

6/30/2020

Mr. Mark Acreman  
City Engineer  
City of Gulf Shores  
1905 W. 1st St.  
Gulf Shores, AL 36547



***Re: Landscape excellence for Gulf Shores Walking District Streetscape***

Dear Mr. Acreman:

WAS Design, Inc. is pleased to provide a proposal for landscape architectural services for your project. We are excited to work on a project as distinctive as yours. We believe that we can deliver landscape architectural services for your project that match this distinctiveness.

We will accomplish this by three basic tenets of our business philosophy – by being progressive, by being responsive, and by being creative. We will progressively attack the problems presented during the project and look at cutting-edge solutions that offer the most value to the budget available. We will responsively meet needs – the needs of the site, the authorities having jurisdiction, and, most importantly, your needs – the client. We will listen and give you what you need and make it better than you expect. Finally, we will creatively design this project. Working on distinctive projects is a hallmark of ours at WAS. Also, our ability to inform the public and government agencies about the benefits of non-cookie cutter development is an additional strength that we offer. We will bring our best efforts to bear on these two fronts for your project. We will give you the best project possible.

We also understand the construction challenges you face. Given the construction experience within our firm, we are well positioned to offer solutions that most effectively achieve the goals for your project.

On the following pages you will find the proposed scope of services and agreement that WAS Design, Inc. intends to provide for your project. We appreciate the opportunity to make this proposal to you. Once you have had a chance to review everything, please feel free to contact me with any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read "Chad Watkins". The signature is fluid and cursive, with a long horizontal stroke at the end.

Chad Watkins, PLA, ASLA  
Principal  
lcw

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# Gulf Shores Walking District Streetscape

Gulf Shores, Alabama

Landscape Architectural Services

## I. SCOPE AREAS AND CORRESPONDING ELEMENTS



Figure 1: Project phase area depicted by overlay graphics provided by Volkert

### A. Site Landscape Design Elements (includes entry features and amenity areas)

1. Landscape design
  - a) Context-sensitive plant material
  - b) Landscape per city regulations, as applicable
  - c) Landscape area design grading input to Volkert, as needed, to help plant setting and drainage optimizations
2. Irrigation design
  - a) Water-smart irrigation system
  - b) Central-controlled water management
  - c) Irrigation water source determination

**V. PRODUCTION AND FEES**

**A. Coordination and Staffing**

WAS Design, Inc. will coordinate the work outlined in this proposal with that of other team consultants. WAS Design, Inc. will attend project meetings as needed, and prepare written comments and supplemental drawings as necessary.

Chad Watkins will be Principal-in-charge of the project, and Dan Majors will serve as Project Manager, responsible for overall job production and the day-to-day scheduling of the Work. Additional professional, drafting and administrative personnel will be assigned to the project as needed.

**B. Fee Schedule/Compensation**

We propose to provide the services at the fees/rates described below:

<i>Item</i>	<i>Scope of service phase</i>	<i>Amount &amp;</i>	<i>Fee type</i>
A	Schematic Design	\$2,000.00	Fixed fee
B	Construction Documents	\$8,600.00	Fixed fee
C	Bid/Negotiation Assistance	\$1,000.00	Fixed fee
D	Construction Observation	\$3,900.00	Fixed fee
		<b>\$15,500.00</b>	<b>TOTAL</b>
E	General Consulting Services	\$4,500.00	Hourly, not to exceed

**C. Standard Hourly Rates**

Principal	\$130.00
Landscape Architect I	\$105.00
Staff Designer	\$90.00
Administrative Staff	\$55.00