



August 12, 2022

Tony MacLellan, CPPB, NIGP-CPP
Manager – Contracts
Department of Administrative Services, Procurement Division
633 W. Wisconsin Avenue, Suite 901, Room 945
Milwaukee, WI 53203

Dear Tony:

Please consider this letter and RFI questionnaire response (submitted under separate cover) an indication of Venture Architects' ongoing interest in providing professional architectural and engineering planning and design services to Milwaukee County.

The potential Milwaukee County Jail In-Person Visitation Feasibility Analysis is an excellent fit for our firm. Venture Architects was established in 1983 to plan and design public projects, at the municipal, county, state and federal levels. Our \$1.0 billion portfolio includes the planning and design of County Jails, Law Enforcement Centers, Health and Human Service Centers and State Prisons. We have completed studies and/or completed projects in 40 different Midwest Counties.

Additionally, as a Milwaukee based firm, with most of our staff living in Milwaukee County, we have a vested interest in the project. We appreciate the progressive policy vision and goals the County is pursuing at the jail.

If you have any questions regarding our question responses, please don't hesitate to contact me at 414-225-0870 (direct) or cory.beyer@ventarch.com.

Respectfully,

A handwritten signature in blue ink that reads "Cory Beyer".

Cory Beyer, AIA
Principal | Vice President | Senior Project Manager
Venture Architects



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Tony MacLellan, CPPB, NIGP-CPP
Manager – Contracts
Department of Administrative Services, Procurement Division
633 W. Wisconsin Avenue, Suite 901, Room 945
Milwaukee, WI 53203

Dear Tony:

After careful review of Milwaukee County's Request for Information related to the potential jail in-person visitation feasibility analysis (RFI-2022-002) we suggest the County consider a budget allocation of +\$140,000.00 to complete the project.

This estimate is based on our current understanding of the project as described in the RFI.

While certain allowances for stakeholder input, operations and fiscal analysis needs have been made -- further definition of each of these variables by the county – would yield a more accurate estimate or bid.

If you have any questions regarding our suggested fee allocation or question responses, please don't hesitate to contact me at 414-225-0870 (direct) or cory.beyer@ventarch.com.

Respectfully,

A handwritten signature in blue ink that reads "Cory Beyer".

Cory Beyer, AIA
Principal | Vice President | Senior Project Manager
Venture Architects

Question Set 1: Supplier Introduction & Qualifications

Question Set 1 Instructions

Please complete all questions in addition to providing a Letter of Interest and Quote document.

#	Question	Response	Comment
1.0.1	Please provide the name, title, e-mail, and phone number of your primary contact person for this RFI.	Cory Beyer, AIA Principal Vice President Senior Project Manager cory.beyer@ventarch.com 414-225-0870 (direct)	
1.0.2	Provide your business name, business address, and phone number.	Venture Architects 212 North 25th Street Milwaukee, WI 53233	
1.0.3	Please describe your organization's size and capacity to provide the services requested.	venture architects has a team of 14 dedicated professionals. As a wholly owned subsidiary of Zimmerman Architectural Studios, Inc. We have the resources and support of Zimmerman's 90+ employees, who represent multiple building design disciplines. Venture specializes in: County Master Plan Studies, County Jails and Law Enforcement Centers, County General Government Office Buildings, County Health and Human Service Departments, County Court Facilities, Municipal/Fire Stations/ Emergency Medical Services/Police Departments, County 911 Emergency Communication Centers, Sheriff's Offices/Departments, Juvenile Detention Facilities, State Prisons/Institutions and Tribal Justice Centers. Based on our understanding of the scope definition in the RFI we may engage added	

1.0.4	Please briefly describe your organization's history and any connection you may have to the Milwaukee County community.	Venture Architects was formed in 1983 and is Wisconsin's leading Government Facilities Planning and Design Architect. The firm is headquartered in Milwaukee and has completed numerous assignments for Milwaukee County including the County Jail, Sheriff's Training Academy and House of Corrections.	
1.0.5	Please tell us how you make operational decisions, such as determining which contracts to bid on, and how you determine pricing or rates for your services.	Venture follows process driven business development practices. While most of commissions we undertake are won through competitive / qualifications-based means, client referrals and recommendations often lead us to future assignments. Strategically, we continuously evaluate the changing needs of our government clients, and how to remain prepared to fulfill the services they need. Determination of pricing is based on requirements of the assignment and responds to marketplace conditions.	
1.0.6	What is your market share? How did you determine this?	Venture is a leader in Government facility planning and design in the Midwest. We have completed study and design assignments in 44 of Wisconsin's 72 Counties. Moreover, Venture has completed projects in seven states across the Midwest including Iowa, Nebraska, North Dakota, South Dakota, Illinois, Michigan and Wisconsin.	
1.0.7	Please describe your understanding of the local market (Milwaukee County area) for your services.	Venture Architects headquartered in the Menomonee Valley, within the City of Milwaukee, and many of our 14-member full time staff of professionals also live in Milwaukee County and contribute to the county's tax base.	

