

March 2008/\$6.95

Properties

NORTHEAST OHIO'S MONTHLY REALTY, CONSTRUCTION & ARCHITECTURE MAGAZINE

Servicing *the* Suburbs

University Hospitals continues strategic growth with new Twinsburg medical center

PLUS:

Masters of Design/Build
Northeast Ohio firms streamline project delivery with integrated, one-contract solutions

www.propertiesmag.com | vol. LXII, issue 3

Playing it cool on the high, heavy lift. Over the course of several weeks, ALL moved a number of massive cooling towers to the roof of MetroHealth Medical Center. The prominent positioning in front of the Metro campus and alongside I-71 at the MetroHealth Curve called for professionalism—always a part of ALL's service. **The crane:** 500-ton Liebherr LTM-1400-7.1 hydraulic truck crane with 156' boom and 183' luffing jib. A guyed telescopic support Superlift boom suspension system provided extra capacity. **The contractor:** Shippers Highway Express.



**We're helping
to build Cleveland,
one lift at a time.**

www.allcrane.com

The ALL Family of Companies offers the largest, most diverse, most technologically advanced fleet. **We invest heavily in the latest equipment so we are ready to serve your immediate rental needs.** Call the leader. Call ALL.

ALL[®]
Erection &
CRANE RENTAL

Rental • Sales • Parts • Service

216-524-6550

7809 Old Rockside Road • Cleveland, Ohio 44131

Cranes • Aerials • Boom Trucks • Telehandlers

Authorized Dealer  **TEREX**[®]

Authorized dealers for most brands! Call ALL first for parts and service.



BUILDING GREEN

Going green is a commitment we value, and one that is worth doing. If you are interested as well, call us today and we'll help you to implement green building practices on your next project.



CONSTRUCTION CO.

9500 Midwest Avenue • Cleveland, Ohio 44125

216+662.5577

Fax: 216+662.1793

E-Mail: sales@dascon.com

WWW.DASCONSTRUCTION.COM



D-A-S is proud to be a member of these organizations



© 2007 D-A-S Construction Co.



BOWEN

RICHARD L. BOWEN + ASSOCIATES, INC.



Building a Better Future by Design!

A 48-year history of performing public sector, retail and commercial design services in the 48 contiguous states, Hawaii, District of Columbia, Puerto Rico, Canada, Great Britain, Australia and China.

Headquarters:

13000 SHAKER BOULEVARD
CLEVELAND, OH 44120
216.491.9300

Regional Office:

1170 THIRD STREET SOUTH
SUITE C201
NAPLES, FL 34102
239.403.0202

www.rlba.com

P.O. Box 112127, Cleveland, Ohio
 phone: 216.251.0035
 toll free: 888.641.4241
 fax: 216.251.0064
 www.propertiesmag.com

EDITOR/PUBLISHER

Kenneth C. Krych
 kkrych@propertiesmag.com

MANAGING EDITOR/ART DIRECTOR

Mark Watt
 mwatt@propertiesmag.com

CONTRIBUTING WRITERS

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

ACCOUNT EXECUTIVES

Mark Gerboc
 mgerboc@propertiesmag.com
 216.251.6649

Andrea Keener
 akeener@propertiesmag.com
 216.849.4350

David Larkin
 dlarkin@propertiesmag.com
 216.251.6753

Gina Marie Lenzo
 gmlenzo@propertiesmag.com
 440.423.1811

SALES CONSULTANT

James Pelligrino

MARKETING ASSISTANT

Lisa Larissey

CIRCULATION DIRECTOR

Debbie Boehm

Cover photo: University Hospitals
 Twinsburg Medical Center,
 by William Webb

Properties (ISSN 033-1287) is published monthly for architects, engineers, building owners and managers, general contractors, home builders, mortgage bankers, savings and loans, real estate agents, appraisers, servicers and suppliers in Northern Ohio by *Properties, Inc.*, 3826 W. 158th St., Cleveland, Ohio 44111. Copyright © 2008 by *Properties, Inc.* All rights reserved. Reproduction or use, without written permission, of editorial or pictorial content is strictly prohibited. Periodicals postage paid in Cleveland, Ohio and additional offices. Subscription rates: one year \$24.95, single copy \$6.95, back issues \$10 when available. Postmaster: send change of address notices to *Properties*, P.O. Box 112127, Cleveland, Ohio 44111.

FEATURES



Photo by William Webb

- 10 January Construction Jumps 8%**
- 17 Servicing the Suburbs**
University Hospitals continues strategic growth with new Twinsburg medical center
- 27 Top Talent**
Warren Roofing & Insulating Co. bases success on quality, safety & performance
- 39 Special Section: Masters of Design/Build**
40 Absolute Accountability: A look at the advantages of the design/build delivery method's single-source approach
42 Development on Demand: Alpha Park Inc. delivers turnkey solutions for area office-industrial complex tenants
44 Built to Serve: Campbell Construction offers quality design/build work, range of in-house services
47 Success is in the Planning: For GSK and clients, early involvement key to achievements in project efficiency
48 Building Momentum in General Contracting & Real Estate Development: Customer-centric management drives Snavely Development Company into the future
- 60 Dream Team**
Design, construction crews take leap of faith to realize star athlete's vision of top-class soccer academy in Northeast Ohio
- 74 Can You Really Afford Low Price Security Guards?**

DEPARTMENTS

- 8 PROPERTIES PEOPLE**
- 15 BOMA BUSINESS**
- 34 FINANCIAL STRATEGIES**
- 36 BILLBOARD**
- 54 LEGAL PERSPECTIVES**
- 58 CABOR CORNER**
- 78 CONSTRUCTION PROGRESS REPORT**

Spring on the Way



KEN KRYCH

Congratulations! It looks like we made it through another winter. It is not easy to find great new projects this time of year, but this month we are happy to bring you two beauties.

For our cover story, we focus on the new Twinsburg Health Center, built as part of an ambitious building program for University Hospitals. Architecturally, the facility is unique with its many curves and use of materials. We would like to thank UH and M-C-M Construction for their help and cooperation.

Secondly is Brad Friedel's Premier Soccer Academies in Lorain. Built by Fiorilli Construction, it is the first soccer academy of its kind in the United States, with students coming from literally all over the world to enjoy first-class training year-round.

Also this month, we are happy to profile a remarkable company: Warren Roofing & Insulating Co., which is now in its third generation of leadership.

