

PROPOSAL FOR
INTERIOR DESIGN CONSULTANCY SERVICES FOR TRULUCK'S
#2020-03823

 WILSON ASSOCIATES

Truluck's Uptown

Dallas, Texas, USA

MR. BO DORTON

Operating Partner - Truluck's Restaurant Group

Mobile: (214) 476-9090

Email: BDorton@trulucks.com

Dear Bo,

We thank you for the invitation to submit an interior design proposal for your new **Truluck's Restaurant** in Uptown. As requested, we have assembled a team of consulting partners that include:

- Next Step Design Foodservice Consultants
- GMLD - Lighting Design
- Blum Consulting Engineers - MEP
- Dunaway Associates- Structural Engineers
- Square Peg Design - Signage & Wayfinding

Included in this package are profiles and/or portfolios for each of these partners. We will provide their individual financial proposals early next week under separate cover.

Wilson Associates has been creating beautiful interiors for nearly five decades. In fact, our designs can be found in many of the world's most iconic destinations, and we are excited to add a flagship location for the Truluck's Restaurant Group as one of them. Our design approach centers on creating elements that make each project unique and exclusive in order to build one-of-a-kind experiences that are authentic, relevant, accomodating and beautiful...always beautiful.

We strongly believe that we can offer unrivaled opulence as well as operational efficiency, which we understand are both high priorities for this important project. We have curated a select group of innovative and passionate designers led by Michael Crosby—a principal at Wilson Associates, and an award-winning and internationally celebrated Design Director. Each designer was selected based on his or her unique talents and skills in consideration of how they will complement and strengthen the Truluck's design team.

The following pages introduce the Dallas-based staff we propose for this project, a focused portfolio of work relevant to your project, a summary of our understanding of the scope of work, as well as the services we provide and our proposed fee. For your information, the

amount we propose for this project is based on a fixed fee for Interior Design Consultancy + and additional eight percent (8%) for the management and direction of the specialty consultant team.

Again, thank you for your consideration and we look forward to working with Truluck's Restaurant Group on this exciting project! If you have any questions about this proposal, please do not hesitate to reach out to Diana Dubois at ddubois@wilsonassoc.com.

Sincerely,

**Darrell Long**

Design Principal / Regional Managing Director - Southwest US

CC: Lela Richardson, Wilson Associates
Jennie Bowman, Wilson Associates
Diana Dubois, Wilson Associates

OUR VISION **At Wilson Associates, we seek to redefine the creative design industry by inspiring, enriching and engaging the human experience.**

OUR PURPOSE

We create experiences that invigorate the soul.

OUR MISSION

We understand the value of time to our clients and guests, which drives us to innovate design solutions that foster profound engagement.

WE VALUE

Stretching Boundaries

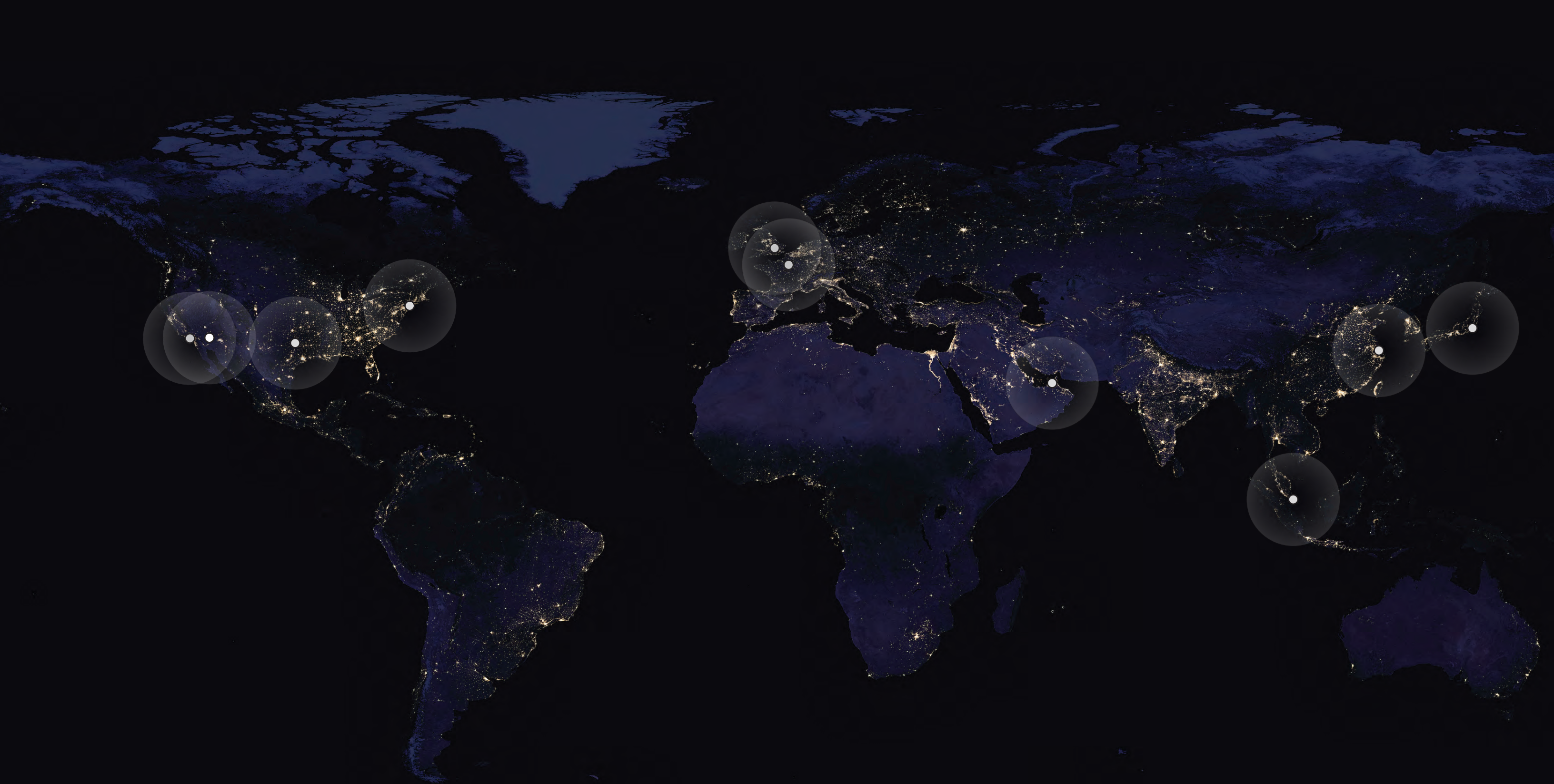
Insatiable Curiosity
Global Innovation
Multicultural Influence
Fearlessness

Meaningful Relationships

Enthusiasm
Collaboration
Authenticity
Engagement

Resilience Thinking

Embracing Change
Courage
Credibility
Confidence



/// WILSON ASSOCIATES

10 STUDIOS WORLDWIDE

Wilson Associates is a collection of global studios and design-minded creatives providing interior architectural design, architecture, art consultancy, concept development, branding and food & beverage design.

LOS ANGELES

LAS VEGAS

DALLAS

NEW YORK

LONDON

PARIS

DUBAI

SINGAPORE

SHANGHAI

TOKYO



INTERIOR DESIGN[®]

Global Hospitality Giants

Our holistic approach to interior architectural design is expressed through a range of services and project types.

Services

Interior Design
Food & Beverage Design
Architectural Design
Lighting Design
Signage & Graphics
Art Consultation

Project Types

Hotels
Resorts
Food & Beverage
Luxury Residential
Spa & Wellness
Commercial



A modern restaurant interior with a curved wall, tables, and a display case. The scene is dimly lit with warm ambient lighting and starburst ceiling lights. On the left, there is a long display case filled with various pastries or breads. In the foreground and middle ground, several tables are set with white tablecloths and chairs. The background features a curved wall with vertical panels and a large window on the right side showing a cityscape at night.

75 Industry Awards
in the last 5 years

30 Gold Key Awards



**Over 200 employees
speaking 30+ languages**

Contents

Relevant Experience

Le Lepin - City of Dreams, Macau, China

Mahanakhon Skybar, Bangkok, Thailand

Flora Street Cafe, Dallas, Texas, USA

MO Bar at the Mandarin Oriental Marina Bay Sands, Singapore

Fairmont Qasar Istanbul, Istanbul, Turkey

Project Team

How We Work

Project Organization

Curriculum Vitae

Project Understanding

Introduction

Scope of Work

Scope of Services

Recommended Consultants

Consultant Fee Summary

Next Step Design - Foodservice Consultants

Yui Design - Foodservice

GMLD - Lighting Design

Blum Consulting Engineers - MEP

Dunaway Associates - Structural

Square Peg Design - Signage

Compensation

Design Fees

Payment Terms

Appendices

Relevant Experience

Food & Beverage

Le Lepin - City of Dreams, Macau, China

Mahanakhon Skybar, Bangkok, Thailand

Flora Street Cafe, Dallas, Texas, USA

MO Bar at the Mandarin Oriental Marina Bay Sands, Singapore

Fairmont Qasar Istanbul, Istanbul, Turkey



Le Lapin

Macau, China

Le Lapin (The Rabbit) is a modern French restaurant located in the Macau Science Center, a distinctive conical-shaped building designed by renowned architect I.M. Pei.

Influenced by the venue's circular form, the owner's Chinese Zodiac (the rabbit), and Macau's status as an intersection between East and West, the design team arrived at this richly layered design narrative—the Chinese fairy tale of the Jade rabbit in the moon.

