local watershed management policies and improved water quality in key subwatersheds.

- St. Paul Stormwater Management Plan
- Volume Reduction Inventory
- Central Corridor Light Rail Transit Hydraulic Review and Volume Reduction Compliance
- Victoria/St. Albans/Arundel Infiltration Projects
- East Phalen Wetland Enhancement Project

ST. ANTHONY WATER REUSE FACILITY, CITY OF ST. ANTHONY VILLAGE, MN:

The City Council requested that City staff identify areas to improve their environment through low impact and sustainability initiatives within the City. To reach that goal, Todd developed a plan that reduced pollutant discharges to the Mississippi River and the Rice Creek Watershed District as well as reduced the ground water dependency for irrigation by nearly six million gallons on an annual basis. The constructed water reuse facility provided immediate financial benefits to Hennepin County's Silver Lake Road reconstruction project and the St. Anthony New Brighton School redevelopment.

The water reuse facility takes previously wasted storm water, which was discharged to the Mississippi River and Rice Creek, and waste products from the City's drinking water treatment plant. These two sources are routed into a half a million-gallon underground reservoir system and is used to replace or supplement the irrigation demands for a 20 acre park within the City of St. Anthony Village.

Todd worked closely with the Mississippi WMO to secure nearly 1.2 million dollars in funding, \$250,000 from Hennepin County Transportation Department, and \$50,000 from the Rice Creek Watershed District for the construction of the project.

The project was completely constructed with funding outside the City of St. Anthony Village with St. Anthony Village managing the construction project and being responsible for the future operation and maintenance of the system.

EXPERIENCE AND QUALIFICATIONS - WSB & ASSOCIATES, INC.

EARTH EVANS, PE

Earth has more than 13 years of experience as a water resource engineer and more than 15 years of civil engineering experience. She has served clients as a project engineer and project manager on technically-diverse projects in water resources and other disciplines, including municipal and site design. Earth is a technical resource in areas such as hydrologic and hydraulic modeling, flood damage reduction and floodplain modeling, water quality modeling, comprehensive planning, stormwater management plans, development review, and water resources design. Earth's most current role involves ongoing planning, preliminary design and cost estimates for proposed BMPs to address the new impervious proposed with the west segment of the SWLRT. The project involves extensive coordination with permitting agencies including Cities, watershed districts, DNR, USACOE, MnDOT, Hennepin County, Metro Transit and Metropolitan Council.

SELECTED PROJECT EXPERIENCE

SOUTHWEST LIGHT RAIL TRANSIT, WEST SEGMENT WATER RESOURCES, METROPOLITAN COUNCIL:

Earth's role involves ongoing planning, preliminary design and cost estimates for proposed BMPs to address the new impervious proposed with the west segment of the SWLRT. The project involves extensive coordination with permitting agencies including Cities, watershed districts, DNR, USACOE, MnDOT, Hennepin County, Metro Transit and Metropolitan Council.

JACKSON POND WATER QUALITY FEASIBILITY STUDY, COLUMBIA HEIGHTS, MN:

Earth analyzed a suite of BMP options/costs for Jackson Pond in coordination with proposed flood improvements. Analysis included water quality modeling to estimate pollutant removals from various BMP options including water reuse, iron-enhanced filtration and biofiltration. The project has been awarded funding from the Mississippi Watershed Management Organization and is currently in design phase.

WOODBURY 2012, 2013, AND 2014 STREET RECONSTRUCTION, WOODBURY, MN:

Earth served as project manager responsible for sizing, locating and financial analysis of a suite of BMPs within the linear corridor and in adjacent public and/or open space to comply with City's MS4 permit for non degradation and watershed requirements. Street reconstruction projects include over 12 miles of roadway.

TOWER DRIVE UTILITY IMPROVEMENTS, MEDINA, MN:

Earth evaluated potential BMP options/costs to address existing erosion issues in a ditch upstream of Elm Creek as a part of a proposed street and utility improvement project. The BMPs retrofit water quality and rate control for a densely developed commercial area. BMPs evaluated include iron-enhanced filtration, biofiltration and wet ponds. BMPs are sized to meet watershed district, draft Elm Creek TMDL and City requirements.



BACKGROUND

Visual Communications is a professional sign design and project management group with extensive experience in identification and wayfinding systems. As designers and specifiers for over one hundred-twenty combined years, we have successfully designed, programmed and implemented effective signage for many new and revitalized projects including retail complexes, shopping centers, cities and municipalities, educational facilities, governmental and medical facilities, office campuses, hotels, planned unit developments, and corporate headquarters.

The principals of the company include in their personal resumes, seven national design awards. As professional members and area representatives of the Society for Experiential Graphic Design (SEGD) for the past twenty (20) years, principals Cheryl Long O'Donnell and Richard Lang have participated in establishing industry standards during the development of a Technical Sourcebook and have participated on Government Relations and Research Committees. Visual Communications is a member of the St. Paul, Twin West, Midway Chambers of Commerce, and is a 70% Woman Owned Business (WPE).