Masters of Design Build

This month's special section highlights design/build, which is an ever-growing segment of the building industry. We provide an in-depth view of four of the area's top firms: Campbell Construction, of Wooster; GSK Inc., of Solon; Snavely Development Company, of Chagrin Falls; and Alpha Park Inc., of Highland Heights.

NAOIP 25th Anniversary

Looking ahead, *Properties* is proud to be partnering with the National Association of Industrial & Office

Sustainable Solutions

At **SE**, we are committed to reducing the amount of paper waste produced in the high-volume construction industry. **SE** has dramatically reduced overall waste by recycling approximately 1,000,000 pounds of paper each month. **SE** is also committed to using recycled paper products, such as **SE** paper, a high quality recycled paper with 20% post-consumer recycled content. **SE** is committed to providing a great opportunity for engineers, architects, and design professionals to better serve LEED accredited projects and local building programs by providing the construction of LEED-accredited projects. **SE** is committed to providing sustainable solutions that reduce the impact on the environment. With this new initiative, we take care to ensure that we are working and sharing with the quality products they expect while making sure to the well-being of our environment.

Channahon | 1000 Westline Ave. | Channahon, Illinois 61510
Phone: 815.232.2200 Fax: 815.232.2000

Alton | 100 S. State St. Suite 111 | Alton, Illinois 61810
Phone: 219.238.3000 Fax: 219.238.2000

www.seinc.com

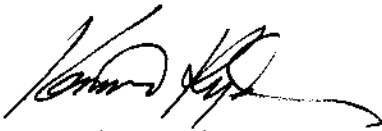
Properties (NAIOP) for its upcoming 25th Anniversary Awards of Excellence, which will be held Saturday, May 10 at Windows on the River. We are creating a special supplement magazine, on the history of NAIOP and its future plans, which will appear in our next issue.

Also coming in April is our special roofing special section with features written by local, regional and national experts in the field.

Additionally, we will feature the new Great Northern Town Centre project in North Olmsted, the new Cleveland State University Marshall School of Law facility, the renovation of Emeritus House in Cleveland, and more.

Again, if you have a project, anniversary or news about your firm we can include in *Properties* please contact us at kkrych@propertiesmag.com or call me at 216/251-0035.

Positively,



Kenneth C. Krych
Editor/Publisher



Quality Building through Partnerships

One Project at a Time

Infinity
CONSTRUCTION MANAGEMENT, INC.

Construction Management, General Contracting & Pre-Construction Planning

SERVICING:
Commercial, Healthcare, Education, Public Works & Retail Construction Markets

18440 Cranwood Parkway • Wrennsville Heights, Ohio 44128
216-663-3777 Phone • 216-663-3778 Fax
www.infinityconstruction.com

The Road to Cleanliness Starts Here



CALL FOR A NO COST PARKING AREA ASSESSMENT

- Sweeping
- Pressure Washing
- Scrubbing
- Pavement Repairs
- Striping
- Salting
- Snow Plowing
- Construction Sites
- Parking Lots
- Parking Decks
- Warehouses
- Special Events



BUCKEYE SWEEPING
Commercial & Industrial

Since 1990

330-798-9200

www.buckeyesweeping.com

QMARK
A Division of Marley Electric Heating



The **FIRST** name in quality electric heating equipment. The industry's referenced standard.

Specify clean, quiet and dependable **QMARK** Baseboard Sill-line Convectors, Fan-Forced Wall Heaters, Aztec™ Radiant Ceiling Panels and Unit Heaters on your next heating project.



The Installed Heat at Gateway Arena, Society Tower, and the Cleveland Library

Local Chromalox® and **QMARK** Representative:

ANDERSON - BOLDS
24050 Commerce Park, Cleve. 44122
Phone (216) 360-9800 • Fax 360-0425
www.anderson-bolds.com
For information, call Guy Mercer or Marlene Holderman

Cleveland area stocking distributors:

| | |
|--------------------|----------|
| Don Burger, Inc. | 451-0719 |
| Cleveland Hermetic | 961-6250 |
| Famous Supply Co. | 529-1010 |
| Leff Electric | 432-3000 |
| Wolf Bros. Supply | 225-2240 |

PROPERTIES PEOPLE

Highlighting notable industry events



1



2



3

1 (From left) **Paul Johanai**, of the S Rose Company, **Larry Kagy**, of Haworth Co., **Clark Rose**, of S Rose Company, and **David Pimental**, of Haworth Co.

2 (From left) **Mark Derrico**, of Haworth Co., **Robert Maschke** and **Michelle Marotta**, of Robert Maschke Architects

3 (From left) **Gary Herwald**, of S Rose Company, **R. Kevin Madison**, of Robert P. Madison International, Inc., and **Gretchen Gaede**, of Sable Studios

S Rose Company Hosts "Patterns Premier"

Recently, the S Rose Company hosted an event for over 100 interior designers and architects, introducing Haworth Company's newest product line Patterns Premier, a flexible architectural millwork cabinetry. Guest speakers included David Pimental and Erayna Gamble, production managers of Haworth. S Rose Company also celebrated its 95th anniversary at the event, which included fine buffet, cocktails, live entertainment and prizes, and was held at the company's recently renovated headquarters at 1213 Prospect Ave. **P**



1



2



3



4



5

1 (From left) **Nicole Nashar Andrews**, of Kahn Kleinman LPA, **Jennifer Wahl**, of Bostwick Design Partnership, **Patrick Robbins**, SMPS president, Karpinski & Associates, and **Laura Sobol**, of Bostwick Design Partnership

2 **John Essi**, of SE Blueprint, with daughter **Ava**, **Diane Fisher**, and **Properties' Mark Gerboc**

3 (From left) **Mandy Phelan** and **Ron Groh**, of E Blueprint

4 (From left) The Gilbane Construction Team: **Jim Dahnke**, **Sue Sutkus**, **Ben Kaufman**, **Dave Kleckner**, **Scott Bindel**, **Mike Donauer**, **Jeff Long**, **Marcellus Byrd**, **Courtney Behm**, and **Judy Doell**

5 The Turner Construction Team: (back row, from left) **Terry Donovan**, **Jim Valenty**, **Mark Dent**, **Don Husted**, **Jennifer Gallo**, (front row, from left) **Ann Kall**, **Dave Gura**, **Lynn Walko**, and **Bridgett Smith**

SMPS Annual Rock N Bowl Party

Over 140 members of Sales and Marketing Professional Society (SMPS) came together as 34 teams for the annual Rock N Bowl get-together recently at Cloverleaf Lanes for a good time, bowling and to raise over \$2,500 for charity the Food Bank. **P**



1



2



3



4



5



6

1 (From left) **Jerry Johnson**, of Forest City Land Group, and **Jeff Dodge**, of HBA

2 (From left) **Jim O'Connor** and **Michael McGivney**, of Pulte Homes, and **Alison Benoit**, Heartland Developers, LLC

3 (From left) HBA's **Angela Fittro** and **Shavon Williams**

4 (From left) **Beth, Ryan** and **Roger Puzziello Jr.**, of Parkview Homes

5 **Ron Jr.**, **Ronald J Puzziello Sr.**, **Goldie** and **Andrea Puzziello**, of Fine Homes Inc.