In Chinese folklore, the rabbit is the companion of the moon goddess. This relationship fueled every element of the design, from the entryway to the private dining rooms and restrooms. Lunar references are rich throughout the restaurant as are depictions of Monsieur Rabbit—the protagonist of this story. He is a French sophisticate, a wine aficionado and a bit of cad whose illustrated identity is based on turn-of-the-century French lithographs.

Scope of Work

- Interior Design
- Overall Brand Identity
- Logo
- Menus
- Collateral
- Signage
- Wine labels





Le Lapin French Restaurant - Macau, China



Le Lapin French Restaurant - Macau, China



Le Lapin French Restaurant - Macau, China



Le Lapin French Restaurant - Macau, China



Mahanakhon Skybar

Bangkok, Thailand

Situated on the 76th and 77th of King Power Mahanakhon, this venue serves as a restaurant, elegant bar, and entertainment space. The new sky-high dining destination offers up to 360-degree panoramic views of the city and intend to become an instant destination for both locals and far-away travelers.

Marrying French elegance with Thai culture, Mahanakhon Bangkok Skybar's design offers an intimate spot for neighbors and visitors alike to grab a drink or bite to eat.

Leveraging a warm and natural color and material palette for the interiors, the design team drew inspiration from bespoke Haute Couture, balancing refinement with the durability required for the space's dynamic range of programming.

Outdoors, the scheme for the terrace plays on the concept of an urban jungle, surrounding guests in abundant greenery to evoke the feeling of a forest in the sky.

Project Type

ID New Build

Scope of Work

- Indoor - 130 seats (3,595 SF)
- Outdoor Terrace - 82 seats (2,282 SF)
- Bar
- Restrooms

Completed

2019



Mahanakhon Skybar - Bangkok, Thailand



Mahanakhon Skybar - Bangkok, Thailand



Mahanakhon Skybar - Bangkok, Thailand



Mahanakhon Skybar - Bangkok, Thailand



Flora Street Café

Dallas, Texas, USA

Now closed, acclaimed chef Stephan Pyles wanted Flora Street to be a respectful nod to its Dallas Arts District location. The space was adorned by masterful works of art throughout, including a colorful “curtain” textile by U.S. artist Tim Harding. From afar, the piece appears to be a painting, yet upon closer inspection it is created from thousands of pieces of cut silk fibers the artist has woven together. At the time of its commission, it was the largest piece the artist had created, adding a vibrant backdrop to the space.

Another work featured at Flora Street was the Shylight, a beautiful, unfolding kinetic light that blooms like flowers. The moving art installation feels alive because of unpredictable, unusual-looking movements: it descends to blossom in all its glorious beauty, to subsequently close and retreat upward again. Shylight is created from many layers of silk, which cause it to move with the grace of a dancer. The movement of the lights can be controlled to the millimeter to create subtle choreography.

Project Type

Interior Design Consultancy

Scope of Work

- Show Kitchen
- Dining Room
- Bar
- Private Dining
- Restrooms

Completed

2016



Stephan Pyles Flora Street Cafe - Dallas, Texas USA





Stephan Pyles Flora Street Cafe - Dallas, Texas USA



Stephan Pyles Flora Street Cafe - Dallas, Texas USA





MO Bar

Mandarin Oriental Marina Bay Sands, Singapore

Tasked with renovating the bar area at the Mandarin Oriental Marina Bay Sands, Wilson Associates has created a luxurious, yet multi-functional, bar and lounge. MO Bar offers high-tea in the afternoon and cocktails in the evening. The design inspiration for this project comes from Malaysian tribal culture—orang laut, in particular—which in Malay means “sea nomads.” This ethnic group is known for living almost entirely at sea for centuries at a time and are some of the last true nomads of the ocean. The design team explored ways to showcase the sea nomads’ way of life, featuring the relationship with the water, as well as local tales of the ocean, moon and stars.

The team brought in natural materials like plants and fauna, which are embedded into the resin of the coffee tabletops to create a rustic, yet refined feel. Ceiling lattice and movable lattice screens inside the VIP areas, and the wave-like materials at the counter of the main bar are based on nomadic tribal tattoo patterns. Sourced from New Zealand, China, and Europe, the artwork shares global-inspired themes that complement the overall design aesthetic.

Project Type
ID Renovation

Scope of Work

- 7,534 SF
- Restrooms

Completed
2019



MO Bar at the Mandarin Oriental Marina Bay Sands- Singapore



MO Bar at the Mandarin Oriental Marina Bay Sands- Singapore



MO Bar at the Mandarin Oriental Marina Bay Sands- Singapore



MO Bar at the Mandarin Oriental Marina Bay Sands- Singapore



Fairmont Quasar Istanbul

Istanbul, Turkey

As part of the Interior Design Consultancy for the new Fairmont Quasar Istanbul, Wilson Associates was charged with creating modern and stylish interiors for the hotel's five F&B venues.

Project Type

ID New Build

Scope of Work

- Aila – A Turkish-style “ocakbaşı” grill and live mezze kitchen, with a spice library and bar for a modern spin on classic cuisine;
- Stations – An atmospheric restaurant, capturing the legacy of the old liquor factory and providing casual dining throughout the day;
- Demlique – An exquisite café with dark-wood herringbone floor and distinctive geometric ceiling, celebrating the Turkish tradition of tea and coffee with sweet pastries and freshly baked bread;
- The Marble Bar – At the heart of the hotel, a legendary lobby bar where guests can partake in the art of the perfect cocktail; and
- Ukiyo – Located on the terrace, with Asian-inspired cuisine and inspiring Bosphorus views – the pinnacle of summer style.

Completed

2017







Fairmont Quasar Istanbul - Istanbul, Turkey











Fairmont Quasar Istanbul - Istanbul, Turkey







Fairmont Quasar Istanbul - Istanbul, Turkey

Project Team

How We Work

Project Organization

Project Team CVs

How we work.

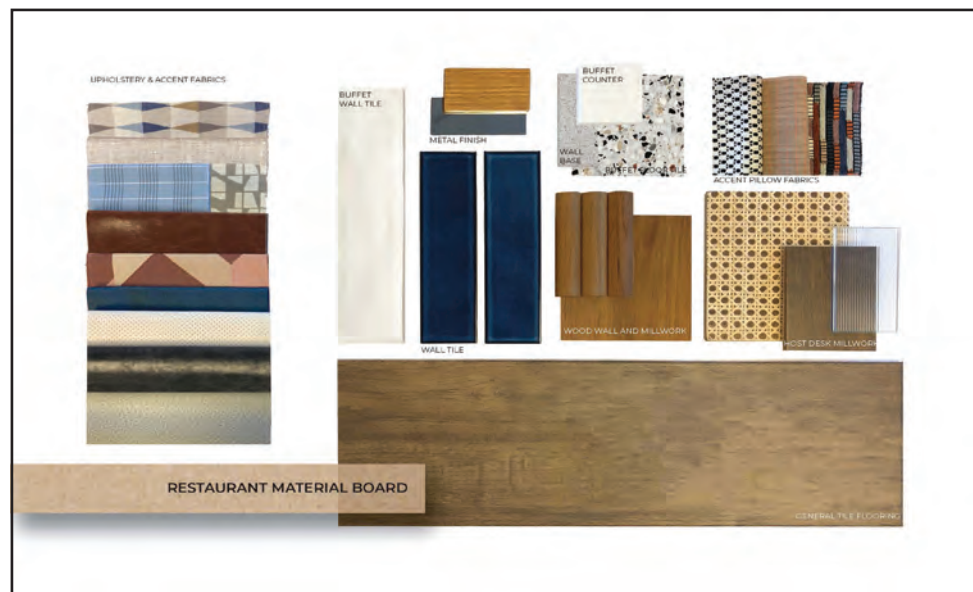
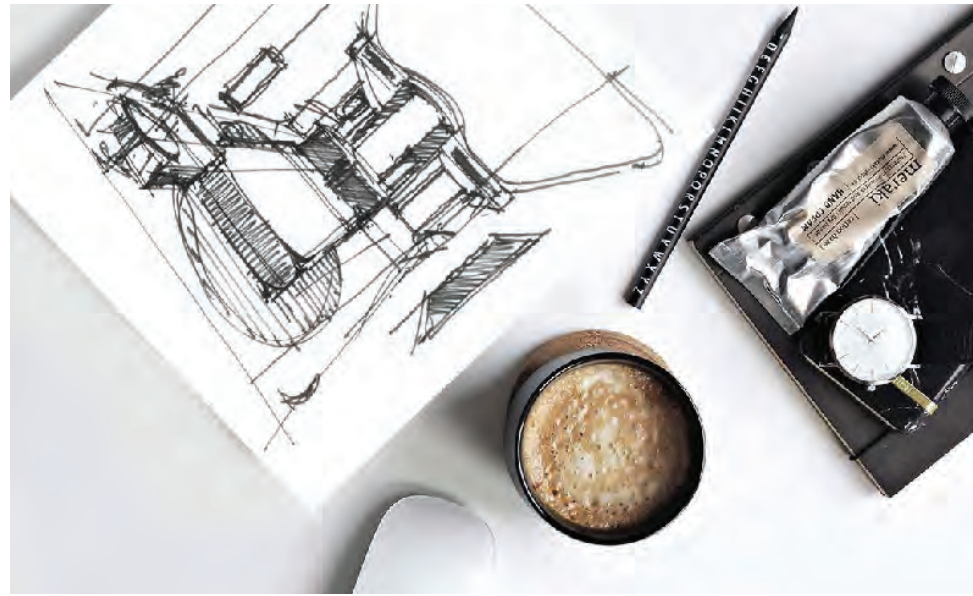
Teamwork


Teamwork is the basis of our success. Brainstorming together allows us to challenge each other, mentor junior team members, and push the creative process to our maximum capacity.

