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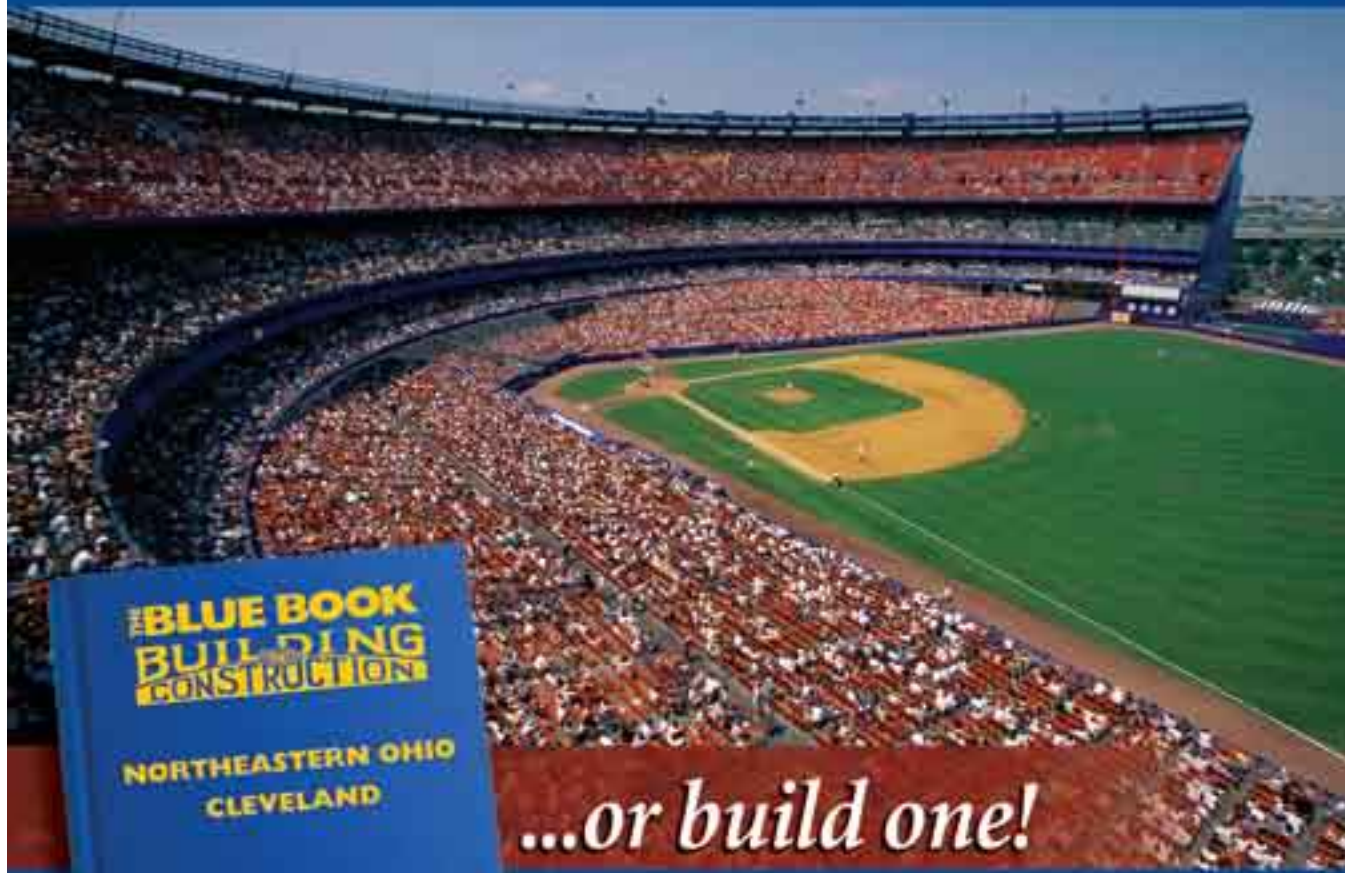


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by Scott Pease

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Just Warming Up



KEN KRYCH

Thank God it is spring, eh? Before you know it, it will be very warm throughout Northeast Ohio so we thought it a good time to focus on Mechanical Systems and Plumbing in our May issue.

We have received a healthy collection of articles from – and about – local and regional experts so we trust you find their stories entertaining and informative. As part of this section, we are featuring Woodhill Supply, which has been an advertiser in *Properties* for decades. The company has quite a story to tell about its past and future.

The cover story this month is on Aultman Hospital's phased addition and renovation project in Canton. Designed by Hastenstab & Associates and built under the direction of Hammond

Construction, Aultman 2010 is an impressive, 321,000-square-foot facility that bolsters the hospital's ability to treat patients with more room, expanded services and medical modernizations.

On the west side of town we have been watching the growth of Rockport Square, a kind of mini-neighborhood that is being developed by Rysar Properties and Forest City Land Development. The first residential buildings are up and selling fast, filling a void and creating new growth for the City of Lakewood.

As far as interior design goes – and on the east side of town – is another interesting project. I was there when it was empty space and now a building owned by ORG, Inc houses a new gastroenterology clinic which is quite remarkable with a lot thought put into its design.

Next month is our Environmental Protection & Waste Disposal issue and we look forward to bringing you some of the latest developments and techniques in the field.

We're always looking for story ideas and encourage you to contribute! If you notice a new structure going up in the area and would like to learn more about it, let us know. Or if you are proud of work your company has recently completed or have other news you'd like to spread throughout the industry, we want to know! Just call me at 216.251.0035 or email me at kkrych@propertiesmag.com.

Enjoy the sunshine!

Positively,

Kenneth C. Krych
Owner/Publisher

Letters

We wanted to let you know how delighted we were to see the Shiloh Baptist Church project as the cover of the March issue of *Properties Magazine*.

Nancy Loyan Schuemann's article blended the history of Shiloh Baptist Church with the historical significance of the structure and told the story of these extraordinary people of the Shiloh Baptist congregation that worked to make this renovation possible.

Korfant & Mazzone was pleased to partner with Shiloh Baptist Church as the construction manager, to get the job done. Thank you for telling this wonderful story. Hopefully it will inspire other Clevelanders to save and preserve their precious landmarks even when funding seems nonexistent.

Barbara Hajes
Korfant & Mazzone

On behalf of CES, I want to thank you for serving as a media sponsor at the 54th annual Design & Construction Conference. I look forward to an even more successful conference next year!

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PROPERTIES PEOPLE

Highlighting notable industry events



- 1 Alan Gilmore IV and Keri-Ann Kalavity of Gillmore Security.
- 2 (From left) Plantscaping's Nancy S. Silverman with C.B. Richard Ellis Company's Michael Stakleff, Andrew Coleman and Wendy Heiser
- 3 Andrea Keener, of Properties Magazine, and Ross Maenza, of TH Restoration.
- 4 Harmon Glass Service's Robert Rykena and Arwen Eakin
- 5 Karol Vitantonio of Delta Industrial Services, Inc.
- 6 Steve P'Simer and Joanne Altizer of JACCO.

BOMA Luau Vendor Show

Each year BOMA Greater Cleveland holds a special vendor trade show event with a theme. This year it was held at Windows on the River in the Flats with a Hawaiian Luau theme, which was lots of fun. Seventy-five companies had exhibits and booths and well over 400 people attended the afternoon 'til evening event.

Participants dressed casually as if in Hawaii and everyone was given leis along with many prizes, great food, drinks, gifts and raffles. **P**

The Blue Book's GC Showcase

The Blue Book recently hosted a networking event called the GC Showcase at the Embassy Suites in Independence. The event featured 30 of the top general contractors who were on hand to meet and pre-qualify over 550 local subcontractors who attended. **P**

- 1 Mr. & Mrs. Bob Larosa of The Blue Book
- 2 (From left) The Blue Book's Glen Powers, Jeff Fandl and Tony Ricci

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March Construction Rises 2 Percent

Nonresidential/public works gains offset housing construction decline

New construction starts in March climbed 2% to a seasonally adjusted annual rate of \$667.6 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Gains were reported for nonresidential building and public works, offsetting a modest decline for single-family housing. During the first three months of 2006, total construction on an unadjusted basis came in at \$149.6 billion, up 8% relative to the same period a year ago.

The March statistics raised the Dodge Index to 141 (2000-100), compared to February's 139. For the full year 2005, the Dodge Index averaged 139, so the March gain lifts the level of contracting slightly above last year's mean.

"The pattern for March is generally what's expected for 2006 as a whole, that being more growth for nonresidential building and public works, while homebuilding recedes from a record 2005," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "Nonresidential building is being helped by the start of several major projects plus improving market fundamentals, which at least to this point in 2006 appears to be outweighing any dampening coming from higher materials costs."

Nonresidential building

Nonresidential building in March grew 3% to \$182.3 billion (annual rate). The volume of new hotel starts was especially strong, soaring 216% compared to February.

Much of the increase reflected groundbreaking for the massive Palazzo hotel project in Las Vegas, Nevada, with an estimated construction cost of \$1.5 billion.

Also boosting the hotel structure type in March was the start of a \$165 million hotel/casino in Detroit, Michigan.

"The lodging sector is seeing substantial construction growth in 2006, due to the start of several large-scale projects as well as more broad-based strengthening for smaller-scale facilities," Murray says.

In addition to the increase for hotel construction, the nonresidential sector in March was aided by public buildings (courthouses and detention facilities), up 30%; manufacturing buildings, up 29%; and amusement-related projects, up 5%.

March Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on December contracts for future construction in the metropolitan statistical area of Cleveland, consisting of Ashtabula, Cuyahoga, Geauga, Lake, Lorain and Medina counties. An authority on the construction market, the firm produces Dodge Reports and Sweets Catalog Files. According to the Dodge Analytics unit of McGraw-Hill Construction, the latest month's construction activity followed this pattern:

	2006	2005	Percent Change
Nonresidential	\$71,228,000	\$67,225,000	+6
Residential	\$95,546,000	\$116,131,000	-18
Total Building	\$166,774,000	\$183,356,000	-9

For the year-to-date on a cumulative basis, the totals are:

	2006	2005	Percent Change
Nonresidential	\$214,029,000	\$154,249,000	+39
Residential	\$240,571,000	\$294,990,000	-18
Total Building	\$454,600,000	\$449,239,000	+1

- Nonresidential buildings include commercial, manufacturing, educational, religious, administrative, recreational, hotel, dormitory and other buildings.
- Residential buildings include one- and two-family houses and apartments.

On the negative side, school construction in March retreated 6% after its sharp jump in February. The March level for school construction was still healthy by recent standards, up 9% compared to the average pace in 2005, and Murray indicates that "the upward trend for school construction reestablished over the past year remains intact."

In similarity, office construction in March retreated 7%, while the March level for this structure type was still 8% above last year's average pace.

Other nonresidential structure types with March declines were transportation terminals, down 4%; churches, down 6%; warehouses, down 16%; healthcare facilities, down 18%; and stores and shopping centers, down 19%.

Nonbuilding construction, at \$107.0 billion (annual rate), rebounded 12%

in March after a weak February. For transportation public works, highway construction held steady in March while bridge projects advanced 17%. Other transportation and site work grew 26%, including the start of a \$208 million runway project at Los Angeles International Airport. For environmental public works, water supply systems edged up 1%, while large gains were reported for sewers (up 37%) and river/harbor development (up 49%), as both were boosted by the start of a \$471 million combined sewer overflow project in Portland, Oregon. Electric utility construction in March was down 30% from the previous month.

Residential building

Residential building in March settled back 1% to \$378.3 billion (annual

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rate). Single-family housing retreated 3% in dollar volume, with weaker activity reported in four of the nation's five major regions, as only the South Central (up 1%) showed growth. The cost of financing continues to edge upward – the 30-year fixed mortgage rate in March was reported at 6.3%, compared to 6.1% in January, and April has seen a further increase to 6.5%.

"The evidence is mounting that the long expected cool-down for single-family housing is finally taking hold this year," Murray says.

The multifamily side of the housing market in March increased 9%, continu-

"Evidence is mounting that the long expected cool-down for single-family housing is finally taking hold this year."

Robert A. Murray
McGraw-Hill Construction

ing to be supported by groundbreaking for numerous large condominium and apartment projects. March witnessed the start of four multifamily projects each with a construction cost estimated at \$80 million or higher, located in Las Vegas, Nevada (\$330 million); Jersey City, New Jersey (\$105 million); Alpharetta, Georgia (\$87 million); and Los Angeles, California (\$80 million). By region, residential building in March showed this performance – the Northeast, up 2%; the South Central, up 1%; the West and South Atlantic, each down 1%; and the Midwest, down 7%.

During the first three months of 2006, the 8% gain for total construction on an unadjusted basis was due to this behavior by sector – nonresidential building, up 16%; residential building, up 6%; and nonbuilding construction, up 5%. Total construction by region for the January-March period of 2006 was the following – the West, up 15%; the Northeast, up 9%; the Midwest and South Central, each up 7%; and the South Atlantic, up 3%. **P**

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Janice L. Parham
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Who's Watching Over Your Deal?

A Cure for Cramps

Gastroenterology practice moves into renovated Beachwood office

By Jessica Nelson | Photos by Ken Krych

Before Gastroenterology Associates of Cleveland Incorporated (GAC) moved into its new clinic at 3700 Park East in Beachwood in April, it no longer had enough space to accommodate its growing business. For the private practice, which specializes in the diagnosis and treatment of digestive disorders, things were becoming cramped.

GAC needed to consolidate all of its operations into one central location. Its offices were scattered throughout Lake County and Strongsville. Physicians were spending valuable time traveling from location to location when they could have been treating patients. Practice Administrator Jim Andrassy recognized a need for centralization.

After a complete overhaul, the clinic was complete on March 31 and received a nomination for the NAIOP Office Deal of the Year Award.

Objectives

Before GAC moved into the 15,000-square-foot ground-level floor, it was raw, bare office and computer center space. Half of it was perfect for the procedure area because of its lack of exposure to the outside world. Visibility from the outside was virtually nonexistent, giving patients maximum privacy.