6 A close-up view of the awards

HBA Cleveland Choice Awards

This year's Cleveland Choice Awards were held recently at the Union Club with a Mardi Gras theme to the delight of 200 attendees. The event was highlighted by cocktails, dinner and magic acts, and was hosted by Cleveland radio personality Ed "Flash" Ferenc. **P**



SMPS

Society for Marketing
Professional Services
Northeast Ohio

Pillars of Success

Education | Relationships | Leadership

The Society for Marketing Professional Services (SMPS) offers A|E|C marketers opportunities to take their careers to a new level. Member benefits include:

- Marketing/business development educational seminars.
- Monthly programs focused on A|E|C industry trends.
- Certification program.
- Access to national online job bank.
- National marketing conference.
- Networking. Networking. Networking.
- Free subscription to Properties Magazine.

Contact Adam Kilbourne, Membership Chair | 440.953.8760 | membership@smpsneo.org | www.smpsneo.org

Better Equipment = Bigger Savings

The right comfort system will provide consistent temperatures and fresh, clean air – all while being seen and not heard. Homeowners can receive up to 30% savings on utility bills* with a York hi-efficiency system. We offer a variety of upgraded home comfort packages and products to give you the opportunity to get the latest in cutting edge equipment for better comfort. Enjoy cleaner, healthier air – starting today!



216.518.9700

www.airtroncleveland.com

*Results and savings may vary by region and usage.
Contact Airtron for complete details. License number OH 38283

January Construction Jumps 8%

New construction starts increased 8% in January to a seasonally adjusted annual rate of \$551.3 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. After a weak December, substantial gains were reported for nonresidential building and nonbuilding construction (public works and electric utilities), as both of these major sectors were lifted by the start of several very large projects. In contrast, residential building witnessed further erosion in January, continuing the steady downward trend that has been present over the past two years.

The latest month's data produced a reading of 117 for the Dodge Index (2000=100), up from a revised 108 for December, though still below the full year 2007 average for the Index at 130.

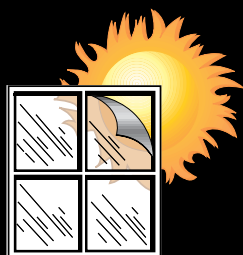
"January's pattern was an accentuated version of what took place during 2006 and 2007 – more nonresidential building and public works, but less housing," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "Nonresidential building has been boosted in recent years by heightened contracting for offices, hotels and schools, and each of these structure types had a strong January. On a cautionary note, the commercial categories are expected to see weaker construction as 2008 proceeds, given tighter lending standards for commercial real estate loans. Public works construction this year should continue to benefit from federal support for transportation projects. As for housing, January's depressed activity shows that the lengthy correction is still very much in progress."

Nonresidential building

Nonresidential building in January climbed 20% to \$221.4 billion (annual rate). A major push came from office construction, up 123%, boosted by the start of two massive projects at the World Trade Center site in lower Manhattan – the \$1.4 billion, 71-story World Trade Center Tower 3; and the \$1.1 billion, 61-story World Trade Center Tower 4. Aside from these two projects, January also included groundbreaking for large office buildings in Richardson, Texas (\$195 million); Silver Spring, Maryland (\$103 million); Owings Mills, Maryland (\$83 million); and Providence, Rhode Island (\$79 million). Hotel construction in January soared 126%, reflecting the start of the \$1.0 billion Caesars Palace New Octavius Tower in Las Vegas, Nevada, plus a \$100 million renovation project at the Pierre Hotel in New York, New York. Rounding out the commercial categories, store construction in January advanced 4%, helped by the start of a \$75 million shopping center in

Winder, Georgia, but warehouses moved in the opposite direction with a 29% decline.

On the institutional side of the nonresidential market, the educational building category climbed 15% in January. Large projects that reached groundbreaking included a \$313 million science building for Harvard University in Allston, Massachusetts, plus a \$292 million learning center for the Los Angeles, California Unified School District. Healthcare facilities improved 7% in January, aided by large hospital projects in Oklahoma City, Oklahoma (\$120 million) and Hartford, Connecticut (\$100 million). Amusement-related work had a strong January, climbing 41% with the push coming from the start of a \$100 million casino in Shelbyville, Indiana. The other institutional categories showed declines in January – transportation terminals, down 30%; churches, down 41%; and public buildings (courthouses, detention facilities, military buildings), down 50%. The manufacturing plant category fell 28% in January, although the month did include the start of a \$100 million ethanol plant in Indiana.



GLASS ENHANCING FILMS

Suntrol window film prevents fading and glare, reduces heat loss and reduces air conditioning costs by 55% to 73%. UV rays are reduced 99% while improving aesthetics. Balance your heat/cold spots in your building.

We Provide a 10- to 15-Year Warranty and a Free Energy Savings ROI Report
Residential, Commercial & Institutional



Helping Northern Ohio Since 1975

RAF

BUILDING MAINTENANCE

1934 St. Clair Ave.,
Cleveland, OH 44114

**Chemical Cleaning • Caulking
Brick & Stone Replacement
Waterproofing • Sandblasting
Tuckpointing • Concrete Repairs**

CALL RUSTY OR LISA FERGUSON:
216-771-0502

ASPHALT PAVING

ASPHALT REPAIR

SEALCOATING

CRACK FILLING

**COMPLETE SITE
CONSTRUCTION**

**EXCAVATION TO
COMPLETION**



- Excellent quality, competitive pricing & reliability
- Cunningham Paving is a family-owned business, with over 15 years of experience
- Licensed, bonded & insured
- Our motto: "Keeping our customers satisfied, keeps them coming back."



Phone 216.581.8600

Fax 216.581.8683

20814 Aurora Road, Warrensville Heights, OH 44146-1006

**"Your Custom
Architectural Metal
Specialists"**



Courtad Inc.

Commercial • Industrial • Institutional • Retail

Specializing in engineering, fabrication & installation of:

- metal roofing (rolled on site!)
- flashing & trim
- custom fascias, frieze boards, eaves
- copper & stainless steel systems
- composite metal wall systems
- custom gutters & downspouts
- commercial gutters (rolled on site!)

