



DANAC Building 6 Lobby, Rockville, MD  
*Jeff Sauers Photography*



Carrol Creek, Frederick, MD  
*Mark Carrol Rendering*



VOB BMW Rockville  
*Jeff Sauers Photography*

# BA

solid. approachable. effective. design.



# BATES ARCHITECTS,PC

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To define what it means to be a hands-on architect, one must start with management, organization, and leadership. Hands-on involves doing something instead of just directing from a distance or watching other people complete a task. The bottom line: being hands-on means taking an active role from start to finish. For one architect and his firm, the idea of being hands-on is directly woven into every aspect of their client relationships. From design inception to project completion, the result is not only complete client satisfaction, but a bond that forges into lasting friendships.

Founded in 2005 as Urie-Bates Architects by co-founders Tom Urie and C. Marty Bates, AIA what eventually became Bates Architects, PC was really the culmination of many things. Marty felt that he had run his career course in the larger firm setting and knew that he could provide better service to clients with a new modest sized firm. Coupled with the fact that commuting and office hours had drastically taken away from family time and the attraction of quality life Frederick, MD offered for a startup business, it was an easy decision to make.

For Marty Bates, the journey to opening his own firm began in a very small firm in Silver Spring, MD while attending the University of Maryland. "It was a small office with the two principals and a few students depending on the season and workload. Truly a great place to learn. The principals were both great teachers, not only about the profession but life beyond school. I enjoyed it but