Visual Communications offers a powerful combination of creative design, project management expertise, and technical knowledge. This combination provides our clients with a distinct advantage. We are able to blend and implement aesthetic and image design goals with identification and wayfinding theory and the technical specifications necessary to provide signage that is effective and achievable.

CITY OF ST. LOUIS PARK PARK COMMONS AND WOLFE PARK

Visual Communications provided the logo design and signage imaging for this specialized area within St. Louis Park. Included in the design and wayfinding, were locating all key gateway signs and updating existing structures for an enhanced image. The Wolfe Park gateway signage serves as the city signature for city celebrations.

CITY OF EDEN PRAIRIE TWENTY-FIVE YEAR WAYFINDING MASTER PLAN

In collaboration with SRF Consulting, Visual Communications provided sign design and wayfinding master plan theory and preliminary design for this unusual downtown zone named the "Major Center Area" (MCA) as part of an overall streetscape improvement plan. The signage Master Plan included the integration of all transportation modes, including walking, bicycling and transit. A future light rail transit line is anticipated to pass through the new Town Center.

CITY OF MOUND MOUND HARBOR DISTRICT, IDENTIFICATION AND WAYFINDING MASTER PLAN

Visual Communications provided master plan design, wayfinding, specification, and bid procurement. Services included area identification, directional maps, and standard regulatory signage. The sign design complements the area history as reflected in surrounding bridge design and the street landscape. The newly named "Mound Harbor District" includes a new wayfinding signage plan, which addresses the flow of visitors in this multimodal community, comprising of transit stops, bicycle trails, restaurants, shelters, public facilities, pertinent shopping and services, residential, and office areas.

MALL OF AMERICA WAYFINDING MASTER PLAN

Visual Communications provided the blueprint, wayfinding plan, and message schedule for the largest mall in America. The plan, undertaken two years prior to the mall opening, included all Interstate signage within the region, local and city pathfinder signage, two parking facilities, and all interior and exterior wayfinding signage throughout the facility.

EXPERIENCE AND QUALIFICATIONS - VISUAL COMMUNICATIONS

CITY OF SAINT PAUL EXTERIOR PATHFINDER AND SKYWAY IDENTIFICATION AND WAYFINDING

Visual Communications provided design, wayfinding, and consensus building for the creation of exterior directional signage. The designs incorporated wrought iron sign structures, park logos, downtown directional signs, including message schedules, and location plans. The Master Plan included public and community participation through Mayor Coleman's office, the St. Paul Building Owners and Managers Association (BOMA) to create interest, approval and backing. Visual Communications also created designs for an interior Skyway Connection signage system prior to the RNC in May of 2008 (fast track signage implementation in 2 months with consensus building of design with multiple levels of authority). Design was used for over 100 signage units within skyway.



TEAM PROFILES

RICHARD LANG, PROJECT PRINCIPLE

In the past 35 years, Mr. Lang has directed many award-winning projects. His designs have been published in "Successful Sign Design", "Signs of the Times", and "Graphic Design in Architecture." Mr. Lang has directed the development of specifications (design and/or technical) for the City of Duluth, City of St. Paul, City of Wayzata, and the City of Mound – Mound Harbor District. Mr. Lang has been called upon to serve as an expert witness in the area of branding, sign design, and fabrication techniques. His experience with the corporate identities of Best Buy and Wells Fargo Home Mortgage provide a strong knowledge for the design of high quality and cost effective signage.

Mr. Lang has provided project management and directed the sign design and wayfinding for retail, and municipal projects including master planning for the City of St. Louis Park – Park Commons and Wolfe Park, the City of Eden Prairie – 25 year Master Plan, the City of Mound – Mound Harbor District, the City of Wayzata, and Three Rivers Park District.

Recently, Mr. Lang directed the design of a new identity plan for the City of Duluth's Skyline Parkway including signage, brochure, commemorative poster, and web page development.

Early in his career, Mr. Lang recreated the Wayzata Marquee Place signature "marquee" from historic photos and created the interior and exterior wayfinding plan for the lake front complex. Currently, Mr. Lang is directing the Signage Master Plan for the City of Elk River Identity, Historic Downtown, and Parks and Recreation.

Mr. Lang is an active member of the Society for Experiential Graphic Design since 1987. He is also a member (past president) of the Saint Louis Park Historical Society and the Preservation Alliance of Minnesota.

CONSTANCE CARLSON, SENIOR DESIGNER

Constance has been involved in the development of environmental graphics throughout her 30-year design career. Ms. Carlson most recently provided the Master Plan design and Specification Documents for the City of St. Paul Parks and Recreation, Mound Harbor District, and the City of Wayzata. She also created logo/branding graphics and signage design for the City of St. Louis Park – Park Commons and Wolfe Park.

Her resume includes branding of key destination parks within downtown St. Paul. She created the master plan design and specifications for the exterior and skyway signage in the City of Saint Paul, and the Science Museum of Minnesota. She also was senior designer for the Wells Fargo Home Mortgage interior and exterior sign system at the historic Honeywell Corporate Campus in Minneapolis, MN.