Physically, the building's location near I-271 is ideal. Functionally, the clinic operates with utmost efficiency and organization because its services are completely self-contained in one building.

The clinic is especially unique in that it contains its own endoscopy surgery center.

"You literally walk into a private hospital," explains Alex Russo, real estate agent with Kowit and Passov Real Estate Group.

Interestingly, the surgery center was the lowest in rent value because it was almost all below grade. The practice originally had 900 square feet to work with for its surgery center, which now measures 4500 square feet.



STEPPING UP Neshkin Construction, general contractor for the interior renovation project for the gastroenterology clinic, also renovated the building's first floor atrium.

It also boasts pathology and research laboratories, exam and consultation rooms, treatment and recovery areas, and a patient records department. The use of space to keep those services separate but in one place is laudable, explains Russo.

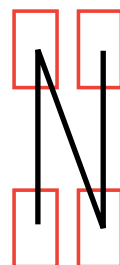
Timeframe

As a real estate agent, Russo's job is to find the best possible space for

his clients, and he succeeded. He and Andrassy searched for a suitable building for two years before they discovered GAC's current home.

The building, an old Leaseway headquarters, is 30 to 40 years old.

After four months of negotiations, Andrassy signed on for a 15-year lease, an extremely long time for a group of physicians.



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LINE OF COMMUNICATION The recovery area was designed with an eye towards privacy. Walls separate the beds and the area is soundproof, allowing staff to observe patients and discuss sensitive medical information without being overheard.

Principal Designer Tom Galvin of Vocon Design Incorporated along with several engineers from McHenry and Associates finished the design in late 2005. General Contractor Alan Pollack of Neshkin Construction began remodeling on November 1 of 2005.

Neshkin Construction began with the administrative and exam areas on the north end of the building and worked its way through to the surgery center.

After finishing underground plumbing, electric and mechanical systems, Pollack

completed the framing and drywalling. Work was finished with carpeting and wall coverings, he explains.

“Once we got into the nuts and bolts of construction, it wasn’t any more difficult than a regular construction project, even though it was medical,” says Pollack.

As an added convenience, the project fit in well with Neshkin’s schedule. The company was simultaneously renovating the building’s first floor atrium.

Design

Galvin worked closely with Lindsey Jahn, project designer for Vocon, to create the space. Galvin’s past projects include at least 100 medical spaces, but nothing quite like this, he explains.

“We wanted something a little more laid-back,” Andrassy says.

The practice had a vision of a warm, comfortable, homey space. Galvin translated that vision into a patient-friendly facility that feels as far from institutional as possible, he explains.

The expansive waiting room welcomes patients as they walk in the door with a coffee bar. Flat-screen

televisions are mounted on the walls here. Laptop workstations are available. There is plenty of seating.

The design avoids the color white in public areas. The furniture’s shades of purple, green and orange match the carpeting. Neutral tones complement these colors throughout the clinic, lending it a relaxed, fun and modern feel. It is colorful but not overwhelming.

The color scheme is intended to put people at ease, as compared to the feeling many patients may experience when confronted with blank white walls or institutional, intimidating decoration at more typical medical establishments.

Also for the benefit of patients, Galvin worked with medical staff to design the space with a consideration for privacy.

Instead of the embarrassment patients may experience when discussing medical information at a typical reception desk in front of a room full of strangers, patients and medical staff here speak confidentially in private nursing station cubicles.

Galvin and Jahn designed the recovery area with an eye towards privacy as well. In this room, patient beds line the walls and flank a central, circular

medical staff work area made of glass. Walls, not curtains, separate the beds. The work area is soundproof to allow staff to observe patients and discuss sensitive medical information without being overheard.

Just outside the recovery area is a private counseling room. Here, staff and patients can discuss sometimes emotional medical issues freely, away from the public eye.

Accomplishments

Maximizing space, meeting government requirements for medical establishments and installing HVAC systems were the project’s biggest challenges.

Galvin and Jahn focused on creating the perception of high ceilings inside the clinic. Due to height restrictions based on the building’s existing ductwork, he needed to create a sense of verticality to make the space look larger. He used indirect lighting to focus on making the highest points the brightest.

The lighting design is also much softer in public areas, he explains.

The lighting and the color scheme integrate the surgery center with the rest of the clinic.

“This was truly meant to be as open as it could be without destroying the need for privacy,” he says. “It was really designed so that a patient on a gurney could move without having to make 12 turns. What a patient really sees is this state-of-the-art facility [as the cleanup, storage, and paperwork areas are out of sight]. We’re trying to make it as easy as possible for staff to do the best job they can.”

Indeed they can, as all of their services are now under one roof.

Government requirements for the clinic included fire ratings for all carpets and curtains. The heavy-duty, 54-inch type-two vinyl wall coverings also underwent inspections for fire safety and hygiene.

The synthetic sheet vinyl flooring in exam rooms was required to pass government inspections as well. The flooring looks like hardwood, complements the wood cabinetry and adds to the clinic’s cozy feel.

The project encountered the mother of all challenges in the clinic’s gigantic HVAC system.

“It is about the size of a big bus,” Russo says. “We never would have had the

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Who is GAC?

Gastroenterology Associates of Cleveland, Incorporated is one of the oldest private gastrointestinal group practices in the Cleveland area. The practice has been in operation for 40 years and includes five partners.

“The fact that someone has taken this type of practice and then gone into the self-development of it, asking no funds from anybody, and brought 40 high-paid employees into Beachwood is impressive,” Russo says.

Gastroenterology is the medical study of digestive diseases affecting the esophagus, stomach, liver, pancreas, gallbladder, intestines or colon. GAC specializes in endoscopic surgeries, which involve inserting a small camera into the body to collect images of interior surfaces or collect tissue samples.

Out with the Old

GAC used to operate out of four offices, one of which happened to be located above a funeral home on Mayfield Road. As Andrassy describes his happiness with his new Beachwood clinic, he compares it to the old Mayfield Road office: "I'll never forget the first day that we were in there. I had a staff meeting. We got there and somebody opened up the door on the second floor and saw a casket rolling by in the hall. That was day one." But, he adds, "the landlords were such nice people."



STEADY HANDS "[Renovating the space] was a smooth running process from start to finish," says Neshkin Construction's Alan Pollack.

physical room for the mechanical systems elsewhere."

In fact, the gastroenterology clinic's mechanical systems dominate so much space that a portion of the practice's medical records is still housed in a separate office.

Originally, the building couldn't handle the airflow demands in the surgery center. This area uses the clinic's own HVAC system, while the rest of the clinic uses the building's HVAC system.

Tri-C Sheet metal installed the massive system for the surgery center. At

a total price of \$300,000, the HVAC system uses special UV lighting and humidification to kill mold and mildew. All of it is adjusted and monitored via the internet.

The clinic also installed its own furnace.

Imperceptibly, these mechanical systems safely and discreetly dispose of hazardous fumes and waste, meet government standards and detract nothing whatsoever from the appearance of the clinic or the building.

Making it work

"We were really lucky," says Galvin of the project team. "It was a very collegial project where the group of us worked quite well together and problems turned into opportunities. We've worked with Neshkin for 25 years and they have never disappointed us," he explains.

"Vocon really was the driving force," Andrassy says. "They were really great to work with. They made it work."

"Quite frankly, for the size and complexity of this project, it was a pretty smooth running process from start to finish," Pollack says. "Everybody really did a nice job of cooperating and working together to get things done."

Vocon, Neshkin, Russo, Andrassy and the medical staff came together to create the best possible work space, thereby giving patients the best possible experience. The practice is operating more efficiently than ever in a lovely, comfortable space.

"The end result was something that was very well executed and done on time and within budget," says Galvin. **P**

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Rising to the Challenge

Rysar Properties focuses on elevating neighborhood with Rockport Square

By Nancy Loyan Schuemann | Photos by Ken Krych

Since 1993, Rysar Properties has built a reputation by focusing on the development of neighborhoods in and around the City of Cleveland. The firm has seen potential in neighborhoods previously overlooked as sites for development. From Slavic Village to Shaker Square, from Warrensville Heights to Lakewood, Rysar is rising to the challenge.

Urban living comes to Lakewood with Rockport Square, a new mixed-use development featuring townhouses, lofts, shops and restaurants. Conveniently located on Detroit Avenue, Rockport combines the best of hip Lakewood with the close proximity of the lake, major highways, public transportation and downtown Cleveland. Once the site of two car dealerships, the four-acre parcel is being transformed into one of Lakewood's newest developments.

"Our goal is to showcase the character of the past while respecting the needs of

the residents now and in the future," says Neal B. Larson, realtor with Progressive Urban Real Estate, Inc.

"This project began right around the time the west-end project was going on, with all of the eminent domain concerns," says Kenneth S. Lurie, President and CEO of Rysar Properties. "Community involvement was a big consideration and the City of Lakewood has been wonderful to work with."

Rockport Square is a consortium of two organizations, Rysar Properties and Forest City Land Group.

"Rysar is geared toward re-development," Lurie says. "Although Rockport Square is a significant project, we are doing business all over the city of Cleveland, its neighborhoods and inner ring suburbs.

"I am always proud to have the opportunity to build a community within a community. Our team has worked very hard on developing and marketing Rockport. This project is an award-winner – Home Builders Association of Greater Cleveland awarded Rockport Square, Best Sales Office/Information

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OUTSIDE VIEW Exteriors at Rockport are of low maintenance brick veneer with HardiPlank siding and trim.

Center – 2005 and Community of the year – 2004.”

The first phase of Rockport is underway with construction of upscale townhomes. Architecturally, the brick and sided construction blends with the surrounding traditional historic neighborhood, although modern amenities abound throughout.

Exteriors are of low maintenance brick veneer with HardiPlank siding and trim. Oversized windows are aluminum-clad with energy efficient Low-E

“Our goal is to showcase the character of the past while respecting the needs of the residents now and in the future.”

Neal B. Larson

Progressive Urban Real Estate, Inc.

glass. Roofing is of architectural roof forms with shingles or metal standing seam roofing. Attached two-car garages are standard. Units have either private porches, courtyards or rear terraces.

Standard interior features include open floor plans, high ceilings, wall-to-wall carpet, metal stair rails and balconies, abundant storage, recessed down light-



ing, wiring for high speed internet, cable and phone, smoke and CO detectors, digital programmable thermostats and high-efficiency HVAC systems.

Kitchens feature ceramic tile floors, Merillat maple cabinetry, granite countertops and energy efficient appliances. Baths have ceramic tile floors and Merillat maple cabinetry with double-sink master vanities and pedestal vanities in powder rooms. Each unit has a laundry closet with hook-ups for electric or gas. Some units feature basements.

Units range from 1,725 to 2,510 square feet with two to three bedrooms and two full baths.

Upgrades include hardwood floors, gas stoves, fireplaces and whirlpool baths.

Clients have a choice of four models with varying floor plans and price points.

Models are named after prominent Lakewood neighborhoods.

The Madison, a 1,800- square-foot, two-level town home features a first floor master suite, two bedrooms, two-and-a-half baths, a first-floor laundry and courtyard, second floor deck and front porch.

All four of these units have sold out prior to construction and are scheduled for completion during winter 2006.

The Clifton is a 2,176-square-foot, three-level town home featuring three bedrooms, and two-and-a-half baths with a full basement (basements are constructed with a commercial pre-formed cement wall system and can be finished out).

An open great room is the focal point of the first floor while the third level offers a private master bedroom suite. The laundry is on the second level. The

unit also has a den/office and a private outdoor courtyard.

There are five Clifton units.

The Beach is a 1,725-square-foot town home with the option of one to three bedrooms and two baths in a flexible floor plan. This model offers a private master suite and a full basement, a large rooftop terrace and front porch.

ESSENTIAL INGREDIENTS Kitchens within the units feature Merillat maple cabinetry and energy efficient appliances.

Four Beach units will be constructed.

The Arthur, facing Detroit Avenue, is the largest and most upscale model. At 2,510 square feet of living space on four levels, it features a dramatic two-story great room. Three bedrooms, two-and-a-half baths, a private master bedroom suite, full basement and 400-square-foot rooftop terrace and front porch add to its grandeur. An elevator is optional.

The model features optional hardwood floors in the great room and slate tile in the kitchen and a half-bath. Ample storage and walk-in closets abound. A commercial sprinkling system offers fire protection.

Four Arthur units will be available.

The three- and four-story attached town homes are fee-simple owner occupied. A modest association fee covers maintenance of common areas. Prices

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range from \$259,900 to \$425,000. A five-year tax abatement is offered. For the first two years, the abatement is 100%. The remaining three years are at 50%. Special 1.5% below market financing is also available.

Nearby, the Avenue Lofts at Rockport, comprising the next phase of the project, are scheduled for completion in the fall of 2007. Offering a live-work environment, these units will offer open, flexible floor plans ranging from 1,124-2,700 square-foot with one to three bedrooms and two-level penthouse suites. Features include brick facades, high ceilings, oversized windows, granite countertops, maple cabinetry, energy efficient appliances, in-suite laundry hook-ups, covered garage parking and rooftop terraces of balconies. Prices begin in the \$180,000's. There will be 50 lofts with boutique retail on the ground level.

Rysar is rising to the challenge of creating new communities in around Cleveland with several other projects underway. A Sales Center just opened at Bluestone, a re-development on the former JCC site in Cleveland Heights. The response to Cinema Park, a rede-

Up With Residential Elevators

There is a new trend going on in residential development: adding elevators into new houses and condominiums. The trend started about seven years ago nationally and here locally three years ago, according to Phill Isaac of Twinsburg-based Gable Elevator & Lift Co.

The increased inclusion of elevators is due to a combination of restriction of land, which is leading to more vertically oriented housing, and the fact that many people are buying what they believe will be their last home.

"It changes the way architects design units now," Isaac says.

Adding an elevator is a design option versus going with a traditional ranch home, he says, "with a lower level being set for the garage and the bedrooms and other living spaces being placed up on the second and third floors."

The trend is for custom builders to put more traction-driven and hydraulic elevators in their units. In general, these elevators add approximately \$18,000 or more to the price of a unit.