330.425.4261

P.O. Box 530, Twinsburg OH 44087-0404

www.courtadinc.com



Ask us about our Office Equipment Analysis



Renderings



Maps



Business
documents



Wide-format printing that fits... in your office!

What could you do with a wide-format printer at your fingertips?
What if you didn't have to deal with the hassles of ownership?
What if someone set it up and serviced it for you?
What if someone brought paper and toner whenever you needed it?
What if you could have all this for just a small monthly fee?

You could:

- Get more done, faster
- Print more kinds of documents
- Eliminate the wait for a few drawings
- Download and print from the internet
- Never miss a meeting for lack of a print
- Print your own files as soon as you've finished them

Rent-to-Own programs starting at just \$159/month
Includes printer, setup & installation, service, supplies and "easy out"
cancellation terms.

www.eBlueprint.com

For more information contact: Rachel Moviel
Inside Sales
rmoviel@eblueprint.com
(216) 281-1234 (office)

5 Northeast Ohio Locations To Serve You

Nonbuilding construction

Nonbuilding construction, at \$137.2 billion (annual rate), surged 27% in January. The often volatile electric utility category shot up 533% after a very weak December, reflecting the January start of a \$1.3 billion coal-based generating facility in Wyoming. The public works categories in January also showed upward movement, rising 13% as a group. Bridge construction climbed 38%, supported by the start of a \$453 million bridge project in Louisiana. The “miscellaneous nonbuilding” category, which includes mass transit work, advanced 31% in January. The two largest mass transit projects reported as January starts were the \$1.1 billion extension to the No. 7 subway line in New York, New York and a \$216 million upgrade to a subway signal system in the Bronx, New York. The environmental categories in January strengthened, with growth reported for sewers, up 14%; river/harbor development, up 16%; and water supply systems, up 21%. Of the major public works categories, only highway construction lost momentum in January, sliding 10%.

Residential building

Residential building in January dropped 11% to \$192.8 billion (annual rate). Single family housing fell an additional 9%, and has now registered declines in 21 out of the past 24 months. The January weakness for single family housing was widespread on a regional basis – the largest decline was reported in the West, down 16%; followed by the Midwest, down 11%; the Northeast, down 7%; the South Atlantic, down 6%; and the South Central, down 4%.

“The correction for single family housing became even deeper and more

January Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on January contracts for future construction in the metropolitan statistical area of Cleveland-Elyria-Mentor, consisting of 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:

| | 2008 | 2007 | Percent Change |
|-----------------------|---------------|---------------|----------------|
| Nonresidential | \$ 71,950,000 | \$84,113,000 | -14 |
| Residential | \$43,203,000 | \$84,872,000 | -49 |
| Total Building | \$115,153,000 | \$168,985,000 | -32 |

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

| | 2008 | 2007 | Percent Change |
|-----------------------|---------------|---------------|----------------|
| Nonresidential | \$71,950,000 | \$84,113,000 | -14 |
| Residential | \$43,203,000 | \$84,872,000 | -49 |
| Total Building | \$115,153,000 | \$168,985,000 | -32 |

- Nonresidential buildings include commercial, manufacturing, educational, religious, administrative, recreational, hotel, dormitory and other buildings.

- Residential buildings include one- and two-family houses and apartments.

Source: McGraw-Hill Construction

extended in January,” Murray says. “At some point the bottom will be reached, but it keeps getting pushed farther out into the future, as falling home prices, rising foreclosures, and the glut of unsold homes continue to depress the housing sector.”

Multifamily housing in January retreated 18%, following a brief upturn in December. The multifamily amount in January included a few large condominium projects, such as one in Chicago, Illinois (\$105 million), but compared to 2006 the amount of condominium work is down considerably. January did include several large apartment projects, such as one in San Francisco (\$91 million), and apartments now comprise a growing share of the multifamily total.

On an unadjusted basis, total construction in January 2008 was reported at \$39.1 billion, down 19% from January 2007.

Nonresidential building was the one major sector able to register a year-over-year gain, advancing 4%. Nonbuilding construction in January was down a moderate 6%, while residential building came in a substantial 41% below its year ago amount.

By region, total construction in January 2008 showed this pattern relative to January 2007 – the Northeast, up 5%; the West, down 12%; the South Central, down 17%; the Midwest, down 25%; and the South Atlantic, down 37%. **P**



Aspholan SNOW REMOVAL

Introducing Snowmelting Services

- Snowmelting is Inexpensive Compared To Snow Hauling. Let Us Help You Make The Most Out Of Your Snow Removal Budget!
- We Use Only Snow Dragers®, The Best Snowmelters In The World!
- Say Goodbye To The Noise & Disturbance Of Dump Truck Cans.
- Water Exits Unit Cleaner Than The Snow That Was Dumped Into It.
- We Can Melt 14 - 18 Tons Per Hour!

Aspholan (800) 444-5337 (330) 426-5337
 (330) 426-5337
 Northern Ohio's Most Effective Large Commercial Snow Blower

Architectural & Standard
Masonry Units of
Today & the Future

Brick Look
 DESIGNER BLENDS by Chas. Svec, Inc.

SVEC

216.662.5200
 chasvecinc@brightdsl.net

McGraw Hill CONSTRUCTION Network™

Finally, a **faster, easier** way to **manage bid day**

Introducing the Network Online Bid Management Service

Reduce costs, bid more efficiently and minimize the risk of costly mistakes, right from your Network desktop:

- **Streamline** plans distribution
- **Manage** bid packages online
- **Communicate** with subcontractors
- **Access the Network**—the largest projects and plans database

connecting people_projects_products

McGraw Hill CONSTRUCTION
 Dodge Sweets
 Architectural Record
 ENR
 Regional Publications

Find us online at www.construction.com

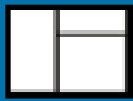
Take control of bid day!

Call **1-800-221-0088** or click www.construction.com/bidmanagement/ today!

Easier bidding. Bigger profits.

MBMPM1204

The McGraw-Hill Companies



Washroom Hygiene

Visiting a public washroom can be an unpleasant, even scary thing. But there is a significant trend towards improving the overall hygiene in public washrooms through a combination of automation and enhancements in the effectiveness of consumables.

Cross contamination to improved hygiene

The general public has become increasingly aware of the dangers of spreading disease through touching contaminated surfaces and by interacting with other people. Facility owners and managers realize this and are starting to see the benefits of creating a positive washroom experience for their tenants and employees, while reducing cost, increasing value and making a positive contribution to our environment. With today's technology, it's no longer one or the other. It can be both.