From plans to details to design presentations, designers are assisted in all aspects of the design process and are made aware of the myriad different external factors which are involved in the company.


Generosity of spirit from all is needed to make our process successful and we feel we are surrounded by team members with the best of intentions at heart.

Being challenged and challenging your creative colleagues—at all levels—is fundamental to achieving great results.







Darrell Long
Design Principal /
Regional Managing Director




Michael Crosby
Principal, Design Director




Lela Richardson
Operations Director,
Senior Project Designer




Connie Jackson
Project Director



Michael Lawless
Project Manager - F&B



Marc Ciafardini
Senior Designer



Madison Mayberry
Associate Designer

Wilson Associates
Design Support

Wilson Global In-Sourcing
Production • Graphics • Specifications Support

Curriculum Vitæ



“Learn the rules like a pro so that you may break them like an artist.” – Picasso

Darrell Long

Design Principal

Regional Managing Director

Darrell has practiced interior design for 25 years. On a day-to-day basis, Darrell oversees the design direction of all projects all the while leading a creative and dynamic regional design team. Darrell has a wealth of hospitality design experience on both the creative and technical side of design. He questions the normal hospitality design status quo and provides his clients with unique solutions that achieve their goals.

Additionally, his well-rounded, well-spoken and professional design acumen, coupled with his proven track record of designing and managing complex projects has built him a solid reputation with clients who seek design quality and innovation. Darrell’s extensive design experience includes hospitality, retail and recreation. Some recent notable projects include the highly touted Dream Resort in Palm Springs, California, 8950 Sunset Hotel in West Hollywood, California, The Curio in Universal City, Hollywood CA, Hilton’s new Brand Design Narrative, the JW Marriott in Doha, Qatar, the Hilton Bueno Park in Orange County California, and the Hilton Wenchang Resort in Wenchang, China, and the Niccolo Hotel in Chongqing, China.

Wilson Associates: 2019–Present

Education

Old Dominion University
Norfolk, Virginia
Bachelor of Fine Arts Studio Fine Art

Virginia Commonwealth University
Richmond, Virginia
Bachelor of Architecture/Interior Environments

Languages

English

Project Experience

Caesars Entertainment, Harrah’s New Orleans Expansion and Renovation, New Orleans, Louisiana, USA
The Banc, Irvine, California, USA
OUE Renovations, Los Angeles, California, USA
Hilton Resorts World, Las Vegas, Nevada, USA
Sierra Point Brisbane Bay Hotel Development, Brisbane, California, USA
Hilton LA West-side, Los Angeles, California, USA
801 S. Hope Street, Los Angeles, California, USA

Previous Experience

Dream Palm Springs, Palm Springs, California, USA
Le Meridien, Garden Grove, California, USA
Curio Universal Studios, Hollywood California, USA
Hilton Westside, Culver City, California, USA
Niccolo Chongqing, Chongqing, China
Hilton Brand Narrative, Hilton International, McClean, Virginia, USA
Hilton at the Source, Buena Park California, USA
8950 Sunset Blvd, West Hollywood California, USA
Hilton Resort Wenchang, Wenchang, China
Baha Mar Grand Hyatt F&B, Bahamas
JW Marriot, Doha, Qatar
Sheraton Resort Al Muntazah, Sharjah, UAE
Sheraton City Center, Sharjah, UAE
Al Wasat Hotel and Resort, Abu Dhabi, UAE
Kingdom Resort, Shanghai, China



Niccolo Chongqing, Chongqing, China



8950 Sunset Blvd, West Hollywood California, USA



Dream Palm Springs, Palm Springs, California, USA



“In architecture and design, be it a building or a product, the classical principles of scale, proportion, detail and function all need to be in equilibrium. Those foundations are the key ingredients to great design, whether traditional or modern.”

Michael Crosby

Design Director, Principal

As Design Director and Principal, Michael is responsible for conceptualizing the design intent for the entire project. He creates a holistic design concept that adheres to the client’s criteria, taking into account the project’s location, history and cultural context.

Michael is involved in each stage of the design process, working closely with the project team to ensure the integrity and direction of the project remain intact.

Born and raised in Africa, Michael is a second-generation architect. His 32 years of professional experience began as a student of his father, who taught him the beauty of detailing drawings and the power of a hand sketched design.

Today, Michael’s whimsical sketches are nearly as famous throughout the design industry as the extraordinary interiors he creates.

Wilson Associates: 1996 - Present;
Professional Experience: 33 years

Education

University of Cape Town,
Cape Town, South Africa
Bachelor, Architecture

University of Cape Town,
Cape Town, South Africa
Bachelor, Architectural Studies

Languages

English
Afrikaans
French (basic)

Awards

2018 US News and World Report. Montage Kapalua Bay, Maui, Hawaii. Number 1 on Maui.

2016 Africa’s Leading Luxury Train—World Travel Awards Zanzibar, Tanzania: Winner The Blue Train, South Africa

2015 Best New Restaurant on Maui—13th Annual Aipono Restaurant Awards: Winner Cane and Canoe Restaurant, Maui, Hawaii

2013 Best Hotel Interior (Americas)—International Property Awards: Winner Dorado Beach, a Ritz-Carlton Reserve, Dorado Beach, Puerto Rico

2013 Project of the Year—Urban Land Institute (ULI) Vision Awards, Winner Dorado Beach, a Ritz-Carlton Reserve, Dorado Beach, Puerto Rico

Project Experience

Beau Rivage Resort & Casino, Biloxi, Mississippi

Bin Omeir Villa, Abu Dhabi, UAE

The Blue Train, Johannesburg, South Africa

Chancellor’s House Hotel, Oxford, Mississippi

Conrad Marrakech, Marrakech, Morocco

Continuum South Beach Condominiums, Miami, Florida

Don Adam’s Gulf Stream 550 Jet (with Gulf Stream Design Studio), Bryan, Texas

Dongshanghai Haiyan Resort, Huidong, China

Dorado Beach - A Ritz-Carlton Reserve, Dorado, Puerto Rico

Four Seasons Hotel Cairo at the First Residence, Cairo, Egypt

Four Seasons Hotel Riyadh at Kingdom Centre, Riyadh, Saudi Arabia

Four Seasons Resort Nevis Beach Restaurant & Spa, Nevis, West Indies

Foxwood Resort Casino, Mashantucket, Connecticut

Grand Lucayan, Grand Bahama Island, Bahamas

Harbour Village Beach Club Bonaire, Bonaire, Dutch Caribbean

Hilton Cairo Maadi, Cairo, Egypt

Las Ventanas al Paraíso - a Rosewood Resort, Los Cabos, Mexico

Le Coco Beach, Poste de Flacq, Mauritius

Mandarin Oriental Costa Rica, Playa Manzanilla, Costa Rica

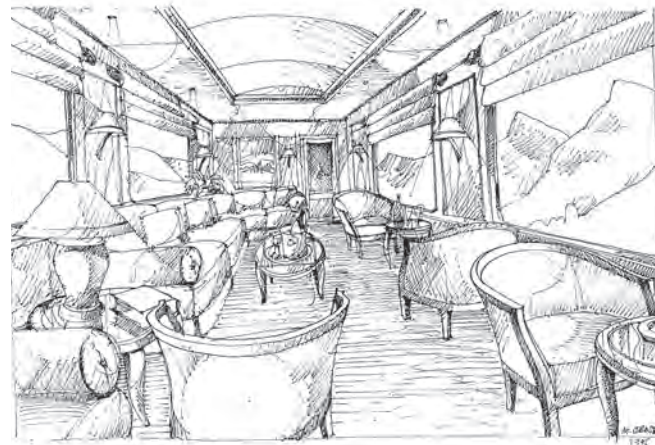
Molasses Reef - A Ritz-Carlton Reserve, West Caicos, British Virgin Islands

Montage Beverly Hills - Bar Lounge, Beverly Hills, California

Montage Kapalua Bay, Maui, Hawaii

Oprah Winfrey Leadership Academy for Girls, Henley on Klip, South Africa

The Venetian Macau, Macau, China;



Blue Train Bar Lounge, South Africa



The Venetian Macau, Macau, China



Dorado Beach, a Ritz-Carlton Reserve, Puerto Rico

Michael Crosby

Design Director, Principal

Continued Project Experience

- The Palazzo, Las Vegas, Nevada
- Private Residence, Beijing, China
- Private Residence, Dallas, Texas
- Private Residence, Nevis, West Indies
- Private Residence, Washington, D.C.
- Private Villa, Abu Dhabi, UAE
- Quincy Jones Residence, Bel Air, California
- Rancho Bernardo Inn, San Diego, California
- The Ritz-Carlton Pentagon City, Washington, D.C.
- The Ritz Carlton Saadiyat Beach Resort, Abu Dhabi, UAE
- Rosewood Little Dix Bay, Virgin Gorda, British Virgin Islands
- Royal Island, Eleuthera, Bahamas
- The Royal Livingstone, Victoria Falls, Zambia
- The Sandalwood Estates, Shanghai, China
- Sands Casino Macau, Macau, China
- Sheldon Adelson's Boeing 747 SP Private Jet, Las Vegas, Nevada
- Sofitel Mexico City, Mexico City, Mexico
- Stephen Pyles Restaurant (Sketches), Dallas, Texas
- St. Johns Wood Square Competition, London, England
- St. Regis Los Cabos, Los Cabos, Mexico
- Sugar Beach, Wolmar, Mauritius
- Surf & Sand Resort, Laguna Beach, California
- Swiss Chalet-Azerbaijan, Country Side, Azerbaijan
- Theatre 5 Casino, Sands Cotai Central, Macau
- Timbers Kiawah, Kiawah Island, South Carolina
- Timbers Resort Kauai, Lihue, Hawaii
- The Venetian, Las Vegas, Nevada
- The Venetian Macau, Macau, China