Currently, Gable Elevator is installing about 40 residential and low-rise commercial elevators in over a dozen projects throughout the Cleveland area, including the new Rockport Lofts project in Lakewood. —Ken Krych

velopment of the former Miles Drive-In in Warrensville Heights has been great with 14 pre-sales secured. Hill Place on Woodland Avenue in Cleveland is an 80-unit townhouse renovation and the Villages of Central, a 465-home initiative in Cleveland's Cedar-Central neighborhood has sold 300 homes. In addition, Rysar is upgrading its office space to another building nearby.

"Rysar started with three of us in a one-room office," Lurie explains. "Over

the past 15 years, we have grown into an organization filled with great people that are committed. The greatest thing about Rysar is our people. We have built a team of dedicated professionals that have the same commitment to our neighborhoods as I do."

The sales office for Rockport Square is located in an historic fire station at 1422 Hopkins Avenue (just off of Detroit Avenue, a few blocks west of W. 117th Street). **P**



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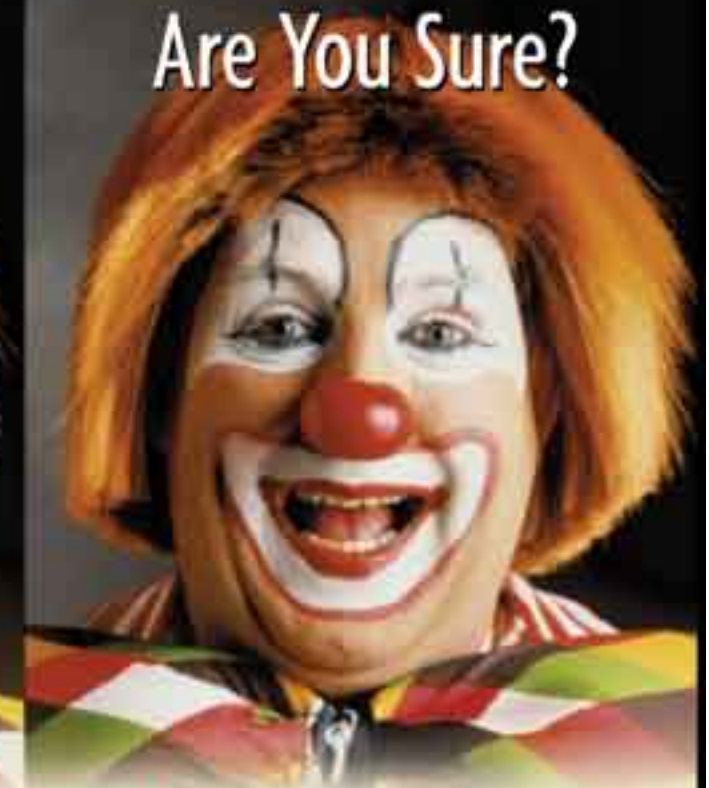
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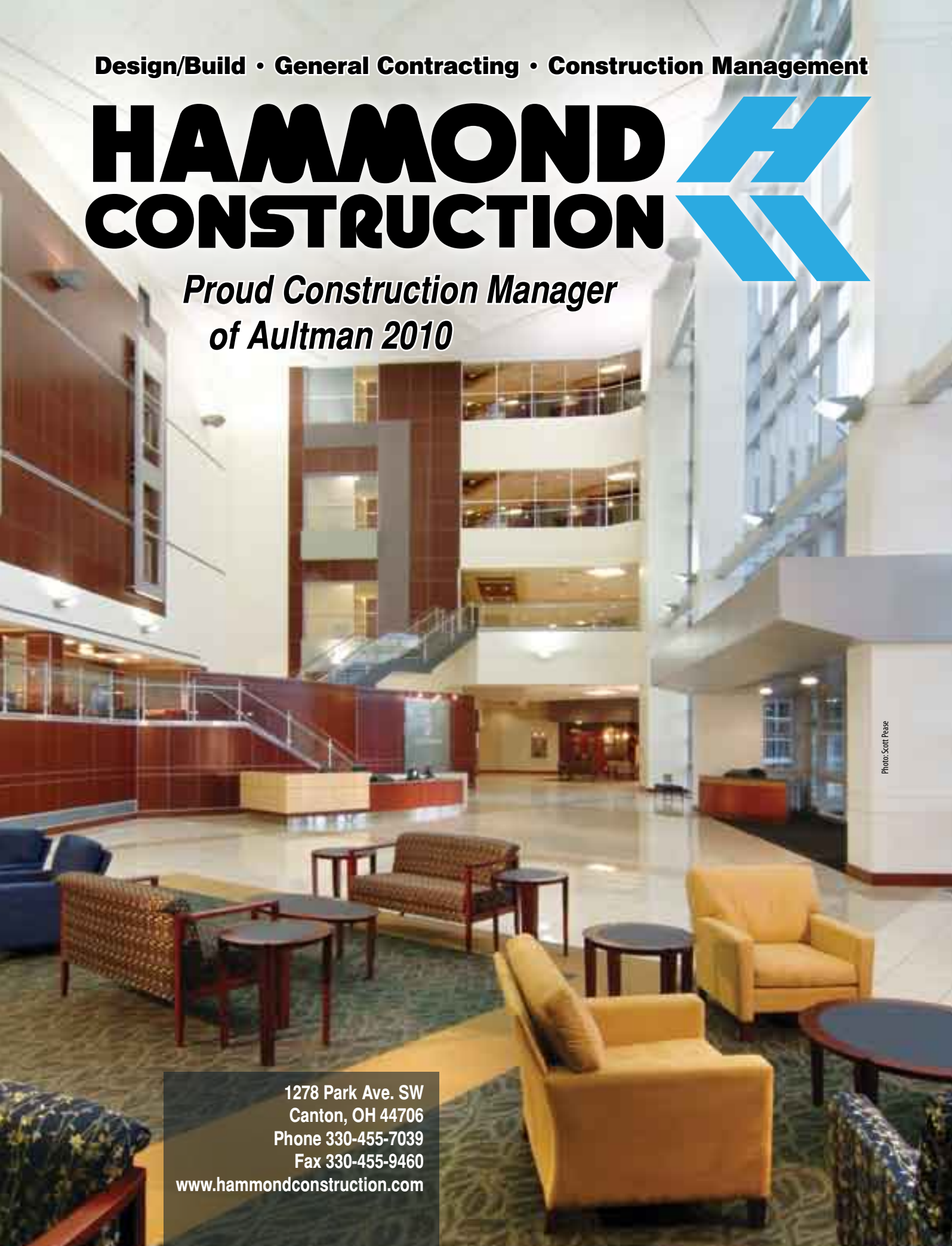


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Healthy Outlook

By Mark Watt | Photos by Scott Pease

*Canton's Aultman
Hospital looks to
future needs with
expansion, new
facility*

When it opened its doors in January of 1892, Aultman became the first hospital in Stark County. More than a century later, it is still the largest medical institution serving Canton and surrounding areas, largely due to its ability to steadily grow and modernize with its constituency. That initiative to improve services and expand offerings for its patients continues to this day, most recently with a project currently underway, dubbed Aultman 2010.

Formulated in 1999, the project ventured to look ahead and work toward the hospital's future needs, which included medical modernizations, improved comfort for patients and, most importantly, more room to accommodate a growing population.

"Half of the patients we currently serve are from the Medicare [65-plus

years old] population," says Ed Friedl, vice president/director of engineering for Aultman Hospital. "As the Baby Boomer generation ages and requires more health-care services, our patient volume among the Medicare population is projected to double within 20-25 years. So it was clear that we would need to do something to accommodate the increase.



was a growing problem with the existing ER.

“The old ER was originally built to accommodate 45,000 visits per year,” Friedl says. “We now see more than 70,000 visits [per year], so that was an issue that needed to be addressed.”

The new ER not only accommodates current needs but also anticipates future growth, a theme that is seen elsewhere in the new facility. Across the building’s four floors are currently unused spaces that will be available for expansion as the hospital grows in the future.

Partially opened in February, the Aultman 2010 facility is currently utilizing its new ER with plans to fully open by the end of this month.

“We are very pleased with how this project has come together, and the hospital staff is excited to be working in a new, state-of-the-art environment,” Friedl says. “We believe Aultman 2010 will fulfill the hospital’s needs for years to come.”

Taking shape

The project began with initial planning in June of 1999, which within a year led Aultman Hospital to enlist Hasenstab Architects to design the new Aultman 2010 facility. Although early designs imagined a separate facility located directly across Sixth Street from the existing ER entrance, further discussions led the design team in another direction.

“Originally there would have been only one connection between the Aultman 2010 building and the older portion of the hospital via a pedestrian walkway over Sixth Street,” explains Bob Medziuch, principal-in-charge with Hasenstab Architects.

“But we realized that it would have made it too difficult to transport materials and patients between the facilities. We saw that if we could bring the new building right next to the existing facility, we would be able to make connecting corridors on every floor which would vastly improve the circulation throughout the hospital.”

The problem? In between the existing facility and the site set aside for construction of the new building was a section of Sixth Street, one of Canton’s primary thoroughfares. Bringing the new and old buildings together would require

NEW VIEWS As a central focus for visitors, the atrium is finished with a variety of features including tall stretches of wood paneling, geometric patterns and a water-wall fountain that displays the hospital’s logo.

That’s primarily what prompted constructing a new building here.”

That building is the new Aultman 2010 facility, a 321,000-square-foot expansion adjoining the hospital’s original Emergency Room (ER) entrance at its main campus in the southwest corner of Canton. Serving as a new main entrance to the hospital, Aultman 2010 is comprised of a dedicated heart center, an emergency and trauma center, a birthing center and more, situated within a four-story structure that includes a partial basement and a rooftop penthouse.

Designed by Hasenstab Architects, Inc., of Akron, with Hammond

Construction, of Canton, acting as construction manager, the new building adds 124 new inpatient beds. It also frees up an additional 100 beds elsewhere in the existing hospital when coupled with Aultman Woodlawn (see sidebar), a separate new rehabilitation facility located off campus that served as the first phase of the three-phase Aultman 2010 project. The Aultman 2010 building is the second phase and a renovation of existing hospital space, currently underway, serves as the project’s third and final phase.

One driver for the decision to construct the new Aultman 2010 building



BRIDGING THE BUILDINGS “Designing the corridor connections to fit between the old and new buildings was a challenge,” says Architect Bob Medziuch.

cutting off a section of the road. After weighing its options and working with the City of Canton, the hospital moved ahead with this new design plan in favor of optimizing its services for patients.

“Designing the corridor connections to fit between the old and new buildings was a challenge. We needed to implement a series of ramps to accommodate grade changes, particularly since the new building would have such a large footprint,” Medziuch says.

The targeted section of Sixth Street was vacated during the spring of 2003, and utilities were relocated to accommodate the new building.

“It’s one thing to relocate utilities in the street and abandon utilities that were part of the city’s infrastructure, but then you need to factor in the utility requirements of the hospital,” Medziuch says. “We needed dual services, such as water and electric, to come into the new building and back into the existing structure.”

Once this site work was well underway, construction of the new facility began in October 2003.

In twos

The building is a combination of structural systems, primarily concrete but with a four-story high, wide-open atrium lobby built of structural steel. The concrete and structural steel structures were

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FINDING THE WAY Stretches of glass within a public corridor allow patients and other visitors to orient themselves from within the new building.

built separately and at different times while the hospital's emergency services ran uninterrupted throughout the project.

"Especially as the hospital remained open 24/7 throughout construction, scheduling and sequencing the different trades throughout was certainly a challenge," says Jeff Mulcahey, senior manager with Hammond Construction.

The structural steel-built atrium serves as a key feature of Hasenstab's design.

"Once we knew we would be bridging the gap between existing and new facilities, we needed to address providing a new entry point into the hospital," Medziuch says, explaining that the expansive atrium fulfills that need.

As a central focus for visitors, the atrium is finished with a variety of features including tall stretches of wood paneling, a water-wall fountain and a variety of geometric patterns, not to mention lots of glass.

"In designing this, we needed to consider a wayfinding element to make navigation friendly to patients," Medziuch says.

With this in mind, Hasenstab designed the eastern portion of the building as a "public side" of the entire campus. Massive glass windows cover the western walls of both the atrium and an adjoining corridor that stretches toward the north end of the building, allowing patients



BUILDING WALLS "We did a good job of separating the public and services areas," says Architect Bob Medziuch. "There is a front door and back door arrangement, which is advantageous for both staff and visitors."

and other visitors to orient themselves from within the building.

In contrast, the western half of the building is treated as a "service side," Medziuch says, which allows hospital staff to work efficiently and away from the public.

"We did a good job of separating the public and services areas," he says. "There is a front door and back door arrangement, which is advantageous for both staff and visitors."

This and other design elements were adopted partially as a result of visits to approximately 35 hospitals, which took place early in the planning process and helped to identify successful practice methods.

Medziuch says that ideas formed as a result of those trips and were combined with considerable input from Aultman's staff.

"We gathered input from everyone who will be working in the new facility,"

he says. "It was a collaborative effort between everyone."

Moving up

While public elevators are accessible from the eastern side of the building, additional elevators for hospital opera-

"ESPECIALLY AS THE HOSPITAL REMAINED OPEN 24/7 THROUGHOUT CONSTRUCTION, SCHEDULING AND SEQUENCING THE DIFFERENT TRADES WAS CERTAINLY A CHALLENGE."

**JEFF MULCAHEY
HAMMOND CONSTRUCTION**

tions are located to the west, including custom-designed, oversized elevators that can be overridden for emergency use by paramedics entering from a rooftop penthouse – a helipad on top of the building is utilized by MetroHealth's Life Flight emergency helicopter transportation service.

As Aultman Hospital serves as one of just five Life Flight bases in the region, the building not only includes the rooftop helipad but also includes living quarters for a doctor, nurse and two pilots who, working in shifts, reside at the facility 24 hours a day, seven days a week.

"They have to be airborne within five minutes of getting notified of emergency," Friedl explains.

Because of the helicopter traffic, the building's roofing system is a specialized PVC material that is resistant to jet fuel residue from the aircraft.

