

**INSIDE:** Masters of Design/Build • Willoughby Courthouse • The Lu-Jean Feng Clinic

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**EDITOR/PUBLISHER**

Kenneth C. Krych  
 kkrych@propertiesmag.com

**MANAGING EDITOR/ART DIRECTOR**

Mark Watt  
 mwatt@propertiesmag.com

**CONTRIBUTING WRITERS**

Diane DiPiero Rodio  
 Lou Kren  
 John Elliott  
 Alec Pacella  
 Nancy Loyan Schuemann  
 David Woodburn  
 John Slagter  
 Jeanne Bluffstone  
 Gordon & Lynn Priemer

**ACCOUNT EXECUTIVES**

James Pelligrino  
 David Larkin  
 Bob Anderson

**ADMINISTRATIVE ASSISTANT**

Cynthia Francis

**MARKETING ASSISTANT**

Jessica Nelson

**CIRCULATION DIRECTOR**

Debbie Boehm

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 by Bill Schuemann

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*Re-imagining the built environment with top Northeast Ohio firms*

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March 2006

## Design/Build Mastery



KEN KRYCH

This month we decided to focus on some of the very best design/build firms of Northern Ohio with our second annual Masters of Design/Build special section. Usage of this project delivery method continues to grow, with more and more projects utilizing design/build nationally and here in Northern Ohio as well.

Coincidentally, our feature on the new Willoughby Courthouse is just such an example of how a new public building was built using the design/build process. You'll enjoy reading how the project came together and, for example, how special care was focused on making the structure blend in with neighboring buildings in Willoughby's downtown area.

March and spring are a time of rebirth and growth and several projects reflect that at this time of year.

Our cover story this month is the Shiloh Baptist Church, which is a real jewel of a building that was rightfully saved from being demolished. The interior is quite unique and sparkles with new lighting and a total face-lift on this historic house of worship.

One-of-a-kind renovation is the driving focus of another main feature in this issue. The Lu-Jeng Feng Clinic, a one-stop shop for health and beauty treatments that is situated in Pepper Pike, is absolutely unique and beautiful in its detail and diversity.

I trust you will also enjoy our profile on the successful Weston Group as well

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as a profile of the new managing partner of Kahn Kleinman, Rick Rivitz.

Lastly, as a special treat, we'll take you inside of area etiquette and dance icon Dick Blake's studio where you'll likely see some familiar faces: industry "movers and shakers" who spend downtime taking dance lessons their spouses.

More in store for April with our annual Roofing and Insulation Issue and some surprises.

Remember that this entire issue is also available at [www.propertiesmag.com](http://www.propertiesmag.com).

Sincerely,

Kenneth C. Krych  
Owner/Publisher  
[kkrych@propertiesmag.com](mailto:kkrych@propertiesmag.com)

## Letters

All of us at Fortney & Weygandt, Inc. are thrilled with the fine article written about our firm in the February issue of Properties. We appreciate the opportunity provided and look forward to continuing our relationship for years to come.

The response we have heard from our associates – both clients and subcontractors – has been very positive. The opportunity to have Bob Fortney express his views on our success, to explain our culture meant a lot as we take great pride in our services, craftsmanship and communication skills.

Thanks for a job well done!

Chris Lutjen  
Director of Business Development  
Fortney & Weygandt, Inc.

Thank you for including CBLH Design in the February issue of Properties. The year has started off well and I just wanted you to know that I really appreciate the support that you give to this industry. Keep up the good work.

Sally Gerycz  
CBLH Design

We welcome your feedback at Properties Magazine. Letters can be directed to [kkrych@propertiesmag.com](mailto:kkrych@propertiesmag.com) or by mail to Properties Magazine, P.O. Box 112127, Cleveland, Ohio 44111

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# PROPERTIES PEOPLE

Highlighting notable industry events



## NAWIC Holiday Social

Over 140 sales and marketing professional members of SMPS came together recently at Cloverleaf Lanes for a good time, bowling and to raise money for charity. The 2006 SMPS Fundraiser raised \$5,000 in scholarship money for a marketing student at Baldwin-Wallace College. The recipient is to be named soon. **P**

- 1 SMPS President **Nicole Nashar** with Professor **Lee Pickler**, Marketing & Management Systems D.B.A., Nova University
- 2 The team from eBlueprint rolls out for the charity event.
- 3 Enjoying themselves at the event are members of the SE Blueprint team.
- 4 **John Essi**, of SE Blueprint, looks at another strike!

## CES Annual Design & Construction Conference

“Engineering a Vision For a Greater Cleveland” was the theme at the 54th annual Cleveland Engineering Societies Design and Construction Conference held at LaCentre in Westlake recently. More than 50 exhibitors had booths and enjoyed a large turnout through the day. Highlights included design awards for the House of Blues and the Maltz Museum of Jewish Heritage. This year’s recipients of lifetime achievement went to Kurt K. Rim, president of Osborn Engineering, and Richard DiGeronimo, of Independence Excavating. **P**

- 1 (Right) **Dan Smith**, general manager of House of Blues Cleveland, and **Sheila Corrigan**, senior sales manager for the HOB’s Foundation Room, accept the project of the year award.
- 2 (Left to right) Lifetime Achievement Award winner **Richard DiGeronimo**, of Independence Excavating, poses with past award recipient **Robert Nammann** and fellow Lifetime Achievement winner **Kurt Rim**, both of Osborn Engineering.



- 1 (Left to right) Emcees **Helene Weingberg** and **Michael Kraft** celebrate with **Cathy** and **Nate Kauffman**.
- 2 (Left) HBA President **Rick Puzitiello**, of Parkview Homes, and Executive Director **Nate Kauffman** are greeted by Marilyn Monroe (impersonator **Ingrid Barth**).

## HBA’s Cleveland Choice Awards

“Hooray for Homebuilding” was the theme of the 15th Annual Cleveland Choice Awards presented by HBA of Greater Cleveland. With an academy award theme over 425 guests attended the truly gala event held at the new Marriott East Hotel. (See page 12 for full story.) **P**





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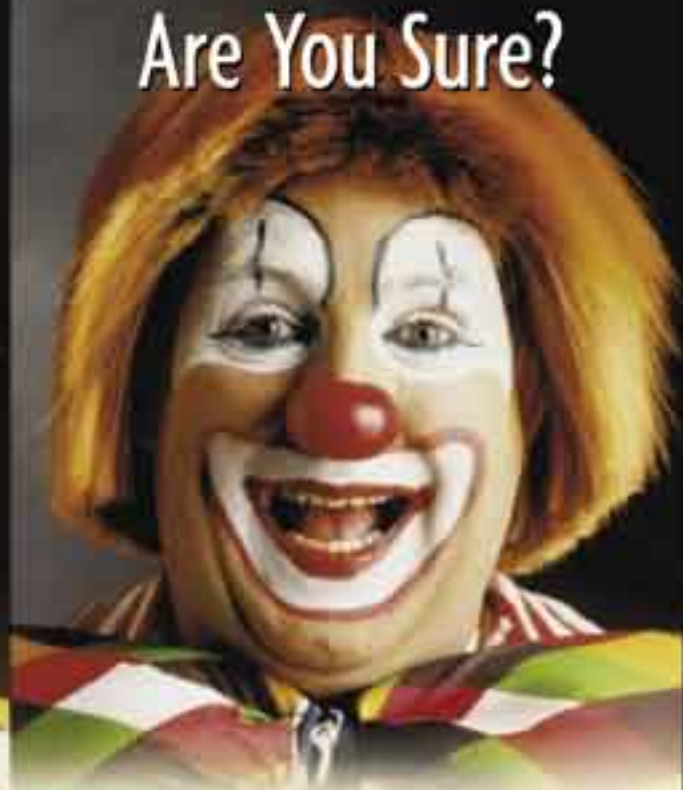


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## Another Solid Success

### Charles E. Phipps Co. hosts second concrete event

By Ken Krych

For the second year in a row, the Decorative Concrete Competition, sponsored by the Charles E. Phipps Company, was held at the Cuyahoga County Fairgrounds in Berea.

The now annual event, which features the area's best in decorative concrete design, was the first of its kind in the U.S last year.

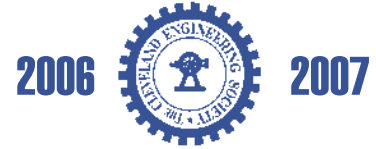
This year, there were many hands-on demonstrations and seminars as workers spent two days perfecting their design, some up until the last minute of the competition.

Contestants spent their time creating a wide variety of beautiful, intricate concrete works such as patios with a concrete fire long setting, concrete

chairs and even concrete patterns with embedded lighting.

Judged on design, use of color, creativity and overall craftsmanship, the winners included Creative Concrete (of Ravenna), which won first place for its varied pattern design; Northern Ohio Administration District Council Regional Training Center of Bricklayers & Allied Craftworkers, which won second place for a design featuring a flowered centerpiece and detailed multi-color floral patterns; and Cutting Edge Construction (of Richfield) for a unique water and rock formation with a working lighthouse.

More photos of this event can be seen at [www.chasephipps.com](http://www.chasephipps.com) 



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# HBA Honors Top Talent

## Cleveland Choice Awards recognize area builders, sales/marketing pros

The Sales & Marketing Council of the Home Builders Association of Greater Cleveland (HBA) and the Cleveland Choice Awards Committee hosted their 15th annual Cleveland Choice Awards ceremony in early March at the new Cleveland Marriott - East. The theme for the evening, Hooray for Homebuilding, was highlighted by emcees Michael Kraft and Helene Weingberg, who entertained the crowd while impersonating Joan Rivers, Martha Stewart, Barbara Streisand and Ozzy Osbourne.

The Cleveland Choice Committee is responsible for producing the professional and entertaining event, which recognizes excellence in home construction, including a wide variety of categories from sales and marketing, product design, architecture, remodeling and interior merchandising. The committee members include Co-Chairs Renee Vale, of Hudson Village Residential Co.; Greg Zehe, of Parkview Homes; Sam Avellone, of NPI Audio Visual Solutions; Mandy Barney, of Zaremba; Bridget Burns, of Park United Mortgage; Aimee Campbell, of Howard Hanna Smythe Cramer; Colleen Horan, of the HBA of Greater Cleveland; Paul Klein, of Sun Newspapers; Trista McClelland, of Calabrese, Racek & Markos, Inc.; Misty Pennock, of The



Photos courtesy Home Builders Association of Greater Cleveland

Plain Dealer; Angela Raaf, of Cleveland Magazine; Diane Schmidt, of Wells Fargo Home Mortgage; Kristen Scholzkrejsa, of Whitlatch & Co.; Michele Slaght, of Unmistakably Premier Homes; Nancy Tienvieri, of Miles Park Window Treatments; and Michele Yurcich, of The NRP Group.

Some of the winners were Parkview Homes for Product Design for The Villas of Stonebridge Crossing, Alexandra Fine Homes for Best Exterior Architecture for the Stone Cottage, Hudson Village Residential Co. for Best Lifestyle Center

Project, and Tower Park Construction for Best Interior Merchandising for The Glendale. AJ Marketing won for the Best Color Ad Over 12" and Howard Hanna Smythe Cramer took home the award for Best Advertising Campaign.

Other winners included SDC Homes and Neighborhoods, Pulte Homes, Unmistakably Premier Homes, Prestige Homes, Ryan Homes, Donald L. Barr & Co., Whitlatch & Co., Little Mountain Homes, Terry Bennett Builders and Remodelers, The Coral Company, B.R. Knez Construction, Inc., F.A. Makoski

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Construction, Riviera Construction, P. Perrino Custom Homes, Latina & Latina Builders, River Oaks Homes, Colony Home Builders, Payne & Payne Custom Builders, Americon Homes, Heartland Developers, Gillespie Homes, City Architecture and Kopf Construction.

Individual awards were also given to Jamie Powers, of Unmistakably Premier Homes, and the sales team from Willowick Creek of Oster Homes, a K. Hovnanian Company for their outstanding sales achievements in 2005. Matt Schneider, of Pulte Homes, was named Rookie Salesperson of the Year and in an unprecedented three-way tie, Greg Zehe, of Parkview Homes; Michele Slaght, of Unmistakably Premier Homes; and Aimee Campbell, of Howard Hanna Smythe Cramer, were named Outstanding Marketing Professionals of the year.

The Plain Dealer with Cleveland.com and NPI Audio Visual Solutions were the evening's Oscar Sponsors. Star sponsors included AJ Marketing, Cleveland Magazine and Kinetico, Incorporated. Golden Globe Sponsors were Atwell-Hicks, Howard Hanna Smythe Cramer, R. Kashmiry & Associates and Sun Newspapers. Silver Screen Sponsors included Architectural Millwork & Cabinetry, Chicago Title, FastSigns – Middleburg Heights, First Federal of Lakewood, Kurtz Bros, Lighting Max, Park United Mortgage, Realty One Real Living, Wells Fargo Home Mortgage. The Spotlight Sponsors, Audio Video Interiors, Currents/Chagrin Valley Times, Harmon Homes, HP Manufacturing / House of Plastics, Lennox Industries and ProSource Wholesale Flooring rounded out the evenings' sponsors. **P**

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# A Safer, Cleaner Cleveland

## DCIC takes steps to make downtown building improvement a reality

Story & photo by Ken Krych

Recently, at the March general membership meeting for the Building Owners & Managers Association (BOMA), members heard the latest news on the progress of the newly formed Downtown Cleveland Improvement Corporation (DCIC). The DCIC plans major steps forward with actions to be implemented in April to make downtown Cleveland a safer and cleaner place to work and visit.

