



**Proposal for - Design Consulting Services  
for**

**Southlands Trust**

---

Proposal - Consulting Services  
Design Source International



## I. Table of Contents

- I. Executive Summary
- II. Letter of Interest
- III. Team Profile
  - Business Designation
  - Office Location
  - Employees
- IV. Team Curriculum Vitae
- V. Relevant Projects
- VI. Approach and Methodology
- VII. Financial Information
  - Fee Statement

## III. Executive Summary


Our commitment to design of the built environment in Bermuda is backed by over a decade of hands on experience here, and over 30 years in the U.S. In addition, we understand the importance of collaboration, particularly when projects of a broader scope are undertaken.

We have joined forces with design teams and engineers during this time, which has allowed us to complete significantly large projects on time and budget, with a proven track record of satisfied clients. Building in Bermuda is a specialized process, and no one understands the importance of this better than Design Source Intl.

This proposal is intended as an introduction to some aspects to our company we feel are central to successfully completing a project in this environment, and to call out some of our proposed consultants we would like to include. We understand hesitation to involve multiple disciplines, however it is our experience that successfully choosing a team from the onset, insures that we are ready to proceed at a pace in keeping with your schedule, and within the parameters you set as the most important member of this team.

Although the relationship between Design Source Intl. and Zeidler Partnership Architects is a relatively new one, their unique experience level in this area, made them our first choice, and upon your approval, we would like to include them as central to particularly the hotel master planning of this area. It is also worth noting that their experience level in this venue will serve to draw the most eligible participants, allowing you the ability to choose carefully who this might be, and to intelligently integrate that into the design elements of the rest of the project as a whole.

We want to emphasize how comfortable we are at Design Source Intl. with the residential aspects of this project. As much of our background has been in this



area, it is worth mentioning that in spite of this, we recognize the importance of continuity between both the resort hotel and the luxury and intermediate residential areas. Careful collaboration with the right consultants we maintain ensures a seamless flow from the historical significance of the property through both the housing and hotel development.

Our proposal outlines our team profile, and some general guidelines of fees to be expected in the process. We are confident you will find these conservative by industry standards, and our strategy will be to provide value design within a fee structure that you will find satisfactory.



### III. Letter of Interest

December 30th, 2004


Southlands Trust  
Century House  
Richmond Road  
PO Box HM 1806  
Hamilton, Bermuda

Attn.:Mr. Craig Christensen, CA and Mr. Nelson Hunt

Please find attached our proposal for design services at Southlands, Bermuda. This is an informal letter of intent, until the scope of your project and a program for achieving it can be defined. This project is exciting, and we are most enthused to proceed. It is, however complex, and has the capacity to unfold in different directions, with priorities that have not yet been established.

We would like to determine these priorities, and your intentions for our level of involvement with each. In our experience and the projects we have seen unfold, it is clear that a well defined and precise design premise benefits everyone. We want to thank you for entrusting us with this position, and we intend to provide the very best we have to offer.

In the first instance, it is crucial to establish a program, from which the project can unfold. A clear direction, theme, or basis from which the entire project is driven. Master planning is central to this process, and will provide both a graphic rendition, and also a financial back drop upon which progress can be charted and expenses and profits planned for. Enumeration for our services is based on a percentage of the estimated improvements, and a good deal of planning, meetings and research must first be done before we reach the ability to know what that will be. For this reason, we usually prepare the initial level of precu-



sory work on an hourly basis with a minimal retainer. When more accurate values can be established, a fee agreement may be made. It is our intent to hold costs to a budget you are comfortable with. You will find a reimbursable fee schedule attached.

Projects, regardless of size, have many of the same characteristics, the most typical of which is to rush into the process without considering what each team member brings to the table. There is often duplication of efforts as a result, and false starts when these can easily be avoided. For this reason, we would like to coordinate these efforts on your behalf, and to establish Design Source Intl. as your agent in coordinating the numerous disciplines involved. This position is best administered by the developers themselves through their design team, and more specifically with someone they trust to carry out both the day to day administration, and the overall coordination of key team members.

This ensures your control of the project, and the precursory design schematics you find attached are meant as a beginning from which to extend this service. The final Master Plan to follow, will provide a road map for your development over many months and possibly years of future development. Therefore, we expect to review and revise as required to reach this point.

We hope this brief proposal is adequate to provide both our initial rendition of your intended direction, and a indication of our sincerity in working with you for the duration of the effort.

Best regards,

Paul L. James

Pj/pj



## III. Team Profile

### **Description:**

The following are our proposed list of participants, as any meaningful effort of this proportion must enlist the efforts of other companies and consultants. As this effort, and the disciplines involved may fluctuate and change, it may be necessary to add other consultants as temporary or permanent team members. In short, this list is intended as the core of the parties involved.