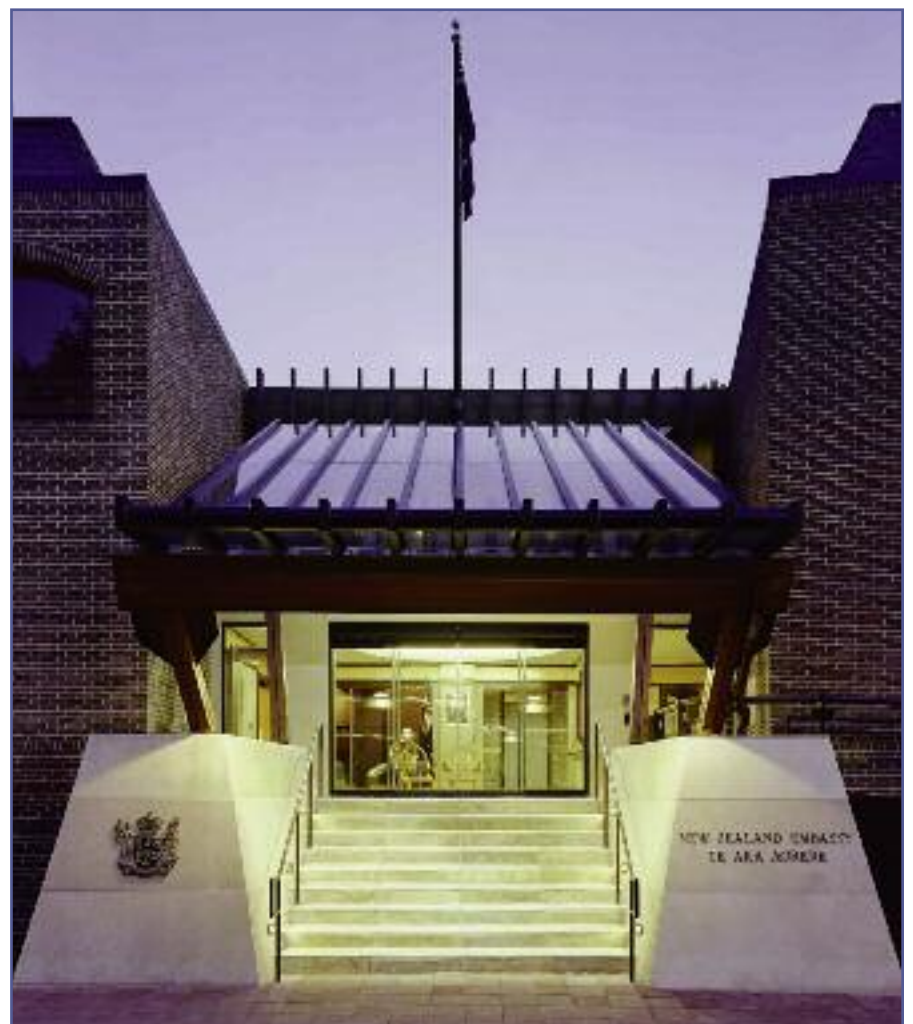


DANAC Building Rockville, MD — *Jeff Sauers Photography*

knew it was just the first step," explains Marty. In the early 1980's Marty was offered a position at Donald N. Coupard & Associates, AIA a growing twenty person firm which was undertaking many interesting projects. For the next twenty-five years, Marty worked on many of the largest projects in the Washington / Baltimore corridor, from master planning to interiors, from Fortune 50 corporate headquarters to convention hotels, from retail centers to a project at the Baltimore Zoo. "It was an amazing place to learn about design, the business of architecture, construction and to developing skills that would serve a lifetime," continues Marty. "The best part of the 'large firm' environment was the teaming with other talented people. This firm was an example of the 'sum of the parts being better than the individual'."

Like so many things in life, everything has a season. After twenty-five years, becoming a

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New Zealand Embassy Entrance — *Photo: Courtesy of the Embassy*



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partner, and having completed many large projects, Marty felt it was time to move on to something new. "I was able to convince my college roommate and coworker in those beginning years at DNC, to leave his one man firm and to join me in Frederick Maryland," remembers Marty. "I told my clients back then that nothing would change about our services other than the address. These clients, many who I had known for twenty plus years, followed me to the new firm."

The firm managed to grow in the first three years to have a strong base of clients by developing a business that thrived on a good mix of architecture and interior fit up projects. "Many of the clients that I was working with when I left the old firm asked that I be retained by the old firm to complete their projects," says Marty as this allowed the design continuity to remain in place through to the completion of the project. These projects included a firehouse for Montgomery County MD, the phased renovation of the Embassy of New Zealand in Washington DC and a series of flex office buildings in Germantown MD. "We also were awarded the project to design a large retail shopping center, undertook a phased renovation of a non-profit headquarters, completed a Class A office building in a suburban office park and updated the master plan for a suburban corporate campus to be used by the client to obtain the necessary county approvals and to maximize the development potential of the site."

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VOB BMW Rockville — Jeff Sauers Photography

## Bates Architects and the Community

Bates Architects is involved in many activities that impact the community. A tradition for the past 3 years and will continue to volunteer at the Annual Frederick Festival of the Arts. Our entire staff has participated, providing a variety of services to attendees on the Saturdays during the festival.

Marty Bates has served for many years on the building committee of his Parish as well as the Dean's Circle for the University of Maryland School of Architecture. Recent pro bono work includes projects for the Mental Health Association of Frederick County, the Arc of Frederick County, and Tuscarora High School.

Volunteer opportunities and community service have always been a priority to Bates Architects. Jim Mills has served in the Rotary Club of Carroll Creek, on non-profit Boards of Directors, as well as in Pro Bono design work for groups such as Middletown Boosters and the Gaddy Center for Women & Children, among others.

He has served as the project co-chair for The Dreaming ([www.thedreaming.info](http://www.thedreaming.info)), as well as serving on the Board of Directors for Shared Vision, a public art organization that builds community through co-creation of the art with local organizations. Volunteering for the Downtown Frederick Partnership, he has served on the Façade Improvement Design Committee. He was the Arts Liaison for the Baltimore Symphony Orchestra in Frederick and is currently a member Habitat for Humanity Frederick's leadership committee for Festa Italiana, the principal fundraising event for the organization. Volunteering to teach elementary through high school-aged kids about architecture and what architects do is something he does several times each year.