Ms. Carlson is a member of the Society for Experiential Graphic Design since 1991. She is also a member of the Preservation Alliance of Minnesota.

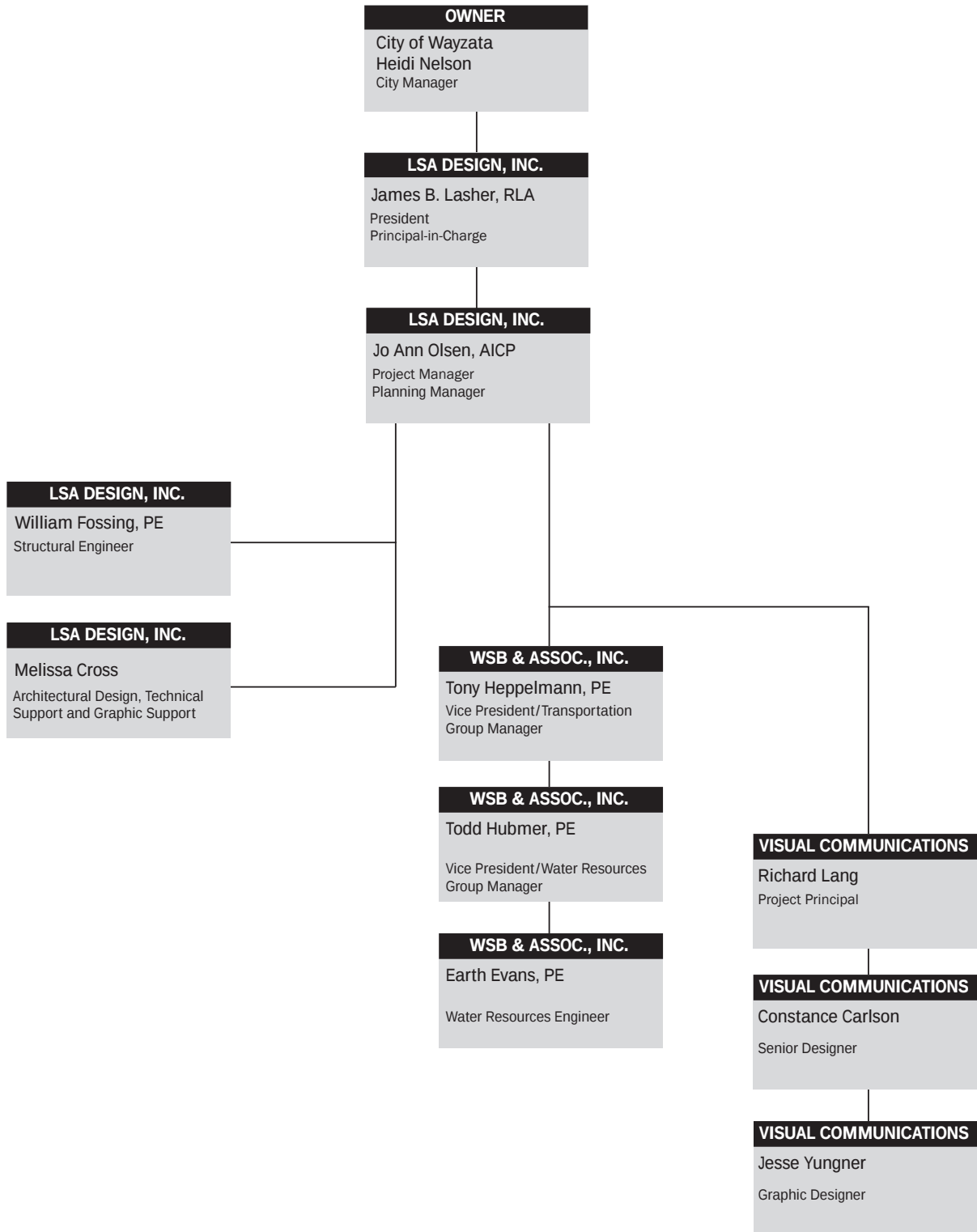
JESSE YUNGNER, GRAPHIC DESIGNER

Mr. Yungner is a graduate of the Minneapolis College of Art & Design in the field on Graphic Design and Illustration. During the past eight years, Mr. Yungner has worked extensively with the design of wayfinding signage, brochure and maps for simple to complex environments, including Duluth's Skyline Parkway, Mound Harbor District, and Macalester College Signage Master Plan.

His graphic experience has been key in the recent design upgrade of award winning Hennepin County Medical Center's wayfinding graphics, which introduce the Hablamos Juntos pictogram system for multilingual populations. The map also includes welcome information in ten languages spoken within the neighborhood served. Most recently, Mr. Yungner completed a 7'x 65' pictorial history wall & banner graphics program for St. Paul College's centennial. The banner won first Place in the 2011 United States Sign Competition.

Mr. Yungner is Regional Co-chair of the Society for Experiential Graphic Design.