#### **Design Source International**

- Bermuda Design Professionals
- Master Planning and Permitting
- Residential Development

#### **Zeidler Partnership Architects**

- Master Planning Consultants
- Hotel Development

#### **Entech Development Associates Limited**

- Cost Estimating Consultants
- Structural, Civil Engineering

#### **David Summers Surveyors**

- Boundary Topographical Surveys
- Construction Setting Out

#### **Arthur Morris Christensen & Co.**

- Accountants and Financial Advisors





## **Design Source International**

### **Business Designation:**

Architectural Design Consultants

### **Office Locations:**

Bermuda Office

Suite 1082, 48 Par-la-Ville Rd.

Hamilton HM 11 Bemuda

Tel: (441) 295-4494 Fax: (441) 295-8576

Email: [pjames@designsource.bm](mailto:pjames@designsource.bm)

### **Employees and their Discipline:**

Contact: Paul James, Principal

Senior Design Technician 2

Technical Support 1

Accounting 2

Clerical 1

**Total 6**





## **Zeidler Partnership Architects**

**Business Designation:** Master Plan/ Hotel Design Consultants

**Office Locations:** Toronto, Calgary, London, Berlin, Beijing, West Palm Beach

Toronto Office

315 Queen Street West

Toronto, Ontario Canada M5V 2X2

Tel: (416) 596-8300

Fax: (905) 763-6411

Email: amunn@zeidlerpartnership.com

### **Employees and their Discipline:**

Contact: Alan Munn, Senior Partner

Partners 10

Architects 40

Healthcare Planners 3

Urban Planners 1

Specification Writer 1

Interior Designers 2

Signage/Graphic 1

Technical Support 20

Accounting 7

Secretarial/Administrative 15

**Total 100**



## **Entech Development Associates Limited**

### **Business Designation:**

Cost Estimating, Structural, Civil Engineering

### **Office Locations:**

Bermuda Office

Teacher's Place, Second Floor 72 Church St.

P.O. Box HM 2574 Hamilton, HM KX Bermuda

Tel: (441) 292-9192 Fax: (441) 292-9468

Email: bruceperinchief@entech.bm

### **Employees and their Discipline:**

Contact: Bruce Perinchief, Partner

Partners 2

Engineers 2

Technical Support 2

Administration 2

**Total 8**



## **David Summers Surveyors**

### **Business Designation:**

Boundary Topographical Surveys, Construction Setting Out

### **Office Locations:** Bermuda Office

10 Queen Street

Hamilton, HM KX Bermuda

Tel: (441) 296-4117 Fax: (441) 296-4118

Email:

### **Employees and their Discipline:**

Contact: David Summers

### **Total**



## **Arthur Morris Christensen & Co.**

### **Business Designation:**

Accountants and Financial Advisors

### **Office Locations:** Bermuda Office

12 Par.la.ville Road

P.O. Box HM 1806

Hamilton, HM K1806

Bermuda

Tel: (441) 292-7478

Fax: (441) 295-4164

Email: rcc@cml.bm

### **Employees and their Discipline:**

Contact: Craig Christensen, CA

### **Total**

## IV. Team Curriculum Vitae

# DESIGN SOURCE

INTERNATIONAL



### Overview


Design Source International was founded in Atlanta, Georgia in 1991 for the purpose of providing Design solutions to Industry, and to Architecture. Since that time, we have had the privilege and honor to serve on many diverse projects. We have provided both design and production services during this tenure with a diverse selection of project types.

The firm is led by Paul L. James who brings over 30 years in architectural and industrial design experience to the company. The firm was relocated to Central Florida in 1992, and finally to Bermuda in 1998. Susan M. Rebello joined the company in 2003 bringing a diverse and distinctly Bermudian background of experience to the office.

### Experience

The projects history of Design Source International is well rounded and more importantly characterized by clientele who achieve and often exceed their objectives. Areas of specialization have been:

- Hotel and Restaurant
- Medical
- Manufacturing
- Religious
- Recreational Attractions
- Residential
- Commercial and Retail



Much of this experience centers intrinsically around design of space for highly specialized usages, and specific management of large numbers of people at given times in public use facilities.