The area involved includes over 1,000 parcels of land and involves nearly 300 property owners who will be assessed to pay for 30 to 40 trained individuals who will assure that the downtown area is a safer place.

They will not actually have any authority to make arrests per se but will



**STANDING UP** Doug Miller, vice president of office operations and leasing for the Richard E. Jacobs Group, addresses members of the Building Owners & Managers Association (BOMA).

eyes and ears for the police department.

Joe Marinucci, CEO of the Downtown Cleveland Partnership, kicked off the meeting held at The Forum and was joined by Doug Miller, vice president of office operations and leasing at the Richard E. Jacobs Group and chairman of the Clean & Safe committee. They discussed the progress and plan to move forward with this positive program, which will make our city a much safer and cleaner place to work within and enjoy. **P**

be in close contact with the police and also off-duty policemen.

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progress and plan to move forward with this positive program, which will make our city a much safer and cleaner place to work within and enjoy. **P**

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**"[The program provides] reliable quality and high service levels."**

The program's policies and procedures are developed by a standing committee of the Building Owners and Managers Association of Greater Cleveland. The Committee is also comprised of several active property managers whose buildings and/or employers are members of BOMA Greater Cleveland.

Staff support is provided principally by employees of the CHAMPS Program of the Greater Cleveland Hospital Association.

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and then made available to all members of BOMA. New categories are added on a regular basis. New contract abstracts are distributed to BOMA Members as they are awarded. New BOMA members receive a complete Group Purchasing Binder upon joining BOMA, which includes a full listing of all contracts and information on how to take advantage of them. BOMA will sponsor a Group Purchasing Seminar in mid April for current and potential members. (See [www.bomacleveland.org](http://www.bomacleveland.org) for more info.)

Designated vendors are then contacted on an individual basis, as needed. The product and services selection

and pricing have already been made to simplify the purchasing process.

Find out how your building or company can take advantage of BOMA Greater Cleveland's Group Purchasing Program by contacting Janice Parham.

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# January Construction Holds Steady

The value of new construction starts in January, at a seasonally adjusted annual rate of \$658.3 billion, was unchanged from December, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. The pattern of activity by major sector was varied – nonresidential building retreated, residential building stayed even with its December pace, and nonbuilding construction registered moderate growth. On an unadjusted basis, total construction in January was reported at \$46.0 billion, up 8% compared to the same month a year ago.

January's statistics produced a reading of 139 for the Dodge Index (2000=100), the same as the revised level for December. With the January release, the base year for the Dodge Index has been changed from 1996 to 2000. For all of 2005, the Dodge Index averaged 138 with the new 2000 base year.

"January's activity came in slightly above the average for 2005, which was a very healthy year for the construction industry," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "The current year should see construction stay close to its 2005 volume, although the mix by major sector is expected to be somewhat different, as nonresidential

building and public works pick up the slack from a slowing housing market. January showed a few, but not all, elements of this pattern that's expected to emerge as the current year proceeds."

Nonresidential building in January decreased 3% to \$172.9 billion (annual rate). After showing a strengthening trend during the closing months of 2005, several of the institutional structure types retreated in January, with school construction down 16% and healthcare facilities down 43% from a very strong December. Even with the decline, the healthcare facilities category in January continued to see groundbreaking take place for major hospital projects, including a \$134 million project in Orlando,

Florida and a \$90 million project in Mesa, Arizona.

"Especially during the winter, the construction start statistics can be volatile on a month-by-month basis, and it's expected that school and healthcare facilities will soon regain the elevated pace witnessed towards the end of last year," Murray says.

Other institutional categories with January declines were public buildings, down 15%, and amusement-related work, down 22%, although the amusement category did include the start of the \$100 million Nokia Theater as part of the LA Live development in downtown Los Angeles. As for the commercial structure types, January showed reduced

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contracting for warehouses, down 10%; and hotels, down 50% from an exceptionally strong December.

On the plus side, nonresidential building in January featured a 105% jump for office construction. Boosting the January office total was groundbreaking for the massive Goldman Sachs headquarters in New York City, at an estimated construction cost of \$1.8 billion. Excluding the Goldman Sachs headquarters, office construction in January would still be able to hold steady with its moderately improved pace in December, as January also included the start of large office projects in Houston, Texas (\$90 million), Silver Spring, Maryland (\$55 million), and Irvine, California (\$50 million). Other nonresidential categories posting January gains were transportation terminals, up 23%; churches, up 20%; manufacturing buildings, up 5%; and stores and shopping centers, up 1%.

Residential building in January, at \$373.7 billion (annual rate), was essentially the same as December.

Single family housing edged up 1%, helped by warm winter weather in parts of the nation.

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"While construction of single family homes picked up in January, much of the increase was weather-related, and weaker home sales in January supports the belief that homebuilding will gradually settle back over the course of 2006," Murray says.

Multifamily housing in January slipped 5%, marking the fourth decline in a row after this category reached a peak back in September. Despite recent declines, multifamily housing continues to be supported by high-rise condominiums, as January included the start of seven such projects valued each in excess of \$50 million. On a regional basis, residential building in January showed this performance relative to December – the Midwest, up 9%; the South Atlantic, unchanged; the South Central, down 2%; the West, down 3%; and the Northeast, down 5%.

The 8% gain reported for total construction on an unadjusted basis, for January 2006 relative to January 2005, was due to this pattern by major sector – nonbuilding construction, up 18%; residential building, up 7%; and nonresidential building, up 6%. **P**



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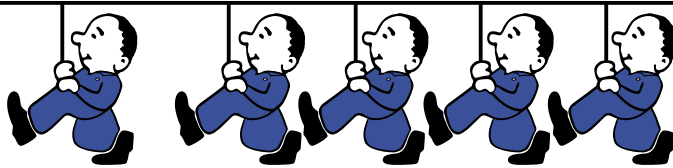
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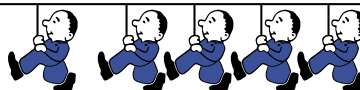
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# INVITING JUSTICE

WILLOUGHBY COURTHOUSE PRESERVES HISTORIC DOWNTOWN DESIGN

By John Elliott | Photos by David Joseph

Chalk one up for the city of Willoughby, which now has its first freestanding courthouse, and for Lake County, which has its first freestanding courthouse in many years. The recently completed, 31,000-square-foot Willoughby Municipal Court in downtown Willoughby offers an appropriate environment for justice in fast growing Lake County and in a manner that preserves the architectural heritage of one of Ohio's most historic downtowns. The court serves Eastlake, Kirtland, Kirtland Hills, Lakeland Community College, Lakeline, Timberlake, Waite Hill, Wickliffe, Willoughby, Willoughby Hills and Willowick.

The completion of the majestic, two-story building at the northwest corner of Erie and Vine Streets marks the fulfillment of a need that was carefully planned by a city whose justice department was bursting at the seams in its longtime digs at Willoughby City Hall. The mayor's office identified the need more than a decade ago and embarked on a methodical process to create an effective structure that also meets the city's architectural standards.

The new \$7.9 million courthouse with state-of-the-art security and telecommunications stands on what used to be mainly a vacant lot with a few old single-family homes.

The steel-frame, brick-faced building has a commanding presence at the northern edge of the city's downtown, which is certainly appropriate for a courthouse. The rectangular-shaped brick building has towers at each corner that add a strong presence on the site and frame each façade.

## PRESERVING AREA DESIGN

The structure's character incorporates design elements found in existing downtown Willoughby buildings: masonry arches, stone trim, tall slender windows, standing seam metal roof, columns and stone battlements at the base. The bricks were chosen to recall the color and

character of the historic structures on Erie Street. From a distance, the pitched, metal roof provides a focal point of color and a visual center to the building.

The image of downtown Willoughby is further incorporated on the site by using herringbone brick pavers on the outboard side of the concrete walk and period street lamps.

The middle sections of the north and south sides of the building curve outward in a slight semi circle, highlighting on the exterior the location of the court rooms on the interior. Secure parking for transfer of defendants is located immediately west of the building, with ample parking to the north.

Lead photo by Ken Koyh

**A FINE FIT** “[The courthouse] matches our historic downtown, architecturally,” Mayor Dave Anderson says.

The city made use of the design/build project delivery process in creating this state-of-the-art courthouse that meets the historic downtown’s design standards, which among other requirements call for buildings to be built to the sidewalk, matching the majority of buildings in the downtown area.

Because of the building’s proximity to the street, extra reinforcement was used at the base of the building to protect against the potential for automobile collisions. In addition, almost \$500,000 was spent on security measures inside and outside of the court.

Mayor Dave Anderson believes the design/build process enabled the city to secure a firm price for the building. Both the city and the court utilized funds that had been previously set aside for the project, and the city borrowed the remaining funds. These will be paid back over the next 20 years by a combination of court costs and money from the city’s general fund.

Anderson said he learned the advantages of the design/build process while serving as the board president of the Northeast Ohio Areawide Coordinating Agency (NOACA) in the early 1990s. He oversaw the renovation of that agency’s headquarters.

“I had good experience with that concept,” he says.

The court, which presently includes one judge and one magistrate, handles 22,000 cases a year. They were cramped into one floor and part of another floor at Willoughby City Hall, and had to utilize an off-site facility for storage. The court previously occupied a total of 8,000 square feet in total; almost a third of the space it now has.

“The court was just completely out of space,” he notes.

The construction was overseen by a committee that consisted of Judge Larry Allen, the Willoughby City Council and the mayor’s office.

“I wanted to make sure the building fit well architecturally to our historic downtown,” Anderson says. “We are



Photo by Ken Lynch

very pleased. It fits very well with our historic downtown.”

### CONSULTANT PROVIDES KEY ROLE

To execute the process, the city tapped the services of a Cleveland-based construction consultant, The Project Group, in December of 2002. Mark Horton, principal, conducted a needs assessment to determine the size of the building and a budget. Horton worked with the city officials in coming up with a request for proposal (RFP).

Horton’s firm had directed the successful design/build process used in completing the Geneva Lodge & Conference Center in Geneva-on-the-Lake, a \$15 million, 130,000-square-foot

### THE COURT PREVIOUSLY OCCUPIED A TOTAL OF 8,000 SQUARE FEET IN TOTAL, ALMOST A THIRD OF THE SPACE IT NOW HAS

building which Horton believes was Ohio’s first public design/build project.

After advertising the RFP, Willoughby invited four design/build teams to present proposals to the whole council.

“[Willoughby officials] wanted to build a building in their downtown district that would blend well with their existing architecture and that would be built on time and on budget,” Horton says.

Horton said city officials visited courthouses in Bowling Green and Rocky River to get ideas. They got initial construction estimates from Poggemeyer Design Group in Bowling Green, which Horton’s firm validated.

The design/build process required several potential teams to provide a complete design with associated costs in order to be considered for the project. Lakewood-based Regency Construction Services and Cleveland-based Collins Gordon Bostwick came up with the winning plan.

“Since the design was completed without the benefit of detailed input from the court, we had a series of meetings to modify the design to fit their needs while maintaining the selected interior appearance,” says Rich Ortmeier, the project manager for Collins Gordon Bostwick. “The final design also required approval by the Historical Review Committee and City Council. It was a pretty dynamic process.”

### MANAGING THE PROCESS

The design team met with the committee weekly. The mayor, in turn, updated the public as the project progressed.

Horton acted as the city’s main representative throughout the construction process and coordinated the purchase of the security system and the building’s furniture.

Ortmeier said one design goal was to create a strong presence at the downtown intersection of Erie and Vine streets. This was accomplished with the square towers at each of the building’s four corners. The Erie Street side features a protruding curve with a series of long vertical columns that form a colonnade and clearly signal the main public entrance.

Regency Construction Services teamed with Collins Gordon Bostwick Architects, bringing a partner with extensive design/build experience. Randy Gordon, a partner in the architectural firm, has a 25-year relationship with John Sanner, the executive vice president of Regency Construction Services. The two had worked together on the Avon Lake Safety Center, which also has a courtroom.

“The design wasn’t complete at the time we started construction,” Sanner notes.

### A 19TH CENTURY HERITAGE

One of the design goals was for the exterior shape to help identify the interior functions of a modern court, but at the same time capture elements of the other downtown buildings.

The historic part of the city of Willoughby developed in the 19th century features traditional building design elements such as brick, stone and wood.

These earth tones also established the palette for the new Willoughby Municipal Court.

“Elements of other significant buildings in the area were incorporated into the building,” Sanner says. “We submitted many materials to the historical review committee.”

Horton oversaw the specs for the building furniture.

A request for proposal was sent to select furniture vendors. Cleveland-based Business Interiors Environments provided the winning bid and installed the furniture.



**SAFE HAVEN** The main lobby of the new courthouse is secured by a guard and metal detector. The curved walls are bulletproof as an added feature.

The large open office area on the first floor offers ample room for the Clerk of Courts.

“[Judge Allen] wanted to make sure the people who work for the court have what they need to do the job,” Sanner says.

“We’re pleased with the results,” Sanner says, noting that he is proud of the fact that the project met the 15-

month schedule that was planned at the outset, despite one of the most severe winters in recent history.

Sanner says the design/build team met with the city officials biweekly.

“We had great cooperation from the city of Willoughby,” he says.

Horton says the architects did a good job of keeping the “back house” operations, where safety officers come and go

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**JUSTICE ALL AROUND** A ring in the center of a courtroom's ceiling creates visual focus.

with prisoners, hidden from the main group of employees, who work on the first floor.

**KEY DESIGN THEMES**

Curved shapes are also found throughout the building's interior. An oblong-shaped, second-floor balcony

oversees the main entrance and recalls shapes in the lobby of City Hall.