TEAM ORGANIZATIONAL CHART





James Lasher, Principal in Charge	\$170.00
Jo Ann Olsen, Principal Planner	\$150.00
Bill Fossing, Senior Engineer	\$150.00
Melissa Cross, Designer	\$70.00
Architect	\$120.00
Technician	\$50 to \$70
Administrative	\$50
Sub-Consultants*	\$110% of Invoice Amounts

*Optional sub-consultant services may include
 - M/E commissioning
 - Commercial marketing analysis



Tony Heppelmann, PE	\$147.00
Todd Hubmer, PE	\$147.00
Earth Evans, PE	\$119.00

PLEASE NOTE: We are providing these hourly rates with the understanding that we will negotiate a Contract for Services based on the exact scope of work as agreed to by the City of Wayzata.



LSA Design, Inc. 219 N. Second Street, Suite 302| Minneapolis, MN 55401 | 612.339.8729



**WAYZATA PARKING STRUCTURE
OWNER'S REPRESENTATIVE SERVICES**

DEVELOPERS. CONSTRUCTION MANAGEMENT. BUILDERS.

September 11, 2014

Ms. Heidi Nelson
City Manager
City of Wayzata
600 Rice Street
Wayzata, MN 55391-1799

RE: Owner's Representative Services Wayzata Parking Structure

Dear Heidi:

This letter outlines our response to provide Owner's Representative services for the proposed Wayzata Parking structure.

Firm #1 Information: SourceGroup – Wayzata & Duluth, Minnesota

Over the past 25 years our companies, A&L Development and SourceGroup, with offices in Duluth and Wayzata, have developed a revolving real estate portfolio of approximately \$100 million. This development experience gives us tremendous insight on how to successfully manage consultants and related agencies through the pre-planning phases of a project.

Whether it's clearly defining project objectives, developing various proof-of-business concepts, subdividing property, transferring land ownership/deeds, assessing the need for a Phase I Environmental Site Assessment, conducting the appropriate level of a Phase II investigation, or working with various government agencies such as the DNR, Watershed District, HRA and/or Council/Planning Commission to get required variances, conditional use permits, rezoning approvals, etc., we have the experience to help you successfully navigate these often complex and time-consuming portions of the overall development process.

Throughout the same 25 years we have directly managed the design and construction of millions of square feet of corporate, medical, commercial, office warehouse, hospitality, retail and multi-tenant spec facilities. Combining this with being building owners and property managers puts us in the fortunate position of understanding what it takes to lead large project teams through a design/development and construction process that produces high-quality facilities that minimize maintenance and operating expenses and maximize long-term value.

Firm #2 Information: Parking Advisors – Chicago, Illinois

We provide parking asset management, investment and advisory services to top tier and institutional owners of real estate. Our team has executed value creation strategies for over \$6 billion of parking assets spanning all major U.S. markets. We leverage a data-driven approach backed by our team's unparalleled parking, real estate and operations experience.

Project Team

Three of SourceGroup's principals, Mike and Dave Link as well as Eric Gabrielson, would be assigned to this project and solely responsible for delivering all requested services from start to finish. Our training, experience and management approach was developed during our tenure working with one of the country's largest construction holding companies, the API Group, whose 2013 revenues exceeded \$1.4 billion. Our clients receive all the benefits of partnering with a large firm in addition to the benefit of direct principal involvement and the personal guarantees that come with a mid-sized, family-owned-and-managed company.

MICHAEL E. LINK

With over 40 years of construction and real estate development experience, Mike Link knows the business inside and out. Mike provides executive oversight and guidance to the organization's management and clients.

Real Estate Development

- As one of three founding partners of A & L Development, Mike helped grow the firm and developed a \$100 million revolving real estate portfolio with holdings across the United States. Throughout his tenure at A&L he worked with clients such as Northwest Airlines, United Healthcare and Saint Mary's Duluth Clinic/Essentia (ranked #5 healthcare provider in the state by revenues) to develop satellite feeder clinic programs, ambulatory surgery centers, critical access hospitals and other specialty practice facilities. Mike's vast experience in green field developments, re-development of existing properties, project financing and property management brings our clients invaluable insight.

Construction Expertise

- Mike's construction expertise was developed while holding various executive management positions with the API Group, a construction holding company that provides mechanical, electrical, fire protection and other construction services throughout the country. His field knowledge is used to ensure the fundamental designs of the facility's structure, mechanical and electrical systems are in line with the client's functionality objectives and budgets.

Owner First

- As with all members of the SourceGroup team, the client's best interest is Mike's chief priority. In some cases, this means asking difficult questions and asking consultants or subcontractors to justify their designs/intentions to ensure the client's interests are always the team's first priority.

DAVID M. LINK

Dave Link's experience in the industry began when he was 16 years old working in the field as an apprentice. Twenty-four years later, Dave serves as vice president where his responsibilities involve overseeing SourceGroup's day-to-day business operations as well as providing leadership and guidance on each project they have in development.