Bates Architects has also donated to Kennedy's Disease Association, sponsoring runners to participate in the Queen Anne's 5K in Howard County every year.

Forrest Popkin engages with the community by teaching young students in a number of schools in Washington, DC, and Maryland about architectural concepts and tools.

He is also occasionally asked by colleagues from University of Maryland to participate as a juror for critiques of undergraduate students' work.

Mitch Goldberg served for many years on the board of Directors for the Maryland School for the Deaf and is active in the deaf community.



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During the recent recession, the firm managed to remain successful by maintaining the loyalty of long term tenant services clients, while at the same time developing a broad base of experiences that expanded into bigger and more complicated medical projects. In 2010, there was a partnership change and the firm officially became Bates Architects, PC. Again, nothing changed for the firm except the name.

As the economy improved, the firm continued to develop their client base and saw their medical tenant work expand, undertook a series of building renovations and additions, designed a new high end car dealership and service center, provided tenant fit up services for a large retail shopping center, completed an office building for

the Army Corps of Engineers at Ft. Detrick, and took a multi-story parking garage from design through construction. BA also participated in their first LEED design project which was to be a Platinum Level Urban Mixed Use Office Building to be located in Gaithersburg, MD. As of today, Bates Architects portfolio includes project success in office, retail, hospitality, health care, government and education, and continues to excel in interiors.

While Bates Architects has numerous strengths that make them an elite architecture and design firm, perhaps the most important is their personnel. Besides the talents and experience of Marty himself, the current staff is truly the backbone of the firm's success. Jim Mills, AIA, a recent addition to the team, excels at community-based projects, such as public and private schools, churches, and many other project types such as corporate base buildings and interiors. Master Planning, Historic Preservation, and Adaptive Reuse are areas of

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315 E. Diamond, Gaithersburg, MD  
— Brackett-Zimmerman Rendering

expertise, while many of his projects have won AIA and Maryland Historical Trust awards. Sustainability is a core belief and is practiced as a baseline for all Jim's projects. Jennifer Litchfield, Director of Interiors, wears many different hats in the office. She provides her interior design skills on projects, is responsible for human resources as well as regular office management and accounting. Mitch Goldberg, project architect, is a production team leader for the firm. He received his degree from the University of Cincinnati and is a registered architect in Maryland and in Ohio. The firm also has a trio of excellent intern architects that add invaluable talent and service to

every project. Fourth year employee Forrest Popkin uses his skills not only in design and production, but also technology to maintain the company website and actively develop marketing material for the office. Matt Rowley for the last three years has brought Revit and CAD experience from his previous firms to enhance the firm's process in communicating with the clients and contractors. Just as important is the newest hire Rochelle Hayworth, who graduated with her Masters in Architecture from the University of Maryland this year prior to joining Bates. She has used her knowledge of technology to assist the firm in creating presentations and schematic design. All interns are working towards



Brewers Alley, Frederick, MD — Brackett-Zimmerman Rendering



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completion of the Intern Development Program and ultimately aim to become registered architects, a goal pushed for by Marty Bates to further enhance their individual careers as well as the firms.

What is at the very core of Bates Architects is their dedication to building relationships. As a direct result of the firm's hands-on approach, this philosophy starts with Marty himself. "I would suggest that if you polled our clients they would indicate that I am involved; working towards their best interests, providing them creative solutions and truly caring about the aesthetic and financial success of each project we undertake," explains Marty. "Our client list includes first and second generation businesses that I have worked with for more than thirty years. Fathers have passed us onto their sons knowing we will respond to them with the same level of professionalism as we did for them. I consider many of these clients as much my friends as I do my employers."

When asked to explain the philosophy of Bates Architects, Marty responded that the firm's philosophy is best expressed by their banner slogan. "Our clients understand to successfully navigate their way through the design process, they need an architect and a firm that are creative and experienced and offers solid, approachable, effective design," says Marty. "This covers the big picture philosophy as well as our day to day response to our client's needs. I would say that our talents and experience can compete with any

other firm in our market and that our size is not representative of the abilities and horse power that we provide."