In addition to the Life Flight base, the 16,000-square-foot rooftop penthouse is also home to the building's air handling and other major mechanical systems.

"The mechanical penthouse was designed and prefabricated in North Carolina, transported up here in 44 sections and then assembled onsite and



SEASONAL STYLE When planning the design of the building, the hospital and architects conceived a four-part seasonal theme that would link but differentiate each of its four floors, most noticeable in the selection of fabrics and decorative panels behind some reception desks.

connected to the building's roof over a two-week period," Friedl says. "As you might guess, the HVAC system at the hospital is pretty elaborate."

Bio-terrorism was considered when designing the HVAC system at Aultman 2010. For example, superheated and instantaneous hot water is available to kill waterborne pathogens and the HVAC system is fully ducted, which will prevent airborne contaminants from migrating between rooms when the return fan is on. Additionally, the electrical feed, boilers and domestic water heating systems are dual fuel (power, natural gas and fuel oil). Air intakes for the air-handling units are located on the roof as opposed to ground level.

"We also have super cooling for operating rooms, which allow us to drop temperatures by 10 degrees in 10 minutes," Mulcahey says.

The rooftop utilities penthouse is supplemented by a smaller utility room in the basement for water, fire pump, medical gas and electrical.

Floor by floor

When planning the layout and design of the building, the hospital and architects conceived a four-part seasonal theme that would link but differentiate each of its four floors. Although the design elements are not as dominant as

AS AULTMAN HOSPITAL SERVES AS ONE OF JUST FIVE LIFE FLIGHT BASES IN THE REGION, THE NEW BUILDING INCLUDES A HELIPAD PLUS LIVING QUARTERS FOR PILOTS AND DEDICATED MEDICAL STAFF.

initially intended, subtle touches support this approach.

The fourth floor, adhering to a theme of spring with light wood and brighter colors, is home to the hospital's birthing center, providing families with a warm and comfortable setting for the childbirth process and recovery. Thirty

of these Labor/Delivery/Recovery/Postpartum (LDRP) birthing suites are clustered on the floor, as well as three C-section delivery rooms, an eight-bed ante partum unit, a six-bed triage unit and a 25-bed neonatal intensive care unit (NICU). Also located on this floor is an outdoor eating area.

The third floor, working from a muted summer design theme, is comprised of 56 heart nursing unit patient rooms as well as shell space allotted for future growth.

The facility's second floor carries an autumn design theme discernible through fabric choices and colors. This floor is home to the open-heart surgery department, which includes four surgery rooms, a 14-bed cardiac support intensive care unit (CSICU) and a 16-bed CSICU step-down for recovering patients. Office space is utilized by cardiologists and cardiovascular surgeons. The balance of the space is open for future growth.

The first floor is home to the hospital's outpatient heart services, which includes

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Safe Setting

Aultman Woodlawn allows recovering patients to practice everyday activities

Serving as the first phase of the Aultman 2010 project, a new subacute skilled nursing and rehabilitation center was built two years ago just a few miles from Aultman Hospital's main campus. The new facility, Aultman Woodlawn, creates an environment for patients to practice everyday activities in a safe environment before heading home after a surgery or other incident.

"It's a transitional space for recovering patients," says Ed Friedl, vice president/director of engineering for Aultman Hospital. "At the facility, patients can practice or re-learn daily activities from brushing teeth and doing hair to crossing streets and checking mail."

For this purpose, Hasenstab Architects, Inc., and construction manager Aultman Engineering designed and built a variety of interactive vignettes, such as street crossings and curbs, a grocery store, a working kitchen and an ATM.

The rehabilitation function was originally situated in the hospital's main campus, but relocating to a 23-acre offsite location served a dual purpose. The new facility not only offers expanded services and a more comfortable environment for patients, it also freed up space on the main campus for Aultman's expansion and ongoing renovation. —MW



Photos courtesy Aultman Hospital

A matter of timing

In a variety of ways, timing was crucial to the success of the project.

A major challenge was that the hospital needed to remain open and fully operational throughout construction. While construction was underway on the north end of the site, the existing ER entrance to the south of the new facility was fully and continuously accessible. Once the new ER was completed, all equipment moved in and the helipad ready for action, the hospital needed to make a clean switch from old to new accommodations.

"Moving in was a complicated process," Friedl says. "On the day we opened, we closed the old ER at 5:59 am and opened the new ER at 6:00 am. Signage was turned off at one and turned on at the other. As you can imagine, it was a tricky couple of hours."

The construction effort didn't end there. Site work was needed to quickly transform the old ER's parking lot into a main entrance for the new facility.

"By 7:30 am, we were disassembling the old facility," Mulcahey says, noting that this work included removing a canopy and parking lot, as well as making grade changes to accommodate the new main entrance.

"Thanks to superb planning and execution, we were able to make the

18 same-day beds, four cath labs, an electro-physiology (EP) lab, a shelled lab and specialty labs for stress, gamma and vascular testing. This floor also includes the hospital's trauma emergency services, which incorporates 48 universal treatment rooms and three highly specialized trauma rooms.

"In the old facility, the layout of areas such as radiology rooms and computed tomography (CT) rooms was a little disjointed," Friedl says. "A nice feature

here is that we've incorporated all of the related functions directly into the ER, almost doubling the square footage of the old one but designing it to be very open.

"Also, instead of having one central nurse station, there is a cluster of smaller stations to improve flow."

The floor's pediatrics area has a separate waiting and entry room, designed with bright flourishes to appeal to young patients.



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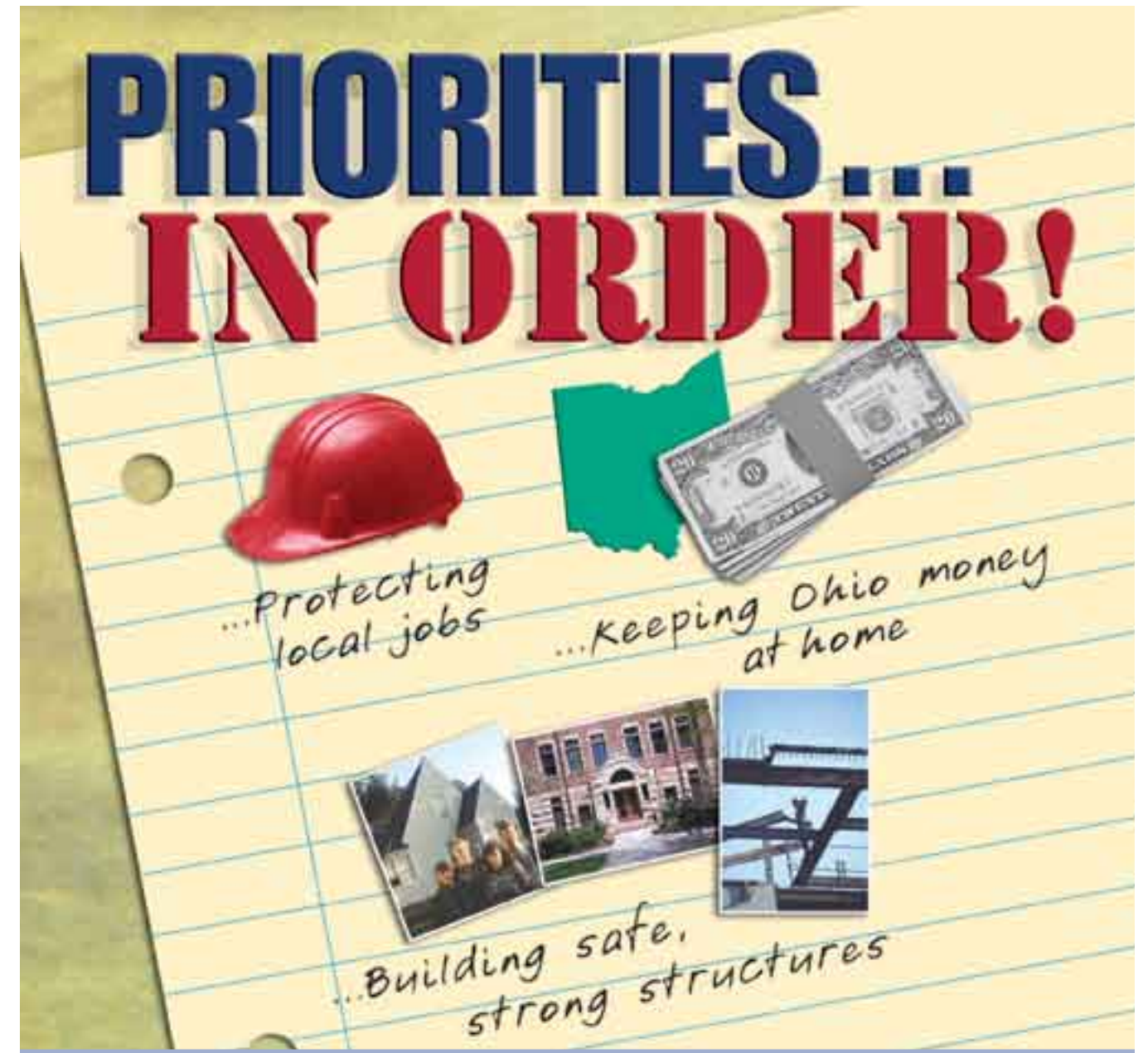
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LIGHT TOUCH Aultman 2010's fourth floor is home to the women's health services. Lighter wood and color choices have been used to convey a bright, uplifting environment.

move-in and switch without problems," Friedl says.

Timing was key to the project's success on another level as well. At \$62 million for the construction of the facility, the cost of the project came out below estimated figures, which Friedl partially credits to simply a matter of good timing.

"Financially speaking, we were right on the money," Friedl says. "We bid

SPACE TO MOVE "A nice feature here is that we've incorporated all of the related functions directly into the ER, almost doubling the square footage of the old one but designing it to be very open," says Aultman Hospital's Ed Friedl.

at just the right times and locked in before the recent cost increases in steel and oil occurred and also before national disasters like Katrina. It just seemed that every time something happened that affected the economy, we had locked in bids six months before. If we had bid this building today, we would have spent a lot more money."

At the same time, Friedl credits the design and construction teams with success in completing the project on time and under budget.

"[Engineering firm] Scheeser Buckley Mayfield, Inc. and Hasenstab put a lot of foresight into the design and that helped the process," Friedl says. "Hospitals are different than other facilities because the technology changes so frequently. Because of that preparation and the ability to make design changes efficiently, this project came together well."



Friedl notes that cooperation and coordination between the design and construction teams was crucial.

"This was a large project," he says. "We probably had 25 or 30 designers working on the building, between the offices of Hasenstab, (Structural Engineer) Thorson Baker, Hammond and Scheeser Buckley Mayfield, Inc. We

peaked at approximately 200 tradesmen on site, not to mention all of the equipment, tools and trucks that needed to be coordinated. Considering the scale of this project, we were very pleased with how well it worked out. It was a very good process as all the groups worked well together." **P**

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Financial Yardsticks, Part III



ALEC J. PACELLA

This month, we are going to complete the discussion started in the March issue and hopefully take much of the mystery out of measures associated with multi-year cash flow analysis. You will recall that this type of analysis is forward-looking, incorporates future income potential and considers not only regular operating expenses but also non-regular expenses associated with capturing this potential income, such as tenant improvements and leasing commissions. When all the dust settles, we have an annual series of net cash flows over a time horizon. Now it's time to talk about what this means.

Net Present Value (NPV)

Net Present Value is the first of two primary measures. I'm going to skip the

textbook definition and instead provide some groundwork followed by a real-world example. An NPV analysis simply allows an investor to back into a value, predicated on a series of annual net cash flows at a target return.

Think back on our simple CAP rate analysis. If we know the NOI and have a target CAP, we can back into the price by dividing the NOI into the CAP. An NPV analysis is the same concept, just more advanced. We don't have a single NOI but instead a series of net cash flows for several years.

This introduces the time value of money, a critical concept in this analysis. The theory is that one dollar received a year from now is worth less than one dollar received today and the more years you have to wait to receive this dollar,

	Net Cash Flow	Discounted Cash Flow	Note
Year 1	\$99,000	\$90,000	Discounted back 1 year @ 10%
Year 2	\$120,000	\$99,174	Discounted back 2 years @ 10%
Year 3	\$85,000	\$63,862	Discounted back 3 years @ 10%
Year 4	\$127,000	\$86,473	Discounted back 4 years @ 10%
Year 5 (Sale)	\$1,250,000	\$776,152	Discounted back 5 years @ 10%
Value Today		\$1,115,661	Summation of discounted cash flow

Table 1

the less that it is worth in terms of value today.

Let's look at a real-world example, as facilitated by the adjacent Table 1. Suppose we are analyzing a multi-tenant office building. Our hold time is five years and the target return is 10%. We estimate the annual net cash flows as illustrated in Column A. The cash flows vary as tenants expire and potentially renew or are re-leased. The first thing you will note is that potential sale proceeds are included in year five of this analysis. That is because all NPV models assume a sale at the end of the hold period. The value associated with the underlying real estate must be incorporated, otherwise it would unfairly influence the overall return. Think about a five-year CD. You get a regular interest payment and at the end of the five years, the original investment is returned. The same concept is

employed here. Column B shows the cash flow for each year discounted back to today. The discount rate is the same as our target rate and the cash flows are compounded. So the \$120,000 net cash flow in year two has to be discounted back for two years to arrive at the present value and Column C tells how many years each number has been discounted back. The bottom of Column B shows the summation of each of these years, otherwise known as the Net Present Value (NPV). So what does all of this tell us? If we want to earn exactly 10% on our initial investment, we hold the property for five years and the annual future cash flows are exactly as shown (including the sale proceeds), then we can pay exactly \$1,115,661 for the property to achieve this return. If we pay less, our return will be greater and if we pay more, our return will be less.