**Paul L. James**

Office: Design Source International, 8 Bakery Lane, Pembroke, Bermuda HM07  
(ph.) 441-295-4494, (f) 441-295-8576; pjames@designsource.bm  
Home: 64 Palm Spring Village, Middle Road, Paget, Bermuda HM01

**EDUCATION:**

Clearwater Technical Institute, Clearwater, Florida, USA, (1983)  
Cost Estimating, Contract Administration, Design, and Business Administration

NAEBM Westlawn School of Yacht Design, Florida, USA, (1973-1976)  
Design Engineering, Drafting

Wichita State University, Wichita, Kansas, USA, (1973)  
Faculty of Arts, Psychology Department

**PROFESSIONAL EXPERIENCE:**

**Principal**, 1992-present

Design Source International, Hamilton, Bermuda  
- responsible for the day to day operations of the office with regards to project procurement, client liaison, contract negotiations, consultant coordination, project financing research, tender bid process, contract administration, site supervision  
-firm currently has projects in residential, commercial and industrial  
-current primary projects include Island Building, Bulls Head Car Care Centre, Q2 Building System Development

-some past projects have included:  
Daytop Village Rehab Renovation, Citra, Florida  
Dunn Nursing Facility, Ocala, Florida  
Ocala Podiatry Centre, Ocala, Florida  
Church of God master plan, Ocala, Florida  
St. Stephen's Episcopal Church, Ocala, Florida  
Tabernacle Assembly of God, Ocala, Florida  
Glenos Residence, St. Augustine, Florida  
Goedert Residence, Porpoise Point, Florida  
Hartmann Residence, Crescent Beach, Florida  
Canas Residence, Southampton, Bermuda  
Critchley Residence, Paget, Bermuda  
Greymane Warehouse and Office Building, Pembroke, Bermuda  
Johnson Residence, Paget, Bermuda  
La Baguette, Burnaby St., Hamilton, Bermuda

**Project Manager**, 1991-1992

Hall & Associates, Atlanta, Georgia, USA



- responsibilities included construction documentation, contract administration, client liaison, site supervision

- firm specialized in large ecclesiastical projects

- some projects worked on include the following:

Bethesda General Baptist Church, Atlanta, Georgia

Gateway Community Presbyterian Church, Florida

Plano Presbyterian Church, Plano, Texas

Ponte Vedra Presbyterian Church, Florida

CAD Technician, 1989-1990

Marshall Bernardo Partnership, Hamilton, Bermuda

- set up first CAD design stations in office, implemented training program for staff, design schematics, construction documentation

- firm specializes in large scale residential and institutional projects

- primary project focus included proposal for office/retail/apartment development in Hamilton, Bermuda

**Principal, 1984-1988**

James Design & Development, St. Augustine, Florida

- responsible for the day to day operations of the office with regards to marketing, administering projects from start to completion, including delegation of work load to production staff

- projects included residential, commercial, medical, recreation

- past projects include:

Hale Medical Office Complex, St. Augustine, Florida

**PUBLICATIONS:**

Lilla Zuill (Aug. 2004) A house in Bermuda for under \$80k? The Bermuda Royal Gazette 1,19.

Magnus Henagulph (Feb.2004) Can I sell you a bridge? Bermuda Homes and Gardens, 10-11.

Sean Collier(Aug.2003), Finishing the Unfinished Church, Bermuda Homes and Gardens, 18-19.

Peter Backeberg (Aug.2003) Design Source, Bermuda Homes and Gardens, 14-17.

Nigel Regan (Aug.2003), Finishing the Unfinished Church, The Bermuda Sun 1-3

**PRESENTATIONS:**

On the Waterfront, Proposal Presentation to the Sandy's Rotary, Hamilton, Bermuda

**PROFESSIONAL MEMBERSHIPS:**

Associate Member of the Institute of Bermuda Architects

State of Florida Licensed Professional Drafting

**HONORS AND AWARDS:**

On the Waterfront Design Competition, Merit Award, Hamilton, Bermuda, 2004

Architectural documentation of the Unfinished Church, Bermuda National Trust 2004





REFERENCES:

Wayne Dill  
Chairman Sandy's Rotary  
Hamilton Parish  
h:441-293-2800

Charles Tatem  
Design Associates Ltd.  
5 Serpentine Road  
Pembroke HM 07  
o:441-292-5722

Henry F. Ming  
27 Ewing St.  
Hamilton HM 17  
Bermuda  
o: 441-295-8226

Steve Conway  
Director  
The Bermuda National Trust  
PO Box HM 61  
Hamilton HM AX  
Bermuda  
o: 441-236-6483  
f: 441-236-0617

Richard Thompson  
Island Cleaning Services  
P.O. Box CR340  
CRAWL, CR BX  
o: 441-293-1162



**Susan M. Rebello**

Office: Design Source International, 8 Bakery Lane, Pembroke, Bermuda HM07  
(ph.) 441-295-4494, (f) 441-295-8576; srebelo@designsource.bm  
Home: 2 Storm Along Lane, Pembroke West, Bermuda HM01

