

Discovery Consultation

A Framework for Success

Ready to get serious about your project but find yourself floundering in the initial information and idea gathering stage? Having trouble finding or choosing a site? Are you interested in the value of a foundational exercise that is most likely to get your project moving forward?

The Problem

It is not uncommon for people to know they want to do a renovation or building project, having considered it for quite a while but don't know where to start... A detrimental approach is launching headlong into an expensive design service without first establishing a good relationship with the designer, or worse still, not taking a brief period to carefully establish the groundwork - a vision with key parameters and requirements for the project with realistic and attainable goals.

When considering a new commercial building or renovation/addition to your residence or business, a **Discovery Consultation** with One One Ten is the first profound step. Why?

Our process initiates a strategy designed to precisely understand your requirements, and then give professional findings, tailored recommendations and a plan or framework to move forward with on a path to success.

"A surgeon wouldn't operate without a proper diagnosis..."

Our initial **Discovery Consultation** works in the same way as your needs and options review. It will allow you to start a guided exploration to precisely understand your building requirements and identify potential roadblocks. We will provide general findings and professional recommendations with a timeline and preliminary *Opinion of Probable Construction Cost* for your construction budget planning and potentially facilitate early pre-approvals with your financial institution.

The Process

A foundation is the most important part - everything afterward is built on top. It becomes very expensive to change the foundation once you have started to build upward, but it is very easy to make adjustments when ideas are simply ideas or lines on paper (a sketch, a plan or study model).

We developed this process after observing a large number of clients who 'fail to plan' and then find themselves making changes during end project stages when time and money is critical. We saw a clear issue in projects where people with good intentions started design and construction work before they had completed their research and properly considered their early ideas.

We think this is all too evident across the construction industry. It regularly happens in residential projects too. People are trying to run before they have mastered the walk. People forget to properly plan when 'waters are calm' only to find themselves caught in dire rapids - often during construction when time and money is of the essence and their "boat" is out of control and swiftly sinking.

We understand that a little more time spent at the beginning of a defined process differentiates us from other architectural practices who rush clients into design and preparing construction drawings.

Choosing an Architect isn't easy.

Not only do you need the right architect who has the specific skills and experience for your project you need people that are the right 'fit'. Your architect is key because it is a close relationship that is usually sustained for an extended duration - sometimes beyond construction.

... this may not be us!

In our experience, the best way to find out whether we are the right choice is for us to fully understand what you are looking for. This is achieved through our initial *Discovery Consultation*.

If for some reason we discover that we are not an ideal 'fit' you are free to take the *Pre-Design Report* to another architect for them to carry on their own process. Your early project research will be complete having a good foundation for future success.



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In the same way a surgeon wouldn't operate without a proper diagnosis... our *Discovery Consultation* is a strategy to improve outcomes, lower risk and reach your building goals.

Our consultation will provide the following:

- Obtain a registered architect's professional opinion on the feasibility of the project and who is experienced in the type of project you are planning;
- Discuss attributes and a strategy for a desired potential design scheme;
- Discuss the opportunities and constraints of the project site;
- Discuss potential solutions that encourage '*Design Thinking*' or testing of assumptions;
- Discuss the viability of the project with your ideas;
- Provide a preliminary project 'program' and initial timeline;
- Provide a preliminary *Opinion of Probable Construction Cost* for your budget planning and usage with financial institution;
- Produce a concise *Pre-Design Report* comprising the above material.
- Prepare a professional design services proposal to outline terms and phased strategies to continue working together to achieve your project.

Consultation Plan (2 Face-to-Face Meetings)

Part I: Initial Scoping Discussions - An outline brief for your project

- Meet & discuss project attributes, project constraints, opportunities;
- Clarify project plan and vision, key themes and drivers;
- Review purpose of project, intended function & design assumptions;
- Explore high-level spatial relationships, connections & future proofing options; and
- Clarify issues, discuss key concerns and early design possibilities or precedents.

Part II: Program Development & Opinion of Cost - Analysis of *Building Program*

- Review an initial *Architectural Program* with an *Opinion of Probable Construction Cost*; and
- Prepare and present final *Pre-Design Report* deliverable.

If possible, provide any existing background information (site, reference plans, property info, etc.).

Yes, I would like to book my 'Discovery Consultation' with One One Ten and will complete a consulting agreement and provide our client details and payment to initiate the process.

* Our *Discovery Consultation fee* is proportional to the building scope and project complexity in the following general ranges:

\$1,995.00 + GST for custom residences and small buildings that are less than 600 gross square meters (gsm). \$3,000.00 + GST for buildings that are greater than 600 gsm but less than 1,000 gsm. Buildings over 1,000 gsm will be assessed a *Discovery Consultation fee* on a case basis.

Fees do not include Disbursement expenses, which will be limited wherever possible. All travel expenses for the consultation period are included within 15kms of Lethbridge, Alberta (areas beyond will be billed at 'cost' using CRA established travel rates or by actual receipt).