- The Village Town Center, Dallas, Texas
- Woods Hole Golf Club, Falmouth, Massachusetts
- Zimbali Forest Lodge, KwaZulu-Natal, South Africa

Publications

- Inspired design, "Storytellers," Summer 2018.
- Architect's Choice (UK), "Architect Profile," November 2017.
- Refined Travelers, "Award-Winning Architect on the Future of Sustainable Design," November 2017.
- Jiefang Daily (Shanghai), "Hand Sketch" Cover Article, September 2016.
- What Clients Want, Vol. 2, Dorado Beach, a Ritz-Carlton Reserve, May 2014.
- Dorado Beach, Lifetime, December 2011.
- Hospitality Design, "Barefoot Elegance," Dorado Beach, a Ritz-Carlton Reserve, August 2013.
- Hospitality Design, "Perspective Places: Macao," Michael Crosby, November 2012.
- O, The Oprah Magazine, Oprah Winfrey Leadership Academy for Girls, January 2007.
- Architectural Digest, "An African Oasis

Bathed in the Spray of Victoria Falls," The Royal Livingstone, November 2002.

Architectural Digest, "The Blue Train- Traversing Southern Africa in Five Star Style," October 2002.

Speaking Engagements

- 2019. Panel discussion: "Disaster Relief - Rebuilding the Caribbean," HD Expo, Las Vegas, Nevada
- 2018. Panel discussion: "Face to Face in a Designed Space, with Wilson Associates," BDN, New York, New York
- 2013. Panel discussion: "Caribbean Luxury," HD Boutique Expo, Miami, Florida



“Find what inspires you and live it.”

Lela Richardson

NCIDQ
Operations Director,
Senior Project Designer

As senior project designer, Lela is responsible for conceptualizing the design intent of the entire project. Lela's vast experience in the hospitality interior design industry has resulted in acclaimed properties across the globe for well-known brands such as Renaissance, The Ritz-Carlton, Hilton, InterContinental and more.

Lela is an expert in FF&E and an intrepid explorer. She is passionate about creating interesting color palettes and spaces filled with unexpected textures and finishes. She is a licensed interior designer and graduate of the Savannah College of Art & Design, where she received a Bachelor of Fine Arts in interior design, and Florida Southern College, where she earned an MBA in international business.

2018–Present

Education

Florida Southern College,
Lakeland, Florida
Master of Business Administration, International
Business

Savannah College of Art & Design,
Savannah, Georgia
Bachelor of Fine Arts

Language

English

Professional Accreditations

NCIDQ

Project Experience

Dongshanhai Haiyan Resort, Huidong, China

Fairfield Residence - Totem Lake, Kirkland,
Washington

Four Seasons Jackson Hole, Teton Village, Wyoming

Hilton Makkah Convention Hotel, Makkah, Saudi
Arabia

InterContinental Hotel Jeddah, Jeddah, Saudi Arabia

The Ritz Carlton Pentagon City, Arlington, VA

The Ritz Carlton Saadiyat Beach Resort, Abu Dhabi,
UAE

St. Regis Macao, Cotai, Macau

Westin Houston Oaks, Houston, Texas

The Village Town Center - Anise Restaurant, Dallas,
Texas

Previous Experience

Augusta Country Club, Augusta, Georgia

The Bohemian Savannah Riverfront, Savannah,
Georgia

Cherokee Country Club, Atlanta, Georgia

Columbia Place Condominiums, Savannah, Georgia

Country Club of Buffalo, Buffalo, New York

Dubai Towers - Dubai Lagoons, Dubai, UAE

Forsyth Park Restaurant, Savannah, Georgia

Gaylord Opryland New All-suite Hotel Tower, Nashville,
Tennessee

Gaylord Opryland, Nashville, Tennessee

The Georgia Dome, Atlanta, Georgia

Georgia Tech Hotel, Atlanta, Georgia

Grand Bohemian St. Petersburg, St. Petersburg, Florida

Hilton Milwaukee City Center, Milwaukee, Wisconsin

Hyatt Regency Long Island, Hauppauge, New York

JW Marriott, Kazakhstan, Almaty, Kazakhstan

Market House Restaurant, Lake Forest, Illinois

Marriott Boulder, Boulder, Colorado

Marriott Wardman Park, Washington DC

Mission Hills Country Club, Kansas City, Kansas

The Piedmont Club, Spartanburg, South Carolina

Pfister Hotel, Milwaukee, Wisconsin

Pier 2062, San Francisco, California

Renaissance - Ft. Lauderdale, Ft. Lauderdale, Florida

The Ritz Carlton - Toronto, Toronto, Ontario

Sheraton Cypress Creek, Ft. Lauderdale, Florida

Solis Lusail, Lusail, Qatar

W Hotel Buckhead, Atlanta, Georgia

Westin Chattanooga, Chattanooga, Tennessee

Westin Houston Galleria, Houston Texas

Wynlakes Country Club, Montgomery, Alabama

Curriculum Vitæ

2/2



The Ritz Carlton Saadiyat Beach Resort - Spa, Abu Dhabi, UAE



Dongshanhai Haiyan Resort - Lobby, Huidong, China



Dongshanhai Haiyan Resort - Sand Bar, Huidong, China

Lela Richardson

NCIDQ

Senior Project Designer

Publications

Hotel New Now, "From sales to tech: Predictions for 2019," Danielle Hess, January 2019.

Lodging News, "Five Hospitality Designers on Pantone's Color of the Year and 2019 Trends" Kristine Killion, December 2018.

Accom News, "Australia, :See what defines 2019 accom design," Danielle Hess, June 2018.

Hotel News Now, "Contrasting colors, natural hues to define 2019 design," Danielle Hess, June 2018.

Curriculum Vitæ

1/2



“The secret to success is good leadership, and good leadership is all about making the lives of your team members or workers better.”.

Connie Jackson

*ASID, IDCEC, NCIDQ Certified,
Licensed Registered Designer in Texas,
Louisiana and Florida
Senior Project Director*

Connie’s 40-year career at Wilson Associates is defined by her reputation for creativity, integrity and client service excellence. As Senior Design Director, she has led an impressive list of projects at high-profile properties.

Connie is described as energetic, determined and dedicated, not only in her professional endeavors, but in all aspects of her life. Her civic and volunteer engagements include 13 years as a Commissioner on the Planning & Zoning Board in Rockwall, Texas; Board of Directors’ member and chairman of the Family Selection Committee at Habitat for Humanity; and Member of the Texas Christian University Design Advisory Board.

Connie has a Bachelor of Science Degree in Interior Design. She is a licensed Interior Designer In Texas, Louisiana and Florida. In her spare time, Connie enjoys travel, golf and gardening. She and her husband have traced their family genealogy back to the American Revolution and they are currently documenting their ancestry to be recognized as Mayflower descendants.

1979–Present

Education

Texas Christian University,
Fort Worth, Texas
Bachelor of Science, Interior Design

Languages

English

Professional Accreditations

ASID 22685
IDCEC 21-00003792
Licensed Registered Designer:
• Texas 1433
• Louisiana 1366
• Florida ID5039
NCIDQ Certificate #3773

Project Experience

Arizona Biltmore, Phoenix, Arizona
AT&T Education & Conference Center, Austin, Texas
Burnett Oil, Fort Worth, Texas
Euro Disneyland - Davy Crockett Park, Paris, France
Euro Disneyland - Sequoia Lodge, Paris, France
Euro Disneyland - Santa Fe Hotel, Paris, France
Euro Disneyland - Cheyenne Hotel, Paris, France
First National Bank (Downtown Branch), Lubbock, Texas
Fort Worth Zoo, Fort Worth, Texas
Gaylord Texan Resort & Conference Center, Grapevine, Texas
Golf Club of Oklahoma, Broken Arrow, Oklahoma
Grand Hyatt DFW, Dallas/Fort Worth International Airport, Texas
Good Shepherd Medical Center, Longview, Texas
Hilton Americas, Houston, Texas
Hyatt Classic Residence, Palo Alto, California
Hyatt McCormick Place Hotel, Chicago, Illinois
Hyatt Regency Hill Country Resort, San Antonio, Texas

Inn of the Anasazi, Santa Fe, New Mexico
Ken Batchelor Cadillac, San Antonio, Texas
Lone Star Simulcast Building, Grand Prairie, Texas
Marriott Grand Lakes Vacation Club, Orlando, Florida
Meadows Foundation, Dallas, Texas
Montage Hotel at Palmetto Bluff, Palmetto Bluff, South Carolina
Park Place Motor Cars - Jeep Division, Dallas, Texas
Rancho Las Palmas, Palm Springs, California
Renaissance at Hudson’s Bay Centre, Toronto, Canada
Sewell Buick, GMC, Dallas, Texas
Sewell Cadillac, Dallas, Texas
Sewell Cadillac, Houston, Texas
Sewell Infiniti, Dallas, Texas
Sewell Infiniti, Fort Worth, Texas
Sewell Lexus Body Shop, Dallas, Texas
Sewell Lexus, Dallas, Texas
Sewell Lexus, Fort Worth, Texas
Sewell Subaru, Dallas, Texas
Sewell Village Cadillac, Dallas, Texas
Trive Capital, Dallas, Texas
Walt Disney’s Caribbean Beach Resort, Orlando, Florida
Walt Disney’s Fort Wilderness Lodge, Orlando, Florida
Westin La Cantera Resort, San Antonio, Texas
University of Texas Golf Club, Austin, Texas

Curriculum Vitæ

2/2



Inn of the Anasazi,
Santa Fe, New Mexico



Montage Palmetto Bluff,
Bluffton, South Dakota



Burnet Oil, Fort Worth, Texas

Connie Jackson:

ASID, IDCEC, NCIDQ Certified,
Licensed Registered Designer in Texas,
Louisiana and Florida

Publications

Inspire Design, "First Look: Hilton Americas-Houston," June 2019.