Client Relations

- 90% of SourceGroup customers come back for additional business. One reason for such loyalty is Dave's unwavering commitment to keeping customers happy. With an unparalleled commitment to customer service and active participation within numerous professional groups, such as the American Institute of Architects, the Minnesota Medical Group Association, attending the advanced Healthcare Management master's program at St. Thomas and studying for his LEED certification, Dave dedicates his time to serving customers and advancing his knowledge of the industry.

Project Management & Administration

- One of Dave's primary responsibilities at SourceGroup is to manage the immense amount of due diligence that should be completed during the planning and design development stages of a project. He has lead large teams through multi-tiered government approval phases and design development exercises on everything from complex \$12 million hotel developments to simple \$1.5 million facilities for the City of Hutchinson. His knowledge of the process, respect for all involved parties and diligence helps ensure projects are managed efficiently.

Broad Range

- While Dave excels at administrating projects, his education, field experience, and understanding of the real estate development process allows him to contribute key strategic and tactical insight during all phases of a project's development.

MARK FANCHER

A 29-year real estate professional with large-scale real estate operations experience, Mark has been directly involved with the ownership and operation of over \$6 billion of commercial parking assets. He served as vice president of National Operations for Equity Office Properties Trust, the nation's largest commercial real estate owner with \$39 billion in assets. In this role, he developed and executed the company's National Parking Strategy, which created \$538 million of value by executing asset management strategies and implementing new technologies. Prior to EOP, he served as vice president with Equity Capital Holdings, a \$750 million national parking garage portfolio. Mark holds a bachelor's degree in architecture from Miami University (Ohio).

KEVIN DAHM

Kevin has developed and implemented value enhancement strategies for over \$4 billion of parking assets. Prior to Parking Advisors, Kevin worked in LaSalle Investment Management's acquisitions group where he evaluated over \$10 billion and closed \$500 million of transactions. Prior to joining LaSalle, he held multiple roles in Merrill Lynch's real estate structured finance group. He holds a master's degree with distinction from the J.L. Kellogg School of Management at Northwestern University and a bachelor's degree in finance and real estate from the University of Wisconsin.

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PROJECT OVERVIEW

The City of Wayzata has stated it is seeking proposals from consultants with experience in the area of parking development, parking structure programming and design, transit/interim transportation systems/services, and construction project delivery and oversight. The following professional services were also listed as deliverable criteria:

Programming services to include the following:

- Development of a downtown parking district and a business model for the structure
- Consideration of interim conditions and construction impacts to existing parking and potential off-site parking/shuttle service
- Planning for traffic flow and surface parking configuration for areas in and around the new parking structure
- Consideration of commercial uses as a part of the parking structure design at its east and west corners and/or fronting on Mill Street
- Consideration of municipal liquor operation, building, parking and access
- Ensuring a design that accommodates and encourages a high level of pedestrian use of the area and recognizes other multi-modal uses in the downtown
- Consideration of existing residential on the bluff above the project area
- Development of the city owned lot at the northwest corner of Lake Street and Superior Boulevard
- Potential redevelopment of commercial buildings in the 700 Block of Lake Street and opportunities for public/private partnership
- Coordination with privately owned, public ramp in the 600 Block of Lake Street and opportunities for public/private partnership
- Ensuring new parking structure design reflects the vision of the city's lakefront plan – the Lake Effect and the community values established and documented in the Lake Effect Development Framework (Attachment C)

Pre-design service to include consideration of the following:

- Architectural relevance to downtown district buildings and character
- Conformance with city zoning code with regard to building heights and bluff neighborhood height restrictions
- Site feasibility and geotechnical considerations
- Connections to pedestrian ways and public spaces, consideration of public restrooms within the facility
- Specific attention to public safety concerns of structured parking
- Best management practices for the treatment of storm water, to include, but not limited to green roof solutions, environmentally sensitive landscape
- Consideration of other sustainable practices, such as solar and snow removal/melting options
- Consideration of structural design elements to include long-term durability, reduced cost of maintenance, a minimum 50-year life span, internal navigation or way-finding system, internal vehicle and pedestrian traffic circulation, self-parking, effective and energy efficient lighting system, and patron safety and security.

Project overview comments for consideration:

Although we understand that the elements listed above are mission critical to delivering a successful project, we feel the majority of these issues are best suited to be addressed by the design and engineering teams rather than by the owner's representative.

During phase I we feel your owner's representative should focus on defining the city objectives and then move to use their expertise to develop various value creation strategies, which will be expanded upon in the qualifications section, to meet the city's objectives.

Only after proper analysis and a value creation strategy is approved do we feel A/E selections, and/or construction delivery/procurement process recommendations can be made.

EXPERIENCE & QUALIFICATIONS

We believe our project team bios provide relevant background information on our various team members. As covered in the project overview we feel parking development in urban areas, parking structure programming and design as well as transit system/services are best left to the A/E team with the owner's rep bringing continuity and oversight to insure the value creation strategies approved in the pre-planning phase are what the A/E team is looking to achieve with its design.