**EDUCATION:**

**M. Arch.**, School of Architecture, Technical University of Nova Scotia (Dalhousie), Halifax, Nova Scotia, Canada, 1997

Thesis: Sequences, A Study in Architecture and Film

Supervisor: Prof. Christine Macy

**B. Env. Des.**, School of Architecture, Technical University of Nova Scotia (Dalhousie), Halifax, Nova Scotia, Canada, 1994

**PROFESSIONAL EXPERIENCE:**

**Graduate Architect**, 2003-present

Design Source International, Hamilton, Bermuda

- duties include preliminary design, 3D modeling, client meeting documentation and correspondence, design development, planning and building control applications and submittals, construction documents, specification review, tender bid process, site supervision
- firm currently has projects in residential, commercial and industrial
- current primary projects include Island Cleaning Building, Bulls Head Car Care Centre, Q2 Building System Development

**Graduate Architect**, 2001-2003

Linberg and Simmons, Hamilton, Bermuda

- responsibilities included building surveys, schematic drawings, planning and building control applications and submittals, construction documents, site supervision, contract administration, assisted in coordinating consultant drawings
- multiple disciplinary firm whose work consists of residential, commercial, institutional, tourism projects
- primary projects worked on include the Ship's Hill Residential Development and private residences in Tucker's Town and Hinson's Island

**Intern Architect**, 1998-2001

Richard Bath Associates, Hamilton, Bermuda

- conducted building surveys, schematic drawings, planning and building control applications and submittals, construction drawings, site observation, progress reports, 3D modeling
- firm specializes in residential additions and alterations, and new residences
- project worked on included multi-family housing design development, acquiring planning



and building control permissions for the Bermuda Housing Corporation

**Intern Architect, 1997-1998**

Balind & Boaretti Architects Inc., Toronto, Canada

-primarily responsible for building surveys and producing as-built drawings, construction drawings, submittal of preliminary approval and building code drawings  
-firm specializes in residential additions and alterations and commercial

**PROFESSIONAL MEMBERSHIPS:**

Associate Member of the Institute of Bermuda Architects

**HONORS AND AWARDS:**

On the Waterfront Design Competition, Merit Award, Hamilton, Bermuda, 2004

**REFERENCES:**

**Professional**

Aideen Ratteray-Pryse, Certified Planner, Canadian Institute of Planners  
ARP Consulting Services  
P.O. Box HM2963  
Hamilton HMMX, Bermuda  
441-505-3529


Brian MacDonald, Senior Architect, RIBA  
OBM International  
2600 Douglas Road, Suite 502  
Coral Gables, Florida  
USA 33134  
305-441-8767

Gary Ince, Senior Architectural Technologist, MBIAT  
Conyers & Associates Ltd.  
Cavendish House, 2 Cavendish Rd.  
Pembroke HM19  
441-236-5992

**Personal**

Andrew Vaucrosson, VP Director of Business Development  
Zurich Investment Services Ltd.  
P.O. Box HM2268  
Hamilton HMJX, Bermuda  
441-294-2400





Burnell Pitcher, Computer Network Engineer  
SBI Ltd.  
7 Victoria St., Dallas Building  
Hamilton HM08, Bermuda  
441-333-1314



## **Zeidler Partnership Architects**

in Association with Design Source International


Who we are:

In 1951, Eberhard Zeidler joined an existing architectural practice that had its beginnings in 1880. The firm became Blackwell, Craig and Zeidler Architects in 1954, Craig and Zeidler in 1957, Craig, Zeidler and Strong in 1961, Zeidler Partnership/Architects in 1975, and Zeidler Roberts Partnership/Architects in 1980. In 2001, the firm's name changed to Zeidler Grinnell Partnership/Architects, and Alan Munn was named a Senior Partner. The firm adopted its current name, Zeidler Partnership Architects, in 2003, and at the same time Tarek El-Khatib was named a Senior Partner.

The firm is now led by three Senior Partners: Eberhard H. Zeidler, Alan Munn, and Tarek El-Khatib; seven General Partners: Vaidila Banelis, Jurgen Henze, Francis Kwok, Ron Nemeth, Andrea Richardson, Gerald Stein, and Don Vetere; and six Principals: Lyndon Devaney, Rob Eley, Barbara Hopewell, David Jefferies, Stuart Mussells, and Dalibor Vokac.

Many of the partners and senior partners have been with the firm for decades. Each has helped to expand the firm's portfolio into its present diverse range of project types. As well, with a veteran partner heading each project, clients benefit from his or her personal touch.