Dallas Morning News, "Rockwall Zoning Official wins Habitat Design Duel," November 2011.

Dallas Morning News, Neighbor's Go, "Design Duel," November 2011.

Rockwall County News "Rockwall Planning and Zoning commissioner featured in Dallas' Design Duel," November 2011.

New Look, "Connie Jackson, Project: Hyatt Regency Clearwater Beach Resort & Spa," March/April 2010.

NEWH, "Who's Who," March 2009.

Dallas Business Journal, "Executive People: Public Eye," January 2009.

Hotel Design, "2009 Color Forecast," October 2008.

Park Cities People, "Design for the Rest of Your Life: Hyatt Classic Residence," July 2007.

D Home, "The Best of the Best," Connie Jackson named in the 29 best local contract designers. February 2006.

Hotel Business, "Architects/Designers See Light At End of Tunnel," August/September 2003.

Speaking Engagements

"Context," Fay Jones School of Architecture Lecture Series, University of Arkansas, October 2011.

Point of Excellence Awards Luncheon, 1990-2015.

Project Team

Curriculum Vitæ



Michael Lawless

Project Manager

With an emphasis on hotels, gaming, and corporate food service facilities, Michael has worked on projects worldwide. Michael helps create branded hospitality environments across the globe, which are rooted in strategic market research. His research informs the food & beverage concept, interior design scheme and overall brand identity. He allows clients to capitalize on the trends and opportunities in the market to ensure their restaurant and/or bar is not only a beautiful space, but also a successful business venture.

Education

Cornell University
School of Hotel Administration,
BSc Hotel Administration

Project Experience

Anantara Resort & Spa, Ras Al Khaimah, UAE
Borrett Road, Hong Kong
Carlton Cannes, Cannes, France
Chica Restaurant, Las Vegas, Nevada
Club Med Tomamu, Hokkaido, Japan
Conrad Doha, Doha, Qatar
F&B Outlet, Tempe, Arizona, USA
Grand Marina InterContinental, Abu Dhabi, UAE
Hilton OPEN Prototype, Asia Pacific
Huafa Sales Center, Wuhan, China
Italian Restaurant, Macau, China
Marriott Doha, Doha, Qatar
Movenpick Coffee & Wine Lounge Prototype
Ritz Carlton Saadiyat Island, Abu Dhabi
Satellite Steakhouse, Macau
Sofitel Mexico City, Mexico City, Mexico
Sofitel New York, New York City, New York, USA
St. James Point Grand Cayman, Grand Cayman, Cayman Islands
The Village Town Center, Dallas, Texas, USA
Triptych, Miami, Florida, USA
Viceroy, Arzana
Viceroy, Minsk
Viceroy Yas Island, Abu Dhabi, UAE
IHG Grand Marina, Abu Dhabi UAE
Ritz Carlton Saadiyat, Abu Dhabi UAE
Raffles City, Chongqing, China
North Palace, Macau
The Conservatory, Macau
Jiang Nan, Macau
Canopy, Nashville TN, USA
Canopy, Charlotte NC, USA
Cipresso, Tampa FL, USA
SG Brewery, Beijing, China
Kimpton, Sanya, China
Chica, Las Vegas NV, USA



CHICA Restaurant at The Venetian Las Vegas, Las Vegas, USA



Cipresso at Seminole Hard Rock Tampa, Tampa, Florida, USA



Curriculum Vitæ



*“Anything worth doing, is worth doing right.”
–Hunter S. Thompson*

Education

Oklahoma State University,
Stillwater, Oklahoma
Bachelor of Arts, Design, Housing & Merchandising

Marc Ciafardini

NICDQ, TBAE
Senior Designer

As Senior Designer, Marc is responsible for conceptualizing the design intent of his projects. He pays close attention to the location, history and cultural context of every job, and looks for unique elements to help make the property a one-of-a-kind experience.

He is also skilled at designing and detailing millwork/case goods. His software expertise includes CAD, Sketch Up, Photoshop, video editing and Revit.

Marc enjoys collaborating and coordinating with other trades and consultants—which inspired him to launch “Creatives on Creatives.” The series, which profiles artisans, tradespeople and designers from other industries, is featured on Muse, the Wilson Associates blog (muse.wilsonassoc.com).

Away from the studio, Marc is the founder and editor of GoSeeTalk.com, a Dallas-based entertainment website that hosts reviews, interviews and film festival coverage. He has also contributed content to The Hollywood Reporter. In addition to movies, he is a big music fan and is working on expanding his vinyl collection.

2013–Present

Professional Accreditations

NICDQ, TBAE

Project Experience

- CITIC Beijing Guoan Mansion, Beijing, China
- Hard Rock Hotel & Casino, Hollywood, Florida
- Neighborhood Services, Frisco, Texas
- The Niccolo Hotel, Changsha, China
- The Omni Frisco, Frisco, Texas
- Sands Macau, Macau, China
- TRIVE Capital, Dallas, Texas
- The Village Town Center, Dallas, Texas

Previous Experience

- Disney’s Port Orleans Resort - Riverside, Lake Buena Vista, Florida
- Enchantment Resort, Sedona, Arizona
- Hyatt Lost Pines Resort and Spa, Bastrop, Texas
- La Contessa, San Antonio, Texas
- Lansdowne Resort and Spa, Leesburg, Virginia
- Hilton El Conquistador, Tucson, Arizona
- Hilton Irvine, Irvine, California
- Hilton Houston NASA Clear Lake, Houston, Texas
- Hotel Derek, Houston, Texas
- Marriott Omaha, Omaha, Nebraska

Publications

- Hotel News Now, “How to Design Hotel Gyms to Motivate Guests,” March 2019.
- Restaurant Development + Design, Wine Bar, Restaurant Stand Out at Cowboy’s Headquarter’s Hotel,” August 2018.
- Hotel Business, “Ease of Use, Compatibility is Key,” February 2018.
- Building Design + Construction, “Six Trends Shaping Smart Hotels,” February 2018.



Neighborhood Services at the Omni Frisco, Frisco, Texas



The Village Town Center Mixed-Use Development, Dallas, Texas, USA



Seminole Hard Rock Hotel & Casino, Hollywood, Florida, USA

Curriculum Vitæ

Madison Mayberry

NCIDQ

Associate Designer

Education

University of Oklahoma,
Norman, Oklahoma
Bachelor, Interior Design (minors in Architecture and
Business)

Language

English

Professional Accreditations

NCIDQ

Project Experience

- Dongshanhai Haiyan Resort**, Huidong, China
- The Fairmont Hotel**, Washington DC, USA
- Hard Rock Hotel & Casino**, Hollywood, Florida , USA
- Hong Kong Evergrande Villa Residence**, Hong Kong
- The Niccolo Hotel Changsha**, Changsha, China
- Oliver Place**, Dallas, Texas, USA
- The Ritz-Carlton - Pentagon City**, Arlington, Virginia, USA
- Shenzhen QianHai Serviced Apartments**, Shenzhen, China
- Taikang Huiyuan Senior Living Community**, Hefei, China
- The Village Town Center**, Dallas, Texas, USA

Madison has a heart for hospitality design and a love of collaboration.

Madison joined the Wilson Dallas studio after graduating from the University of Oklahoma. She attributes her aspirations to work in hospitality design to her love for travel and her appreciation for how hotel and restaurant design can be a powerful arbiter of culture and experience for travelers.

Madison works hard to continuously cultivate her creative and technical skills. She is inspired by the colleagues and clients she has the opportunity to work with and learn from at Wilson, and believes that strong relationships are key to successful design.

One of her favorites aspects of working at Wilson is her exposure to a broad range of projects—from creating an identity for a local mixed-use development, to contributing to experiential and impactful interiors for luxury hotels and resorts around the world.

2017–Present



*“Let’s do what we love and do a lot of it.”
–Marc Jacobs*



Bar 93 - The Niccolo Hotel, Changsha, China



Premier Suite - Hard Rock Hotel & Casino, Hollywood, Florida



Taikang Huiyuan Senior Living Community, Hefei, China

Project Understanding

Introduction / Scope of Work
Scope of Services

Project Understanding

Introduction

Project Background & Scope

Wilson & Associates, LLC (“Designer”) — is pleased to present this proposal to Truluck’s (the “Client”) to provide interior design consultancy services (the “Services”) for the Truluck’s Uptown Flagship (the “Project”) located in Dallas, Texas, (“Location), under the terms and conditions noted herein.