Our experience suggests it is in the city's best to have a separation between "church and state," owner's rep and the design team, as it promotes an environment where the team as a whole can challenge one another, avoid potential conflicts of interest and work in a spirit of cooperation to keep the city's best interest in mind.

Where our team will excel is in the development of value creation strategies. Considering the various issues that are common to all new development and parking structure planning exercises, we will develop multiple options while also figuring out how to leverage the unique opportunities this project presents to the community.

Public vs. private delivery strategies (or a combination of the two), commercial/retail applications being integrated into the structure itself or in adjacent areas, funding and financing options, TIF/tax abatement outcomes, private development/leaseback option with buy-back clause, paid vs. free parking outcomes (or a combination of the two), long-term maintenance cost schedules, operations procedures, etc.

In the end, our analysis will produce various models with associated financial implications as well as an understanding of the risks and opportunities of the parking asset while community engagement meetings, staff and council input would be used to insure the qualitative goals of the project are satisfied.

The following provides a small sample of our work.

PAST EXPERIENCE:



Technology Village

One of the more complex municipal projects we managed with the City of Duluth was the development of the \$25 million Duluth Technology Village on Superior Street that integrated a 648 stall multi-story parking ramp with the 250,000 sq. ft. structure that includes multiple skyway connections. We worked with city officials to gain approvals on the master concept, negotiating multiple purchase agreements with existing land owners, demolition of an entire city block, work with national and local historic preservation societies to maintain certain architectural features on one of the two building facades, vacation of alleys/streets, rezoning and platting of multiple properties and relocation of major utility lines.

This innovative building is designed to offer high-tech businesses the absolute best in information technology. Along with several high-tech businesses including one of the country's premier IT training schools, the Technology Village is home to several financial, retail and service professionals, including two full service bars and restaurants.

PAST EXPERIENCE:



500 West Monroe

500 West Monroe is a nearly one million square foot office building with a 1,300-space parking garage located in Chicago's west loop. Parking Advisors was hired to identify opportunities to increase cash flow and implement a plan to capitalize on those opportunities. We identified significant pricing and marketing opportunities as well as revenue leakage gaps. We executed an aggressive asset management program, improving operations, replacing the existing operator and marketing the garage over a 15-month period.

Financial performance increased over \$1,000,000, even though office occupancy decreased slightly.

PAST EXPERIENCE:



Onterie Center

Onterie Center is a residential project with commercial space and a multi-level parking garage. Our client was purchasing the project and engaged Parking Advisors to provide solid parking financial projections. We collected data directly from the onsite revenue control system and leveraged that data to project future cash flows. We also performed a market study and identified opportunities and risks.

As a result of our analysis, our client had a firm financial model as well as an understanding of the risks and opportunities of the parking asset. We also identified significant opportunities to increase revenue and decrease expenses.

PAST EXPERIENCE:



The Breakers at Edgewater Beach

The Breakers at Edgewater Beach is a senior living community located in Chicago. The owner struggled to understand why the asset did not achieve greater financial performance and contacted Parking Advisors. We evaluated and benchmarked the performance of the facility against similar facilities and audited the operations. We determined that changing the operator would lower expenses and we identified additional strategies to improve operations. We collected proposals from operators, interviewed the operators and negotiated out hidden mark-ups and fees operators typically charge.

As a result, net operating income increased over \$100,000 or 110 percent.

PAST EXPERIENCE:



Met Park East & West

Met Park East and West are two office towers in Seattle with 450 parking spaces. Parking Advisors was engaged to evaluate the operations and one of our recommendations was to automate the parking operations. We issued an RFP for a revenue control system, evaluated the bids, negotiated the contract and oversaw the implementation. The technology enabled significant labor savings and tighter revenue controls.

CLIENT REFERENCES

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COMPENSATION STRUCTURE

Until further discussions can be had that would bring clarity to the city's expectations and how they align with various strategies and deliverables we see as being best suited to accomplish your objectives we believe it would be premature to propose a fee for the strategy development, pre-design services, assistance with A/E selection and construction delivery methods and oversight.

Please note that after an initial meeting with project team leaders a complete fee could be proposed and detailed within seven days.

REIMBURSABLE EXPENSES

Reimbursable expenses in connection with the work of this contract as required for coordination with the project team will be billed as incurred and at actuals, no mark-up applied. Such expenses include but are not limited to the cost for copies of drawings, specifications, reports, cost estimates, xerography, postage, shipping expenses, courier, telephone, facsimile charges, parking fees, cost of private automobile travel at a rate of \$0.55 per mile, etc.

OTHER QUALIFICATION CONSIDERATIONS

Combining our real estate development and construction management experience with the unmatched parking structure value creation capabilities of Parking Advisors makes SourceGroup uniquely suited to help lead the city's project team through the process that will be required to establish a sound business strategy that will set the guidelines for the design and construction phases. We believe this project is about more than just a parking structure. Our depth of experience in commercial and retail development will provide insight and advantages if private uses and/or partnerships are integrated with the project.