The firm has been established for many years in Toronto. This office now serves as headquarters for the firm with other offices in Beijing (China), Berlin (Germany), Calgary (Canada), London (UK), and West Palm Beach (USA). Zeidler Partnership has approximately 140 professional and support staff members. Most senior personnel have been with the firm for 10 to 30 years.



Zeidler Partnership's projects cover virtually the entire range of architectural, urban and interior design. The scale of projects varies from large mixed-use complexes to small residences and offices. The firm's major body of work is located in Canada and the United States, and it has also developed a significant international presence in Europe and Asia.


**What we believe:**

We believe a building must fulfill the functional and economic requirements the owner intends it to serve. At the same time, it must evoke a positive emotional response from both its users and the public at large.

This triple commitment – to the client, their employees and the urban environment at large – does not necessarily entail higher costs. On the contrary, some of our most outstanding buildings have been created on a stringent budget. This visual quality comes from an expertise that only years of successful experience can bring. It involves a complete understanding of the site conditions, the historic and cultural heritage, the architectural surroundings, and the inner needs of the structure itself. The result is one part necessity and one part invention – and a building that is a pleasure rather than a duty to own.

**How we work:**

Our attitude dictates the delivery of projects on time and on budget. Our management system operates to achieve these results. We believe that the quality of our service is more important than the quantity of our workload. Thus, we will only undertake an assignment if we can give it our undivided attention at every step. Each project team works under the leadership of a partner and a senior associate who are responsible for all the overall administration and control of the project from its beginning to its completion. In addition, every projects subject to a series of monitoring systems to ensure it meets the client's cost and time constraints.



The firm is large enough to undertake major projects and small enough to foster a strong relationship between partners and clients. In addition, a number of our partners and associates have highly specialized expertise in an extraordinary range of techniques and building types. Because of our reputation and client list, we have been able to attract the very best people in the field to join and stay with us. In addition to architecture, their specialties include:

- interior design
- signage
- master planning
- feasibility studies
- urban planning
- project management
- systems development
- programming

Consultant skills are best tapped on a project basis. We have built up long and excellent working relationships with a select core of professionals in the fields of structural, mechanical and electrical engineering, as well as landscaping, quantity surveying, acoustics and others. We have found that the best consultant for one project is not necessarily the best for another; for this reason we work closely with our clients in choosing the right consultant from this global network of expertise. Some projects are so large or complex in their scope and jurisdiction that more than one architectural firm is needed to ensure completion. Zeidler Partnership has worked successfully on a joint venture basis with many other architectural practices. We view such projects as partnerships, which work best when a clear definition of responsibilities and tasks directs many talents towards a common goal.

## V. Relevant Projects

### Hotels:

#### Zeidler Partnership



Since opening, the 622 room, 595,000 square foot, Stouffer Harborplace Hotel has experienced tremendous success. The eight-level hotel features a health club, 18 meeting room, two ballrooms (14,500 square feet and 4,500 square feet), health club with an indoor swimming pool, and a rooftop courtyard. Guests are particularly attracted to the ideal downtown/waterfront location and access to The Gallery's many amenities including quality restaurants and shops.



The 216,000-square foot Ritz-Carlton is a 290-room premier-quality hotel facility located in downtown Philadelphia. Designed by Zeidler Partnership, this distinctive structure rises above a two-level retail podium and is a component of the prestigious Liberty Place office towers owned by Rouse & Associates. Special features of the Ritz-Carlton include superior marble and millwork finishes, luxurious suites, and a stunning 7,500-square foot ballroom.



**Hotels:**  
Zeidler Partnership



The 505-room Pan Pacific Hotel, located on Vancouver's picturesque waterfront, is owned by the Tokyu Corporation Canada. A design of Zeidler Partnership, this 400,000-square foot first-class hotel offers a unique combination of modern amenities and a breathtaking view. The Pan Pacific has consistently drawn a large clientele, with over 200,000 guests hosted annually since 1986. Key to the success of the Pan Pa-

cific is its proximity to downtown and affiliation with Canada Place, a 1.78 million-square foot mixed-use development including a five-berth cruise ship terminal, World Trade Centre offices, and Vancouver's Convention and Exhibition Centre (formerly the Canadian Pavilion at Expo '86). Canada Place is an internationally known, award-winning facility with an excellent mix of public and private sector amenities. It represents the Canadian Government's investment in British Columbia and has become the focal point for flourishing tourism and trade in the province.

