

#### Overview

Zivic & Hurdle Architects, founded in 1986 by Bruce S. Zivic AIA and Richard E. Hurdle AIA, has focused the firm's practice on the hotel & lodging building sector. Over years we developed a record of proven capabilities by providing full architecture, master planning, space planning, programming, building analysis and interior design services. From our offices in Fairfax, Virginia just outside of Washington, D.C., our staff of dedicated architects, designers, planners, and technical specialists provides our firm with the resources and the network of professional affiliations to responsibly handle the development and delivery of complex hotel & lodging projects of all scales and schedules. Operating nationally, we bring to your project an informed perspective of local issues fulfilling the unique aesthetic and social goals of each project.

## **Design Philosophy**

We at Zivic & Hurdle Architects firmly believe that good design influences the quality of people's lives. Fundamental to our philosophy is our commitment to design excellence, principal involvement, superior management and outstanding service to our clients while meeting all the budget and schedule objectives of our projects. The principals, along with a team of architects, designers and engineering consultants, are involved in the supervision and design of each project from the earliest planning efforts through construction and post construction. Zivic & Hurdle believes that the best designs grow out of a close relationship with the client who helps the design team gain a thorough understanding of their needs, their program, organizational goals and site conditions. With the synthesis of this information comes the architectural response to our client's ambitions, which is the only true measure of successful architecture. Zivic & Hurdle Architects feels that the program drives the design which is the compilation of goals, facts, concepts, needs and problems. We endeavor to create architecture that is committed to both function and context while achieving grace and distinction.

#### Vision

Success-by-Design: Operating our practice with the belief that successful architecture benefits all, our vision is to be the catalyst for the well-being and financial success of our clients, our staff and our firm through creative quality design solutions for the built environment.

### **Mission Statement**

The mission of Zivic & Hurdle Architects, a national provider of hospitality and lodging design solutions, is to deliver expertise, experience, value and reliability through comprehensive architectural services ranging from feasibility studies, programming and facility design to interior design and construction management.

Our comprehensive architectural services benefit our clients by providing a single source for managing the complex processes and broad array of technical and design activities necessary to produce a cost effective project in a timely fashion resulting in optimized client investment.

Zivic & Hurdle Architects differentiates itself from others in the profession by demonstrating its core values through a strong design methodology focused upon listening to our client's

concerns, understanding our client's needs, addressing project challenges with creative solutions and producing inspired architecture that is positioned on the leading edge of design.

Zivic & Hurdle Architects' primary marketing strategies are to solidify its existing client base to achieve a greater share of their work, introduce add-on services to maintain existing clients and attract new ones, introduce lead-in services to promote awareness of our core services to new clients, expanding our services geographically to attract new clients to expertise not otherwise available to them and acquire new project and client types by offering unique benefits.

Zivic & Hurdle Architects is dedicated to helping our clients achieve their project objectives with unsurpassed quality, value and service; having our employees share in the company's vision, financial success, professional growth and creative development; and cultivating loyalty and a reputation for fairness with our stakeholders.

# **Core Values**

- Successful architecture benefits everyone.
- The business of architecture can be conducted with honesty and integrity.
- Making a contribution to our community is essential.
- Good design improves the quality of people's lives.
- · Our employees are our greatest assets.