A similar shape rings the center of the ceilings in the courtrooms, which here create a visual focus to judicial proceedings as separate from the gallery.

The exterior colors also extend to the interior, where the color scheme con-

sists of basic earth tones. These include cherry wood, warm tones on the walls, and rust-colored carpeting.

"To a certain extent, we tried to continue that [exterior design] inside," Ortmeier says.

"We worked with the judge to make sure the interiors supported his goals for how the building would feel. For example, using darker wood helps create an air of formality," he says, in describing the cherry furniture that is consistent throughout the building.

"Your architect gets to be your best friend because you're on the phone with him constantly," notes Jim Reash, the project superintendent for Regency Construction Services.

A sense of history was certainly an important goal, but once inside, state-of-the-art energy efficiency and security take center stage.

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**REFLECTING CONSISTENCY** An oblong, balcony oversees the main entrance and recalls shapes in the lobby of City Hall.

motion sensors and daylight sensors, which monitor a space and appropriately adjust the light to avoid wasted energy and improve the work environment.

Reash says the exterior lights are programmed to come on 15 minutes before sunset and turn off 15 minutes after sunrise. The motion sensors will automatically shut the lights off if a room is not in use.

The first floor lobby sets the mood with its terrazzo tile floor. The intended mood is one of seriousness, which is befitting a courthouse, yet it is not overbearing. The lobby floor surface also features an elliptical design.

Once inside the secured main entrance, the visitor faces a row of nine concave clerk-of-court windows, each with a solid surface shelf that many will mistake for granite. The solid surface also complements the terrazzo floor. Each of the nine clerk stations has a round speaker, enabling communication between clerk and visitor.

The information booth next to the security entrance is staffed by a security officer. The security desk has five video screens relaying activity from surveillance cameras placed around the building's interior and exterior.

Behind the bullet-resistant clerk-of-court windows, the visitor can see a maze of cubicles. The far side of this space has walled offices for administrative officers and employee rest rooms.

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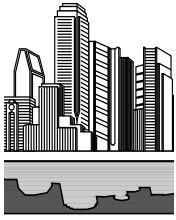
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Visitors can ascend to the second floor by means of a lobby stairwell, which has precast terrazzo tread stairs and an iron railing and hand rail, or the main elevator.

### SECOND FLOOR HOUSES COURTROOMS

The second-floor lobby has chairs lining the perimeter for visitors to await their hearings. Visitors can also look over the balcony, located in the center of the lobby, and view the entrance area below.

The east side of the second floor has magistrate courtrooms with wall-length windows that offer a magnificent view of downtown Willoughby.

The two courtrooms are located at the north and south ends of the second floor. Inside the courtrooms, the judge and jury benches are slightly elevated, clad in cherry stained wood. Both the judge and bailiff benches have Internet-connected desktop computers.

"You know you're in a place where justice is administered," Horton says of the courtrooms. He notes the millwork is of a high quality, and the main colors are neutral to stand the test of time.

A video screen built into the ceiling allows for evidence presentations.

A circular soffit built into the ceiling houses linear diffusers that distribute air throughout the courtroom.

"That soffit creates a visual anchor for the room," Horton says.

### JURORS' AMENITIES & MORE

There are two jury deliberation rooms on the second floor, featuring baths, kitchens, cherry wood cabinets, 12-seat tables with chairs, and ample views of the downtown.

The most luxurious offices belong to the judges, complete with crown molding, private bathroom with shower, plasma monitor, a bookcase, windows overlooking downtown, dresser and luxury chair.

The judges' secretaries have video monitor screens giving them access to all the security cameras, including courtroom activity.

Almost all of the doors in the building can be programmed to restrict access. The doors in the restricted areas are opened by means of a radio frequency key fob that is provided to employees with security clearance. The security system

**READING ROOM** Located on the second floor is a library room overlooking the secured parking lot outside.



creates an electronic record of all entrance and exit activity.

The security system was designed by Cleveland-based Paladin Protective Systems Inc. and installed by Pittsburgh-based Comm Group. Horton said this division of responsibilities was intentional. Once the system was designed, the city also hired Paladin to monitor the quality of the installation.

A hall running between the two judges' courtrooms leads to the judges' offices. There are also rooms housing electrical and janitorial supplies.

The second floor houses two additional men's and women's holding cells, both of which have security lights and security sprinkler heads.

A dumbwaiter transports supplies to the clerk of courts on the first floor to the judges' offices on the second floor.

Not visible to visitors are the first-floor holding cells, which are accessible from a secured parking area on the west side of the building. There are male and female holding cells.

Another secluded area on the first floor has a chamber where lawyers can meet privately with defendants, although these chambers are divided into two sections by means of a transparent barrier with an audio speaker.

There is also an employee break area, which oversees the parking lot, complete with tables, chairs, kitchen appliances and a coat rack.

A secluded hallway leads to four probation offices and a drug testing room. The prisoners' restroom has an electric solenoid on its water line that prevents evidence from being flushed down the toilet.

#### EMPLOYEE CONVENIENCES

Employees have their own private entrance leading to the parking lot in the back of the building.

An employee stairwell leads to the basement, which has a probation storage room, bailiff storage room, a clerk's

storage room, a utilities room where the computer server is housed, and a security camera monitoring area. From this monitoring station, security personnel can adjust the cameras' angles and zoom the lenses.

The basement also houses the water pipes and the hot water tanks. There are two boilers and two hot water pumps, each of which alternate weekly to provide for extended use. There are two sump pumps for managing storm water.

"It's definitely built for the future," Horton says of the new courthouse.

He is most proud of the fact that all of the parties were able to work together to accomplish a common goal. It was particularly critical that the court personnel, who are not trained in architecture, be able to understand the plans and secure the necessary approvals that were needed as the process progressed.

"I had to keep all those competing interests balanced," Horton says.

The city will use the space the court vacated at city hall for city government and may be able to lease some space for private use.

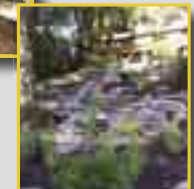
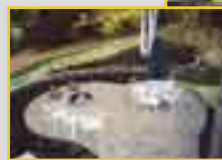
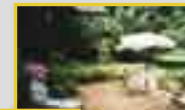
With a state-of-the-art justice building that has two courtrooms and two magistrate courts, the city of Willoughby now has enough space to meet the needs of a growing community. The design/build process proved an invaluable tool in allowing the city to provide this modern building and at the same time preserve its proud architectural heritage. **P**

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# *Ideas of Beauty*

## The rebirth of The Lu-Jean Feng Clinic

By Jessica Nelson | Photos by Scott Pease

*"T*he minute I walked into my office I felt something," says Dr. Lu-Jean Feng, medical director of The Lu-Jean Feng Clinic at 31200 Pinetree Rd. in Pepper Pike. "Sometimes you go to a place and you think that everything is possible, that all that you dream is going to come true."

For Feng, one dream has indeed come true as the clinic is celebrating the success of an impressive, \$1 million renovation partially completed this month.

A luxurious, one-stop shop for modern health and beauty treatments, The Lu-Jean Feng Clinic specializes in microvascular plastic and reconstructive surgery and skin care. It currently offers body sculpting and contouring, liposuction, laser resurfacing, facial reju-

venation, reflexology treatments, hair transplants and permanent makeup. Soon, patients and clients will be able to take advantage of a range of fitness and nutrition programs as well.

This elegant, 15,127-square-foot Northeastern Ohio medical establishment was remodeled to evoke Feng's poetic idealism in every detail. The renovation work embodies her personal medical philosophy: "To view each and

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**FINDING BALANCE** Working with the clinic's owner, Interior Designer Andrew Blank utilized Feng Shui in achieving a relaxing atmosphere, such as in this second-floor waiting area. Each room is different from the last, but they all convey a tangible flow of positive energy because of these shared motifs, like pieces of an intricate puzzle, Blank explains.



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every case as a challenge to transform something ordinary, damaged or unusual into a beautiful masterpiece.”

### *Acting on opportunity*

Last summer, Feng's practice was flourishing. The clinic simply needed more room.

“We decided we wanted to grow our business,” says Linda Haas, the clinic's director of operations. “We were evolving from an outpatient surgery center to more of a total health and wellness center.”

From January 2000, the clinic occupied the building's third floor, while other businesses leased the first and second floors occasionally. Less than a year ago, a tenant vacated. The timing was right. Business was booming. Two floors stood empty. It made sense for the clinic to take over the whole building.

Acting on the opportunity to expand, Haas, Feng and the building's owner Mark Munsell of Mandera Properties put together a lineup of specialists to meet their goals. Principal Architect William Ayers and Project Architect

Mike Lipowski, of Perspectus Architects; Construction Manager Dave Lynn, head of Building Industry Consultants; Dave Brashear, of Rosewood Contractors; Space Planner Sharon Brockman, of Brockman and Godfrey Designs LLC; and Interior Designer Andrew Blank

were the key players.

The design process began in January 2005 with the construction drawings issued in August of that year, Lipowski says.

“The owner was involved in every design

“We wanted to make sure it had a very homey feel,” Haas says. “We wanted the right kind of atmosphere. We didn't want it to look institutional.”

*Linda Haas*

*The Lu-Jean Feng Clinic*

meeting and drove the layout and utilization of every space,” he says. “The clients knew exactly what they wanted and how the suite layout would affect their practice.”

Prior to the project, the interior had been designed to accommodate realtors and insurance companies. There were several perimeter offices and office partitions compensated for the lack of actual walls. As the team needed to reconfigure the space for plumbing, windows and HVAC and to accommodate patients' needs for privacy, the project entailed a



**SEEING CLEAR** In the facility's second-floor skincare center is a glass block hallway, illuminated by fiber optical lighting. The feature adds to the decor and elegance of the space.

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total gutting of both the first and second floors, which was followed by an extensive redesign of the interior.

Construction started in September and the clinic's examination area on the second floor opened around the first of the year, Lipowski says, adding that additional work on the second floor will be completed soon, followed by the creation of a new fitness and exercise center on the first floor.

*Facing challenges*

Most challenging in the process was the timeframe, and synchronizing the progress of multiple jobs throughout the building, Lynn says.

Another major challenge was meeting strict state requirements particular to medical, beauty and wellness centers. Accreditation associations, in this case the State of Ohio and the Accreditation Association of Ambulatory Healthcare, required the clinic to use special paints, fabrics and laminates.

Hallways had to be of a certain size, fire exits had to contain built-in regulatory unlocking systems and the surgery areas required a special HVAC unit.

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**FLOWING DESIGN** Among repeating themes throughout the facility is one of water, such as this small rock pond on the third floor.

Also required was emergency power back up.

The team met this challenge with a custom-made rooftop power generator. Converted from a 460-square-inch V8 diesel car engine, it now runs on natural gas.

"The other challenge in this project was not only how to fit the codes, but how to make it look good," Haas says. "That's what our business is all about: aesthetics."

### *Luxurious materials*

While the project entailed work on the building's exterior, including new doors and improvement of the parking lot and front canopy, the clinic's interior design is what truly puts it in a league of its own. It is at once luxurious and understated, elegant and subtle. Everything looks pure, clean and smooth with a focus on the harmony of color and line.

"We wanted to make sure it had a very homey feel," Haas says. "We wanted the right kind of atmosphere. We didn't want it to look institutional."

Blank was responsible for selecting all materials to attain a warm, high-end, Asian environment.

"The materials and details were vitally important to the overall success of this

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**WOOD WORKS** The clinic's main conference room is decorated with custom wood and special double crown moldings.

project," Lipowski says. "Most clients cannot afford the extra costs for these improvements, but what a difference it makes.

"The materials in each room are of the highest quality available and set this suite apart from every other medical office project we have been involved with. The bulk of our work is health care and we have completed dozens of medical office building tenant fit-outs, but nothing like this."

The exam rooms of the second floor have luxury tile floors and lay-in ceilings. Vinyl wall coverings and laminate cabinetry decorate the perimeter, and a combination of fluorescent and incandescent lighting is utilized.

In the reception area, the floors are carpeted and accent lighting is installed in the drywall tray ceilings.

Hand-cut bamboo trim graces interior doors throughout.

In the facility's second-floor skincare center is a glass block hallway, illuminated by fiber optical lighting.

Also on the floor is a fully equipped kitchen.

Most impressive are the conference

"[A challenge] in this project was not only how to fit the codes, but how to make it look good. That's what our business is all about: aesthetics."

*Linda Hass*

*The Lu-Jean Feng Clinic*

rooms and offices with their individual photography studios, drop-down projector screens and security monitoring equipment.

In the bathrooms, floors are stone and sink tops are granite, with Venetian plaster used on walls to create texture.

"People are surprised it's not wallpaper," Haas explains. "It's a process whereby they keep painting and varnishing and sanding to create this kind of unique look."

Blank used the same striking technique in a different color to accent the nearby reception desk.

Throughout the facility, Blank purposely avoided the color white, choosing calmer, warmer tones instead. ("It's about the feeling you get when you come in," Blank says.) The color scheme transforms seamlessly and very gradually, room-by-room, from neutral nut-browns, creams and greens to cherry, plum and the occasional splash of pink or orange.

"You can go anywhere with color," he says.

# The Good Doctor

The ideas of balance and beauty behind the style of Dr. Lu-Jean Feng's newly renovated clinic reveal much of her personal medical philosophy. Her practice prides itself on a focus on fine details, not just its patients' medical needs but also their personal needs.

"Even as hard as hospitals try, you really are another number," says Construction Manager Dave Lynn, head of Building Industry Consultants. "What I've noticed here is that everybody is important."