**Hotels:**  
Zeidler Partnership



Zeidler Partnership has designed many landmark hotels in a number of cities. Our projects include the 290-room Ritz-Carlton (Philadelphia), 622-room Stouffer Harborplace (Baltimore), 505-room Pan Pacific (Vancouver), and the 459-room Toronto Marriott Eaton Centre and the Europa Congress Hotel (Suhl, Germany). Zeidler Partnership has designed many landmark hotels in a number of cities. Our projects include the 290-room Ritz-Carlton (Philadelphia), 622-room Stouffer Harborplace (Baltimore), 505-room Pan Pacific (Vancouver), and the 459-room Toronto Marriott Eaton Centre and the Europa Congress Hotel (Suhl, Germany).

401,000 square feet



Complete Listing:

Trump International Hotel & Tower, Toronto, Ontario  
Hyatt Resort & Casino, Niagara Falls, Ontario  
Four Seasons Resort - Hotel Reconstruction, Nevis, West Indies  
Europa Congresshotel Suhl, Germany  
Ritz-Carlton Hotel, Philadelphia, Pennsylvania  
Stouffer Harborplace Hotel, Baltimore, Maryland  
Pan Pacific Hotel, Vancouver, British Columbia  
Mont Ste. Marie, Lac Ste. Marie, Québec  
The Toronto Marriott Eaton Centre, Toronto, Ontario  
Mariner's Haven, Collingwood, Ontario  
Royal York Hotel (Renovations and Additions), Toronto, Ontario  
Park Plaza Hotel (Renovations), Toronto, Ontario  
Shanghai Xuhui International Tennis Club, Shanghai, China  
Nevis Four Seasons Resort - Phase II, Charlestown, Nevis, West Indies  
Deerhurst Highlands Estates, Huntsville, Ontario  
San Francisco Downtown Marriott, San Francisco, California  
Communication City, Toronto, Ontario  
Royal Palm Hotel (Renovations and Addition) Proposal, Miami Beach, Florida  
Discovery Bay Golf Hotel Proposal, Hong Kong  
Vista Interasia Hotel Proposal, Fujian, China  
Shahara Tourist City Proposal, Alexandria, Egypt  
Hasaki Twin Resort - Thalasso Wellness Area (Master Plan), Kashima, Japan  
Grand Harbour, Isla Del Rey, Panama



**Residential:**  
Design Source Intl.



Community Center  
Top of the World  
Ocala, Florida

Residential communities today expect and demand more in the form of common areas and facilities available to the development. The Top of the World is a large residential retirement development in central Florida, which is surrounded by natural springs and vegetation, along with multiple golf courses, swimming pools and other community service buildings.

The Community Center was designed to be an integral extension of the housing component of the development, and was scheduled for construction in 1995.

15,000 square feet (approx.)

**Residential:**  
Design Source Intl.

The Hartmann Residence  
St. Augustine Beach, Florida



A Swiss engineer holding patents in aircraft engineering, Mr. Hartmann wanted a program which provided extended square footage over a large ocean front lot, and, to place the building as close to the coastal construction set back line as allowed.

His background blended with the design direction of our office in a very unique way, and the 5000 square foot single family residence was the result.

Challenged by local authorities from the onset, the project skirted the



The Waitcus Residence  
Crescent Beach, Florida

A Gainesville dealer of BMW and Mercedes, the owner of this beach front property was interested in building a cottage for the weekend that would accommodate his extended family, with unobstructed views to the Atlantic and exhibit

the clean styling and crisp engineered looks his business promoted.



**Residential:**  
Design Source Intl.



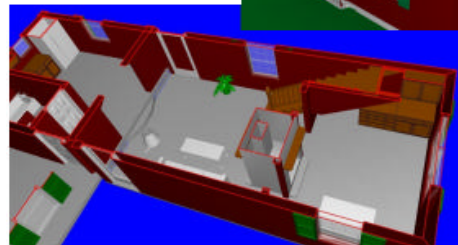
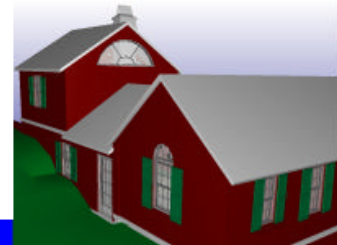
Mr. & Mrs. G. Johnson  
Clovelly House  
Paget, Bermuda

Often the most rewarding, are small projects well executed as illustrated by this porch and apartment addition. Oriented in Paget Parish, the site was very steep and challenging.



Excavation and careful orientation of vertical design elements were required to facilitated necessary improvements.

Our comprehensive use of virtual modeling and animation provided a way to view and approve improvements with the client prior to beginning real world improvements.