Of course what really matters in measuring client satisfaction is what the clients themselves are saying. The following quotes give an impressive example of how Bates Architects have become not just clients, but friends.



VA Admin Building Cafeteria — Jeff Sauers Photography

*"Marty Bates has worked with DANAC for more than thirty years and in that time he has successfully completed complex multi-million dollar headquarters projects to the 1500 square foot tenant improvements project. His firm understands the nuances of each project type and they respond accordingly. We look forward to the opportunity to work with Bates Architects and their staff for many years to come."*

**- Gene Carlin, Executive Vice President, DANAC LLC**

*"Marty has been there for Triumph Development from the founding of the company and has worked for the principals for many years prior to Triumph. He is a trusted, talented architect who can undertake the most complex programs and sees them through to completion. His understanding of the business challenges we face,*

*the realities of the bureaucratic approval process and the importance of teamwork between all of the stakeholders on a project, makes him a valued partner and we look forward to many more opportunities to work with him and his team in the future."*

**- James Fangmeyer, Principal & Co-Founder, Triumph Development**

*"Bates Architects always brings value to the process. Marty has the ability to form an alliance with the team that transforms the relationship between designers and builders, fostering collaboration and teamwork."* – Lynn Bennett  
**LEED AP BD+C, DBIA  
Coakley Williams Vice President**

*"Marty and his team were knowledgeable and quick to respond to questions and design modifications. He was always available to support our project; including early suite design, interior finish selection and construction. Their full service capability helped simplify our design process and their relationship with our contractor helped us to finish on budget and on time. I would recommend Bates Architects."*

**- Paul Campognone, COO, COLA, Inc.**

*"Besides being a creative and talented architect, Marty is just extremely easy to work with, and that's worth a lot in my book. He never gets defensive when asked to do something differently (for the umpteenth time), he is prompt in responding to requests, and he works well with the myriad people involved in any construction project. I highly endorse Marty and his staff, and I wouldn't hesitate to use him again."* - Pat Hanberry, CEO  
**Mental Health Association of Frederick County**


*"In leasing commercial real estate, the victor is usually the one who best solves the tenant's needs. Bates Architects has proven to be an invaluable resource when it comes to understanding these needs and providing an effective and efficient plan for us to execute."* - Andy Chod, Vice President  
**Minkoff Development**

*"Marty Bates is a true Master Builder. He understands his client's needs and the balance required to design a quality and efficient building. He understands the contractor, which helps to ensure a building can be completed efficiently and on-time. His commitment to success is evident to all."* - Gregory E. Harraka  
**LEED AP BD+C, DBIA,  
Coakley Williams Vice President**

When looking to the future of Bates Architects, Marty and his team cannot help but be excited. For a firm that has decades of experience at the helm and the dedication to a "hands-on" approach to every project, client satisfaction is assured. Yet Marty understands that his staff will be the catalyst to bringing Bates Architects to future generations of clientele, and they are considered as important as anything else to the goals of Bates. "It is my plan to see that this firm has a life

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beyond my role as principal. In order for this to happen I need to provide the same opportunities to my staff that were afforded me by architects like Madis Valge and Donald Coupard,” explains Marty. “Given these opportunities, as I was, will allow individuals to realize their roles not only in the day to day success of a project but of the firm. By establishing themselves with clients through successful projects they then reinforce the strength of the firm in the marketplace. I did not realize it then, but my experience in these other firms was grooming me for this point in my career and teach-

ing me the importance of passing this experience down to the next generation of architects.”

For more information about Bates Architects, visit them at: [www.batesarchitectspc.com](http://www.batesarchitectspc.com)



Blue Ridge Medical Center — Rendering: Brackett Zimmermann, LLC



Cannonball Run Hunting Lodge — Rendering: Brackett Zimmermann, LLC



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