A more hygienic washroom experience?

There are two approaches to this. Automating washroom fixtures eliminates the need to touch surfaces and breaks the chain of cross contamination. Automated faucets, auto flushers and automatic door openers are good examples of this. Keeping toilets and urinals clean and sanitary is also important. Automatic cleaning systems provide round-the-clock cleaning while controlling cleaning supply costs. Automation is key, but not enough.

Studies have shown that high quality soap and automated soap systems actually encourage people to wash their hands more frequently. This is very important as recent research showed only 62% of people observed actually washed their hands after using the washroom.

Washroom visitors have a hygienic and positive experience if all systems work in harmony. At the same time, facility owners and managers will reduce cost and, ultimately, increase value.

So why isn't everyone upgrading their washrooms?

A lot of facilities are improving their washrooms, but many had bad experiences with early technologies. Infrared sensors on faucets frustrate users trying to find the sweet spot to activate the water. This problem was solved using capacitive sensing or "Surround Sensor Technology," which activates the faucet once hands are within a few inches of the faucet.

Another challenge is solenoid valves, which frequently fail. The solenoid valves are being replaced by units with "cam gear" technology, which is much more reliable. Water temperature can be controlled with the use of a very cost efficient thermostatic mixing valve.

Very reliable automatic soap dispensers are now available in a wide range of colors and finishes to match any décor.

What is the return on investment?

For a complete automated washroom, the ROI is usually in excess of 35% or less than a three-year payback. Cost savings are driven by a 70% reduction in water usage, reduced energy usage and the controlled dosing of soap and cleaning chemicals. This conservation is good for the environment as well. Many facilities are installing washroom automation to help earn LEED credits.

BOMA Greater Cleveland is proud to provide this space to our Associate members so they can inform, educate and share their knowledge with property management professionals. This article was written by Randy Starr, territory sales and market manager with Technical Concepts. Randy may be contacted at rstarr@technicalconcepts.com or 330.354.1183. Technical Concepts has been a BOMA member since 2006.

Janice L. Parham
Executive Vice President
BOMA Greater Cleveland

For more info on this article or BOMA Greater Cleveland, contact Janice Parham at 216.575.0305 or jparham@bomacleveland.org



Make a Great Impression

Yes, you can order custom reprints of features on you and your company's projects. Use them as a proven, impressive marketing tool to mail or hand out to existing and future clients.

**Affordable
Timeless
Effective
Personal
Powerful**

Call today for a free quote. *Properties* can also provide you with a full color custom profile of your company and projects.

Properties

Call Andrea Keener at

216.849.4350

www.propertiesmag.com

Building Innovation at Every Level Since 1992



Photo by Infinity Studios

Offering over 15 years of expertise in construction and development of healthcare, educational, institutional, medical research and bio-technology facilities, as well as commercial interior renovations



Building Innovation at Every Level

Tel: 216-566-7142

Fax: 216-830-7092

1468 West 9th Street, Suite 125

Cleveland, OH 44113



Servicing the Suburbs

University Hospitals continues strategic growth with new Twinsburg medical center

By Nancy Loyan Schuemann | Photos by William Webb

In 2005, University Hospitals announced its Vision 2010 strategic plan, promising \$1 billion in investments over a five-year period. The coordinated initiative called for new construction and expansion of services at the hospital system's Case Medical Center Campus in Cleveland, including a new cancer hospital, a new neonatal intensive care unit at its Rainbow Babies & Children's Hospital and a new center for emergency. It also called for the construction of several ambulatory centers in Cleveland suburbs. Early this year, the first of these planned patient-centered suburban facilities opened its doors: the \$29 million University Hospitals Twinsburg Health Center.

"University Hospitals has had a significant number of Twinsburg primary care physicians join the organization over the last few years," says Steven Standley, senior vice president of system services with University Hospitals. "These primary care physicians were augmented by a variety of specialists who rapidly outgrew the facilities available to them."

This growth and patient demand resulted in an accelerated development of the facility and its expanded services, Standley explains.

"The architectural firm [Moody-Nolan, Inc.] was selected based on its experience in creating these types of facilities for other major health systems," he adds. "We are pleased that

INVITING LOBBY The two-story elliptical-shaped glass framed entrance is enhanced with a waterfall sculpture.

this nationally recognized group is also a minority-owned firm and had recently committed to opening offices in Cleveland to supplement its existing offices in Columbus. The contractor [M-C-M Company, Inc.] has done other fast-track projects for UH very successfully and the need for speed was critical on this project, as our new physicians were working out of leased facilities during the building process.”

A groundbreaking ceremony was held on July 17, 2006 with construction beginning in October on the approximately 10.5-acre clear site. The center officially opened on January 19, 2008.

“Building the facility in a fast-track modality over the very wet and cold winter last year was the greatest challenge,” Standley says.

Ahead of the curve

“Our design [for the center] was influenced by patient centricity and our new University Hospitals building initiative,” says James Benedict, senior vice president of ambulatory operations with University Hospitals. “Our goal was to create a welcoming image for patients with the use of appropriate design, materials and overall theme, as well as to reinforce a consistent image for the health system.”

That said, the center features its own, unique architectural features, which were in part designed as a response to its surroundings.



The site of the new facility, at 8819 Commons Blvd., off of Route 82, near I-480 East, was selected because of its ease of access and visibility from the freeway.

“The client had the site and wanted freeway exposure,” says Bill Miller, principal and director of healthcare architecture with Moody-Nolan, Inc.,

which designed the facility. “We tried to maximize the view from the freeway and to construct a building that is memorable and identifiable while people are driving by. The interior of the building and its programming led to the curved shape of the building, as did the freeway that curves there. The need for a visible, higher element led to the elliptical tower.”

The design of the 46,000 square-foot facility is a study in geometry. An ellipse forms the center of the undulating curved structure connected by walls dissecting two rectangular structures, complete with cantilevered windows and segmented glass.

“It is a designer’s dream and a contractor’s nightmare,” says Christopher Zielinski, project manager with M-C-M Company, Inc. “The greatest challenge was the elliptical curtain wall system.”



Let Us Take Care of Your
**Landscaping and
 Grounds Maintenance**
 COMMERCIAL
 LANDSCAPE ARCHITECTS
 - SINCE 1948 -

R.B.STOUT INC.
LANDSCAPE CONTRACTORS
 Bath, Ohio

(330) 666-8811 1-800-896-8811



**Put our four decades
of experience
to work for you!**



1968

1978

1988

1998

2008



CARRON
asphalt paving, inc.