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Heard Thru the Grubvine

Hot Burrito Chipotle Mexican Grill is surging in popularity, not only with fans of its overstuffed burritos but also with real estate investors. The new location at Cascade Crossing in Brooklyn was recently sold at a 6.5 CAP and was snapped up after only three days on the market and less than two weeks after being opened.... **Short Term Hold** Kimco Realty Trust, a large retail REIT with extensive holdings in Northeast Ohio, has hoisted the 'For Sale' sign on one of its centers in Fairlawn. This is significant because Kimco rarely sells any assets, particularly one they just purchased a few years ago. The center is expected to fetch upwards of \$30 million. —AP

Internal Rate of Return (IRR)

If you understand the concept of NPV, then the Internal Rate of Return (or IRR) is easy, as it is the compliment of NPV. NPV tells us the value today based on a series of future cash flows discounted back at a targeted return. IRR tells us the targeted return based on the value today coupled with a series of future cash flows. By way of the above example, if we pay \$1,115,661 for a property and the cash flows are as shown in Table 1, the IRR will be 10.0%. If we only pay \$1 million, our IRR jumps to 12.9% and if we pay \$1.2 million, our IRR drops to 8.1%. This assumes, of course, that all of the future cash flows stay the same.

Chose your weapon

NPV and IRR are both very useful tools and choosing between them depends upon the application. NPV can help back into a range of purchase prices, allowing the analyzer to consider a variety of scenarios that impact both income and expenses as well as determine the effect on pricing by adjusting the target return. IRR can help point to expected overall returns depending upon the initial purchase price and the sales proceeds at the end of the hold period.

The important thing to remember with both is that they are only as accurate as the income and expense assumptions. Even a moderate change in rent, lease-up time or tenant improvement allowances can have a dramatic impact on either of these measures. As the old saying goes: garbage in, garbage out. **P**

Alec J. Pacella is a vice president of investment sales at Grubb & Ellis. He can be reached at alec.pacella@grubb&ellis or 216-453-3098.

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TESCO Builders Unveils Mueller Lofts Model Unit

Recently, TESCO Builders, Inc. unveiled their model unit at an event, which showcased an 80,000 square foot renovation to the former Mueller Electric building which is set to be transformed into 46 loft style condominiums. 32 lofts will be located within the building and an additional 14 new penthouse suites will be constructed with a third floor vertical addition on top of the existing building. Over 200 people attended the event.



NEW VISION TESCO Builders and City Architecture are transforming a former industrial space into 46 loft style condominiums in Cleveland.

The project is located at 1583 East 31st Street in the Payne-Sterling neighborhood. The ground level will include 46 heated interior parking spaces, with an additional 38 off the street parking spaces available on site. These unique loft units, designed by City Architecture will range in size from 910 to 2,715 square feet and the new penthouse suites will be constructed from 1,275 up to 1,910 square feet with great views of downtown.

All units include large glamour baths and kitchens, stainless steel appliances, granite countertops, bamboo floors, retractable bedroom walls (a special feature), custom finishes and large windows with great views.

For more information visit www.muellercondominiums.com or call 216-812-3500.

Lawler & Crowley Becomes The Crowley Group

Lawler & Crowley Constructors, LLC recently announced its name change to The Crowley Group, LLC. Allen L. Crowley, Jr., AIC, co-founded Lawler & Crowley Constructors, LLC in 1999 with James Lawler. Crowley has since acquired all of the interests of the company and announced the formal name change to the Crowley Group LLC effective on May 1, 2006.

The Crowley Group LLC focuses on all facets of construction and, since its founding in 1999, has built

facilities including grocery, retail, light industrial, institutional and office spaces.

It offers construction management, general construction and program management services and provides a full range of construction services for commercial, office, institutional, religious, light industrial, retail and grocery clients. The firm's construction management services include budgeting, conceptual scheduling and planning, estimation, constructability reviews and multi-location coordination services.

For more information, visit the company's new website at www.CrowleyGrp.com.

NCBIA Awards Recognize KS Associates

For the second year in a row, The North Coast Building Industry Association (NCBIA) has named KS Associates "Service Supplier of the Year" in its annual Circle of Excellence Awards program. The competition recognizes area builders, developers, remodelers, suppliers and associates for industry achievements. Circle of Excellence Awards are the highest honor given by the NCBIA.

An independent panel of judges comprised of new-home marketing professionals

from out of the area selected KS Associates based on the firm's approach to servicing clients, degree of service delivery and involvement in the industry.

KS Associates also won "Brochure of the Year" in the Marketing categories. KS Associates' new corporate brochure was chosen based on concept, copy, design, presentation, continuity and overall effectiveness.

KS Associates has completed numerous commercial and residential land development projects of all sizes, many of which are for NCBIA members. The Land Development team specializes in developing innovative site designs that reduce improvement costs and deliver a fast return on the property investment. KS Associates' designs have resulted in award-winning projects for developer clients.

Progressive Urban Real Estate Opens New Office

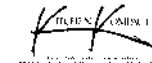
A newly finished space at 15520 Detroit Avenue was the setting for a grand opening celebration for locally owned and operated Progressive Urban Real Estate's Lakewood office. On April 6, Lakewood Mayor Thomas J. George presented a proclamation to PURE President Keith Brown, Vice President David Sharkey and Lakewood Office Manager Deborah Konanec, welcoming PURE to the city. Agents, staff and community members gathered to view the new office and to celebrate the company's new presence in Lakewood.

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eBlueprint Introduces 99¢ File Download Feature

As part of the robust enhancements to its new website (www.eBlueprint.com), eBlueprint, a lead-

ing reprographics company headquartered in Cleveland, recently launched a unique 99¢ file download feature. Following in the footsteps of music industry icons such as Apple's iTunes, eBlueprint will offer customers the opportunity to download digital files, including construction documents, specifications, contracts and bid forms from its website 24/7.

"We're taking advantage of new technology to provide a valuable service to our customers, while staying one step ahead of the competition," says Mike Sutton, vice president of sales for eBlueprint. "The introduction of our new file download feature is a significant innovation for the reprographics industry, in

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general, and a momentous event for eBlueprint from a local, national, international and corporate perspective."

Registered users can download or print files through the "projects" section of the website for 99¢ per page. Additional enhancements to the website include a proprietary planroom, coined my eBlue™, which allows customers to create, manage, store, print and distribute documents from anywhere at anytime in password protected environment.

Weyerhaeuser Company Launches iLevel

Designed to move beyond the traditional role of a supplier to that of a value-adding



Weyerhaeuser's iLevel is an integrated business serving residential builders.

provider, Weyerhaeuser Company recently unveiled iLevel (www.iLevel.com), the forest products company's new integrated business

serving residential builders through dealers.

iLevel represents a new way of doing business within the residential structural frame industry, combining Weyerhaeuser's proprietary products and services with a leading distribution network and innovative design software tools.

The approach seeks a unified solution for residential builders and dealers. Previously, Weyerhaeuser's residential structural framing products and services were provided by five separate businesses: Trus Joist®, Strukturwood®, plywood, lumber and distribution.

Using iLevel, builders can walk into dealer locations with architectural plans and

walk out with a robust and integrated solution for the home. This approach represents iLevel's attempt to help improve each builder's business – from reducing time needed for installation and construction, to increasing profitability with value-adding products.

Many of Weyerhaeuser's products and tools will remain the same – but now these products and tools are available through a coordinated effort.

DAS Construction Co. Wins Contractor Safety Award

The Northeastern Ohio Construction Labor and Management Safety Incentive Program has awarded



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DAS Construction Co. its "Contractor Safety Award."

DAS Construction Co. received the award after a full review of safety statistics and injury rates for the year 2005. The company's ongoing commitment to improving employee safety and health was also taken into account.

The Safety Incentive Program is a collaborative effort between the Northeastern Ohio Construction Contractors and the Building and Construction Trades Union.

The program encourages union contractors and union craftspersons to be more aware of working safely on the jobsite.

Reducing accidents is considered not only good

economic sense, but also a moral obligation.

The Safety Incentive Program serves to lower injuries, illnesses and workers' compensation costs. The Building and Construction Trades unions, contractors and employer associations have pledged to cooperate in this effort to reward employees who work safely.

HGTV Spotlights Heritage Lane Historic Homes

Heritage Lane Historic Homes took center stage for HGTV's cameras in April, when the network's production crews were on-hand to shoot footage for its public affairs campaign, HGTV's Restore America initiative

— a multi-million dollar partnership forged in 2003 between HGTV and the National Trust for Historic Preservation. As part of the initiative, the site, located on East 105th Street between Wade Park and Ashbury Avenues in Glenville, will be featured in a public service announcement, as well as a "salute" — a one-minute video that will feature the site's rich history — that will air on HGTV and will be featured on the network's popular website, HGTV.com

Built in 1910, the side-by-side, two-and-a-half story wooden duplex structures reflect the prevalent American Foursquare style of architecture. Originally known as a popular desti-

nation for middle class and immigrant families looking for industrial work in the early 20th century, Heritage Lane Historic Homes was built during a period of rapid growth in Cleveland. In the 1960s, the neighborhood gained renown during the Civil Rights Movement when Dr. Martin Luther King addressed a crowd of 10,000 at the neighborhood's Cory Methodist Church. Later, Malcolm X delivered his famous "The Ballot or the Bullet" speech at the same podium.

The Famicos Foundation was awarded a \$75,000 grant to rehabilitate three of the community's homes into single-family dwellings and it plans to renovate 13

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additional residential structures in the city's National Register Historic District. The rehabilitation of the Heritage Lane Historic Homes is a comprehensive redevelopment program that is designed to be a catalyst for the transformation of the Glenville area into a competitive, economically integrated neighborhood.

HGTV's Restore America initiative focuses on the role preservation plays in the revitalization of America's communities. For the 2006-2007 year of the initiative, HGTV is donating \$1 million to help fund the selected communities' revitalization projects with grants ranging from \$25,000 to \$100,000. In addition, each site also will

receive exposure through on-air and online content from HGTV. To date, 11 new sites have been chosen from the grant applications sent in by nonprofit organizations and public agencies from across the country. One requirement for applicants is that their site must be currently engaged in the restoration of a historic structure so as to provide viable residential space for its community.

CB Richard Ellis Announces Marketing Coordinator Promotion

The Cleveland office of CB Richard Ellis (CBRE) is pleased to announce the promotion of Jennifer Priest to the position of Marketing



Jennifer Priest

Coordinator and lead Web Publisher for its Cleveland and Akron offices. In her new role, she is responsible for implementing corporate branding specifications and standards for CBRE, as well as enhancing the local offices' marketing platforms. Priest works

closely with sales professionals, marketing assistants, researchers and administrative assistants regarding their marketing needs and client requirements.

In 1997, Priest joined CB Richard Ellis as an information management coordinator. For more than five years, she headed up the research department, overseeing researchers and working directly with the sales professionals. She administered and maintained the office's proprietary property database, provided computerized mapping services and handled market and business research, as well as writing market reports.

Between 2002 and 2004, Priest was employed with a



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web-based research provider, servicing approximately 200 commercial real estate professionals in Northeastern Ohio. She was responsible for managing operations in Northeastern Ohio, including supervision of customer service representatives, training and retention of customers, and implementing sales and marketing initiatives for the region.

In January 2005, she returned to CBRE's Cleveland office as a project administrator.

ALL Erection Expands Fleet of Cranes

Four new Model 16000 Manitowoc Crawler Cranes are the newest addition to the world's largest late-model

Manitowoc fleet with EPIC® controls at ALL Erection and Crane Rental Corporation. The high-efficiency, high-capacity, 400-metric-ton crane can lift 441 U.S. tons at a 21-foot radius. In addition, the 16000 model features a 300-foot heavy-lift boom and an up-to-275-foot luffing jib. Standard line pull is 35,000 pounds. With its 275-foot luffing jib and 157-foot main boom, the crane can lift 40 U.S. tons to a height of 430 feet and a 100-foot radius. And, with a 23-foot wind-form upper boom point, it is the premier lift crane in the wind energy segment of the market.

ALL, with four units in its fleet, was the first company to take delivery of the new

cranes. The modular design makes Model 16000 easy to transport and assemble — the crane packs into 18 trailer loads — and its many performance features make it a workhorse contractor's crane as well as a rigger's crane. ALL erectors are fully trained in the technical and safety operation of the new crane, offering contractors the ability to get up to speed on a job without having to train their own personnel on the new equipment.

Atwell-Hicks Wins Team NEO Success Award

Land development consulting firm Atwell-Hicks was named a Team NEO Success Award winner by

Inside Business Magazine and the Northeast Ohio based nonprofit Team NEO. The award recognizes the fastest-growing companies in the Northeast Ohio region based on revenue performance and employee growth.

"The Team NEO Awards identify businesses, like Atwell-Hicks, that are making an impact by growing and expanding their investment and employment in the region," says Bob Beaugrand, director of operations for the Solon office. "Winning this award is a testament to our dedicated staff and our loyal clients."

After launching the Solon office in August 2004 with three full-time employees, the office now supports 39

full-time team members. Additionally, Atwell-Hicks has averaged a 25% annual growth rate for the past two decades.

The top performing companies were honored at a luncheon on March 16 and were included in the March feature issue of *Inside Business Magazine*.

North Coast Capital Breaks Ground on Rosewood Place

In late April, North Coast Capital Partners, a local real estate management and development company, broke ground on a brand new 29,000-square-foot mixed-use project in Lakewood. The development, named Rosewood Place, will com-



Rosewood Place

bine an existing vacant used car lot on Detroit Avenue and an existing two family home on Rosewood Avenue.

Rosewood Place will offer 5,880 square feet of retail and 11 new two-story luxury town homes. The development will combine urban living with a sense of community, while blending with existing shops, offices, restaurants and nearby recreational activities. The Rosewood Place

project will increase both the tax base and total tax revenues for the City of Lakewood.

All tax revenues generated from the project will benefit both the City and the Lakewood Public Schools.

D-A-S Construction has been hired as the general contractor for the project.

Collins Gordon Bostwick Announces Staff Changes

Collins Gordon Bostwick Architects is pleased to announce the following promotions: Michael C. Zambo AIA is now a principal, Richard L. Ortmeyer AIA LEED A.P. is a senior associ-

ate, Jennifer D. Cole AIA is an associate, and Judith McGlinchy AIA is an associate.