Summary

Scope of Services

Phase 1	Concept Design
Phase 2	Schematic Design
Phase 3	Design Development
Phase 4	Interior Construction Documentation
Phase 5	Bid/Award + Construction Administration

Currency

All fees noted in this Proposal are expressed in U.S. dollars, unless otherwise noted are related to each hotel individually.

Travel Expenses

Reimbursable monthly by Client.

Proposal Validity

This Proposal shall remain valid for sixty (60) days from the date of Proposal.

Existing CAD Documents

Client shall provide existing current CAD documents of existing areas to be renovated.

Scope of Work

New Construction: Interior Design / FF&E

Two Story +/- 12,000 SF Restaurant

First level to include:

- Receiving area
- Hostess station
- Entry area
- Hostess station
- Receiving area
- Prep kitchen
- 1 main dish/steward area for entire restaurant
- 1-2 large party rooms
- A Monumental Stair design with 4-inch risers for an ease of use.
- 80-100 seat lounge/bar with a piano entertainer
- Public restrooms

Second level to include:

- Display show kitchen
- Small service bar
- Main dining area with approximately 50 tables
- 2-3 Private dining / VIP areas
- Public restrooms

Design to include:

- Guest elevators
- Wine room / Display

Project to include (but excluded from ID):

- Employee restroom / lockers
- 2 BOH offices
- Storage
- Service elevator
- Service stairs



Project Understanding

Scope of Services

Designer will provide interior design services according to the following phases of work. It is expected that some phases or design areas will proceed on varying schedules, and therefore shall be delivered and invoiced accordingly.

PHASE 1

Concept Design

The purpose of this phase will be to establish the image concept and design direction for the main interior spaces of the Project. During this phase Designer shall:

Services

- Coordinate with the Client and related consultants to establish the following:
 - Site and local codes (as advised by the project architect).
 - Guest Profile.
 - Architectural vision of the project.
 - Preferred suppliers and manufacturers.
 - Budget and schedule.
 - Method of tendering and procurement.
 - Work with the Client to define the “vision” for the project.
- Review the Architect’s space planning for suitability with the goals and priorities developed with the Client. Provide up to two (2) options of space planning refinements for Client’s approval. Major re-planning is excluded from Designer’s scope and can be provided with compensation charged at Designer’s hourly rates noted herein.

Designer shall not be responsible for delays to the Project as a result of any revised space planning schemes, and any such approved scheme shall extend Designer’s schedule accordingly.

Deliverables

- Concept Design booklet to include:
 - Overall design narrative
 - Design concepts depicted through mood imagery
 - Suggested space planning refinements (if any)
- Area Program Summary
 - One slide reflecting total gross restaurant areas included in the scope of work
- Area Program Plans
 - Color-coded to identify primary program locations

Meetings

Two (2) Meetings total, four (4) designers total:

- 1) Kick off meeting, two (2) designers.
- 2) Presentation 100% Concepts, two (2) designers.



Project Understanding

Scope of Services

PHASE 2

Schematic Design

Upon Client's written approval of Phase 1, Designer shall proceed with the Schematic Design phase. The purpose of this phase is to further refine and develop the approved Concept Design direction into a Schematic presentation for Client and operator approval.

Services

- Prepare a preliminary presentation for the purpose of establishing a design direction with the Client. This presentation includes preliminary floor plan studies and reflected ceiling plans (RCP).
- Develop preliminary FF&E selections and elevations as required in sketch format.
- Provide "visuals," either in the form of sketch vignettes, key elevations or CGI renderings.
- Review and comment on planning and documentation by Architect and other consultants for compliance with the goals established in the Concept Design phase.
- Provide initial coordination with project architect regarding base building, MEP, and/or structural constraints, etc.
- Provide coordination with specialty consultants such as lighting designer, A/V, artwork consultant, signage & wayfinding, etc.
- Re-evaluate project schedule and associated milestone dates.
- Develop preliminary FF&E budget.

Deliverables

- Preliminary drawing and specification schedule.
- Color and material boards
- Scaled floor plans with preliminary furniture layouts and indicating flooring design.
- Initial schematic reflected ceiling plans.
- Perspective renderings of all primary spaces that are required to describe the space in three dimensions, professionally rendered and indicating the quality of material textures, colors, and the intended lighting of the space.
- Secondary Vignettes may be provided to add clarity on design intent.

Meetings

Two (2) meetings, four (4) designers total:

- 1) 50% Schematic Design Presentation, two (2) designers.
- 2) 100% Schematic Design Presentation, two (2) designers.



Project Understanding

Scope of Services

PHASE 3

Design Development

Upon Client's written approval of Phase 2, Designer shall commence with the Design Development phase. The purpose of this phase is to develop the technical package for coordination with related consultants by preparing the interior CAD drawings and finalizing FF&E selections.

Services

- Provide Design Development drawings to describe overall design intent. Drawings shall be in sufficient detail for preliminary pricing and coordination with related consultants.
- Finalize the selection of all FF&E to be used. Present developed design to Client for review and approval. If revisions are required, they will be incorporated into the design and presented for final approval in loose format.
- Provide design intent and locations for the artwork and accessories, all of which are to be finalized and documented by the Designer's preferred artwork consultant.
- Coordination efforts with prime consultants.
- Coordination of specialty consultants, such as lighting designer, MEP, A/V, structural consultant, artwork consultant, signage & wayfinding, etc.

Deliverables

- Preliminary drawings and specification schedule.
- Flooded carpet plans for event spaces.
- Color floor finish plans / flooded carpet plans with furniture for guestrooms, corridors, and suites.
- Initial floor finish plans.
- Furniture plans noting any specialty electrical requirements.
- Reflected ceiling plans accommodating all lighting and utility service elements.
- Initial key elevations of all areas.
- Initial key details reflecting significant design concepts.
- Preliminary ID Specifications.
- Preliminary FF&E budget.

Meetings

Two (2) meetings, four (4) designers total:

- 1) 50% Design Development Presentation, two (2) designers.
- 2) 100% Design Development Presentation, two (2) designers.



Project Understanding

Scope of Services

PHASE 4

Interior Construction Documents

Upon Client's written approval of Phase 3, Designer shall commence with the Interior Construction Documentation phase.

The purpose of this phase is to produce interior construction documents and FF&E specification packages sufficient for final coordination, fabrication/procurement and installation of the interior spaces.

Services

- Final coordination efforts with owner's consultants.
- Provide the final completed Interior Construction Documents following the receipt of consolidated comments from Client from Phase 3.
- Designer's Construction Documentation shall be sufficient to convey the entire design intent, but it is intended (and required) that they be supplemented by the Project Architect and incorporated into their documents for bidding and construction purposes.
- Designer will fully dimension the internal spaces and design the internal layouts. The project architect will provide dimensioned, architectural floor plans, dictating the type, thickness and tagging of all internal partition types. Specify loose furniture and furnishings for all Project Areas to be designed within Designer's scope, based on the approved FF&E selections and adjustments authorized by the Client in Phase 3, in accordance with Client's budget. These shall include lamps, sconces, and decorative lighting, carpeting, fabrics, decorative accessories, etc.
- Provide final FF&E specifications for all project areas within Designer's scope. Specially designed or custom furnishings shall be fully specified, and will require additional detailed shop drawings and mockups/

prototypes to be supplied by manufacturers for Designer's review and approval prior to fabrication.

- If Client elects to competitively bid those items specified as 'Proprietary' FF&E specifications, Designer reserves the right to charge Additional Services for the creation of 'To Bid' FF&E Specifications, and/or for time required to review Bids. (Proprietary defined as: designed and manufactured by others, in a running product line.
- Assist in the selection of lighting switches, electrical outlet cover plates and sockets, air-conditioning grills, door handles, locksets, sanitaryware and fittings, decorative hardware, ironmongery, etc. It will be the project architect's responsibility to provide schedules, specifications and coordination of these items.
- Designer shall provide services for the selection of artwork and accessories through Designer's preferred vendors. All pieces shall be represented in slide or photo format and keyed to FF&E plans. Design Direction for Interior Signage.
- Identify locations for artwork in corridors and public areas.
- Specifications of accessories in model units and public areas for built in millwork as designed by Designer.

Meetings

Applicable to each separate scope:

Up to Three (3) meetings, three (3) designers total:

- Up to three (3) in-person coordination workshops / one-person (1-person) meetings.

Additional coordination meetings via screen-sharing.

Deliverables

- Interior Construction Documentation set:
 - Floor Plan/Dimension Plan
 - Reflected Ceiling Plan (RCP)
 - Floor Finish Plan
 - Furnishing Plan
 - Electrical & Data Location Plan
- Interior Elevations & Details
- Artwork locations indicated in plans & elevations.
- FF&E Specifications:
 - Casegoods & Upholstery Specifications
 - Window Treatment Specifications
 - Wall & Floor Covering Specifications
- Interior Architectural Finish Specifications:
- Schedules: Hardware/Plumbing, etc.
- Provide one (1) set of documents in PDF format for Client's review and approval. Upon receipt of Client's approval and payment of all outstanding invoices, Designer shall release the Interior Construction Documents in CAD format and release two (2) hardcopy 8.5" x 11" (ANSI A-size) binder sets of the final Specifications.

Project Understanding

Scope of Services

PHASE 5

Bid/Award & Construction Administration

Designer shall assist the Client in the selection of contractors and/or vendors who will supply and/or build out the interior items. Upon commencement of the construction phase, Designer shall provide Construction Administration services as described below.