Feng credits this approach to her own personal experiences growing up.

She left Taiwan in her youth with one suitcase and a coveted student visa to reunite with her father, who was undergoing pilot training in America.

"He really thought this was the most beautiful country, and the land of opportunity," she says.

A Taiwanese minority awash in a sea of blond, blue-eyed, American-looking children in high school, Feng was taunted about her exotic looks.

"I really was kind of like a social outcast, because you know how kids are when you're different," she says.

She graduated high school at age 16, went on to graduate from Yale, and completed eight years of further study and training.

She spent two years at Bellevue and New York University before accepting a position at Cleveland's Metro Hospital from 1988-1990. In 1988, she became the first surgeon in the American Midwest to successfully use abdominal or buttock tissue for breast reconstruction.

She is now sought-after by the media, renowned among the international medical community and in-demand in nationwide academia. And each week in Pepper Pike, she and Dr. Nicholas R. Husni, MD, PHD, treat at least one out-of-state patient, many of whom arrive from overseas. A tribute to her professional success, Feng acquired a second office in Strongsville last year, The Lu-Jean Feng Clinic Center for Skincare, near Route 82 and Pearl Road. —JN

ating a balance of the elements: water, earth, fire, wood and metal.

Each room is different from the last, but they all convey a tangible flow of positive energy because of these shared motifs, like pieces of an intricate puzzle, Blank explains.

Water is a constant theme throughout the clinic. A bubbling fountain greets patients in the third-floor waiting room. Another fountain is a huge wall of water, flowing from ceiling to floor. Smaller fountains are scattered throughout the clinic. The delicate, constant trickling sound is instantly soothing.

Other aspects of the design incorporate the earth element. The clinic's recovery room gives recuperating patients an inspirational view of pine treetops. ("It just makes them want to get up," Haas says.) Additionally, well-crafted, wooden furniture adds a more masculine, balancing touch.

Little details allude to wind, such as the glass block hall in the skincare center and decorative glass tile wrapping bathroom sinks.

## Creating an "anti-hospital"

Working with the doctor, Blank utilized Feng Shui in achieving the clinic's relaxing atmosphere. Feng Shui, the Chinese art of strategic placement of

objects in one's surroundings, is said to bring mental or physical health, or harmony. Translating as "wind" (feng) and "water" (shui), the practice involves cre-

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The clinic appeals to the aural and aromatic senses as well. Each treatment room has its own sound system. The clinic uses aromatherapy lavender in its pre-operation room to relax patients, and subtle, fresh-smelling fragrance oils in simple containers in the slate-tile hallways have a similar calming effect.

While additional work remains at The Lu-Jean Feng Clinic, including the addition of the first floor fitness and exercise center, Feng and her associates are “extremely happy” with the newly renovated space, Lipowski says.

Quality relationships between team members were key in the project’s success, he adds.

Those with whom *Properties* spoke had positive things to say about everyone involved.

The renovation was a real collaborative effort that finished on a high note thanks to a strong, shared sense of teamwork and commitment.

“We were throwing out ideas constantly,” Brockman says. “You just had a great team of detailers.”

“Everybody was here for one goal,” Lynn adds. “It made it a lot of fun.” **P**



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## Movers & Shakers

### Construction pros find enjoyment in dance lessons

By Diane DiPiero Rodio | Photos by Scott Pease Photography

Students who take lessons from Dick Blake (pictured above, center) are one in more than a million. In his illustrious career, Blake has instructed more than one million people in the fine art of dance and etiquette, and he's not slowing down anytime soon.

His lower-level studio at The Hamptons in Beachwood should have a revolving door the way one student after another steps through the space.

"I teach ten classes back to back each morning, like a doctor's office," he says.

His website ([www.dickblake.com](http://www.dickblake.com)) states, "Our world is full of unnoticed talent." While most of his students don't expect to become the next Fred Astaire and Ginger Rogers, they come to Blake to experience the physical and mental wellbeing — and long-lasting joy — that comes from ballroom dancing.

Many professionals take dance lessons from Blake to have fun, relieve stress and spend quality moments with their loved ones. We take a look at three real estate professionals who have become hooked on their weekly classes with local icon Dick Blake.



#### FRED GEIS

*Geis Construction Company, Streetsboro*

Fred Geis likes to learn something new every year. "It gives you a well-rounded feeling," says the president of Geis Construction Company. In 2005, he began taking dance lessons with

Dick Blake, a bit of a departure for someone who likes to ride motorcycles and climb mountains.

"There's nothing delicate about me," he says. "Dick Blake was kind enough to teach me."

Blake eventually partnered Geis with one of his long-time female students. Together, they cut the rug each week for a half-hour.

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"Dancing relaxes me a lot," says Geis, adding that the tango is his favorite dance.

In addition to a newfound fondness for dancing, Geis has developed through his lessons a deep respect for Blake.

"The past he has carried with him, his reputation, is really something," Geis says. "Whether he's teaching you how to dance or how to approach a table at dinner, it's all part of a process and a culture.

"And Dick Blake is the only guy allowed to tell me what to do," he adds with a hearty laugh.

When he's not off to learn another new sport or craft, Geis can be found leading his company through current construction and design projects such as GED Integrated Solutions in Twinsburg, Medical Service Company in Oakwood Village and Great Lakes Hyundai in Streetsboro.

Recently, Geis had to put his dancing pursuits on hold while he healed a broken leg following a motorcycle accident. But he won't be down for long. He plans to begin kicking up his heels again this spring and then prepare for his



next big thing: running with the bulls in Pamplona, Spain, in July. His dance lessons might come in handy for this dangerous activity.

"I figure I can spin away from the bulls," he says.

## NICK (& LINDA) ZAVARELLA

Zavarella Brothers Construction, Bedford Heights

It started three years ago when his older daughter was getting married.

"We wanted to look good at her wedding," recalls Nick Zavarella. So he and his wife, Linda, and seven couples of family members began lessons with Dick Blake.

Blake not only taught them how to dance, he created specific dances for the wedding. "My dance with my daughter was the jitter bug — something different," Nick says.

When their second daughter got married, family members again looked to Blake for guidance. He coordinated a cha-cha for Zavarella and his younger daughter to do together at the wedding.

While other family members eventually stopped their lessons after the two weddings, Nick and Linda still twirl around Blake's studio one day a week.

"It's a fabulous workout," Linda says. "We look forward to it every week."

Nick likes to work up a sweat at the studio on Monday morning and



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then head to the office. With past masonry construction projects at Eaton, Crocker Park, Legacy Village and Target and Home Depot in Bainbridge, the 30-year-old Zavarella Brothers Construction shows no signs of stopping. Neither do Nick and Linda.

"We're not Fred and Ginger," Nick says about their dancing abilities. "But we're a little more coordinated than when we started out."

**HANK (& WENDY) RAPPORT**

Stark Enterprises, Beachwood

Many people dislike Mondays, but not Hank and Wendy Rapport.

"I have no life, especially on the weekends," admits the vice president of operations for Stark Enterprises. "So Monday night has become our date night."

He and his wife, Wendy, take lessons with Dick Blake for 30 minutes and then go to dinner.

The lessons are fun but intense.

"We've only learned four dances [in a year] but we've learned 20 or 30 steps in those dances," Hank explains.



"Everything's choreographed; Dick doesn't let you slouch."

The Rapports have shown off their repertoire of dances at several weddings.

"We used to only slow dance," he says. "There's no particular dance we like doing best. We just like being able to dance together."

Hank's work with Stark Enterprises has him zooming from one side of town to the other, what with the company's Eton on Chagrin Boulevard in Woodmere, Crocker Park in Westlake, and other mixed properties bustling with activity. He also travels around the country to look at other facilities and meet with new tenants who may be coming to Cleveland.

"But I always make my Monday dates," he says.

Wendy, who teaches for the Educational Service Center of Cuyahoga County at North Coast Academy, a public alternative high school for at-risk youth, looks forward to Monday dates, too.

"It's not about the dance," Hank says. "It's about two busy professionals finding time to slow down for a minute."

Though they've been married for more than 20 years, they have a sense of fun that makes their time with Dick Blake memorable.

"We look forward to our classes," Hank says. "We come out giggling every time." **P**



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## ka Reaches New Heights as Project Breaks Ground in Nashville

In late February, Cleveland-based architectural firm ka was with Bristol Development Group and Marketstreet Equities, Co. in Nashville, Tennessee for the groundbreaking ceremony of ICON in the Gulch, a 22-story, upscale mixed-use development consisting of chic residences and convenient street-level retail. When complete, this project will be one of the tallest built projects in ka's portfolio.

"We are privileged to be working with Bristol and Marketstreet Equities on this project and being a part of the transformation of a historic neighborhood in downtown Nashville," says Robert Weeks, project manager at ka.

The structure will be the centerpiece for The Gulch area, a former railroad yard evolving into an urban community where people can live, work and find entertainment.

ka's role includes architectural design and interior design. The design merges



**GOING UP, DOWN SOUTH** Cleveland's ka Architecture designed ICON in the Gulch, a mixed-use development currently under construction in Nashville

architectural elements that echo the area's industrial history while also providing modern high-tech building solutions. When completed, ICON in the Gulch will feature 424 residential units, eight levels of parking accommodating 880 spaces, and 25,000 square feet of street-level retail.

the Metro Parks and is used year-round by Lorain County residents and visitors.

Landscape architecture and planning firm Behnke Associates, Inc., will take the lead design role. KS Associates, Inc., a civil engineering and land surveying firm, will provide design engineering, surveying and construction administration services.

The project is being funded by park district grants that were created as a result of a \$1.3 million levy passed by voters in November 2005.

"Because we operate with only levies and donations, and go in front of voters only once every ten years, this is a significant opportunity for the park and our community," says James D. Martin, director of Lorain County Metro Parks. "This project supports our 10-year plan, Preserving the Past: Planning for the Future, aimed at providing a safe, well-maintained park for future generations."

The project will be executed in four phases, with Phase I slated for completion in 2007. Phase I will include approximately 2.5 miles of new bikeway and will require the design and construction of four new bridges.

### NAWIC Hosts Women In Construction Week

The National Association of Women in Construction (NAWIC) Cleveland Chapter #156 recently hosted its ninth annual Women in Construction (WIC) Week. NAWIC exists to enhance the success of women in the

### DAS Construction Co. Promotes Joe Knab To Senior Project Manager

DAS Construction Co. has promoted Joe Knab to senior project manager. Knab joined DAS Construction Co. in 1997 as superintendent. In 1998, he was promoted to project manager and has been instrumental in developing repeat business relationships with clients through his innovative and hands on approach to managing projects.

Knab has successfully managed over \$52 million in construction during his tenure at DAS Construction Co. As senior project manager, he will direct and oversee all

project management and field related construction activity primarily for assigned large scale construction programs.

Knab received his Bachelor's of Science Degree in Electrical Engineering from Northwestern University.

Founded in 1986, Cleveland-based DAS Construction Co. is a full service commercial construction firm with over 100 full time employees.

Major repeat clients include Starbucks, House of Blues, Ohio Savings, Charter One Bank, The Cleveland Clinic, Medical Mutual, Visconsi Companies LTD, Tops Supermarkets, Philips

Medical Systems, and Kaiser Permanente.

### Lorain Metro Parks Selects Design Team For Black River Bike Trail Extension

The Lorain County Metro Parks has announced its selection of a design team to provide architectural and engineering services for the Black River Bike Trail Extension Project. The goal of the project is to add 11-1/2 miles to the Bridgeway Trail, a 3-1/2 mile paved all-purpose trail that follows the Black River through the Black River Reservation. The trail is one of the most popular recreational attractions in

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construction industry and every year it dedicates a week in March to do just that. March 5th through the 11th, members focused on helping to build careers, build lives and build the future for women in construction.

To observe WIC Week, Cleveland Chapter 156's March membership meeting began with a tour of the Idea Center in the Playhouse Square District.

Idea Center (featured in *Properties*, October 2005; available online at [www.propertiesmag.com](http://www.propertiesmag.com)) is the broadcast home for WVIZ/PBS and 90.3 WCPN ideastream, in addition to housing performing arts productions of the Playhouse Square Foundation Arts Education

Department. Chapter 156 had previously toured the facility in November while it was under construction and this was an opportunity to see the job completed.

NAWIC promotes WIC Week nationally to raise awareness of the possibilities the construction industry holds for potential employees.

WIC Week was created to increase the visibility of women who work in the construction industry through programs like Construction Career Days and Block Kids. Chapters celebrated the week with a variety of activities, from award banquets and membership drives to community service and hands-on workshops.



Dave Ford

Browning, managing director of the company's Cleveland office. "The awards were based on 2005 commercial real estate transactions completed in Greater Cleveland with Duke Realty."

Awards were presented to the following CBRE sales professionals who represented tenants, which leased space in properties held by Duke Realty, the landlord.

Senior Associate Dave Ford received the "Industrial Deal of the Year" Award for the leasing of 131,000 square feet of warehouse space located at Emerald Valley Parkway in Glenwillow, Ohio. Ford represented The Home Depot Supply, Inc., the lessee.

### CB Richard Ellis Recognized At Duke Realty Awards

CB Richard Ellis Group, Inc. received three of four awards presented at the 8th Annual Duke Realty Awards.

"It was a very proud moment for our firm," says David M.

Robert Redmond, SIOR,

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and Vice President Mary Izant accepted the "Office Deal of the Year" with the Nationwide/Victoria Financial commitment of 31,481 square feet of office space located at One Harvard Crossing, 20800 Harvard Road, in Highland Heights, Ohio. The Izant/Redmond team represented Nationwide/Victoria Financial, the lessee.