Recent additions to the firm include Randy Doi AIA, Andrew Henke, Stacy Litten, Michael Molinski, Diana Nicklaus-Garton, Amit Oza and Jennifer Storey.

Founded in 1962, Collins Gordon Bostwick Architects is a Cleveland based, full-service architectural design firm providing architectural design, master planning, programming, interior design, graphic design, project management, and construction administration services for healthcare, education, interior, civic, commercial and office, and institutional clients. **P**

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Neighbor Beware: A Primer on Adverse Possession



DAVID W. WOODBURN

For many, springtime conjures up images of fresh blooming gardens and fresh green lawns to be enjoyed by the family when weather permits. As pleasing as this image is, springtime also brings with it yard work and the headaches that go with repairing fences, planting new gardens and generally improving one's property. Occasionally, when the fences are constructed or gardens planted, individuals unintentionally (or intentionally) encroach onto another's property. If care is not taken and one fails to "protect" his or her property, it is possible that title to such property over time may legally vest in an encroaching owner.

Ohio law recognizes that a neighboring property owner can acquire title to another's property through adverse possession. The concept of adverse possession has been recognized in Ohio for well over a century. That being said, it is often misunderstood and misinterpreted by laypersons in dealing with real estate.

For purposes of this article, we will explore what constitutes adverse possession and some of the characteristics to be aware of in dealing with your own property or your neighbor's property.

The elements of adverse possession are well defined. In order to prevail on a claim for adverse possession, an

individual must "demonstrate exclusive possession and open, notorious, continuous and adverse use" of the property in question for a period of 21 years (Morris v. Andros, 158 Ohio App. 3d 396; 2004). In order to prove such a claim, an individual must provide clear and convincing evidence with respect to each of the five aforementioned elements (Grace v. Koch, 81 Ohio St. 3d 577; 1998).

If a property owner is able to establish each of the aforementioned elements,

The concept of adverse possession has been recognized in Ohio for well over a century. That said, it is often misunderstood and misinterpreted by laypersons in dealing with real estate.

he or she can become the owner of the property over which the control was exerted. In the recent case of Galehouse v. Geiser (2006 Ohio 766; Wayne County), the Court of Appeals found that a person was entitled to ownership of certain property by virtue of adverse possession. In that case, the plaintiff used his neighbor's property by erecting a fence and constructing a shed on the parcel in 1974. The property was then used continuously until 1997 by the plaintiff, at which time the defendant parcel owner demanded that the plaintiff remove items of personal property from the land. Despite complying with such request to remove the personal property, the court found that the statutory period of 21 years had already been satisfied and that ownership was vested in the neighbor.

When one attempts to obtain title to property by virtue of adverse possession, he or she must be absolutely certain to have complied with each of the five aforementioned criteria. The element that often is the toughest to prove is adverse use of the property. If a property owner has acquiesced in or given permission to use the property to the neighbor, such use is typically not found

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to be adverse. For example, in *Polascak v. Swank* (2006 Ohio 77; Guernsey County), the plaintiff was found not to have taken title by adverse possession despite the fact that he and the prior owners had fenced in a portion of the property and used it for their own benefit. Testimony at the trial established that the legal owner to the property had in fact given permission to the plaintiff to have dirt dumped on the property prior to the expiration of the 21-year period. More so, testimony revealed that several trees had been cut, the area mowed and other equipment brought onto the area by the property owner during the period

Relying on adverse possession to establish ownership of property is a risky proposition at best. However, if one has intentionally exerted sufficient control over the property so as to meet [criteria], it is safe to say that he or she most likely will be found to be the true owner of such property.

of dispute. Accordingly, the plaintiff's use of the property could not have been completely adverse and exclusive. For that reason, the plaintiff's claim for adverse possession failed.

Most individuals falsely believe that simply mowing or landscaping a property is sufficient to establish adverse possession. In the recent case of *Galbraith v. J. J. Detweiler Enterprises, Inc.* (164 App. 3d 332; 2005), the court recognized that a property owner's possession of a 12-foot-wide of strip of land which is used as a pasture was not exclusive or adverse to the neighbor's ownership even where the land owner used a livestock fence to enclose the land. In that instance, the landowner did not place improvements on the strip and the mere use of the pasture did not necessarily exclude the title owner from using the property in other ways or for other purposes. A key item to remember in any analysis is that when deciding whether a property has been taken by adverse possession, the

law requires that each case of adverse possession rest on its own peculiar set of facts (*Bullion v. Gahm*, 164 Ohio App. 3d 344; 2005).

All in all, relying upon adverse possession to establish ownership of property is a risky proposition at best. However, if one has intentionally exerted sufficient control over the property so as to meet the five elements, it is safe to say that he or she most likely will be found to be the true owner of such property. For that reason, property owners should always take care in confirming where individual property lines, fences, and gardens are situated to make certain that neither the property owner nor his or her neighbor is taking property from the other. **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@bdbl.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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Housing Market to Remain Strong Overall



JOLYN BROWN

Recent analysis done by the National Association of Realtors (NAR) reports that home sales should generally level out and remain at historically high levels in 2006.

According to NAR, mortgage interest rates are trending up but will remain favorable. Economic growth and job creation are providing a favorable backdrop for the housing market, but rising interest rates have an offsetting effect. NAR believes that housing sales will go up and down throughout the year, but will remain on the high plateau of recent years. They believe this will be the third strongest year in history.

Growth in the U.S. gross domestic product is forecasted at 3.7% in 2006, while the unemployment rate should average 4.8%.

Existing-home sales are projected to drop 6% to 6.65 million this year from a

record 7.08 million in 2005. New-home sales are likely fall 10.9% percent to 1.14 million from the record 1.28 million last year – both sectors would see the third best year following 2005 and 2004. Housing starts are forecast at two million in 2006, which is 3.2% below the 2.07 million in total starts last year.

NAR believes home prices will cool, but not as much as stated in earlier projections. The national median existing-home price for all housing types is likely to increase 6.4% this year to \$221,700, while the median new-home price should rise 2.3% to \$242,700.

Inflation as measured by the Consumer Price Index is seen at 3.4% in 2006. Inflation-adjusted disposable personal income should grow 3.8% this year. **P**

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

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By Louis Spilker

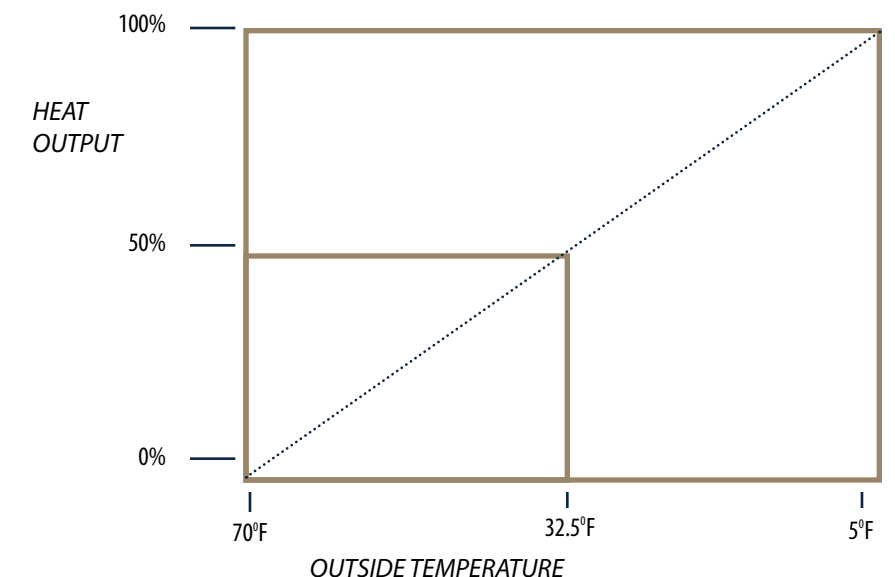
It is not news to anyone that energy costs, especially natural gas are on the rise. Of course, many of us remember this is not the first time around and it is unlikely to be the last. We must invest in more intelligent methods of controlling our energy use.

Unfortunately it is becoming common for me to find high efficiency boilers installed in systems that in no way match the conditions needed to reach peak performance. In most cases this happens not through intentional deception but as a result of misinformation. As a property owner, you are well aware of the value of choosing an efficient heating system. I'm sure you are also aware of the added costs over a more traditional product. Efficiency is more than a number achieved by any single piece of equipment. Just as the automotive mileage standards are at best a comparison of performance between brands and true performance varies with the driver, the boiler ratings listed by manufacturers can bear little resemblance to actual performance in a given installation.

The heat loss of a structure is a function of the components of the building exterior and the temperature difference between the inside and outside. Obviously if you can add resistance to the exterior walls you will reduce the heat migration to the outside.

A properly conducted heat loss will usually show that windows, through infiltration, are the largest single contributor to energy losses. Any improvement made here has the benefit of impacting both heating and cooling costs.

Heat losses are linear which simply means that as the temperature outside becomes colder the heat lost increases in a fixed proportion (see graphic). Because of this, full output is required only for the extreme cold temperature that occurs for short periods of time. A perfectly



POWER VS. TEMPERATURE Heat losses are linear which simply means that as the temperature outside becomes colder the heat lost increases in a fixed proportion. Represented graphically from 70 degrees Fahrenheit inside and 70 degrees outside to design temperature, the amount of heat needed to maintain inside temperature would look like this.

sized system must accommodate this extreme and is therefore too large for the conditions that occur the greater amount of time. Attempting to match the heat needed is the reasoning behind modular boilers (small boilers brought on in steps) and why their market share has been growing. The development of

reliable modulating burners has greatly expanded the options for system efficiency.

The ability to modulate or match the fuel input to the heating load is a critical factor to reducing energy costs.

It is important however to consider the limitations of the equipment as

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they relate to the system in which it is installed.

For example, conventional cast iron boilers must maintain a return water temperature above 140 degrees Fahrenheit to prevent thermal shock and damaging corrosive condensation.

If a boiler of this type cannot take advantage of low temperature operation without additional piping and controls, is this a smart product to install?

Can the minimum return temperature be maintained with modulating burners

A key step toward lowering energy costs is to evaluate the terminal units (heating radiators, coils, baseboard, etc) in your system.

or modular boilers or must more boilers be fired to keep the minimum temperature needed to protect the installation?

If the temperature is allowed to creep lower, the corrosion that develops will drastically decrease the heat transfer into the water and increase the heat going out the flue.

Older systems installed before modulating burners and condensing boilers were traditionally designed around 180 degree Fahrenheit water temperatures. These systems often can take advantage of high efficiency products if some precautions are taken.

A key step toward lowering energy costs is to evaluate the terminal units (heating radiators, coils, baseboard, etc) in your system.

Are they well maintained, kept clean so as to allow airflow and heat transfer?

In the case of baseboard heat especially, is there sufficient opening at the bottom or has it been blocked by the addition of carpet or added floor layers?

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Have the radiators been altered by decorative coverings that block or slow the transfer of heat?

Is there enough heating surface to heat the area at lower temperatures? (Adding baseboard or radiator sections can provide an astounding payback.)

Another key is selecting the best mechanical contractor to fulfill your needs.

I have heard it has been said that everything you need to know in this business you learned by the seventh grade

It is wise to choose your mechanical contractor in the same way you would a physician.

– if you were paying attention. OK so perhaps that's a slight exaggeration but there really is no substitute for common sense and some healthy skepticism.

In my experience it is wise to choose your mechanical contractor in the same way you would a physician. You know your own lifestyle needs and symptoms best. You observe and evaluate the examination, listen to the diagnosis and the proposed solution, and finally ask any questions you may have.

A good GP may refer you to a specialist – someone more experienced in a particular field of study.

Keep in mind there is often more than one way to solve a problem but not all will provide the cost/benefit ratio best suited to your goals. **P**

Author Louis Spilker is a heating specialist at The Cleveland Plumbing Supply Company (143 E. Washington St., Chagrin Falls; phone 1.440.247.2555; fax 1.440.247.2116). In addition to a wide range of plumbing products, The Cleveland Plumbing Supply Company's heating department has over 70 years experience and specializes in high efficiency hydronic and steam systems.

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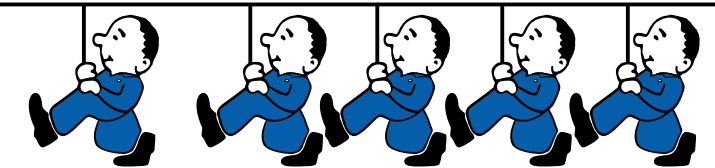
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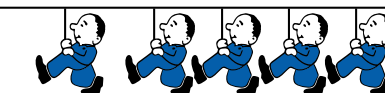
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Industry Profile:

Woodhill Supply Celebrates 40 Years of Customer Satisfaction

By Jeanne Bluffstone

For 40 more than years, Greater Cleveland area contractors, builders, management companies and hospitals have relied on Woodhill Supply for their pipe, valve and fitting, plumbing and HVAC needs.

Founded in 1958, Woodhill Supply has grown each by focusing on customer needs and expanding its product offerings in response to those requirements – the latest of which is online sales of Rigid, Milwaukee and Dewalt tools sold online at www.woodhillsupplystore.com.

Inventory, experience & knowledge

Woodhill Supply is one of the Greater Cleveland area's larger, privately held wholesale distributors of pipe, valves and fittings, plumbing, HVAC, tools and industrial hardware.

"Our wide ranging inventory, knowledgeable staff and custom services are readily available to meet every need for our customers throughout Northeast Ohio and beyond," says Steve Bango, Woodhill Supply's sales manager.

In addition to a long list of name-brand products such as American Standard fixtures, WeatherKing warm air furnaces and air conditioning and Peerless, Dunkirk and Raypak residential and commercial boilers, Woodhill custom fabricates cast iron radiators for heating systems and offers Radiant floor heat and ice melt systems.

"Our sprawling 300,000 square foot warehouse on Biedler Road in Willoughby, combined with our branch location in the heart of the Little Italy



LOCAL LOOK Woodhill Supply is one of Greater Cleveland's larger local, privately held distributors of HVAC tools and hardware.

section of Cleveland, offer the largest inventory of commercial cast iron boilers in stock and ready for immediate delivery in the Greater Cleveland area," Bango says.

