



Make **PLANS** with us, we do it **measurably** better

Personal relationships with my clients

We love residential projects as this allows for a personal connection that simply doesn't exist on commercial or civic projects. The distinction might be based purely on the fact that residential projects are not developed for profit. Residential work is motivated by the individual who is paying for the work – it's *your* money and the level of emotional/personal involvement is proportional to that end, in other words, our clients care about the final product disproportionately with their **hearts** compared to their wallets.

Singular vision of Design

Residential practices often require each design professional to wear several hats, to have an understanding of electrical, mechanical, structures and interior design. This is unlike larger firms where different aspects of the house are designed by different individuals in different departments. Our practice guarantees a single vision for the home which allows the Soul of the house to shine through as all aspects and details are designed to work together.

Gratification

The process of design is gratifying and we are just as invested in the success of the project as the eventual resident. We enjoy feeling appreciated and delight in making a house that makes one happy to look at and to live in. We don't take this appreciation for granted. Our clients are always excited to show people their homes and we get positive feedback for *years* after projects have been completed. Homeowners tell us how glad they are that they took our advice and how important our partnership was to the process. This is a great feeling to be make friends with our clients and this contagious and positive spirit takes much of the stress out of the building and renovation process

Collaboration

Every design has its share of challenges and therefore we rely on a team approach to building and design. Everyone has an expertise and a viewpoint that is unique and beneficial to the process. We believe our role is to be the quarterback, to see opportunities for great plays and to utilize the skills of tradespeople that often need clarity and direction on what is required or desired. We are respectful to all tradespeople and foster a building experience that is collaborative and supportive of all parties. This makes the building process enjoyable for all and guarantees a better outcome.

Savvy sense

Architects have to address new building technologies. Building codes and ordinances as well as constantly evolving materials and construction methods. We are also required as professionals to address building performance, energy consumption, efficiency and long term durability. We take this job seriously and make recommendations for systems and features that will benefit all in the long run.

Soulful spirit

We admire traditional, older homes. They show evidence of the past and come with a story and we incorporate this philosophy and character in our new work. Despite architecture and building being a science and technology based product, the final product can be more than a solution to a design problem. It can be an enduring legacy of a family. We see our role as part story teller as we interpret the unique story of the Owner and their life ahead and behind them, their possessions and priorities, preferences and pleasures. Its' therein that we can create magical spaces that surpass expectations

Practice

Being a residential architect has its' challenges, we work many hours and typically at low salary, often not billing for time spent in research or design just to satisfy our own demands for a better solution or detail. Our financial gain is not what we truly measure. The real objective is enjoying the people and the process, of doing what we are good at and what makes us and the Homeowner happy. That is the real reward.

Structure

Fee structure while most commonly billed at hourly rates correlates to AIA accepted practice as follows:

Design Phase	Percent value of total fee
#1 Schematic Design stage	25%
#2 Design Development stage	20%
#3 Construction Document stage	30%
<i>Minimum</i> Construction Documents	35% of total
<i>Typical</i> Construction Documents	add 15% of total
<i>Enhanced</i> Construction Documents	add 50% of total
#4 Bidding & Negotiation	5%
#5 Construction Administration	20%
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	100%