The third award for the 2005 "Brokerage House of the Year" was presented to the Cleveland CBRE office for completing nearly 400,000 square feet of real estate transactions with Duke Realty during the past 12 months.

"In addition, our firm was prominently mentioned for our role in the \$1.2 billion



Mary Izant

sale of Duke Realty assets to First Industrial," notes Browning. "This transaction is a part of the repositioning of Duke's portfolio in Northeast Ohio."

Currently, three CB Richard Ellis sales professionals – Michael Howard,

Kenny Coven and Jim Vanco – represent First Industrial, the landlord, in the leasing of former Duke Realty properties at Park 82, Darice Parkway, in Strongsville, Ohio.

## CCIM Institute Northeast Ohio Names President

William M. Sullivan, SIOR, CCIM, principal of Sullivan Realty LLC, has been named president of the Northeast Ohio Chapter of the CCIM Institute for a two-year term. Sullivan's expertise is in the industrial and commercial real estate markets specializing in corporate real estate advisory.

A Certified Commercial Investment Member (CCIM) is a recognized expert in the

disciplines of commercial and investment real estate. The CCIM Institute confers the CCIM designation and is an affiliate of the National Association of REALTORS® (NAR).

The 125 Certified Commercial Investment Members in the Northeast Ohio Chapter are among an elite group of 7,500 professionals across North America with the CCIM designation. Only 6% of the estimated 125,000 commercial real estate practitioners nationwide hold the CCIM designation.

Sullivan has held the CCIM designation for three years. As part of his new leadership responsibilities, he will handle membership recruit-

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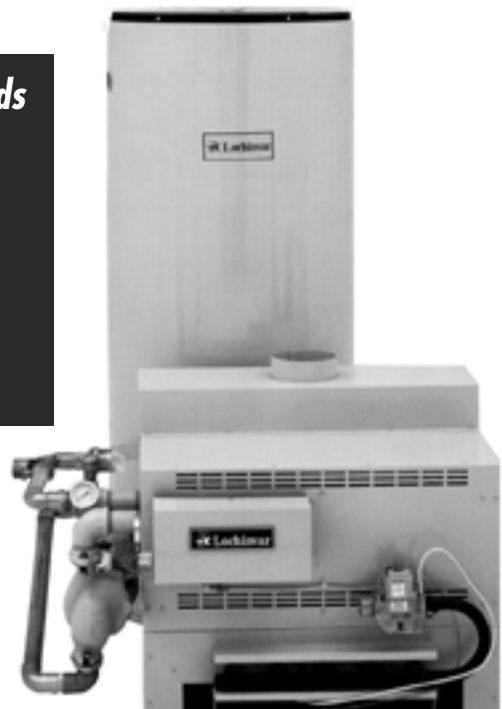
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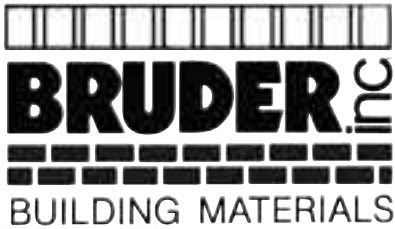
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ment as well as plan and host the 2006 CCIM educational seminars for this region. Representing the core knowledge expected of commercial investment practitioners, the CCIM curriculum consists of four core courses that incorporate the essential CCIM skill sets: financial analysis, market analysis, user decision analysis and investment analysis for commercial investment real estate.

A resident of Pepper Pike, Sullivan started his real estate career in 1988 with the Grubb and Ellis Company and has achieved more than \$200 million in sales volume over a career spanning 15 years with a specialty involving primar-

ily industrial corporations in Northeast Ohio. He has successfully completed transactions and advised numerous companies around the continental United States, Europe and Mexico.

### Sloan Jansan Offers Waterfree Cartridge Kits

Sloan Jansan, a division of Sloan Valve Company, now offers the SJS-150 Sloan Waterfree Urinal Cartridge Kit. The cartridge is the main component of the Sloan Waterfree Urinal and is installed at the base of the urinal.

The replaceable liquid-sealed cartridge filters waste



SJS-150 Sloan Waterfree Urinal Cartridge Kit

so liquids enter the drain and sediments are collected for disposal when the cartridge is replaced after 6,000 to 7,000 uses. Waste passes through a layer of sealant, continues through a trap and flows around a patented baffle to prevent the loss of sealant. A discharge tube in the housing directs the flow of waste into the building drain system.

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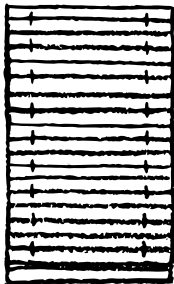
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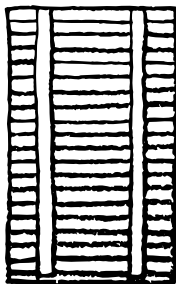
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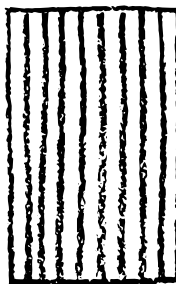
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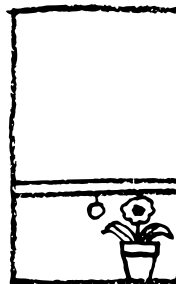
Mini blinds



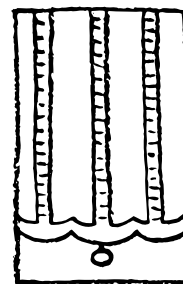
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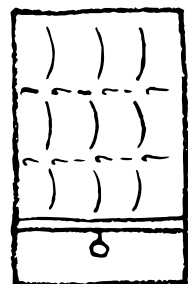
Vertical blinds



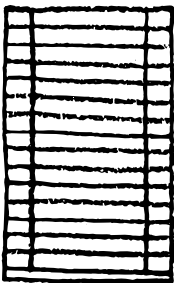
Plain shades



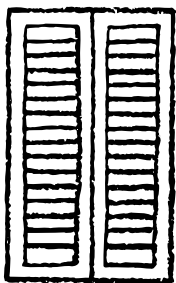
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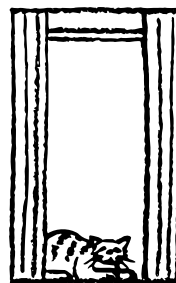
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### Healthspace Cleveland Names Donley's Healthiest Company in Northern Ohio

Donley's, Inc., a leading Cleveland-based construction management, design/build

and general contracting firm, recently announced it has been awarded the Paul & Maxine Frohring Award for being the healthiest company in Northern Ohio, the top award in the Healthy 50 program. The award was presented at the Healthy 50 Recognition Gala in January. Donley's also was awarded the Elisabeth Severance Prentiss Award as the leading employer in the 51-250 employee division.

The Healthy 50 program was created by HealthSpace Cleveland to recognize the top 50 companies in Northern Ohio that excel in the management and promotion of workplace health and wellness. All of the Healthy

50 winners have taken a leadership role in the effort to promote health and wellness at work.

The criteria for the awards included ongoing workplace programs and incentives for employee participation, and the utilization of corporate resources to inform, measure progress and achieve results.

Donley's Wellness program is implemented and maintained by the D Lifestyle Committee, which consists of eight representatives from various departments in the firm.

The committee is charged with utilizing the ideas and opinions of Donley's employees, and organizes and implements the ongoing

activities and events as part of the company's Wellness program, which operates under the D Lifestyle "Building a Better Life" brand name.

The D Lifestyle program includes 16 unique offerings, among which are a Wellness Library, monthly health tips, Wellness Works luncheons, free flu shots for employees and spouses, and a fitness Health Challenge program.

Moreover, the D Lifestyle program is integrated into the Donley's benefits program. Participation in the D Lifestyle program can increase the employer contribution to health benefit costs based on the employee's level of participation. **P**

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## Financial Yardsticks



ALEC J. PACELLA

Over the next few months, we are going back to the books to take a good look at some common financial measures. I will warn you that this can be pretty dry material but it is also the cornerstone of what most real estate investors use to fully evaluate properties. The material will be broken up into three segments. This month, we are going to discuss static or annualized measures. Next month, we will tackle multi-year measures. And in May, we will compare and contrast each and talk about some ways to test the accuracy of these measures.

The primary characteristic of all static measures is that they only consider a single year of income and expense data. Sometimes, this data is for the most recent calendar year, sometimes it is a pure pro forma and sometimes it is a blend of the two (for a complete discussion of this topic, see the June 2005 issue of *Properties*). Once these line items are developed and a net operating income (NOI) is determined, three measures are typically used by an investor to gauge the attractiveness of the property.

### Unleveraged Return

This is just a fancy word for our beloved CAP rate. By definition, it means the return as measured by dividing the Net Operating Income (NOI) into

the Purchase Price. By way of example, if a property has an NOI of \$100,000 and is purchased for \$1 million, the unleveraged return would be 10%.

Now, if you have been a frequent reader of this column over the past year, you may remember my rants about CAP rates. But setting these aside, this remains a very useful measure for several reasons.

First, it is nearly universal. Anyone that has been involved in real estate investments has heard the word and hopefully understands it, at least on a basic level.

Second, it is simple. You don't need a fancy calculator or computer to determine this measure, just a pencil, paper and some basic math skills.

And third, it puts returns on an apples-to-apples basis with other investments, such as stocks, bonds and CDs.

### Leveraged Return

The leveraged return simply takes the unleveraged return to the next level. Most real estate investors fund their purchases with some ratio of debt and equity. The leveraged return is a measure of performance for the portion of equity that has been invested. Building on our previous example, we have a \$1 million property that has an NOI of \$100,000. Now let's assume that the



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## A Landmark Case on Water Rights



DAVID W. WOODBURN

**R**ecently, the Ohio Supreme Court has rendered a landmark decision in the area of ground water property rights. While other cases involving eminent domain have recently captured the headlines, the case of *McNamara v. City of Rittman* (107 Ohio St. 3d 243; 2005) has the potential to significantly affect more than 700,000 Ohioans and numerous businesses who utilize wells to meet their personal and business water needs.

In *McNamara v. City of Rittman*, the Ohio Supreme Court was presented with a single legal issue, which it was forced to analyze irrespective of the facts of the particular case. In the case, the Sixth Circuit Court of Appeals certified a single question to the Court, which arose from both the *McNamara* case and

the case of *Hensley v. City of Columbus* (433 F.3d 494; 2006). This issue was simply whether Ohio recognizes a property right in the amount of ground water beneath a landowner's property that is necessary to the use and enjoyment of the property owner's home.

The *McNamara* case arose from a situation where in 1973, the City of Rittman purchased land near Sterling, Ohio, for purposes of drilling wells to serve Rittman's water needs. Neighboring property owners alleged that the City of Rittman's operation of such wells lowered their aquifers, causing shortages and poor quality of water. Although an initial action filed in 1994 for damages was dismissed on the grounds that the City was immune from liability, the present case was filed in 2000, alleging a violation



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of due process rights as well as a taking without just compensation. Similarly, in the Hensley case, the City of Columbus dug a trench up to 60 feet deep in order to extend various sewer lines. In order to keep water out of the trench during construction, ground water was pumped from the property and caused numerous wells in the vicinity to run dry.

In analyzing the property rights issue, the Supreme Court relied on a prior decision in *Cline v. Am. Aggregates Corporation*, (15 Ohio St. 3d 384; 1984) wherein the Court created a modern standard for the resolution of ground water disputes. In adopting the "reasonable use" doctrine, the Court stated that "a proprietor of land or his grantee who withdraws ground water from the land and uses it for a beneficial purpose is not subject to liability for interference with the use of water by another, unless (a) the withdrawal of the ground water unreasonably causes harm to a proprietor of neighboring land through lowering the water table or reducing artesian pressure, (b) the withdrawal of ground water exceeds the proprietor's reasonable share of the annual supply or total store of ground water, or (c) the withdrawal of the ground water has a direct and substantial effect upon a water course or lake and it unreasonably causes harm to a person entitled to the use of its water."

This standard assumes non-liability and supports the position that a landowner is able to withdraw as much ground water as he or she can put to beneficial use. To that end, the *Cline* decision protects landowners' property

rights in ground water, rather than limiting them, by giving a property owner a remedy against another if the other landowner's use of water unreasonably diminishes his or her own water supply. Expanding their theory, the Supreme Court rationalized that the title to property includes the right to use the ground water below one's property. More so, given the value water rights have with respect to property, it is reasonable to assume that ground water rights are separate rights in property that are subject to protection and potential takings by governmental entities.

In reaching this decision, the Court affirmatively stated that the well being of Ohio property owners, Ohio's economy, and the reliability of real estate transfers requires protection of ground water rights. This is especially true when one considers that more than 700,000 Ohioans have their own wells which they rely upon to meet everyday needs; Ohio farmers use approximately 2 billion gallons of ground water per year; and Ohio's industry consumes nearly 240 million gallons of ground water each day (Ground Water Protection Council, Report to Congress; 2000).

Given the importance of water in Ohio, the property right in water underlying one's property must exist and must be protected.

This case is extremely important for not only the *McNamara* and *Hensley* cases, but for the rights of all property owners. Governments need to be extremely careful when digging wells, or planning arrangements whereby water will be taken from new water sources. Governmental entities must now take special care to ensure that neighboring property owners do not have their wells destroyed or reduced to the point that a takings claim can arise. If such an event occurs, the property owners now have options to take to address their damages. Consequently, the *McNamara* decision stands to have a significant impact for many years to come. **P**

*The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact David at [dwoodburn@bdblaw.com](mailto:dwoodburn@bdblaw.com) or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2005.*

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## Stopping Bank Real Estate Projects



JOLYN BROWN

**A** federal bank regulator has set in motion a process that will inevitably lead to national banks becoming actively involved in real estate development and brokerage – activities that will increase banks' exposure to risk and threaten the safety and soundness of America's banking system.