A complete line of accessories complements the boiler stock with such names as McDonnell & Miller controls, Armstrong Pump, Hoffman Speciality and Danfoss, to name a few.

The heating department, with five experienced sales technicians and managed by David Honkla, is one of the most knowledgeable heating and HVAC departments in the Northeastern Ohio area.

"The combined experience of those individuals offers customers more than 100 years of heating expertise," Bango says.

Energy efficiency

"With the rise in energy costs facing all of us, we have expanded our inventory of energy efficient products," Bango says.

Additions to Woodhill Supply's product offerings include the Peerless Pinnacle high efficiency stainless steel boiler with 92%-95% efficiency and the Raypak Advanced Design boiler with up to 97% thermal efficiency. Rounding out the offering of high-efficiency products is the Dunkirk Quantum Series hot water



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CLEANING UP Woodhill carries a complete selection of faucets, tubs, whirlpools, shower and tub surrounds and shower doors.

boiler. Complementing this equipment is its stock of Tekmar boiler controls to get the maximum benefit and cost savings for each energy dollar spent.

Property management companies concerned with water cost and water conservation will want to talk with Woodhill about solutions such as the Niagara Flapperless Toilet, a product that is in stock and can save up to 47% on water bills when used with Niagara shower heads and aerators.

A new service – leasing

In an effort to better serve customers, Woodhill Supply has recently become affiliated with several large capital equipment leasing companies. Along with extensive products and expertise, Woodhill now offers some creative financing alternatives for plumbing or heating projects. Those innovative methods address rising energy costs without a large upfront investment and have low monthly payments and possibly some tax savings.

A complete list of offerings

“If you need a contractor for a project, Woodhill can provide a list of qualified contractors in your area to handle any project regardless of how large or how small,” Bango says.

Woodhill also carries a complete line of kitchen cabinetry, custom in-house

fabricated countertops, including solid surface, and a complete selection of faucets, tubs, whirlpools, shower and tub surrounds and shower doors.

Woodhill also has a tool rental department that rents a complete line of in-house maintained contractor grade tools. The right tool makes the difference when tackling projects and Woodhill has the right tools for rent at competitive rates.

The full service pipe fabrication shop at Woodhill is one of the largest in the Greater Cleveland area. It can thread up to 12-inch pipe and grove through 24 inches. Special threading requirements are no problem for Woodhill BSPT, NPSM or Dryseal, to name a few that are handled on a regular basis in the shop. It can also drill holes, make-on sprinkler fittings or fabricate a flanged spool piece to your exact requirements.

“Our slogan for the past 40 years says it all,” Bango says. “If you need pipe, valve and fitting, plumbing, HVAC, tools or industrial hardware, Woodhill Supply is truly your one stop source.” **P**

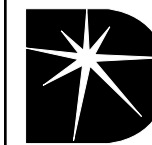
For further information on Woodhill Supply and its diverse list of offerings, feel free to contact Steve Bango at 440.269.1100. Woodhill Supply is located at 1862 E. 123rd St., Cleveland, and 4665 Beidler Road in Willoughby.



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Industry Profile:

Lisco Heating & Cooling Provides Turnkey Solutions for 30 Years

With more than 30 years of company experience in providing quality mechanical service and installation, Lisco Heating & Cooling performs work on industrial complexes, high-rise offices and apartments, shopping malls and schools, as well as residential customers.

Serving Cuyahoga County and the surrounding areas, the company takes pride in providing turnkey services:

- complete sheet metal fabrication shop
- engineering and design service
- new construction projects
- welding
- electrical controls
- air balancing



TOP SHAPE Lisco's specialties include the installation of rooftop mounted HVAC systems.

- plastic, stainless and galvanized hoods and duct systems
- ongoing maintenance and emergency service
- hot water and steam boilers

This capability also extends to uncommon projects such as clean rooms — installing panels, equipment and ductwork as well as lots of boiler work — replacement, servicing and installing new high tech boilers — both steam and hot water.

It's a family affair

Lynn Lisco is the founder of the firm. His wife, Ilse, handles the bookkeeping, while son Nick does the air balanc-



CLEAR CUT Nick Lisco, who handles the air balancing, field superintending and welding for the family business, is proud of this recently acquired plasma air cutting machine.

ing, field superintending and welding. Son-in-law Kenny Boyer is a licensed electrician, designing/installing a range of electrical controls.

The company has between 14-17 employees depending on the current workload and are active members of the Refrigeration Service Engineers Society and Air Conditioning Contractors of America.

"The more we can do in-house for our customers helps ensure a successful project and keeps the price down," Lynn Lisco says. "That's why our customer base is steady and growing." **P**

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Industry Profile:

Jacco & Associates Prides Itself on 'Full Circle Customer Sales Support'

By Greg Drensky

Jacco & Associates, founded in 1968, has developed over the past 38 years into a multi-faceted HVAC company providing customer support at all levels. It helps clients solve their problems in the most economical way, using full circle customer sales support based on four departments: Systems Sales, Sustainability, Energy Management and Service departments.



SCHOOL WORK A recent Jacco & Associates projects was for Garfield Heights High School.

Systems approach

Jacco's Systems Sales department has direct access to over 15 different HVAC manufacturers' products. With this depth of availability, it is able to provide engineering, design and product support through a systems approach. This insures that all the HVAC components in a

building work together to achieve the proper building atmosphere in an energy efficient manner.

Sustainability

The Sustainability Department also looks at each project to see where the

environmental footprint of a building can be reduced.

This provides the building owner and manager with a means to achieve environmental responsibility while releasing them from the constraints of fossil fuels and rising energy costs.

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Energy management

Energy management is one of the most critical ingredients for successful operation of a building. Building operation and maintenance today account for 60-80% of the total building ownership costs, and therefore requires constant attention.

The Energy Management Department has proven solutions that can reduce a building's operating costs from \$.38 to \$.75/ft² per year.

Items such as energy metering, occupancy and event scheduling, and even an energy dashboard are just some of the many ways that we can improve the owning experience and reduce costs.

Jacco adapts each and every building's HVAC system to its primary function so that the system operates properly, effectively and efficiently.

At any time, a building owner has a window into his system through an intuitive computer interface provided over the building's intranet or over the internet using a web browser.

Other building components such as lighting, card access, security, fire and life safety equipment, and closed circuit television (CCTV) can also be integrated into the energy management system.

This provides a simple, single source of building management and monitoring, producing a straightforward and effective tool for the building manager.

Maintenance

When it comes to building maintenance, the core is the HVAC system.

Providing consistent and reliable preventative maintenance of the HVAC equipment and energy management systems is critical to maintaining the efficiency and comfort of the building.

Jacco's Service Department provides this support through a fleet of service technicians available 24 hours a day, 365 days a week to meet any requirements.

All of the technicians are continually factory trained to provide the proper support structure required for effective maintenance and timely repairs.

Whether a technician is required once a week or once a year, maintenance can

be tailored to the individual owner and building's needs.

Education

The last contribution to successful building operation is keeping its owner and maintenance staff educated on their system.

Owner training is provided on their systems so that the maintenance staff fully understands the system and can be self sufficient to the degree that they are comfortable.

By bringing all of five of these crucial components together, Jacco provides customers with a complete, first time cost effective and long term efficient, comfortable and maintained building. **P**

Author Greg Densky is marketing manager at Hudson-based Jacco & Associates (www.jacco.com). For more info, call 330.463.0100 (Cleveland) or 330.342.9400 (Akron).

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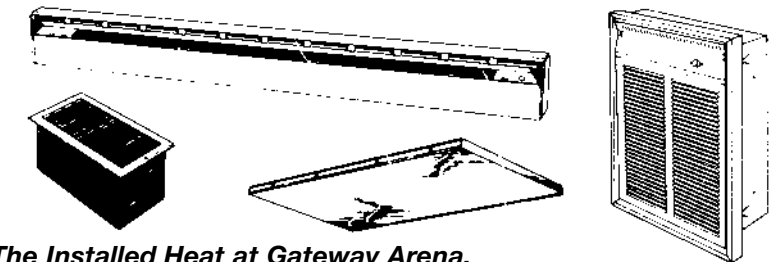
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Industry Profile:

Witwer Air Service Company Specializes in Reliability

By Ken Krych

Ron Witwer, president of Witwer Air Service Company, based in Brooklyn, started in the HVAC business in 1979 after graduating from the West Side Institute Of Technology.

Working for Greenwald Mechanical as an entry-level technician until 1983, Ron started a small service department which he ran in the evening and on weekends.

At that time, the primary focus was on cleaning and servicing residential furnaces and air conditioners. After leaving Greenwald in 1983 Ron decided to take a more aggressive approach in building a design/build and service HVAC business.

Today, one of his top clients is Marc's Stores which is comprised of 62 locations. Witwer Air services and installs



WELL CONDITIONED Ron Witwer has been in the HVAC business for nearly 30 years.

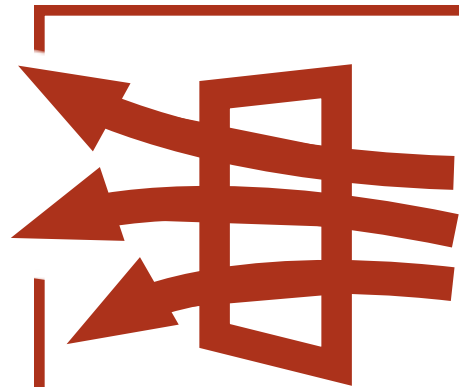
most of Marc's new stores. Recently, they have completed 16 stores, which usually means taking over a space and renovating it while installing the right equipment as Marc's has gotten bigger in the food, dairy and frozen food departments.

The company has gained a reputation as being an owner "hands on" company 24/7 according to Witwer. "If something breaks down our crews are right out there to fix it. It doesn't take long for ice cream to melt."

Over the years Marc's stores have increased their need for refrigeration and HVAC equipment and are continuing to expand. Usually, a renovation of a space in to a fully operational store takes four to six weeks.

Marc's is just one example of the many clients for whom Witwer Air Service Company keeps things cool and working, especially in these upcoming summer months. **P**

Witwer Air Service Company's Ron Witwer can be reached at 216.741.9440.



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PN-R0307006

ADMINISTRATIVE OFFICE COMPLEX
Cleveland, OH (Cuyahoga Co.) East 9th Street and Euclid Avenue

CONTRACTING METHOD: Public Bids
STATUS: Consulting services RFQs due April 3, 2006.

OWNER: Cuyahoga County Planning Commission
323 Lakeside Avenue, Suite 400
Cleveland, OH 44113
(216) 443-3700

AGENT: Cuyahoga County Central Services
1642 Lakeside Ave.
Cleveland, OH 44114
(216) 443-7660

DETAILS: Convert the former Ameritrust Building complex for use as a new administra-

tive office complex for the Cuyahoga County Board of Commissioners; concrete; masonry; drywall; painting; electrical; lighting.

PN-R0413047

APARTMENT RENOVATIONS

Canton, OH (Stark Co.) 1220 Ninth Street
CONTRACTING METHOD: Owner Subcontracts
STATUS: Owner has an option to purchase property and is seeking funding.

OWNER: ICAN
500 Cleveland Ave. NW
Canton, OH 44702
(330) 455-9100

DETAILS: Renovate a four-unit apartment building into permanent housing for mentally

ill clients; windows; boiler replacement; plumbing; HVAC; carport structural repairs; electrical; painting; similar projects are being considered for 1313 and 1323 12th Street Northwest.

PN-P1216017

ATHLETIC FACILITIES

Nordonia Hills, OH (Summit Co.)
ESTIMATED AMOUNT: \$7,500,000-8,500,000
CONTRACTING METHOD: Agency Subcontracts

UPDATE: Owner has dropped plans for a May 2006 levy to fund a new high school stadium.

OWNER: Nordonia Hills Board of Education
9370 Olde Eight Road
Northfield, OH 44067
www.nordonia.summit.k12.oh.us
(330) 467-0580

ARCHITECT: ADA Architects, Inc. - Lakewood
17710 Detroit Avenue
Lakewood, OH 44107
www.adaarchitects.cc
ada@adaarchitects.cc
(216) 521-5134 FAX (216) 521-4824

AGENCY: Athletic Facility Task Force c/o Tom Hartman
9370 Olde Eight Road
Northfield, OH 44067
(330) 467-0580

DETAILS: Demolish William Boliantz Stadium and construct a new 5,000-seat stadium; eight new tennis courts, two baseball and two softball diamonds, a practice soccer field, a bridge to cross a creek on property; repair drainage problems, and the addition of 453 new parking spaces.

PN-Q1219003

AVON HIGH SCHOOL IMPROVEMENTS
Avon, OH (Lorain Co.) 37545 Detroit Road
ESTIMATED AMOUNT: \$16,000,000

CONTRACTING METHOD: Public Bids
UPDATE: RFP proposals have been rejected; owner will issue another RFP at a later date.

OWNER: Avon Local School District
35575 Detroit Road
Avon, OH 44011
www.avon.k12.oh.us/
(440) 937-4680

CONSULTANT: MKC Associates - Mansfield
380 North Main Street #500
Mansfield, OH 44902-7319
www.mkcinc.com
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DETAILS: Additional classrooms; weight room additions; expansion of band room; air-conditioning upgrades; concrete slab; carpet; tile; framing; electrical.

PN-R0215080

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

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

UPDATE: Plans have been approved; construction drawings are underway; bidding to advance shortly.

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: Approx. 2,500 SF; concrete; masonry; wood frame; shingle roof; drywall; plumbing; electrical; plumbing; HVAC; asphalt paving; landscaping.

PN-Q0727068

AUTO DEALERSHIP
Akron, OH (Summit Co.) Easton Drive
ESTIMATED AMOUNT: \$4,000,000

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

UPDATE: Bidding possible late spring/early summer 2006.