## Residential: Design Source Intl.

### Complete Listing

Andreu Residence Dr. Walter Andreu St. Augustine, Florida  
Armstrong Homes Models Mr. William Armstrong Ocala, Florida  
Arnold Residence Mr. Michael Arnold St. Augustine, Florida  
Arthur Residence Mr. Michael Arthur Porpoise Point, Florida  
Bartley Residence Mr. John Bartley St. Augustine, Florida  
Baselice Residence Addition Stomwall Construction Ocala, Florida  
Baxley Residence Addition Mr. John Baxley St. Augustine, Florida  
Beaird Residence Mr. J. Beaird St. Augustine, Florida  
Black Residence Mr. Reggie Black Ocala, Florida  
Bowen Residence Addition Mr. B. Bowen St. Augustine, Florida  
Brewer Residence Mr. Bill Brewer St. Augustine, Florida  
Brown Residence Mr. William Brown St. Augustine, Florida  
Cafaro Residence Cafaro New Homes Ocala, Florida  
Capili Residence Dr. Angelita Capili St. Augustine, Florida  
Callas Residence Mr. & Mrs. George Callas Citra, Florida  
Cardoza Residence Improvements Mr. Ken Cardoza Ocala, Florida  
Cramer Residence Addition Mr. John Cramer Ocala, Florida  
Drysdale Residence Mr. & Mrs. David Drysdale St. Augustine, Florida  
Etheridge Spec Residence Mr. Mike Etheridge Ocala, Florida  
Canas Residence, Southampton, Bermuda  
Carne Residence Addition Mr. & Mrs. David Carne St. Augustine, Florida  
Carr Residence Addition Mr. Robert Carr Cresenet Beach, Florida  
Center Residence Additions, St. George's, Bermuda  
Conte Residence Mr. Joseph Conte Flagler Beach, Florida  
Edmiston Residence Mr. Bill Edmiston St. Augustine, Florida  
Ferran Residence Ms. Ann Ferran Vilano Beach, Florida  
Gary Residence Mr. John Gary St. Augustine, Florida  
Glenos Residence Dr. & Mrs. William Glenos St. Augustine, Florida  
Goedert Residence Mr. & Mrs. Jack Goedert Porpoise Point, Florida  
Harris Residence Mr. & Mrs. William Harris Ocala, Florida  
Harris Residence Mr. & Mrs. Brad Harris Ocala, Florida  
Harris Residence Mr. & Mrs. Richard Harris Ocala, Florida  
Hartsfield Residence Mr. Earl Hartsfield Ocala, Florida  
Harry Residence Mr. Bob Harry St. Augustine, Florida  
Hardison Residence Addition Mr. Adam Hardison Crescent Beach, Florida  
Hartmann Residence Mr. Rudolph Hartmann Crescent Beach, Florida  
Jackson Residence Mr. Roland Jackson Ocala, Florida  
Hauser Residence Renovation Mr. & Mrs. Burt Hauser Ocala, Florida  
Hind Residence Additions, Smiths Parish, Bermuda



McCallum Residence Ms. P. McCallum Belleview, Florida  
Nale Residence Mr. George Nale Ocala, Florida  
Richell Residence Mr. Brad Richell Ocala, Florida  
Johnson Residence Additions, Paget, Bermuda  
Kapler Residence Mr. George Kapler St. Augustine, Florida  
Keen Residence Mr. & Mrs. Jimmy Keen St. Augustine, Florida  
Kehoe Residence Addition Ms. Mary Kehoe St. Augustine, Florida  
Lourenco Residence Addition Mr. & Mrs. Jerry Lourenco Bellview, Florida  
Mazzo Residence Mr. Bill Mazzo St. Augustine, Florida  
McGhin Residence Mr. Charles McGhin St. Augustine, Florida  
McInness Residence Mr. Bill McInness Ponte Vedra Beach, Florida  
Oster Residence Addition Mr. Richard Oster Dunnellon, Florida  
Palevesky Residence Mr. Elliot Palevesky Porpoise Point, Florida  
Palmer Residence Mr. Douglas Palmer St. Augustine, Florida  
Palmer Residence Addition Mr. Douglas Palmer Vilano Beach, Florida  
Paterson Residence Mr. Robert Paterson St. Augustine, Florida  
Roberts Residence Mr. & Mrs. Larry Roberts Ocala, Florida  
Roberts Residence #1 Mr. & Mrs. Larry Roberts , Ocala, Florida  
Seymour Residence Improvements Dr. Goodwin Seymour St. Augustine, Florida  
Additions and Renovations to the Skater Residence, Warwick Parish, Bermuda  
Schweim Residence Dr. & Mrs. Barry Schweim Porpoise Point, Florida  
Whiting Residence Mr. & Mrs. David Whiting Hamilton, Bermuda  
Wright Residence Ms. Ellenor Wright St. Augustine, Florida  
Joyce Residence Mr. Richard Joyce St. Augustine, Florida  
Magre Residence Addition Dr. Magre St. Augustine, Florida  
Sims Spec Homes Mr. Chester Sims St. Augustine, Florida  
Galloway Spec Homes Mr. Joe Galloway St. Augustine, Florida  
Crission Cottage Mr. & Mrs. Crisson Hamilton, Bermuda  
Gibson Residence Mr. Wayne Gibson Porpoise Point, Florida  
Meyer Residence Mr. Bill Meyer Ormand Beach, Florida  
Connahey Residence Mr. John Connahey St. Augustine, Florida  
Newby Residence Mr. Bill Newby St. Augustine, Florida  
Kamm Residence Addition Mr. & Mrs. Jeffery Kamm St. Augustine, Florida  
Reynolds Residence Mr. Michael Reynolds St. Augustine, Florida  
Skater Residence Additions Mr. & Mrs. D. Skater, Warwick Parish, Bermuda  
Smith Residence Addition Mr. & Mrs. Tomas Smith, Warwick Parish, Bermuda  
Turner Residence Cafaro New Homes Ocala, Florida  
Ventresca Spec Home Ocala, Florida  
Vesely Residence, St. Georges, Bermuda  
Village of Ascot Heath Mr. & Mrs. J. McGuire Ocala, Florida  
Williams Residence Mr. & Mrs. Wayne Williams  
Wright Residence Ms. Cindy Wright Ocala, Florida