- Our experience working with the City of Wayzata and other municipalities coordinating major infrastructure work with new construction gives us an in-depth understanding of the planning and activities that will need to be coordinated with the city's engineering department in order to properly sequence and construct the project. We will make sure the design professionals keep a universal perspective when designing the new development. A sound strategy and what looks good on paper is nothing without proper execution.
- We will bring an "owner's perspective" to working with architects, civil/structural/mechanical and electrical engineers. Ongoing checks and balances will be conducted with the project team to insure the strategies being proposed are in-line with the city's approved value creation plan.
- We have the knowledge to work with city staff to properly plan for, and include in bidding documents, the multiple challenges that the proposed Mill Street location will present. Some items are (but are not limited to) soil bearing capacities and the need for pilings/piers, possible contaminated soil remediation, demolition, dewatering, excavation/granular stock piling on site, mixer tower locations, lay down/storage areas for building materials, noise restrictions, security fencing, life/public safety measures, coordination of and sequencing of construction activities as well as utilities and traffic control to minimize negative impacts to surrounding businesses.
- Should environmental issues/soil contamination become an issue, our past experience in working with the Minnesota Pollution Control Agency (MPCA) on contaminated soils we encountered at 735 East Lake Street/the old VGD property and no less than five other sites around the state would benefit the City. We have helped our clients navigate the various voluntary clean-up programs, acquire Superfund reimbursement and gain confidence that there will be no future liability or resale issues.
- SourceGroup has one of the lowest insurance risk ratings in the industry due to our commitment to safety, enforcing strict OSHA standards and that we have never had an insurance claim or a lost day of work due to employee or subcontractor injury. Analyzing public and contractor safety issues is a primary part of every project we undertake.

- As we understand it today, we are of the opinion this project could benefit from the hybrid two-phase bidding and construction approach that the Municipal Liquor Operation project was delivered with. It will produce considerable cost savings, provide the city the most control as well as flexibility and will accelerate delivery.
- The fact that we live in the local area, choose to have an office in Wayzata as well as have personal and professional relationships throughout the Wayzata community is proof that we have a vested interest in successfully delivering this project. Quite simply our personal and professional reputation is on the line with people in the community that we do business and socialize with every day.

In closing we hope that we've left you the impression that our team is uniquely positioned to help the city develop and implement a sound strategy that will successfully serve the community long into the future. We thank you for your time and consideration.

Best regards,

David M. Link

SourceGroup, LLC.

612-877-0168

dlink@sourcegroupllc.com

cc: Mark Fancher, Parking Advisors

Kevin Dahm, Parking Advisors

Eric Gabrielson, SourceGroup

Michael E. Link, SourceGroup

CITY OF WAYZATA



PLANNING DEPARTMENT

MEMORANDUM

To: City Council and Planning Commission
From: Bryan Gadow, City Planner
Date: September 11, 2014
Re: 165 & 213 Central Ave Subdivision Project Update Workshop

On August 5th, the Council met with the applicant (Crossdale Development LLC) in a workshop to discuss the proposed subdivision at 165 & 213 Central Ave N. The project included a five (5) lot subdivision with private access to the lots on a roadway that would connect Cross St and Byrondale Ave N. The applicant has agreed to extend the time for review of this application in order to bring forward an alternative concept designed at addressing concerns regarding cut-thru traffic.

The applicant has asked for an additional workshop to go over a revised concept plan that responses to feedback received on the concerns over cut-thru traffic in the neighborhood. The revised concept (attached) incorporates 165 and 213 Central Ave lots, in addition to the adjacent 1015 Cross St property, for a seven (7) lot subdivision with a twenty (20) ft private access off of Byrondale terminating in a cul-de-sac within the middle of the properties. The revised concept would also include a PUD component, so the proposed roadway could be narrower in width to match existing roadways in the area.

Prior to pursuing this alternative further, the applicant is looking for additional Commission and Council feedback.