Services

- Bid/Award
 - Review and comment on RFIs and other questions raised by the contractors and vendors preparing bids.
 - Evaluate Value-Engineering (“VE”) options proposed by the contractors and/or vendors for conformance with design intent. Requests for re-design or re-selection of items shall be construed as Additional Services (Variation/Change Orders) and billed separately at Designer’s hourly rates or by separate lump sum fee(s).
- Site Visits:
 - Designer shall make a scheduled number of site visits to the Project site and / or manufacturer’s factories.
 - The purpose of site visits shall be to observe the progress and quality of the work within the scope of services in order to determine if the work is being generally performed in accordance with the design intent of the Interior Construction Documents.
- Designer’s review and response to RFIs, submittals, shop drawings, product data, is not provided for the purpose of determining constructibility, accuracy, quantities, completeness, and dimensions, substantiating instructions for installation or performance of equipment or systems
- Review special finishes and the final placement of furnishings for Project Areas in order to determine that FF&E are installed in accordance with Designer’s documentation.
- Review/respond to RFIs, submittals, shop drawings, product data, and samples/prototypes for compliance with design intent only (not constructibility).
- Designer shall coordinate with Client’s purchasing agent and vendors on procurement of furnishings, fabrics, carpeting, and decorative lighting. Designer shall approve strike-offs, finish samples, and shop drawings for custom FF&E items prior to production.
- Provide defects list of interior finish items and FF&E items for completed areas of the project.



Compensation

Design Fee & Payment Terms
Appendices

Compensation

Design Fee & Payment Terms

For the Services listed herein and in Appendix B the Client will pay Designer a **Fixed Fee of US \$216,000 (Two hundred and sixteen thousand dollars)**. This fee is to be paid monthly in proportion with percentage complete of each phase. Prior to commencement of Designer's services, Client shall pay a non-refundable **Initial Payment** equal to fifteen percent (15%) of the total fee, or **US \$32,400 (Thirty two thousand, four hundred US Dollars)**. Such fee shall be applied against the last monthly payment(s) or applied against the remainder due in the event the project terminates prior to construction.

For billing purposes, individual design phases are assigned the following percent of the total fee:

DESIGN & DOCUMENTATION		%	Fee (USD)
1	Concept Design	20%	\$43,200
2	Schematic Design	20%	\$43,200
3	Design Development	25%	\$54,000
4	Interior Construction Documentation	35%	\$75,600
Total Lump Sum Design & Documentation Fee (USD):		100%	\$216,000
5	Bid/Award+Construction Administration	-	<i>Hourly</i>

Phases of work may overlap based on the project conditions and therefore some area may be billed concurrently even though they may be in different phases of work.

HOURLY RATES		
POSITION	HOURLY RATE (USD)	DAILY RATE (USD)
PRINCIPAL	\$350	\$3,200
DESIGN DIRECTOR	\$225	
ASSOCIATE DESIGN DIRECTOR/PROJECT DIRECTOR	\$150	\$2,000
SENIOR PROJECT DESIGNER	\$115	
PROJECT DESIGNER ASSOCIATE DESIGNER	\$80	
ASSOCIATE DESIGNER	\$75	

Above fees are estimations and subject to further negotiations if required between Client and Designer once construction schedule is finalized.

PAYMENT TERMS & CONDITIONS

1. **INITIAL PAYMENT:** Prior to commencement of Designer's services, Client shall pay a non-refundable initial payment equal to **fifteen percent (15%)** of the total fee or **\$32,400**. Such fee shall be applied against the last monthly payment(s) or applied against the remainder due in the event the project terminates prior to construction.
2. **TAXES:** All invoices are "net upon receipt," exclusive of any taxes, fees or levies not limited to withholding tax, VAT, sales tax, tariffs and duties, etc. that may be imposed by an outside agent. Designer's fees may not be reduced or deducted from on account of such taxes, fees or surcharges.
3. **PAYMENT:** If invoices are outstanding for more than thirty (30) calendar days from date of invoice, Designer reserves the right to suspend services until account is brought current. In the event Designer stops work due to late payment and the Client wishes to re-engage services, a re-mobilization fee will also be applied.
4. **BANK ACCOUNT:** All invoices shall be paid to Wilson's bank account as follows:

Bank:	HSBC BANK USA N.A.
Bank Address:	95 Washington St., 4th Floor (South) Buffalo, NY 14203 USA
Credit:	Wilson & Associates, LLC
Swift #:	MRMDUS33
ABA #:	021000021
ACH#	122240861
Account #:	827018916

5. **VALIDITY:** This fee is based on a project design and documentation duration of twelve (12) months, and on an overall project schedule of twenty-eight (28) months from commencement date of Designer's services. If the scope of services changes or completion of these services is delayed or required to be extended beyond this date through no fault of the Designer, Designer shall be entitled to receive additional compensation for completion of the Project at Designer's then prevailing rates.

6. **INCLUDED EXPENSES:** The following expenses are included in Wilson's fee:
 - A. **Office:** General in-office expenses including but not limited to long-distance telephone and conference calls, teleconferencing/video conferencing, etc.
 - B. **Out-of-Office Time:** Designer's fee provides time for eight (8) out-of-office days. No credit shall be given for unused out-of-office days.

Additional days spent out of Designer's office on behalf of the Client shall be billed at a per diem rate of US \$3,200 per person for directors and above, and US \$2,000 per person for all other staff, plus associated travel and living expenses.

6. **CGI Renderings:** Four (4) CGI renderings and four (4) updated renderings are included in Designer's fee.
7. **REIMBURSABLE EXPENSES:** Reimbursable expenses are in addition to the total ID fee and shall be billed monthly at costs unless otherwise indicated. A fifteen percent (15%) handling cost will be assessed for all reimbursable expenses, excluding travel. The following to be considered as reimbursable expenses:
 - A. **Office:** Expenses include but are not limited to reproduction/photocopying prints, mock up boards, sample boards, presentation materials, marketing materials, special modeling costs, express mail/delivery services, progress printing, prints for the Client, custom/specialty samples all of which will not be undertaken or performed without written Client's consent.
 - B. **Travel:** Travel expenses are excluded from the total fee and shall be billed monthly at cost, including airfare, ground transportation, airport transfers, hotel lodgings and related expenses, meals and other reasonable out-of-pocket expenses..

Client shall be responsible for payment of airfare prior to Wilson's departure to attend meetings on Client's behalf. Travel time over five (5) hours duration shall be flown business class on Designer's preferred airline. If business class tickets are not available, the next standard shall be first class. Hotel accommodations shall be of international 5-star standard, unless otherwise agreed with Designer.
 - C. **CGI Renderings:** CGI renderings requested by the Client beyond the four (4) included in Designer's fee shall be invoiced at US \$3,500 each, invoiced as a reimbursable expense to be paid 100% in advance. Revisions shall be invoiced at US \$2,000 per each revision to an original rendering.
 - D. **Material Boards:** All material boards requested by the Client shall be invoiced at US \$1,500 each, invoiced as a reimbursable expense to be paid 100% in advance

Compensation

Payment Terms

8. **ADDITIONAL SERVICES:** The term "Additional Services" as used in this agreement refers to services of Designer beyond those specified herein, as well as services specifically identified as Additional Services. These include but are not limited to redesign of previously approved work, major revisions to the program and/or expansion of the Scope of Work (areas to be designed) beyond that listed in this Agreement, increase to the program areas, and acceleration of the project schedule or services.

A. All additional services shall be computed on flat hourly rates as follows:

HOURLY RATES		
POSITION	HOURLY RATE (USD)	DAILY RATE (USD)
PRINCIPAL	\$350	\$3,200
DESIGN DIRECTOR	\$225	
ASSOCIATE DESIGN DIRECTOR/PROJECT DIRECTOR	\$150	\$2,000
SENIOR PROJECT DESIGNER	\$115	
PROJECT DESIGNER ASSOCIATE DESIGNER	\$80	
ASSOCIATE DESIGNER	\$75	

The above hourly rates are subject to change on an annual basis during the project term.

B. Additional sub-consultants, should they be requested by Client, shall be billed to Client at a multiple of 1.15. Designer shall not hire any consultants without written approval of the Client.