1.0.8	Would you bid on this project if offered the opportunity. Why or why not?	Yes. Milwaukee is our home and planning and designing government facilities, including jails, criminal justice centers, secure centers, and court facilities are among our core areas of expertise.	
1.0.9	Do you have any other thoughts about, or critiques of, this project? What are they?	As county residents, we appreciate Milwaukee County's progressive efforts to re-evaluate the County Jail's visitation policies and physical opportunities. We welcome the opportunity to apply our expertise to the county's benefit.	
1.0.10	Please describe any unique information about your organization that you feel sets you apart.	1. We are the only Milwaukee area firm whose entire practice is dedicated to serving county government agencies. 2. We strive to achieve trust with all our clients, which becomes the foundation for long lasting relationships. 3. We enthusiastically guide our clients through a process to identify and understand 'why' they are pursuing a project. By starting with 'why,' we are able to respond with truly unique, powerful and dynamic design solutions that delight, inspire, empower and energize. 4. We promote diversity, equity and inclusion within our team. Venture is comprised of individuals who represent Caucasian, Black American, Asian American and Latino ethnic backgrounds.	

Question Set 2: Pricing

Question Set 2 Instructions

This section should provide an estimated cost, or cost range, that your organization reasonably believes reflects what you might charge for the Scope of Work identified in this RFI. This information is particularly important to the County as it will be used to request funding for the project from the Milwaukee County Board of Supervisors prior to the release of any RFP.

#	Question	Response	Comment
2.0.1	Please provide an estimated cost range that your organization reasonably believes reflects what you might charge for the Scope of Work identified in this RFI.	We suggest the County consider a budget request of +/- \$140,000.00 to complete the jail in-person visitation feasibility analysis. This estimate is based on our current understanding of the project as described in the RFI. While certain allowances for stakeholder input, operations and fiscal analysis needs have been made -- further definition of each of these variables by the county -- would yield a more accurate estimate or bid.	
2.0.2	How would you propose to structure the costs to Milwaukee County for the requested services? Why?	When the project is ready to proceed, we will collaborate with Milwaukee County to develop a fixed fee for services. We assume the County will be actively involved to further define the scope of the project and service expectations.	
2.0.3	What factors would make this venture profitable to you?	<ol style="list-style-type: none"> 1. Highly engaged Milwaukee County personnel actively collaborating to explore options associated with the study. 2. A well-defined and managed process. 3. Clear communication among team members. 4. Realistic budget and schedule expectations. 5. Ability to engage and manage highly qualified consultant expertise to fulfill the county's enhanced operational and fiscal requirements. 	

2.0.4	<p>What potential market factors, changes, or concerns would reduce your interest in bidding on this opportunity, or cause you to no-bid?</p>	<p>The primary issue would an inability to participate in the development of the overall project schedule. We avoid pursuing commissions where outside influences force the compression of a timeframe and are likely to compromise the outcome. For most projects we pursue, our clients prefer to generate schedules collaboratively, with mutually agreed upon milestone dates that prioritize high quality deliverables and outcomes.</p> <p>Additionally, as previously noted, the request also asks for services beyond what we are customarily asked to provide. This includes community survey, departmental operations analysis, and fiscal analysis (including grant pursual). We cannot guarantee that acceptable / highly competent partners will be available to</p>	
2.0.5	<p>Do you see any particular areas of concern that would increase your costs? If so, what are they?</p>	<p>Our fee was developed based on our experience with similar jail study scenarios completed for nearly 30 other County Government clients. Our experience helps us identify, understand and mitigate risks to both project cost and schedule. Our goal is always to deliver studies that enhance our client's ability to realize a built outcome. A potential threat that could result in increased study costs is the magnitude of community participation as well as operational and fiscal analysis remain loosely defined. When it is time to assemble our full team, we will negotiate with additional consultants to develop a final project scope that is efficient and fiscally achievable.</p>	

2.0.6	Do you have recommendations for improving the Scope of Work to limit cost increases?	Our primary recommendation would be to involve a wide array of key project participants to develop the project vision, and a clear path of execution at the onset of the project. This will help the project team minimize or eliminate unanticipated influences that may change scope, add cost, or slow the process. Strong definition of goals, timeframe and expected outcomes are key to our ability to manage and deliver the facility analysis.	
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6 Questions

100.00% Complete