440-439-6464

www.carronasphalt.com

7615 Bond Street, Solon, Ohio 44139

WARREN ROOFING & INSULATING CO.



Commercial/Industrial Roofing and Sheet Metal



CHEVROLET CENTRE (YOUNGSTOWN, OH)
DESIGNED BY MS CONSULTANTS

Infinity Studio is pleased to announce its new Digital Imaging Capabilities this year. This powerful, state-of-the-art technology enables the most brilliant, detailed, crisp images with remarkable turnaround and cost-efficiency. Contact me to learn how Infinity Studio can make your next project an even bigger success.

Infinity Studio Photography

William H. Webb
whwebb1@sbcglobal.net
216-631-1987

WARM WELCOME Open waiting areas are provided for patients who come to the center.

“The use of CAD allows the ability to create different shapes,” Miller says. “An ellipse is a complex shape, a constantly changing curve that took special work here. The ellipse was the biggest challenge and we worked hard to make it work.”

A closer look

A curved, all-steel Sarnafil roof canopy shades a two-story elliptical-shaped glass curtain wall entrance. The steel frame structure is clad in rectangular stainless steel roofing shingles, lending the exterior a matte pewter finish. Unique eight-foot by eight-foot patterned masonry units were also utilized. The roof is energy-efficient TPO. A rooftop screen-wall system hides the HVAC system.

A heated glass vestibule with sliding glass doors leads into the oval lobby. Awash in natural light from the segmented glass and fretted striped glass




panels (which control heat gain and give the glass a clean appearance), the lobby features a porcelain floor cast to look like wood, slate and carpet in rich earth tones. A unique glass fountain surrounded by plants and comfortable seating add warmth to the open space. A bank of two elevators, surrounded by Marlite faux wood panels, is conveniently situated nearby. A glass-railed mezzanine overlooks the space.

The first floor has two community rooms, complete with mini-kitchens for

classes and seminars. The space can be enlarged by sliding open a partition. A vending machine room is nearby. Restrooms are off the lobby and feature slate floors and urethane-covered stalls.

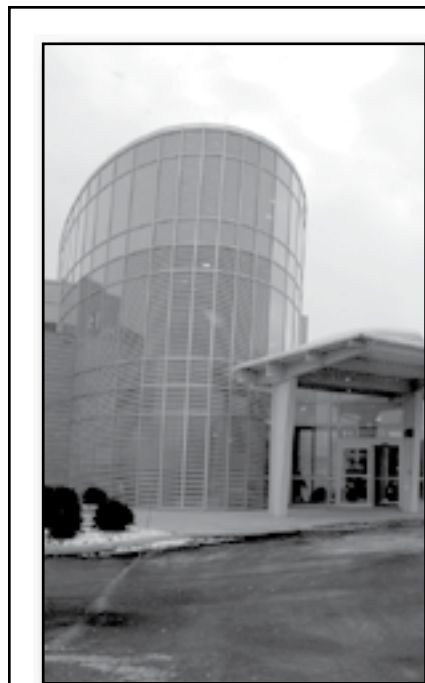
The first floor features the one-story Urgent Care Center. Urgent Care also has its own glass curtain wall elliptical ambulance entrance facing I-480 East. The center, for non-life-threatening/non-limb threatening emergencies, has an open CT scanner with a light box “sky” ceiling insert. Nurse’s stations

**Innovative
virtually-dry
CARPET
Care**



*for a cleaner and
healthier environment*

www.fiberbritesystems.com
4963 Schaaf Lane
Brooklyn Hts., OH 44131
Phone: 216.739-2220



*Pleased to work with
M-C-M Construction, Inc. to
provide two hydraulic elevators at
University Hospitals' Twinsburg
Medical Center*



Schindler
The Elevator and Escalator Company

18013 Cleveland Parkway, Suite 140
Cleveland, OH 44135
216.391.8600
www.us.schindler.com



OPEN OFFICE Patients and medical staff can enjoy expansive exterior views from within the modern reception areas.

are surrounded by glass, giving an open feel to the space. Timeshare offices for visiting physicians are also located in this wing.

“The broad specialty representation and the presence of the UH Urgent Care as well as a comprehensive corporate health program will add an extra dimension to the healthcare services available in Twinsburg,” Standley says. “We plan

to use the facility for patient and community education, and to emphasize the UH focus on a ‘partnership in health’ in each of the communities we serve. The growth in services in the last few months has demonstrated the receptiveness of the community to this new resource.”

The first floor also features a family medical wing. Open workspaces off of the corridors offer convenience. All

millwork and cabinetry throughout the building is custom, and all doors are birch. The Family and Internal Medicine wing has ample seating in a curved waiting room with separate children’s play area, the reception area encased in curved glass. Doctor’s offices and examination rooms, laboratories and digital radiology department are located off of spacious corridors. Examination rooms

EDUCATIONAL EQUIPMENT ■

Serving Cleveland and Northeast Ohio Since 1936

We are specialists in:

- Operable Panel Partitions
- Accordion Doors
- Chalk/Marker Boards
- Bulletin Boards
- Trophy & Display Cases
- Signage
- Directories

SALES

INSTALLATION

SERVICE

845 Overholt Rd., P.O. Box 154, Kent, Ohio 44240 — Phone (330) 673-4881 Fax ((330) 673-4915)



CLOUDS FOR COMFORT Added thought was given for patients' peace of mind with the addition of a unique "sky view" light box.

feature "no touch" technology, lights operated through motion detection.

"University Hospitals has interior standards," Miller says. "We worked with those standards to come up with a scheme for colors, materials and finishes. Our firm has an extensive interior design department."

All waiting rooms are accessible from the main, carpeted corridor.

"Physically, the facility is designed to be patient-centric, with ease of access, wayfinding and patient privacy. The combination of physicians, specialists and diagnostic services provides a setting where comprehensive outpatient medical care can be provided to the community," says Michael Nochomovitz, M.D., president and chief medical Officer of University Primary and Specialty Practices within University Hospitals Health System.

The second floor is home to Pediatrics and Physical Therapy. Pediatrics features an ocean-themed waiting room, complete with ceiling tiles embossed with starfish, fish and sea horses. The reception area is encased in glass. Corridors, with pawprints embossed in the ceiling tiles, lead to colorful exam rooms.

The Physical Therapy department is located in the glass-encased ellipse over the Urgent Care ambulance entrance. Exercise equipment has views of I-480 East. Curtained-off therapy rooms afford privacy.