APPENDIX A: GENERAL CLAUSES

1. **PAYMENTS:** All sums payable hereunder shall be payable in United States dollars at Designer's corporate financial headquarters in Dallas, Dallas County, Texas, United States of America
2. **CLIENT'S REPRESENTATIVE:** The Client shall appoint a key person to act, coordinate and communicate on the Client's behalf with respect to the Project. The representative shall be responsible for providing and coordinating all information from the Client, operator and other consultants, and communicating all decisions and approvals concerning Designer's documents in a timely manner to enable Designer to adhere to the agreed construction and deliverables schedule.
3. **PROJECT BRIEF & REQUIREMENTS:** Within two (2) weeks of commencement of Designer's services, the Client shall provide all relevant project information such as the Client's project brief, master construction schedule, overall budgets for the interior design work, contact list of all key consultants, fully developed architectural drawings on CAD, and the operator's technical and operational requirements including design briefs for all areas. Designer shall rely on these documents in developing the interior design and bears no responsibility for their accuracy, adequacy, or delays to the Project as a result of lack of required information
4. **LANGUAGE & COMMUNICATION:** This Agreement may be translated into other languages by and for the convenience of the Client. In the event of any discrepancies or conflicts in the interpretation between the languages, the English language shall prevail. All written and oral communication between the Client, Designer, and project consultants shall be in English.
5. **CODE REQUIREMENTS:** The Client shall be responsible for providing all local code requirement information and securing all government approvals. The Client or his designated representative shall provide timely feedback on any area within Designer's Scope of Work that may impact code requirements or approvals.
6. **CHANGE OF INSTRUCTIONS/CONSULTANT:** Designer is not responsible for delays to the Project resulting from change of instructions, information, or approvals; change of operator, operator's briefs or design standards; or change of owner/client. Such changes constitute reasonable cause for delay in the performance of Designer's services. Under such circumstance the schedule for performance of Designer's services shall be equitably adjusted and Designer shall be entitled to receive additional compensation at the hourly rates stated herein or by a separate lump sum fee to be negotiated at the time of occurrence.
7. **APPROVALS:** Designer may request the Client to approve in writing any aspect of Designer's work within seven (7) working days of the request. If Client does not accept or reject the work within seven (7) days, the work shall be treated as accepted by Client for all purposes.
8. **INTENT OF DOCUMENTATION:** Drawings, specifications, other documents and electronic data shall be provided for design intent only, to enable the architect, engineers and other consultants to incorporate information as required into their construction documents and specifications for tendering and construction purposes. Manufacturers will provide shop drawings or prototypes for all custom furniture, fixture, millwork, etc. to be reviewed and approved by Designer for conformance with design intent. Client or purchasing agent will provide purchase orders to be reviewed by Designer for conformance with design intent. Designer is not responsible for numerical accuracy of purchase orders (quantities, dimensions, prices, etc.).
9. **LIMIT OF LIABILITY:** Designer's liability to Client or to any third party under this Agreement shall be strictly limited to the amount of fees Designer has actually received as compensation under this Agreement. Client agrees to defend, indemnify and hold harmless Designer from any liability in excess of the amount specified above.
10. **SPECIFICATIONS:** Designer's specifications are provided for design intent only and will convey information for products and their manufacturers. Designer shall not be responsible for infringements of copyrights or other intellectual property rights if Client chooses to have products made by third parties other than those specified by Designer. The Client shall be solely responsible for insuring that any product provided does not violate the copyright or other intellectual property rights of any third party. Any approval by Designer of strike offs, finish samples and shop drawings prior to production shall not alter Designer's liability in this regard.
11. **ENGINEERING:** All necessary drawings and calculations for structural, building services and systems, false or hung ceilings, brackets, hooks or any devices or methods related to structural strength or bearing shall be provided by an engineer. Designer shall give necessary information on shapes, sizes, weights, etc., to be incorporated into the drawings to be prepared by such engineer.
12. **LIMITATIONS OF CONSTRUCTION/FABRICATION RESPONSIBILITIES:** Designer shall not be responsible for the means, methods, techniques, sequences or procedures of construction, fabrication, procurement, shipment, delivery or installation; safety precautions and programs in connection with the work; acts or omissions of the contractors, sub-contractors, suppliers or any performing any of the work, or for the failure of any of them to carry out the work or to meet their schedules for delivery or completion in accordance with the contract documents.
13. **PERFORMANCE:** Designer is not responsible for the performance of any other party in the Project including the interior fit out contractor.

Compensation

Appendices

14. **LATE PAYMENT:** Interest at 1.5% per month shall accrue for any outstanding amount which is due for more than thirty (30) calendar days from date of the Designer's invoice. If any invoice is not paid within forty-five (45) calendar days from the date of invoice, Designer may (i) terminate this Agreement by delivery of written notice to Client; or (ii) suspend its services until full account is brought current. In the event Designer suspends its services and later recommences performing services on account of payment by Client, Designer's schedule will be adjusted accordingly and Designer will have no liability to Client or any third party on account of any delay or damage caused by such suspension. Suspension of work shall not affect the Designer's right to terminate the Agreement due to non-payment. Client understands that there may be a delay before the Designer is able to resume work if the Project is placed on hold for a significant amount of time.
15. **TERMINATION WITHOUT CAUSE:** This Agreement may be terminated by either party upon fourteen (14) days prior written notice. Upon such termination notice, the Client shall pay Designer for all work completed through the date of termination including all reimbursable expenses within thirty (30) days from the date of termination.
16. **ABANDONMENT:** In the event the Project is permanently abandoned or indefinitely suspended, the Client may terminate this Agreement upon fourteen (14) days prior written notice. Client shall pay Designer for all work completed through the date of termination including reimbursable expenses within thirty (30) days from the date of termination.
17. **RESUMPTION OF SERVICES:** Within ninety (90) calendar days of the Project's suspension, Client may request Designer to resume the Services herein, which shall be subject to Client's initial payment of a re-mobilization fee equal to five percent (5%) above and beyond the remaining balance of the original Agreement prior to commencement of Services. Requests for resumption of Services beyond 90 days shall be renegotiated at Designer's then prevailing rates.
18. **FORCE MAJEURE:** Designer is not responsible for costs incurred by the Client as a result of any delay or failure to perform due to force majeure. The term "force majeure" shall include but not be limited to: "Acts of God" and other natural disasters such as earthquakes, floods, fires, hurricanes, tsunamis, droughts, etc.; wars (whether officially declared or not), invasions, hostilities, acts or threats of terrorism, explosions, riots, revolutions, embargoes, strikes, etc.; epidemics, quarantines, etc., which renders Designer unable to perform its duties and obligations under this Agreement. If force majeure prevents Designer from performing its duties beyond 180 days, Designer has the right to terminate this Agreement upon written notice to the Client and shall be entitled to receive full compensation for work completed and reimbursable expenses incurred through the termination date.
19. **OWNERSHIP AND USE OF DOCUMENTS:** The drawings, specifications, other documents and electronic data prepared by Designer are to be used solely with respect to the Project. Designer shall be deemed to be author and owner of all drawings, specifications, other documents and electronic data (including specifically any custom designed furniture) and shall retain all common law, statutory and other reserved rights including copyrights in such materials. Upon execution of this Agreement, Designer grants to Client a nonexclusive license to reproduce and use Designer's drawings, specifications and other documents and electronic data solely for purposes of constructing, using and maintaining the Project. Termination of this Agreement by Designer for non-payment of Designer's invoices or other good cause shall terminate Client's license.
20. **MARKETING & PROMOTION:** Designer shall have reasonable access to the Project to photograph the interiors for use in Designer's marketing materials. Designer's materials shall not include the Client's confidential or proprietary information if the Client has previously advised Designer in writing of the specific information considered by the Client to be confidential or proprietary. Client shall provide copies of all professional photography obtained by Client to Designer for marketing purposes. All promotional materials associated with the Project shall identify "Wilson Associates" as the interior designer.
21. **ASSIGNMENT, ENTIRE AGREEMENT, AMENDMENTS:** Neither party may assign this Agreement without the prior written consent of the other party which consent shall not be unreasonably withheld or delayed; provided that the assignee shall assume, in writing, all the assigning party's obligation under this Agreement. Unless the parties agree otherwise, the assigning party shall remain jointly and severally liable with the assignee for the payment and performance of all the assigning party's obligations under this Agreement after any assignment. This Agreement contains the entire agreement between the parties regarding its subject matter and supersedes all prior agreements, negotiations or understandings, whether written or oral. No amendment or other modification of this Agreement shall be effective unless executed in writing by the party to be bound thereby
22. **GOVERNING LAW:** It is the intention of the parties that the laws of the state of Texas determine the validity of this Agreement, the construction of its terms and the interpretation of the rights and duties of the parties. Further, the parties agree that any action or claim brought before a court or any forum by a party to enforce a provision of the agreement or to recover damages arising out of the Agreement shall be brought only in a court or other forum located within the state of Texas.

END OF APPENDIX A

Certificate of Liability Insurance

Facsimile

Certificate of Liability Insurance
Facsimile

		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 07/10/2018		
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.						
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).						
PRODUCER Roach Howard Smith & Barton 8750 N. Central Expressway Suite 500 Dallas TX 75231			CONTACT NAME: Stacie Rand PHONE (A/C No. Ext): (972) 744-2729 FAX (A/C No): (972) 744-2829 E-MAIL ADDRESS: srand@rhsb.com			
INSURED Wilson & Associates LLC 3811 Turtle Creek Blvd Dallas TX 75219-4419			INSURER(S) AFFORDING COVERAGE			
			INSURER A: Continental Casualty Co		NAIC # 20443	
			INSURER B: Valley Forge Ins Co		20508	
			INSURER C: Continental Insurance Company		35289	
			INSURER D:			
			INSURER E:			
			INSURER F:			
COVERAGES		CERTIFICATE NUMBER: Cert ID 41983		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
NSR LTR	TYPE OF INSURANCE	ADDITIONAL SUBROGATION WAIVED	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		6014183877	07/01/2018	07/01/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPI/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		6014183880	07/01/2018	07/01/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 10,000		6014183894	07/01/2018	07/01/2019	EACH OCCURRENCE \$ 7,000,000 AGGREGATE \$ 7,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/>	N/A			PER STATUTE E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
CERTIFICATE HOLDER For Information Purposes Only Confers no rights to holder	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Bert Tucker</i>					

DESCRIPTION OF OPERATIONS SECTION CONTINUED		DATE 07/10/2018
CERTIFICATE HOLDER: For Information Purposes Only Confers no rights to holder		INSURED: Wilson & Associates LLC 3811 Turtle Creek Blvd Dallas TX 75219-4419
DESCRIPTION OF OPERATIONS CONTINUED: any other insurance available; Underlying Insurance includes that person or entity as an additional insured; and Underlying Insurance provides coverage on a primary and noncontributory basis as respects that person or entity; then this insurance is primary to and will not seek contribution from any insurance policy where that person or entity is a named insured.		



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