In a letter to the Comptroller of the Currency, National Association of Realtors (NAR) President Tom Stevens said that by approving three recent bank real estate deals — including one that allows Union Bank of California to take a 70% equity stake in a windmill farm — the regulator is violating the National Bank Act and the regulator's own past rulings and regulations. The two other projects are a Ritz Carlton Hotel in Charlotte being developed by Bank of

America and a mixed-use project in Pittsburgh that includes a hotel and four floors of condominiums developed by PNC Bank.

Stevens urged Comptroller John C. Dugan to reconsider the rulings that allowed the banks to proceed with these projects and asked to meet with him to discuss the danger they pose.

According to Stevens, the new rulings represent the Office of the Comptroller of Currency's (OCC) continued efforts to dramatically expand the real estate powers of national banks. Despite their statements to the contrary, numerous banking experts see their actions as a significant expansion of real estate powers of national banks.

In December 2005, the OCC approved Bank of America's plans to build and

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own a \$65 million Ritz Carlton Hotel in Charlotte to provide lodging for the bank's out-of-area visitors. The bank indicated only 37.5% of the 150 rooms would be used by persons related to the bank's business. Bank officials expect the hotel to generate profits of as much as \$2.6 million by its third year, according to the Charlotte Observer.

That same month the OCC also approved plans by PNC to build and own a \$170-million, mixed-use building in downtown Pittsburgh, including ground floor retail and restaurant space, five floors of hotel space for 158 rooms and four floors of residential condo-

*The OCC rulings have the potential to lead to significant erosion of the separation between banking and commerce.*

miniums, which would be sold when completed. The bank expects to occupy only 25% of the office space and 10% of the hotel rooms.

Union Bank of California received OCC approval late last year for a 70% equity investment in a wind energy project, which would allow the bank to take advantage of federal tax credits. The company intends to purchase wind turbines and land in order to generate electricity. Despite Union Bank's claim that the deal is structured as an investment rather than a loan only to take advantage of the tax credits, the OCC is not requiring the windmill company to repay the principal, and periodic payments are conditioned on revenues generated by the company.

NAR's position is that when combined with other powers, such as the ability to act as finders and to buy and sell bank and customer assets, the OCC rulings have the potential to lead to significant erosion of the separation between banking and commerce. **P**

*Jolyn Brown, ABR, LTG, is chairman of the board for the Cleveland Area Board of Realtors (CABOR).*

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# Weston: Built from the Ground Floor

Three decades in, Asher family continues nurturing commercial real estate company's growth

By Jeanne Bluffstone | Photos courtesy Weston, Inc.

Think back to the 1970s and remember a billboard on the side of a building overlooking the Shoreway that read, "What about this guy Asher?" At the time, many Clevelanders wondered who and what that message meant. But for local developers, commercial property owners and businesses in downtown Cleveland, there was no mystery. They recognized the "guy" as Anthony J. Asher, an aggressive real estate visionary and innovative marketer who was busy creating a new market niche for the company he had created – transforming older single-use industrial properties in downtown Cleveland into multi-tenant buildings. The company was Weston, Inc., and the buildings Asher rehabilitated in 1972, when the company was founded, are still corporate homes to many of Cleveland's businesses.



**BUILDING A CORPORATE HOME** Twinsburg Distribution Center is one of many local properties in Weston's portfolio.

Working aggressively within its market niche, Weston quickly became a leader in the multi-tenant and rehabilitation real estate market, and by the early '80s the company's real estate portfolio had reached 2.5 million square feet. Weston closed its first syndicated deals in the mid-'80s, and began to expand beyond

Cleveland with the purchase of a large warehouse portfolio in Louisville, Kentucky.

In the late '80s, Asher's sons Edward and T. J. joined Weston. And in 1994, son James entered the business. It was a natural transition.

"Family vacations always included an afternoon of looking at new real estate," T.J. Asher says. "I was sweeping floors at Shoreway Industrial Park when I was 15 years old."

The young men learned the business from the ground floor, gradually acquired necessary training in operations, building management, construction management, acquisitions and sales.

Then in 1999, Asher turned the reins of the company over to his capable sons, confident in their leadership and handling of day-to-day operations. T. J. Asher now holds the title of president, and Tony Asher, who is still active in strategy and planning, is chairman of the board. In keeping with the company's core values, which include exceeding customer expectations and remaining innovative, creative and pioneering, T. J. and his brothers continue to take the Weston Team into new areas and new growth.

Today, Weston's holdings have grown to reach far beyond Ohio's borders – the company owns and manages an industrial and retail real estate portfolio of more than 10 million square feet of space and serves more than 400 tenants in the Greater Cleveland area and across the country. For the past 30 years, Weston has been at the forefront of the commercial real estate services business, leading the way in leasing, property management, facilities management, tenant services, finance and acquisitions and dispositions.

A key innovator in its industry, Weston is vigilant in seeking out new ways to serve customers who have a distinctive vision of their real estate goals. Weston is creative in finding practi-

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**WIDE RANGE** Weston's holdings have grown beyond Ohio, including the Westport Distribution Center in Louisville, Kentucky

cal, flexible solutions for the space needs of its customers and encourages existing tenants to participate in their Referrals in Motion program, which rewards tenants for referrals. Its new, groundbreaking print ad campaign reveals shoes with squared toes and asks customers if they have issues with their square feet. Weston has plans for future retro-style signage which it would not reveal as of yet.

Headquartered in Solon, Ohio, Weston has had an office in Louisville, Kentucky for many years. The company's 45 highly trained, experienced and customer-focused professionals, known

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### Team Weston

Since brothers Edward, T.J. and James Asher took it over, the business has grown from \$180 million to \$220 million. T.J. Asher is the active president of Weston. James serves as the company's executive vice president. Edward Asher is president of Weston's holding company and operates Guardian Financial Services, the title company owned and founded by the same family. Fred Capretta, who is the immediate past president of Building Owners & Managers Association of Greater Cleveland (BOMA) and throughout 2005 wrote the BOMA article for *Properties*, is the company's senior vice president. Chris Grobelny, current president of the Ohio/Kentucky Chapter of Corenet Global, is vice-president of acquisitions, and Joe Soltesz is controller.

Weston is filled with capable and talented people to keep the office running smoothly. Weston pledges that all customers have access to Weston's top decision-makers when questions or needs arise that require their attention. Although they have the appearance of a large real estate company or REIT,



**KEEPING IT LOOSE** Weston employees recently surprised the principals by throwing confetti at the close of the monthly marketing meeting.

Weston has the flexibility of a smaller entrepreneurial company.

### Growth mode

In keeping with its plan of continued growth, Weston's acquisition department acquired 770,111 square feet of space in 2005 for \$42.3 million and sold 389,352 square feet of space for \$9.7 million.

"Our goal for 2006 is \$50 million in new acquisitions, with plans to expand even further within the Carolinas," James Asher says.

As a motivator, when a large deal is done a bell rings throughout the

Solon offices, heightening the excitement and making sales an event that everyone shares.

Focusing on these goals is seasoned real estate broker Kevin Callahan, managing partner of Keystone Realty, the other purchasing arm of Weston. Keystone was formed in 2004 to purchase investment real estate and create partnerships and syndications. Callahan has been a commercial real estate broker for more than 24 years and is one of the premiere deal makers in the

Northeast Ohio Region. He has been involved in the packaging and sale of over \$100 million dollars of investment properties from sale/leaseback of industrial properties to office, retail and apartments.

Since its inception in 2004, Keystone/Weston has purchased over \$50 million in real estate. Among Keystone/Weston's acquisitions was a 280,000 square foot distribution space in Catawba, South Carolina, which they expect to expand by another 200,000 square feet this spring. Four more properties owned by Keystone are in Bedford Heights; two are in Twinsburg.



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## Leasing and property management

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## Facilities management and customer service

The key to keeping the buildings operating smoothly and in a safe manner is Weston's Facilities Management and Customer Service departments. The Facilities Team takes a proactive



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approach in assessing the condition of the properties in Weston's existing portfolio as well as participating in the due-diligence mission of providing accurate building condition reports for new acquisitions.

Weston relies on its Facilities Department to assess the condition of each facility every spring, when the property manager and the facilities manager together survey each property with an eye to improvement and repairs as needed. But it doesn't stop here. Each fall, as the trees drop their leaves, Weston's Facilities Team is back

## Did You Know?

- Weston was founded in 1972 with the purchase of several industrial properties in Downtown Cleveland.
- Today, Weston serves 400 tenants in 10 million square feet in 10 states.
- Weston is a 2nd generation commercial real estate business run by 3 brothers.
- Weston is Northeast Ohio's largest privately held industrial building owner and manager.

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"I remember the days of sweeping floors with T.J. when we were teenagers and Eddie Richmond stood watching my every move," James Asher says. "He wanted those floors swept vigorously." **P**

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# Shiloh Revival

## Renovations strengthen, brighten Cleveland church

By Nancy Loyan Schuemann | Photos by Bill Schuemann

The City of Cleveland is home to many historic and architecturally outstanding religious institutions. One of the most recognizable is Shiloh Baptist Church at the corner of East 55th Street and Scovill. The Neo-Classical building, constructed in 1906, was originally a synagogue. Since 1924, it has been home to Shiloh Baptist Church, the city's oldest African-American congregation. Like many century-old structures, the building has withstood the wear and tear of Cleveland winters and the ravages of time.

The Shiloh Congregation has been equally as resilient. Shiloh's history dates back to 1833 when the First Baptist Church of Greater Cleveland was founded with two African-Americans (John and Harriet Melvin) counted among its 17 constituent members. In the early 1800s, the desire to form an

African-American congregation began and Shiloh Baptist Church was established with its pastor installed on August 14, 1851 in the old Baptist mission headquarters on Brownell (East 14th) Street. Through the years and as its membership grew, the congregation made several moves.

In 1922, the campaign to purchase a larger facility at East 55th and Scovill began. The building, designed by architect Harry Cone, was formerly the property of B'nai Jeshurun Congregation (The Temple on the Heights) since 1924. Shiloh purchased the building for \$100,000 and the first worship service



was held on June 24, 1924. In 1927, membership had grown to 3,000 members. The mortgage was paid off in 1944, with additional funding raised for a new organ and other improvements.

A capital campaign, begun in 1996, has culminated in a major congregation-financed renovation project.

The congregation of Shiloh needs to be commended for its vision in deciding to preserve the historic structure and renovate its glorious sanctuary, one of the most unique and beautiful in the city.

"The process was born out of a vision recognizing that we needed a restoration of the building," Reverend Jewell Jones, pastor of Shiloh Baptist Church, explains. "A committee was appointed with Sandra Haynes elected as Chairperson (of a 12-member committee)."

Haynes adds, "The plan was to assess the needs of the church and what needed to be done. First, to get a handle on the basics like electrical and plumbing. Second, we had to assess the renovation project, what's necessary, and to assess it financially with alternatives. We had to weigh our options: to renovate or build new?"

"One of the biggest challenges as pastor was to keep the committee encouraged and the congregation encouraged and to help them understand that this is a phase and we can't stop here," Jones says.

A feasibility study was conducted with architect Michael Benjamin and Korfant & Mazzone Construction. A budget was established on what the congregation could afford. It was determined that the existing heavy steel frame building was sound structurally. The remaining improvements, which were required, included the repair of areas of the church that suffered water damage over the years, dated electrical and portions of the plumbing.

"We talked to the congregation [of 300 active members] and it was their decision to remain in the building," Lloyd Johnson, member of the committee says. The congregation was involved in the entire renovation process.

"I'm proudest of the congregation for saving a building that is worth saving," Jones says. "It is a landmark structure on the National Registry."