A unique aspect of construction had to deal with the parking lot. The lot

WHO'S LOOKING OUT FOR YOU

Sievers is your Best Choice for 24/7 Protection

SIEVERS Security

| | | |
|-------------------------|----------------------|------------|
| Commercial | Residential | Industrial |
| Security Systems | Cameras & Recorders | |
| Fire & Smoke Protection | Card Access | |
| Medical Alert | 24...Hour Monitoring | |

SPECIAL OFFER \$99 Alarm System

1-866-SIEVERS TOLL FREE

Proud to have provided our services at University Hospitals' Twinsburg Medical Center



Fire Protection · Plumbing · Heating · Air Conditioning · Process Piping



Specialists in Nationwide Service Fire Protection

800-776-7181



**OHIO
CONCRETE
SAWING and
DRILLING**



Bringing Solutions To Your Concrete Problems

TOM WHITE
330-633-5104
CELL: 330-352-7618

1100 Evans Ave.
Akron, Ohio 44305
Fax: 330-633-5150
www.ohioconcrete.com



Masonry, Inc.
www.giambrone.com

**Cleveland (216) 475-1200
Akron (330) 650-1400**

10000 Aurora-Hudson Rd., Hudson, OH 44236

Proudly Using Union Craftsmen Since 1977

An Equal Opportunity Employer

One Company, One Call



PSI Information
To Build On.
Engineering • Consulting • Testing

216.447.1335

www.psiusa.com

Geotechnical Engineering
Environmental Consulting
Construction Materials Testing & Engineering
Industrial Hygiene Services
Facilities & Roof Consulting
Specialty Engineering & Testing Services
Special Inspections



OUTSIDE IN Walkways provide views of I-480 and natural surroundings through the glass curtain wall.

is raised 16 feet. A new retaining wall system, "Stone Strong" by Mack Pre-Cast Industries, was utilized.

Rolling out the red carpet

"I'm proud of the whole building," Miller says, while reflecting on the completion of the Twinsburg medical center project. "It really came off as a show-piece. It's a modern, unusual design yet is warm and inviting."

Derek R. Blair, also with Moody-Nolan, Inc. adds that the response from the building's users has been positive.

"From what I hear, the medical staff and patients are enjoying the building," Blair says. "We think it turned out great."

Looking ahead, Miller notes, the facility has been constructed with expansion in mind, especially with space for Cardiology and Ophthalmology. The one-story Urgent Care wing was constructed to accommodate a future second story as well.

But for now, the physicians are simply enjoying the new Twinsburg home, Dr. Nochomovitz says.

"We specifically wish to recognize the mayor, the planning commission, the leadership of this community and the residents for their incredible support, assistance and flexibility throughout this project," he says. "They really rolled out the red carpet for University Hospitals through the entire process and that really made it happen." **P**

PAVING WITH PRIDE FOR 25 YEARS

Since 1982, we've been building our reputation job by job



LET'S MAKE YOUR JOB OUR NEXT STOP

We would appreciate an opportunity to submit our recommendations and estimates for your:

- New Parking Lot Construction
- Asphalt Repairs
- Catch Basins & Drainage
- Asphalt Resurfacing
- Grading & Excavation
- Crack Filling & Sealcoating

Specialists from site development to chuckhole patching!

***We're doing it better for less every day
Call us today at 216.421.1203***

2417 Woodhill Rd., Cleveland, OH 44104 • Fax 216.421.1278

Berea Sandstone™: To Size, On Time



Legendary Berea Sandstone™

Since 1868, Cleveland Quarries has provided quality sandstone that has stood the test of time, adorning some of the finest and most venerable buildings, as well as enhancing the exteriors and landscapes of public and private structures and residences.

Limitless Capabilities:

- Block/Slab
- Dimensioned Stone
- Stone Carving/Restoration
- Landscaping Products
- Quality Customer Service
- On-Time Delivery For All Product

CALL FOR IMMEDIATE INFORMATION & QUOTES:

850 W. RIVER ROAD, VERMILLION, OHIO 44089
TOLL FREE 800-248-0250 | FAX 800-649-8669
WWW.CLEVELANDQUARRIES.COM



Upcoming Programs:

Step One: Go Green With BOMA

March 19, 2008

The Forum @ One Cleveland Center

Cost: \$35 (members only)

BOMA Family Fun Night with the CAVS

April 3, 2008

Quicken Loans Areana

BOMA Trade Show

April 24, 2008

200 Public Square, 3rd Floor

Call the BOMA Center for details on all upcoming events.

200 Public Square, Suite 209
Cleveland, OH 44114
Phone: 216.575.0305 Fax: 216.575.0233
www.bomacleveland.org

BOMA Greater Cleveland membership represents over 157 commercial buildings in both urban and suburban markets; that's over 33 million SF of commercial property in a four county region!

WHY IS BOMA SO POWERFUL?

- Advocacy:** We're a major voice in local, state and federal government and legislative issues.
- Education:** Our seminars and educational courses are designed to enhance professional growth and performance.
- Networking:** Regularly scheduled events and meetings provide countless peer-to-peer interaction.
- Information:** Access to countless informational resources to keep you current on commercial property ownership/management news.
- Group Purchasing:** Buying power to secure substantial cost savings for items like air filters, natural gas, solid waste removal and more!

Top Talent

Warren Roofing & Insulating Co. bases success on quality, safety & performance

By Linda Bloom | Photos courtesy of Warren Roofing & Insulating Co.

Warren Roofing & Insulating Co. was established in 1922 and incorporated in the State of Ohio in 1938. This family-owned, family-run company has operated continuously in Northeast Ohio since its establishment. The goal of Warren Roofing is to out-perform its customers' expectations by providing conscientious attention to quality, performance, safety and pricing in delivering its roofing expertise and services.

Based in Walton Hills, a Southeastern suburb of Cleveland, Warren Roofing's operation is focused on commercial/industrial roofing and sheet metal in both the new and replacement markets. Warren typically employs upwards of 110 employees in spring, summer and fall and seasonally adjusts during the winter construction slowdown. Warren Roofing is proudly affiliated with Roofers Local 44 and Sheet Metal Local 33, both based in Cleveland.

"A very loyal and stable core of employees work year round to ser-

vice our customers' needs that include emergency repairs, roof appraisals, new construction roof projects, and full replacement roof jobs on existing structures," says John Vetrovsky, vice president of Warren Roofing.

