

substance architecture

www.substancearchitecture.com

GOVERNMENT CONTACT

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Associate Principal

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CAPABILITIES NARRATIVE

Substance Architecture is a collaborative design practice based in Des Moines, Iowa, with over two decades of experience delivering high-quality architectural, interior, and planning solutions for federal, state, and local government clients. As a certified small business, our seasoned team provides innovative, sustainable, and resource-efficient design grounded in a rigorous, research-driven process. The firm was founded in 2001 and restructured as Substance, LLC dba Substance Architecture, LLC in 2005.

CORE COMPETENCIES

- **Design:** Collaborative partnerships, a thoughtful design process, and transformative results that improve clients' daily experiences.
- **Historic Preservation and Rehabilitation:** Skilled in applying the Secretary of the Interior's Standards, successfully navigating Section 106 reviews, and following NPS and GSA best practices for historic buildings from pre-WWII through modern-era structures.
- **Project Planning & Management:** Strong capabilities in developing informed plans, leading teams, coordinating experts, and delivering on time and within budget.

DIFFERENTIATORS

- **Research-Driven, Resource-Efficient Design:** Analytical, iterative approach that resolves multiple challenges with single, cost-effective solutions.
- **Consensus Building:** Demonstrated ability to unite owners, users, consultants, contractors, and the public to achieve shared goals and reduce change orders.
- **Federal Compliance & Preservation Expertise:** Deep experience with the Secretary of the Interior's Standards, Section 106 reviews, and NPS/GSA preservation practices.
- **Sustainable Design Leadership:** Proven record in delivering high-performance, LEED®-certified projects, aligned with agency sustainability goals.
- **Remote/National Delivery:** Routinely leads distributed teams, leveraging technology for high-quality reviews, construction administration, and remote problem-solving across the U.S.
- **Small Business Agility + Established Capacity:** Certified small business with an experienced 18-person team and expanded leadership structure to meet the demands of public-sector work.

PAST PERFORMANCE

- **Experienced Government Partner (GSA, USPS, State of Iowa, City of Des Moines, Iowa):** Repeated IDIQ/task-order contracts with major federal clients, including multi-award periods with the GSA and USPS.
- **Diverse Government Projects:** Delivered a wide range of civic, justice, transit, postal, and natural-resource facilities and improvements.
- **Performance Strengths:** Proven delivery on complex, technical assignments; effective management of Section 106 and other federal compliance processes; and repeat work from government clients, reflecting trust and satisfaction.

1300 Walnut Street, Suite 201 | Des Moines, IA 50309
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COMPANY DATA

UEI: C8GJNWKA3ZB4

CAGE Code: 4KLK33

NAICS:

541310 - Architectural Services

541410 - Interior Design Services

PSC:

C200 - A & E Services - General

C211 - A & E - General: Landscaping,
Interior Layout, and Designing

C219 - A & E - General: Other

CERTIFICATIONS:

Small Business

PAST PERFORMANCE

- **GSA Region 6 IDIQ**
 - 2007 - present (3 renewals)
 - Prime Contractor; \$15,330,049 contract spend (3/2007 - present)
 - Includes multiple interior and exterior improvements to Neal Smith Federal Building
- **United States Postal Service IDIQ**
 - 2015 - present (1 renewal)
 - Prime Contractor; \$2,448,871 contract spend (2/2017 - present)
- **Des Moines Area Transit Authority (DART) IDIQ**
 - 2013 - present (2 renewals)
 - Prime Contractor; \$526,537 contract spend (7/2017 - current)
- **DART Central Station**
 - 22,000 SF LEED® Platinum transit center; \$20,000,000
 - Completed in 2012
- **Iowa DNR: Mini-Waken Lodge**
 - 5,000 SF lodge renovation and restroom/shelter addition
 - Completed 2012; \$500,000
- **State of Iowa DAS Fort Des Moines Bldg 71 & 73 Rehabilitation Study**
 - Completed 2025 as Prime Contractor
- **Iowa DOT I-80 EB Mitchellville Rest Area Storage Shed**
 - Anticipated Completion: 2025
 - Sub-Contractor to HNTB

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