Congregational meetings were held with informational slide shows, pre-



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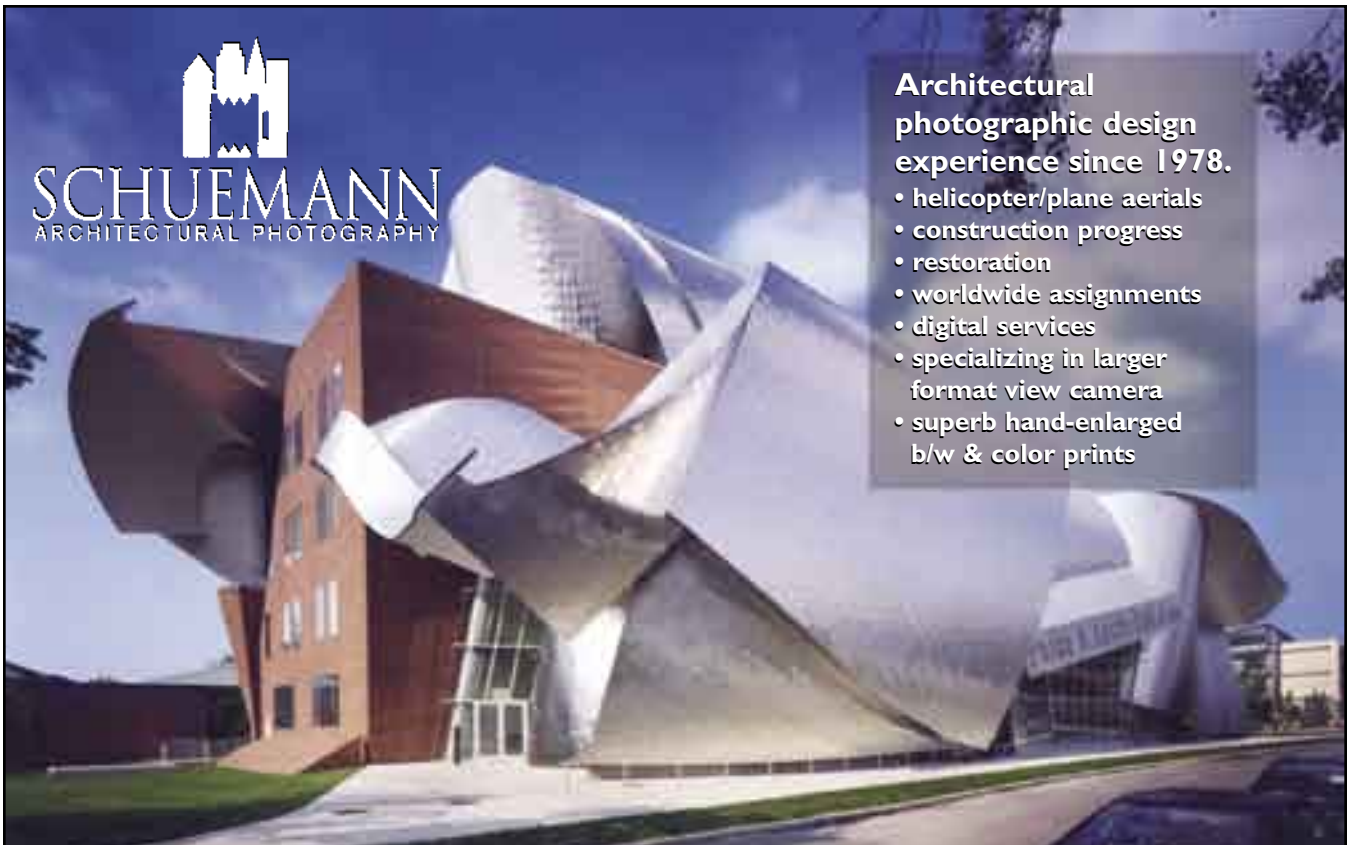
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pared by Korfant & Mazzone, presenting the scope of the project and the work that needed to be completed. Previously, members had participated by donating funds to strip and refinish woodwork, wainscoting and doors in the church's main hallway. When the recent phase of work was completed, church members conducted post-construction cleanup.

The renovation plans were broken down into three phases.

The first phase of the project consisted of buttoning up the outside of the building in order to make the church watertight, interior repairs to the water-damaged cupola and sanctuary and electrical updates. The second phase will involve restoration of the sanctuary's stained glass windows. The third phase involves improving handicapped accessibility and further interior renovations.

"There was not so much historical restoration but a lot of repair and fixing," Michael Benjamin, AIA, says.

Work began a year ago with the upgrading of Shiloh's electrical system.

"A majority of the electrical system had to be updated, from eliminating deteriorated knob-n-tube wiring and replacing existing distribution panels and feeder wiring to installing new lighting and the wiring and control system to operate them," says Dean Scerbin, of Ranger Electric.

"Each phase opened a Pandora's Box," adds Joe Korfant, president of Korfant & Mazzone, says. "If it's broke, fix it. We had to get answers quickly and move the project along."

A 100-foot crane was utilized by ALL Erection & Crane Rental to study the exterior of the 75-foot-tall building, which helped in determining that a new roof and gutters were required. New, 50-year asphalt shingles were laid and boxed gutters and downspouts added. The cupola was repaired and repainted as well.

"During construction, we encountered storm-wind damage that took the front gable off," Charles Michael, chairman of the Trustee Board Ministry, adds.



**COMING BACK AROUND** The beauty of the stained glass dome in the sanctuary's ceiling had been dimmed by 100 years of dirt and grime.

The most visible, striking and challenging part of the project was restoration of the 1,560-person capacity sanctuary. Working without original plans, only one sheet from a 1950 renovation was found in City Hall, measurements of the building had to be taken and viewed through CAD.

"Part of the difficulty was explaining [to sub-contractors] the size and scope

of the project without drawings," Korfant says.

What sets Shiloh apart from most structures is an impressive stained glass dome set into the sanctuary's ceiling. Its beauty had been dimmed by 100 years of dirt and grime, its clerestory windows broken.

The pews were removed and an all terrain manlift brought in, under the guidance of a structural engineer, to work in the sanctuary. During this interim period, the congregation moved services into Fellowship Hall, located in the lower level of the church. Contractors climbed above the dome,

erecting a platform over a catwalk. The first step was to vacuum away a layer of dust and debris off the stained glass dome. The dome, 34 feet above the floor, is framed in rough timber. Broken clerestory windows around the dome were replaced and the stained glass meticulously cleaned. Azure Stained Glass cleaned and restored the stained

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glass. Lighting was added above the dome to enhance its beauty.

Lighting played an integral part in the sanctuary's renovation. Decorative lighting in the rosettes of the noble arches has been restored with the latest technology. Where short-lived incandescent bulbs were originally used, new LED lamps were installed in the original sockets.

New HID lighting was installed to illuminate the columns, while a combination of HID and fluorescent lighting was installed to illuminate the stained-glass dome.

New HID lighting was installed by Ranger Electric to illuminate the columns, while a combination of HID and fluorescent lighting was installed to illuminate the stained glass dome.

"Ranger Electric discovered that the [original] fixtures were installed directly to the steel frame of the building and plastered in place," Korfant says. "There was no cavity.

"The real dilemma was how to take it apart. We had multiple ideas. The idea of the architect, engineer and [Ranger



**SHINE ON** New HID lighting was installed to illuminate columns in the church.

Electric] was to use LED bulbs in the existing sockets."

Three sockets needed repair. The advantage of LED lamps is that they are low maintenance and last around 100,000 hours. To define the arches and the ring around the dome, these lights add starlight twinkle to the ceiling. Arc-Fault breakers were installed to allow the original wiring to be code-compliant.

Uplighting mounted above four corner columns reflects light off of the ceiling and down, bathing congregational seating with bright and even

light. Decorative wall sconces are original.

"[An additional concern] was the sound system – whether it would be comfortable with any guest speaker," Jones says.

This challenge was met through the generosity and talent of Dennis Althar of All-Tronics Medical Systems, a friend of Joe Korfant. Though his firm is primarily the manufacturer of teleradiography equipment, Althar has an added calling.

"I donate time helping houses of worship by volunteering to design sound systems, advising on products to buy [at wholesale] and working with them to oversee installation," Althar explains.

Althar has experience in high-end stereo systems, home theaters, audio, commercial sound, electronics and satellites among other talents. He has aided churches around the country and around the world.

Shiloh features a state-of-the-art sound system. The components are discreetly hidden. The dome features 32 hidden

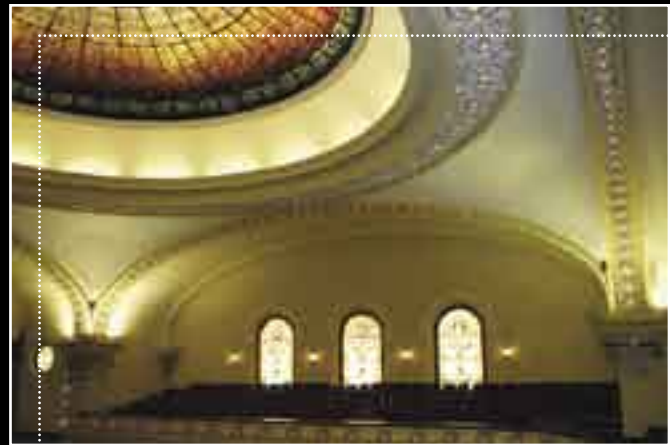
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speakers, filling the sanctuary with sound. A coiled-up, 32-foot-long sub-woofer in a corner uses the walls to reflect sound. Once the system is fully computerized, three two-inch wide by eight-foot tall speakers will occur at the front of the church, resembling crosses. Bill Paradise, who works with Althar on these types of projects, ran hundreds of wires in and around the speakers.

“Every sound system is different and must be made for the building,” Althar says. “There is a different type of speaker for every job. A lot of math and computer modeling plus a lot of knowledge and a sense for it are needed. It is not for me but for the glory of God.”

Additional work in the sanctuary involved plastering and painting. Paint colors were meticulously selected by the architect to enhance the Corinthian columns, wreaths and flourishes.

“The goal was not to make it different,” Benjamin says. “It was very golden but was tired. I didn’t want to lose that golden quality but to notch it up a level going from light at the outer walls to brighter in the center, yet subtle.”



**FIRST LOOK** The initial phase of the project included buttoning up the outside of the building in order to make the church watertight.

During the renovation, two stained glass windows flanking the altar were uncovered. Other sanctuary stained glass is to be restored during the next phase of renovation, when finances become available.

“For me as a pastor, the most exciting moment of this accomplishment to this point is how the Lord has blessed

us,” Jones says, likening the project to the story of Christ multiplying loaves of bread and fishes. “The Lord pulled money out of money [for this project].”

The \$663,000 cost of the project came in below estimated figures, which provided money to add the sound system and to complete the Sanctuary restoration. **P**

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# Lawyer Without Layers

## Rick Rivitz's focus on clients drives Kahn Kleinman to the next generation

A successful career in real estate and corporate law requires dedication and a lifetime commitment to long hours and hard work. Rick Rivitz, one of Cleveland's real estate and corporate powerhouses, knows. He's put in more than 38 years in guiding middle market companies, real estate developers and owners, insurance companies and financial institutions through acquisitions and divestitures, private equity placements, real estate syndications, joint ventures and more.

Now, Rivitz is thinking back to the guidance he received as a young lawyer – and how that made him into the lawyer he is today. Rivitz has taken on a new role guiding some of Cleveland's best young legal minds as Kahn Kleinman's managing partner.

"In 1984 when I was a young lawyer, Bennett Yanowitz recruited me to Kahn Kleinman and became my mentor," Rivitz says. "He is an amazing individual who taught me that the practice of law is not only about the law, but it's also about service and relationships. Now, it's my turn to give back and coach tomorrow's top lawyers."

Seventy percent of Kahn Kleinman's partners were named as The Best Lawyers in America for 2004-2005. In 2005, Kahn Kleinman ranked number one in the percentage of partners listed in Ohio Super Lawyers®.

Rivitz, who served as the firm's chief operating officer for the last five years, will continue to serve on the firm's executive committee, with Kevin Barnes and Dominic DiPuccio. The new managing partner replaces Marc Morgenstern, who recently accepted a position in San Francisco, California.

### Major challenge: serving as a coach

Many of Rivitz's day-to-day activities will not change much. He continues a hefty personal workload.



**STANDING TALL** In addition to his new role as managing partner, Rick Rivitz, who served as the firm's chief operating officer for the last five years, will continue to serve on the firm's executive committee.

"My day begins and ends with thoughts about the law firm," he says. "Client service is the beginning and end of every service organization."

*"My day begins and ends with thoughts about the law firm"*

**Rick Rivitz**  
Kahn Kleinman

The major change is his mission as managing partner to coach his team. He wants to instill at every level of the organization the importance of "accurate, creative and practical advice." Rivitz enjoys coaching younger lawyers.

"It's the most satisfying part of being managing partner," he says.

Leading, however, requires listening. And Rivitz believes the firm has already established a strong culture of consensual decision-making.

"We do listen to each other," he says. "I've learned that you can't just issue orders that aren't properly vetted with the folks that are being asked to follow."

Part of his responsibility is recruiting new talent to the firm. Rivitz says he likes candidates who have backgrounds relevant to what the firm does – real estate and corporate work, and litigation that relates to these areas – and who are bright and practical.

"Common sense and practicality are very important to us," he said.

One more thing Rivitz likes in a candidate: a sense of humor.

"We're not real straight laced," he says. "We have a saying, 'lawyers without layers.'"

The firm will continue to focus on its core specialties of real estate, corporate, litigation, tax, and wealth preservation and management.

"I want to import my own vision," Rivitz says. "We can't be all things to all people."

The firm will also continue to focus on ensuring that its employees learn their clients' businesses in addition to the legal issues they address. Rivitz said clients like to work with law firms that have a strong understanding of what they do. Hence, Kahn Kleinman's extensive history with many of its clients will continue to serve it well.

"For our size firm, we've got very sophisticated clients," Rivitz notes.

### Firm expands geographic reach

As many Cleveland-based companies expand their activities beyond state and national borders, Kahn Kleinman has taken on a wider geographical reach.

Photos by Ken Krych



**TEAMBUILDING** Part of Rivitz's responsibility is recruiting new talent to the firm, personally favoring experienced candidates who are bright and practical – with a sense of humor.

The law firm is a founding member and the Cleveland affiliate of Meritas (formerly Commercial Law Affiliates), an international alliance of business law firms in nearly 200 cities and 60 countries. Meritas firms are united by a common business plan to collectively offer legal services addressing the national and global needs of clients on a coordinated basis.

"[Meritas] enables us to compete with the megafirms without the overhead," Rivitz says.

Rivitz has already proven himself a role model as a civic leader. He is a life trustee and counsel to Menorah Park Center for Senior Living, a Beachwood nursing home. He has served as president of the American Counsel Association.

Rivitz is also a national vice president of World ORT (Organization for Rehabilitation and Training,) a not-for-profit organization active in 58 countries, responsible for the education and training of 270,000 people each year through a global network of schools, colleges, training centers and programs. One of Rivitz's goals is to bring an ORT school to Cleveland.