OWNER: Mike Pruitt Honda
1875 Brittain Road
Akron, OH 443101803
(330) 633-6060

ARCHITECT: James & Weaver
22 West Wood Street
Youngstown, OH 44503
(330) 744-4427

DETAILS: Approx. 32,000 SF; split-faced block and glass exterior; electrical; mechanical; plumbing; sitework; lighting; landscaping; signage; 8.6 acres.

PN-R0215028

BEACHWOOD PLACE MALL EXPANSION
Beachwood, OH (Cuyahoga Co.) Cedar Road
CONTRACTING METHOD: C.M. Subcontracts

UPDATE: Announcing C.M.; construction drawings are underway; bid schedule 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/
(216) 781-9144 FAX (216) 781-6566

C.M.: L & F Design Build
737 South 3rd Street
Louisville, KY 40202
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DETAILS: (502) 992-5105
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; struc-

tural steel; drywall; painting; electrical; HVAC.

BRIDGEWAY TRAIL
Lorain, OH (Lorain Co.) East 31 Street
ESTIMATED AMOUNT: \$1,300,000

PN-P0920003

CONTRACTING METHOD: Public Bids
UPDATE: Announcing estimated amount, engineer and consultant; planning is underway; bid date has not been determined.
OWNER: Lorain County Metropolitan Park District
12882 Diagonal Road
LaGrange, OH 44050
www.loraincountymetroparks.com
(440) 458-5121 FAX (440) 458-8924
CONSULTANT: William Behnke Associates
1215-B West 10th Street
Cleveland, OH 44113
www.behnkeassoc.com
(216) 589-9100 FAX (216) 589-8560
ENGINEER: KS Associates
260 Burns Road #100
Elyria, OH 44035
www.ksassoc.com
(440) 365-4730 FAX (440) 365-4790
LANDSCAPE ARCH.: William Behnke Associates
1215-B West 10th Street
Cleveland, OH 44113
www.behnkeassoc.com
(216) 589-9100 FAX (216) 589-8560
DETAILS: Biking/walking trail to extend across Black River Bridge.

PN-Q0407089

BRUNSWICK BRANCH LIBRARY EXPANSION
Brunswick, OH (Medina Co.) Boyer Drive
ESTIMATED AMOUNT: \$6,800,000
CONTRACTING METHOD: Public Bids
UPDATE: Bidding to advance May 2006.
OWNER: Medina County District Library
210 S. Broadway
Medina, OH 44256
(330) 725-0588

ARCHITECT: David Milling & Associates Architects
208 W. Liberty Street
Ann Arbor, MI 48104
(734) 913-1010 FAX (734) 913-6054
C.M.: Ruhlin Company
6931 Ridge Road
Sharon Center, OH 44274
www.ruhlin.com
(330) 239-2800 FAX (330) 239-1828
DETAILS: 10,000-12,000 SF expansion to existing building, extended children's area and an expanded adult reference section and a fireplace; concrete slab; brick exterior; HVAC; plumbing; electrical; glass & glazing.

PN-Q0826003

CHURCH EXPANSION
Parma, OH (Cuyahoga Co.) 6906 Pleasant Valley Road
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
UPDATE: Project is on hold.
OWNER: Calvary Lutheran Church - Cleveland
6906 Pleasant Valley Road
Cleveland, OH 44129
(440) 845-0070
ARCHITECT: Studio Techne, Inc.

1774 Lee Road
Cleveland Heights, OH 44118
(216) 397-3117 FAX (216) 397-3118
DETAILS: Demolition of a portion of the existing church and reconstruction of the area to add additional space; parking lot reconstruction; new 3,000 SF outdoor patio.

PN-R0127005

CITY HALL RENOVATION
Richmond Heights, OH (Cuyahoga Co.) 457 Richmond Road
ESTIMATED AMOUNT: \$2,600,000
CONTRACTING METHOD: Public Bids
UPDATE: D/B RFQs due April 21, 2006 at 4:30 P.M.; announcing adjusted estimated amount.
OWNER: City of Richmond Heights
457 Richmond Road
Richmond Heights, OH 44143
(216) 486-2474
DETAILS: Renovation of two-story city hall; 22,720 SF; relocate offices to the first floor in space vacated by police department; renovation of second-floor offices; 6,800 SF addition to building; upgrades to administration area; finance department, recreation department, building department, service department, fire department and some misc. exterior building upgrades.

PN-R0331062

COMMUNITY/SENIOR CENTER
Wickliffe, OH (Lake Co.)
CONTRACTING METHOD: Public Bids
STATUS: Planning is preliminary; owner seeking funding; bid date has not been determined.
OWNER: City of Wickliffe
28730 Ridge Road
Wickliffe, OH 44092
(440) 943-7100 FAX (440) 943-7162
ARCHITECT: ThenDesign Architecture
4135 Erie Street
Willoughby, OH 44094
www.thendesign.com
(440) 269-2266 FAX (440) 269-2277
DETAILS: 21,600 SF recreational building; 13,750 SF senior center; sitework; site utilities; landscaping; concrete; masonry; structural steel; misc. metal; various woods and plastics; thermal and moisture protection; doors/windows; finishes; drywall; painting; HVAC; plumbing; electrical; lighting.

PN-R0411016

CONDOMINIUMS
Cleveland, OH (Cuyahoga Co.) 3200 Franklin Boulevard
ESTIMATED AMOUNT: \$6,000,000
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
STATUS: Planning is preliminary; bid date has not been determined.
OWNER: James Sosan
2306 West 5th Street



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Cleveland, OH 44113
(216) 622-2998

DETAILS: Renovate 55,000 SF, three-story YMCA and convert into townhomes and condominiums; concrete; masonry; various wood and plastics; thermal and moisture protection; drywall; painting; plumbing; mechanical; electrical; lighting.

PN-Q0913003

COSTCO WAREHOUSE CLUB

Strongsville, OH (Cuyahoga Co.) SR 82 & I-71

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

UPDATE: Announcing architect; bid date has not been determined.

OWNER: Costco Wholesale Corporation
999 Lake Drive #200
Issaquah, WA 98027
(425) 313-8100

DEVELOPER: Visconsi Development
30050 Chagrin Boulevard
Cleveland, OH 44124
(216) 464-5550 FAX (216) 464-7219

ARCHITECT: Mulvanny Architects
1110 112th Avenue NE #500
Bellevue, WA 98004
(425) 463-2000

DETAILS: Approx. 140,000 SF; structural steel; block construction; slab-on-grade; plumbing; electrical; mechanical; HVAC; insulation; waterproofing; rough carpentry; EIFS; roofing; doors/windows; doors and frames; drywall; ACT; ceramic tile; VCT; carpeting; rubber cove base; flooring; painting; fire protection

PN-Q1230008

CULINARY CENTER

Solon, OH (Cuyahoga Co.) Bainbridge Road

ESTIMATED AMOUNT: \$8,000,000

CONTRACTING METHOD: D/B Subcontracts

UPDATE: Announcing D/B; drawings are in design phase; bid schedule has not been determined.

OWNER: Nestle USA, Inc.
30003 Bainbridge Road
Solon, OH 44139
(440) 349-5757 FAX (440) 498-7726

D/B: Stellar Group
2900 Hartley Road
Jacksonville, FL 32257
(904) 260-2900 FAX (904) 899-9230

DETAILS: 50,000 SF research and product development center to be constructed on Jalen Field; concrete slab-on-grade; steel; masonry; glass and glazing; steel doors and frames; plumbing; electrical; mechanical; HVAC; drywall; painting; acoustical ceiling; fire system; signage.

PN-R0301041

DUNKIN DONUTS/BASKIN ROBBINS

Aurora, OH (Portage Co.) Rt. 43 and Rt. 82

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

STATUS: Planning is preliminary; developer seeking city approval.

OWNER: Dunkin Donuts
130 Royal Street
Canton, MA 02021
(781) 737-3000

DEVELOPER: Visconsi Development
30050 Chagrin Boulevard
Cleveland, OH 44124
(216) 464-5550 FAX (216) 464-7219

DETAILS: 2,168 SF, with drive-thru; sitework; slab-on-grade concrete; wood frame; tile; drywall; painting; HVAC; signage; fire protection; glass/glazing; mechanical; electrical; plumbing; demolition of the Hunan of Aurora property

PN-R0324030

ELEMENTARY SCHOOL #1

Ashtabula, OH (Ashtabula Co.)

CONTRACTING METHOD: Public Bids

STATUS: Owner seeking May 2006 ballot issue.

OWNER: Ashtabula Area City Schools
401 W. 44th Street
Ashtabula, OH 44004
(440) 993-2500 FAX (440) 993-2626

ARCHITECT: Olsavsky/Jamnet & Fanning/Howey JV
114 E. Front Street
Youngstown, OH 44503
(330) 744-8981 FAX (330) 744-4021

DETAILS: Sitework; site utilities; concrete; masonry; structural steel; miscellaneous metal; wood and plastics; thermal and moisture protection; doors and windows; finishes; tile; painting; mechanical; plumbing; electrical; lighting; landscaping.

PN-R0222015

ELEMENTARY SCHOOL RENOVATIONS

Kirtland, OH (Lake Co.)

ESTIMATED AMOUNT: \$7,700,000

CONTRACTING METHOD: Public Bids

STATUS: Owner seeking bond issue on May 2006 ballot.

OWNER: Kirtland Local Schools
9252 Chillicothe Rd
Kirtland, OH 44094
(440) 256-3314

ARCHITECT: ThenDesign Architecture
4135 Erie Street
Willoughby, OH 44094
www.thendesign.com
(440) 269-2266 FAX (440) 269-2277

C.M.: Heery International
50 Public Square #2175
Cleveland, OH 44113
www.heery.com
(216) 781-1313 FAX (216) 781-1613

DETAILS: Two-story addition of 14 classrooms; new gymnasium; convert current gymnasium into a larger cafeteria; convert cafeteria into renovated kitchen; new bathroom

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PN-Q0706002

EMERGENCY DEPARTMENT EXPANSION
Medina, OH (Medina Co.)
ESTIMATED AMOUNT: \$30,000,000

CONTRACTING METHOD: C.M Subcontracts
STATUS: Announcing estimated amount; owner seeking planning commission approvals; bid date has not been determined.
OWNER: Medina General Hospital
1000 E. Washington Street
Medina, OH 44258-0427

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(330) 725-1000
ARCHITECT: CBLH Design Inc.
7550 Lucerne Drive, Suite 207
Middleburg Heights, OH 44130
www.cblhdesign.com
info@cblhdesign.com
(440) 243-2000 FAX (440) 243-3305
C.M.: To Be Determined
DETAILS: Add 18,800 SF; concrete; masonry; structural steel; miscellaneous metal; various wood & plastics; thermal & moisture protection; finishes; drywall; painting; plumbing; mechanical; electrical; lighting.

PN-L1019006

HEALTH & WELLNESS CENTER
Stow, OH (Summit Co.) Lakepointe
ESTIMATED AMOUNT: \$34,700,000
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
UPDATE: Bidding to advance shortly.
OWNER: Akron General Health System
400 Wabash Avenue
Akron, OH 44307
(330) 384-6000
ARCHITECT: T.C. Architects Incorporated
1650 W. Market Street
Akron, OH 44313
www.tcarchitects.com
(330) 867-1093 FAX (330) 867-4198
DETAILS: 96,403 SF, one-story health & fitness center; regulation-size swimming pool, warm water therapy pool, outpatient surgery rooms, library, meeting rooms; concrete slab; masonry; plumbing; electrical; HVAC; mechanical; drywall; painting; carpentry; acoustical ceilings; interior finishes; center will also include an 18-bed branch of Akron General's emergency department; 17 acres.

PN-R0118041

ROCKSIDE TERRACE DEVELOPMENT
Seven Hills, OH (Cuyahoga Co.) Rockside Road
ESTIMATED AMOUNT: \$275,000,000
CONTRACTING METHOD: To be announced
UPDATE: Developer seeking approval of ballot issue May 2, 2006 to allow a new zoning category for planned unit developments.
DEVELOPER: American National Group
1220 Huron Road
Cleveland, OH 44115
(216) 472-4000
DEVELOPER: David Sliman
(440) 537-7707
ARCHITECT: Forum Architects
1240 Huron Road
Cleveland, OH 44115
(216) 363-0000
DETAILS: 400,000 SF of office space, 300,000 SF of retail space on the ground floor and office buildings on the upper floor, 300-unit residential townhouse condo component in the back, space for potential restau-

rants; sitework; roads; concrete; plumbing; electrical; HVAC; 70 acres.

PN-R0120011

STUDENT CENTER
Cleveland, OH (Cuyahoga Co.)
CONTRACTING METHOD: Public Bids
UPDATE: Announcing architect; C.M. Services RFQ due February 17, 2006.
OWNER: Cleveland State University Architect
1802 E. 25th Street
Cleveland, OH 44114
www.csuohio.edu/facilities/architect/home.htm
(216) 687-5121 FAX (216) 687-9227
ARCHITECT (NOT SIGNED): Gwathmey Siegel & Assocs.
475 10th Avenue
New York, NY 10018
www.gwathmey-siegel.com
(212) 947-1240 FAX (212) 967-0890
DETAILS: Student Center Phase 1B-Main Classroom Building, Plaza Level Build-out-\$14,925,000
Approx. 60,000 SF build out located primarily on the Plaza level of MC; the area being constructed will house administrative and/or student activity space, as well as the renovation of an existing auditorium and restrooms.
Student Center Phase II-New building and demolition of existing building-\$42,500,000
Demolition of the existing University Center Building and construction of new smaller Student Center on the site; demolition will include the bridge to the Main Classroom Building on the east side of the structure and partial demolition of the bridge to the Music and Communications Building to the west which will be re-used; construction of approx. 120,000 SF Student Center Building to include full service kitchen, servery and dining areas, street side pub, bookstore, atrium and new offices and meeting rooms for Student Life Programs; the new construction will include a new bridge and associated building modifications to the Main Classroom Building, re-work of the existing bridge to the Music and Communication Building and connections to the newly renovated plazas to the north and east; the project will be designed with respect to the CSU Campus Master Plan and integrated with the Euclid Corridor Project.

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