LOT STANDARDS

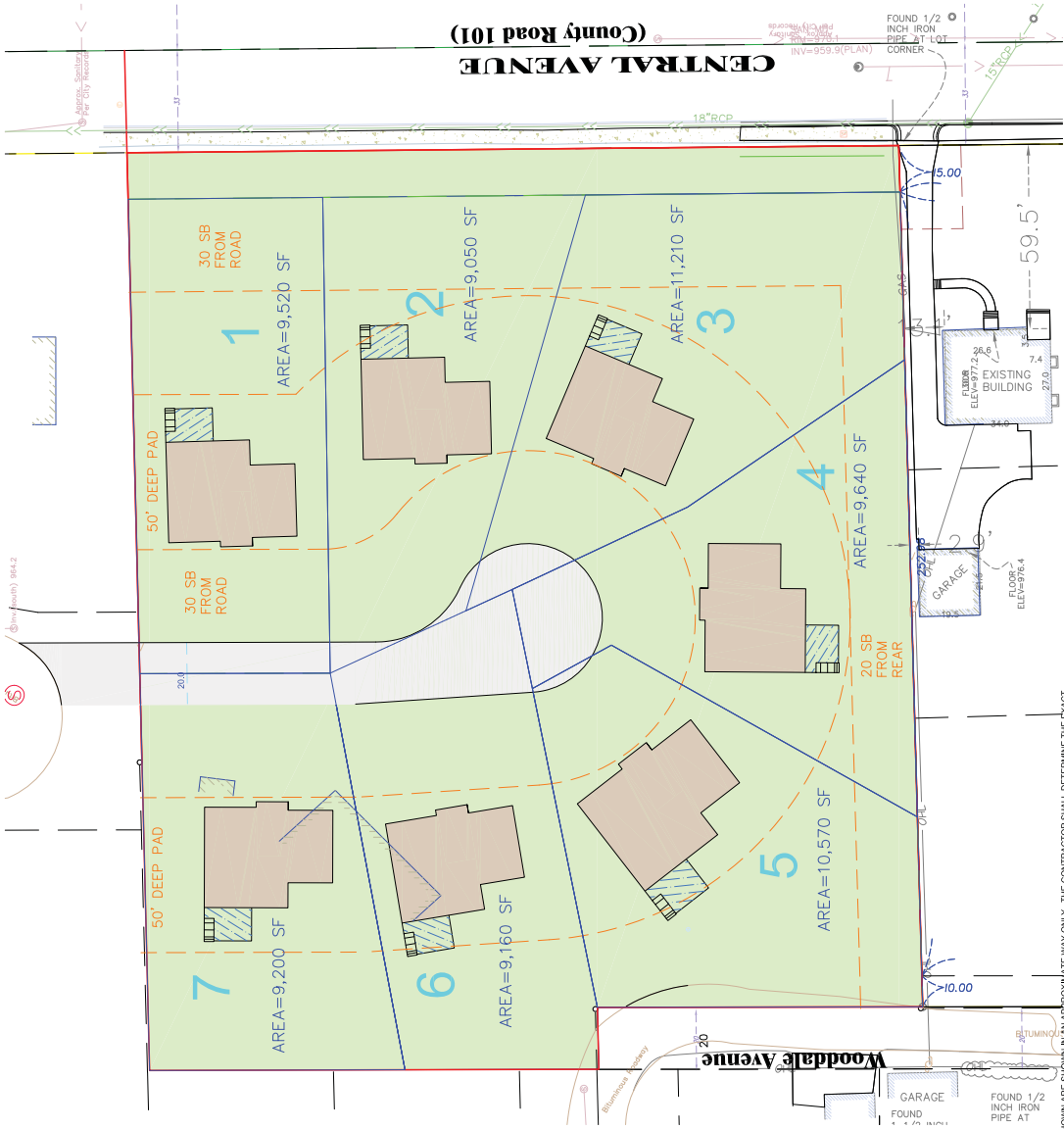
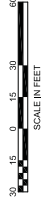
R-3A ZONING
MIN LOT AREA=4,000 SF
MIN LOT WIDTH=30'
MIN LOT DEPTH=100'
MIN. FRONT YARD SETBACK = 20'
MIN. SIDE YARD SETBACK = 10'
MIN. REAR YARD SETBACK = 20'
EXISTING ZONING: R-3A
PROPOSED ZONING: R-3A
WETLAND BUFFER-30'
WETLAND SETBACK- N/A APPLICABLE



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EXISTING UTILITIES SHOWN ARE SHOWN IN AN APPROXIMATE WAY ONLY. THE CONTRACTOR SHALL DETERMINE THE EXACT LOCATION OF ANY AND ALL EXISTING UTILITIES BEFORE COMMENCING WORK. HE AGREES TO BE FULLY RESPONSIBLE FOR ANY AND ALL DAMAGES ARISING OUT OF HIS FAILURE TO EXACTLY LOCATE AND PRESENT ANY AND ALL EXISTING UTILITIES.

NO.	DATE	BY	REVISIONS
01	04/22/2014	DLS	REVISED PLAN
02	04/22/2014	DLS	REVISED PLAN
03	04/22/2014	DLS	REVISED PLAN
04	04/22/2014	DLS	REVISED PLAN
05	04/22/2014	DLS	REVISED PLAN
06	04/22/2014	DLS	REVISED PLAN
07	04/22/2014	DLS	REVISED PLAN
08	04/22/2014	DLS	REVISED PLAN
09	04/22/2014	DLS	REVISED PLAN
10	04/22/2014	DLS	REVISED PLAN

I HEREBY CERTIFY THAT THIS PLAN OR SPECIFICATION WAS PREPARED BY ME OR UNDER MY CLOSE PERSONAL SUPERVISION AND THAT I AM A DULY REGISTERED PROFESSIONAL ENGINEER UNDER THE LAWS OF THE STATE OF MINNESOTA.

David L. Schmitt
Name: P.E. David L. Schmitt
Date: May 1, 2014
Lic. No.: 26147



SATHRE-BERGQUIST, INC.
150 SOUTH BROADWAY WAYZATA, MN 55391 (952) 476-5000

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