Kahn Kleinman also helps the business community by sponsoring seminars on current and legal business topics at The Club at Key Tower in downtown Cleveland. These typically include an hour-long presentation followed by a couple of hours for networking.

Rivitz wants to emulate his own role model, Bennett Yanowitz, who at 82 continues to work full time. Yanowitz

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is president of the Jewish Community Federation of Cleveland and chairman of the National Jewish Community Relations Advisory Council. Like Yanowitz, Rivitz says he plans to work as long as he can and still be effective.

Rivitz holds a B.A. in economics from Cornell University, where he graduated cum laude, and a J.D. from Harvard Law School. He has been voted by his clients and peers as one of Ohio's Super Lawyers® for 2004, 2005 and 2006 and as a Best Lawyer in America for 2005 and 2006, as have many of his partners in the firm.

"Rick Rivitz brings an impressive track record of accomplishments in his legal career and in his association

*"[Rick Rivitz] knows the Kahn Kleinman culture. He knows where we are and how we got here."*

**Dominic DiPuccio**  
Kahn Kleinman

with Kahn Kleinman," says DiPuccio, his executive committee co-member. "Rick has led major complex real estate and corporate transactions at Kahn Kleinman in Ohio and across the U.S. for more than 21 years. He knows the Kahn Kleinman culture. He knows where we are and how we got here. More importantly, he appreciates where we are going and how we will get there."

Another role model for Rivitz was his own father, a traveling apparel salesman who taught him the importance of family and hard work. **P**

*Founded in 1962, Kahn Kleinman provides counsel to businesses and individuals with an entrepreneurial emphasis, and the investment firms, venture capital funds and financial institutions that support them. The practice areas include corporate and securities, real estate, litigation, technology and computer, tax, pension and estate planning, creditor's rights, restructuring and bankruptcy, labor and employment, and healthcare. For more information, visit Kahn Kleinman's website at [www.kahnkleinman.com](http://www.kahnkleinman.com).*



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# CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

R0217020

## I CINEMA EXPANSION

Mentor, OH (Lake Co.) 7850 Mentor Avenue

**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Planning is preliminary; bid date has not been determined.

**OWNER:** Atlas Cinemas  
9555 Diamond Centre Drive  
Painesville, OH 44077  
(440) 352-8822

**DETAILS:** 36,950 SF addition to the existing 37,844 SF theater; 2,385 stadium-style seats; new coffee shop in the lobby; concrete;

masonry; structural steel; drywall; painting; flooring; electrical; plumbing; HVAC.

R0215028

## BEACHWOOD PLACE MALL EXPANSION

Beachwood, OH (Cuyahoga Co.) Cedar Road

**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Plans are preliminary; owner seeking planning commission approval; bid date has not been determined.

**OWNER:** General Growth Properties  
110 N. Wacker Dr.  
Chicago, IL 60606  
(312) 960-5000

**ARCHITECT:** KA Architects, Inc.

1468 West 9th Street  
Suite 600  
Cleveland, OH 44113  
www.kainc.com

**DETAILS:** (216) 781-9144 FAX (216) 781-6566  
10,000 SF addition at the main entrance; relocate food court upstairs to make room for other stores; two escalators in the food court to be dismantled and replaced with three new ones; concrete; masonry; structural steel; drywall; painting; electrical; HVAC.

R0213001

## HIGHLAND ROAD PEDESTRIAN FACILITY

Highland Heights, OH (Cuyahoga Co.)

**CONTRACTING METHOD:** Public Bids

**STATUS:** Engineering Design Services RFQ due February 24, 2006.

**OWNER:** City of Highland Heights  
5827 Highland Road  
Highland Heights, OH 44143  
(440) 461-2440

**DETAILS:** Transit shelter; paved walkway; seats and benches; trash receptacles; lighting; grassy area and planting strips; concrete; electrical; landscaping.

R0213028

## FACILITIES IMPROVEMENTS

Lynhurst, OH (Cuyahoga Co.)

**CONTRACTING METHOD:** Public Bids

**STATUS:** Professional Design Services RFQ due February 17, 2006; Attn: Dr. Roger J. Goudy, Director of Business Affairs

**OWNER:** South Euclid-Lyndhurst  
Board of Education  
5044 Mayfield Road  
Lyndhurst, OH 44124  
www.sel.k12.oh.us  
(216) 691-2000

**DETAILS:** Various school district projects in connection with the district's construction, equipping and improvements of certain school facilities and sites, including but not limited to an addition to the Greenview Middle School and related auditorium.

P1207011

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**UPDATE:** Planning is underway; bidding to advance shortly; groundbreaking is scheduled for spring 2006. **OWNER:** Royal Manor Health Care  
7530 Lucerne Drive, #300  
Middleburg Heights, OH 44131  
(440) 239-4300

**DEVELOPER:** The Dalad Group  
6200 Rockside Woods Blvd  
Independence, OH 44131  
(216) 447-0070 FAX (216) 447-5028

**CONSULTING ARCH.:** Decker & Associates  
1116 Gae Dr  
Middletown, OH 45042  
(513) 424-7747

**DETAILS:** Seven acre site; 55,000 SF; 100 bed, one-story nursing home; concrete; masonry; structural steel; drywall; painting; flooring; furniture; electrical; plumbing; HVAC; landscaping.

Q0524002

**PERFORMING ARTS CENTER**

**Garfield Heights, OH** (Cuyahoga Co.)

**ESTIMATED AMOUNT:** \$4,100,000-5,900,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Bidding possible March 2006. **OWNER:** Garfield Heights City School District  
5640 Briarcliff Drive  
Garfield Heights, OH 44125  
[www.garfield-heights.k12.oh.us/](http://www.garfield-heights.k12.oh.us/)

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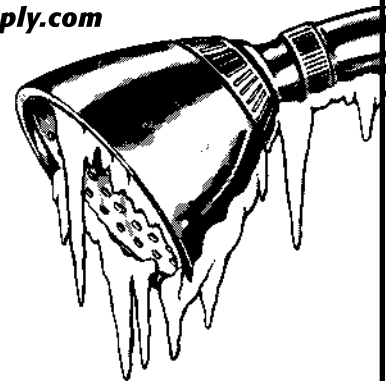
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**DETAILS:** 750-seat auditorium, costume shop,  
makeup rooms, set design rooms, music  
rooms and storage space.

Q1102025

### SPEC BUILDING

Cleveland Enterprise Park  
Highland Hills, OH (Cuyahoga Co.)  
**ESTIMATED AMOUNT:** \$6,700,000

**CONTRACTING METHOD:** D/B Subcontracts

**UPDATE:** Planning is underway; bidding possible  
fall 2006.

**DESIGN/BUILDER:** Project & Construction Services,  
Inc.

3135 Euclid Ave. #200  
Cleveland, OH 44115  
(216) 619-1700 FAX (216) 619-1770

**DETAILS:** 67,000 SF, three-story building.

R0215080

### BANK BRANCH

Elyria, OH (Lorain Co.) SR 57 and Chestnut Ridge  
Road

**CONTRACTING METHOD:** G.C. Bids (By Invitation  
Only)

**STATUS:** Plans are preliminary; owner seeking  
planning commission approval; bid date  
has not been determined.

**OWNER:** Lorain National Bank  
457 Broadway Avenue  
Lorain, OH 44052  
(440) 244-6000

**ARCHITECT:** Clark & Post Architects, Inc.

6125 South Broadway  
Lorain, OH 44053  
www.clarkandpost.com  
(440) 233-8487 FAX (440) 233-8658

**DETAILS:** Concrete; masonry; drywall; plumbing;  
electrical; plumbing; HVAC; landscaping.

R0131014

### FAMILY VIDEO STORE AND RETAIL SPACE

Elyria, OH (Lorain Co.) Broad Street

**ESTIMATED AMOUNT:** \$1,000,000

**CONTRACTING METHOD:** G.C. Subcontracts

**UPDATE:** Owner has received planning commission  
approval; project will now go through city  
council.

**OWNER:** Family Video  
1022 E. Adams Street  
Springfield, IL 62703  
(217) 544-2001

**G.C.:** Rockford Construction  
5540 Glenwood Hills Parkway SE

Grand Rapids, MI 49512  
(616) 285-6933 FAX (616) 285-8001

**DETAILS:** 6,000 SF; two 1,200 SF rental spaces for a restaurant or offices; located on the site where Chubby's Sports Pub and auto rustproofing store are now located; brick exterior; wood frame; concrete slab; plumbing; electrical; HVAC; possible shingle roof instead of a metal roof.

R0215079

**BANK BRANCH**

**North Ridgeville, OH** (Lorain Co.) Center Ridge Road

**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Plans are preliminary; owner seeking planning commission approval; bid date has not been determined.

**OWNER:** Lorain National Bank  
457 Broadway Avenue  
Lorain, OH 44052  
(440) 244-6000

**ARCHITECT:** Clark & Post Architects, Inc.  
6125 South Broadway  
Lorain, OH 44053  
www.clarkandpost.com  
(440) 233-8487 FAX (440) 233-8658

**DETAILS:** Concrete; masonry; drywall; painting; electrical; plumbing; HVAC; landscaping.

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**NEW WORSHIP CENTER**

Valley City, OH (Medina Co.)

**ESTIMATED AMOUNT:** \$500,000-750,000

**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**UPDATE:** Bidding to advance March 2006.

Q0125057

**OWNER:** LifeSpring Community Church

P.O. Box 562

Valley City, OH 44280

(330) 483-4774

**ARCHITECT:** Illes Architects Inc.

3599 Reserve Commons Drive

Medina, OH 44256-8600

(330) 725-6262 FAX (330) 725-2590

**DETAILS:** Approx. 8,000 SF church facility including a multi-purpose sanctuary to accommodate 300 people; concrete slab; wood frame; classrooms, restrooms, a lobby and offices as required.

R0208033

**SHOPPING CENTER**

**Montville, OH** (Medina Co.) Route 18 and River Styx Road

**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Planning is preliminary; developer will seek future township approval and tenants.

**OWNER:** Buehler's Food Markets Inc.

1401 Old Mansfield Road

Wooster, OH 44691

(330) 264-4355

**DEVELOPER:** Zaremba Group

14600 Detroit Avenue

Lakewood, OH 44107

(216) 221-6600 FAX (216) 221-0105

**DETAILS:** New shopping center on 14 acres of land adjacent to the Buehler's store; sitework; grading; paving; utilities; plumbing; electrical; mechanical; concrete. Note: Additional details to be announced.

P0730006

**CAREER CENTER EXPANSION**

**Medina, OH** (Medina Co.) West Liberty Street

**ESTIMATED AMOUNT:** \$39,000,000-41,000,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Announcing architect; owner could seek a May 2006 bond issue.

**OWNER:** Medina County Career Center

1101 West Liberty Street

Medina, OH 44256

www.mccc-jvds.org

(330) 725-8461

**ARCHITECT:** Kohanski, Arnold & Chin Architects, Inc.

257 S. Court Street

Medina, OH 44256

(330) 725-0628 FAX (330) 725-8130

**DETAILS:** 45,000-72,500 SF addition; several classrooms and labs, partial reroofing, new landscaping and more parking, bring building up to current fire codes; sitework; electrical; plumbing.

Q0420030

**ANIMAL MEDICAL CENTER**

**Brunswick, OH** (Medina Co.) 1891 Pearl Road

**CONTRACTING METHOD:** D/B Subcontracts

**UPDATE:** Bidding possible late March 2006. **OWNER:**

Animal Medical Center of Brunswick

1891 Pearl Road

Brunswick, OH 44212

(330) 725-2654

**DESIGN/BUILDER:** Morton Buildings

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**DETAILS:** Approx. 5,800 SF; pre-engineered metal building; concrete slab; plumbing; electrical; mechanical; HVAC.

R0203077

**TOYOTA DEALERSHIP**

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**Brunswick, OH** (Medina Co.) Center Road

**CONTRACTING METHOD:** D/B Subcontracts

**STATUS:** Project is in design; construction schedule to be announced; onwer seeking city approval.

**OWNER:** Brunswick Auto Mart Inc.  
3031 Center Road  
Brunswick, OH 442126500  
(330) 273-3300

**D/B:** Miller & Roberts  
P.O. Box 110  
Berlin Hts., OH 44814  
(419) 588-3312 FAX (419) 588-2031

**DETAILS:** 36,000 SF showroom and display lot; contemporary façade comprised of glass and silver, black and red aluminum panels; semi-flat roofs; signage; plumbing; electrical; mechanical; sitework; lighting; glass and glazing.

R0203076

**DATA PROCESSING CENTER**

**Medina, OH** (Medina Co.)

**CONTRACTING METHOD:** Public Bids

**STATUS:** Consulting/Engineering Services SOQ due February 27, 2006.

**OWNER:** Medina County Commissioners  
144 N. Broadway  
Medina, OH 44256  
www.co.medina.oh.us  
(330) 722-9208 FAX (330) 722-9206

**DETAILS:** Relocation and construction of a data processing center and ancillary office space.

**POC:** Chris Jakab, Finance Director (330) 722-9202.

N0609008

**MEMORIAL LIBRARY EXPANSION**

**Aurora, OH** (Portage Co.) West Pioneer Trail

**CONTRACTING METHOD:** Public Bids


**UPDATE:** Owner will seek a May 2006 ballot issue

**OWNER:** Portage County  
District Library  
115 East Pioneer Trail  
Aurora, OH 44202  
(330) 562-6502

**ARCHITECT:** To Be Determined

**DETAILS:** Possible expansion of current facility or build a new 25,000 SF library at another location; additional details to be determined when architect is selected.

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