## VI. Approach and Methodology

### The Basics:

Most projects, whether a residential exercise, or airport mass transit facility are too complex to encompass all of the factors at one time. Therefore, every project can be divided into the following basic stages:

- Preliminary Schematics
- Design Development
- Bid Document and Procedure
- Permit Process
- Construction Document
- Administration

Accurate communication of your ideas through this process, is our primary concern, and The Southlands Development is one which will require extensive work in the




Preliminary Schematic phase with a comprehensive Master Plan.

Further to this, the two basic aspects of the project will need to be addressed and developed in this stage together:

- Hotel
- Residential

This will also need to be coordinated with the Permit Process long before any applications are made. Our approach will

be to create a series of schematics and documentation capable of being amended during the process of obtaining a special development order of the area.



Because of its size and unique orientation, a special development order is the most logical approach. However, several important prerequisites need to be present to obtain this.

Our first efforts will be a setting out of the groundwork necessary to construct this body of information, and to involve a team capable of not only delivering ideas, but interested and qualified participants.

This will insure both planners and financiers are comfortable, and that the design premise is based on solid experience, and an up to speed understanding of the current market, by those seriously involved in it at present.


### **Moving Forward:**

Next, we will focus on several important steps, often over looked. One, in the area of public relations, and the other, in the area of marketing. Design Development must be based on what has been predicated by the initial design premise. This premise will then be researched and amended as required to ensure the market receives the end product as expected. No surprises.

We expect Zeidler Partnership to lead in this area for the hotel and resort development, and Design Source Intl. to do the same with the residential. The importance of coordination of both of these with the distinctly Bermudian canvas that has presented itself here is the final aspect. That aspect of course being the presence of the Quarry Gardens at Southlands.

The quarries affected the property from the day Dr. J. Douglas Morgan's father first set his hand to the improvement of the property in 1911. "when he bought a bedraggled old place away on the south shore, full of limestone quarries, and overheard himself described as "some Canadian with more money than sense." As chronicled in a tourist publication in 1936, the property was transformed by the Morgans into a beautiful series of gardens and pools which cascade down a sloping site to a shining white beach.

Much of the site, although severely overgrown and unattended, lies just as it did then, and in a very real way, affects our view towards development now. The rock cuts stand in places nearly 30 feet high and present any architect with a very chal-



lenging prospect in either navigating or taming the extreme topography left by neglect at some point over a century ago. It was this neglect that was transformed into a thing of beauty, and of great interest. A transformation so Bermudian in its character that it should stand as a hallmark to the ingenuity and inventiveness of those people who crafted it. A characteristic lost, to a great degree in the shuffle and hurry of 21st century living.

It is this Bermuda that we intend to preserve, by revisiting the stark and some would say odd form of beauty that the wrapping of intricate flora and fauna gardens around old discarded quarries produced, and by providing both housing and a resort hotel in the surrounding acreage that appreciates, preserves and accentuates this natural beauty.

Our intent is that from this foundation our other services in both building documentation and administration will proceed, thereby maintaining a clear perspective of the place out of which the original development grew.