For 86 years, the company has prided itself in performing as an industry leader in the commercial roofing market in Northeast Ohio. The success that has

accrued to Warren over the years has developed from a conscientious and consistent effort to place customers' needs first. This evidences itself in the consistent repeat business Warren has earned from building owners, general contractors, consultants and architects. Making the customer top priority and anticipating customer needs is the way Warren Roofing has earned its success.

"Maintaining positive customer relations will continue to be the primary focus of Warren's professional manner and approach to business," says Trevor Cost, sales and project manager with the company.

Warren Roofing's core business started in the original tar and gravel concept but has expanded dramatically with ever-changing developments in the roof-



ing industry. Warren has kept pace in the industry by servicing and installing the recent evolution of all forms of single-ply and modified-bitumen roofing systems. The business model for Warren has been to align itself with the nation's leading manufacturers of roofing product like Carlisle, Firestone, GAF, Koppers, Johns Manville and Sarnafil. Additional business growth and market penetration has come from alliances with more local and specialty business collaborating with firms such as Durolast, Fibertite, Garland, Soprema and Tremco companies. These associations allow Warren's trained staff to provide complete contracting services directly to the building owner from the leading manufacturers in the roofing industry. The next step for Warren Roofing in the evolution of roofing technologies is now rooting itself in the "green" concept currently growing within the roofing industry.

"Warren Roofing looks forward to establishing itself as a leading green roof provider which will incorporate earthen overlays, rooftop plantings and



MOVING UP Warren Roofing's core business began with tar and gravel, but has expanded dramatically with ever-changing developments in the roofing industry. Warren has kept pace in the industry by servicing and installing the recent evolution of all forms of single-ply and modified-bitumen roofing systems.

potentially photoelectric cells and wind turbines," says Margaret Cost, marketing coordinator.

Building owners and property managers call on Warren Roofing regularly for everything from roof surveys, detailed written proposals, energy conservation recommendations, computer generated CAD drawings, field supervision, complete roof replacements, new construction roofing, historical renovations, and complete architectural sheet metal. Everyday, Warren Roofing services many of Northeast Ohio's most prestigious shopping centers, office complexes and

apartment complexes. Discerning managers of school districts, manufacturing plants, municipal buildings, houses of worship, and hospitals all look to Warren Roofing as their first choice for their full-service roofing contractor.

In 1999, Warren Roofing raised the standard in roof service by establishing its dedicated service affiliate, Total Roofing Services, LLC.

"Total Roofing builds its present and future success on making the details in roofing its number one priority," says Lexie Musgrave, president of Total Roofing.

CAPITAL PLANNERS

capital planners

"LIFETIME FINANCIAL GROWTH COMPANY"
www.capitalplanners.com



Life Insurance
Disability Income Insurance
Retirement Services
Employee Benefits
Investments

*Congratulations
Warren Roofing*

Who are we?

Capital Planners specializes in providing unique "Personal Financial Engineering" to the owners of closely held businesses, upper level executives, and others who are on the higher end of the socioeconomic scale. Founded in 1983, we have grown steadily, and today in addition to our main office in Beachwood, we also have representation in various offices in the Akron, Cleveland and Youngstown areas.

What do we do?

Personal Financial Engineering is a process that focuses on how money works in order to help people maximize their wealth potential. Contrary to what most have been led to believe, maximizing wealth is not usually achieved simply by working harder or investing smarter. Most of us will lose millions of dollars during our lifetime; yet we don't even know it. If we can better understand the **process by which we use money**, we can address these losses, and in so doing, maximize both our wealth building opportunities, and at the same time, maximize our protection against wealth eroding factors. Capital Planners uses the LIVING BALANCE SHEET approach.

Gregory J. Morris, CFP®, Registered Representative and Financial Advisor of Park Avenue Securities L.L.C. (PAC). Securities products/services and advisory services offered through PAS, a registered broker-dealer and investment advisor. Financial Representative, The Guardian Life Insurance Company of America (Guardian), New York, NY. PAS is an indirect, wholly owned subsidiary of Guardian. Lifetime Financial Growth, Capital Planners, and F&F Financial Advisory Services, Inc. are not affiliates or subsidiaries of PAS or Guardian.

PAS is a member FINRA, SIPC

Disability Income Products underwritten and issued by Berkshire Life Insurance Company of America, Pittsfield, MA, a wholly owned subsidiary of The Guardian Life Insurance Company of America, New York, NY. Capital Planners is not an affiliate or subsidiary of PAS.

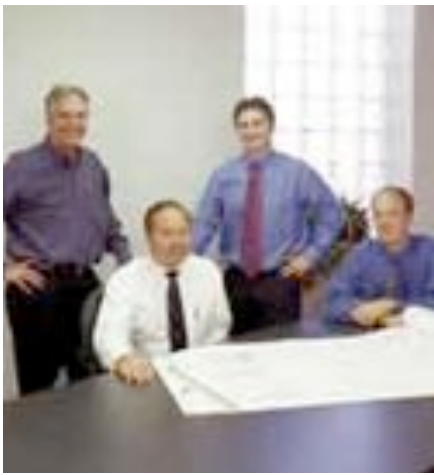
Products not available in all states. Product provisions and features vary from state to state.

Dividends are declared annually by the Board of Directors. Dividends are not guaranteed.



Gregory J. Morris, CFP®
25101 Chagrin Blvd., Suite 100
Beachwood, OH 44122
Tele: 216-360-7400 x107
Fax: 216-360-7440
gmmorris@capitalplanners.com





CARRYING ON THE TRADITION Warren Roofing's management team includes (from left) Vice President Mike Loparo, President Curt Cost, Sales/Project Manager Trevor Cost and Vice President John Vetrovsky.

Total Roofing specializes in preventative roof maintenance, roof alternations and emergency repairs. Over the past nine years, Total Roofing has grown its business under the same business model as Warren; customer satisfaction is the utmost priority. Total Roofing is certified and trained in the same 16 major manufacturers' roofing systems as Warren and partners with many of these companies in the warranty service of their installed systems. The focused attention on service and detail has prompted a response from customers greater than anticipated. The opportunity to continue service after the original installations has promoted long term and stable relationships with customers that were often lost in the lifecycle of roofs that perform for 20 years or longer. Total Roofing is also affiliated with Roofers Local 44, and has established itself as an operating and self-performing FBE contractor by numerous accreditations in the public sector.

Warren Roofing embraces technology in today's fast-paced world. Warren has linked job performance data with its estimating and job progress monitoring. Increasingly field foremen in both roofing and sheet metal are nightly emailing their daily productivity and time worked into the office server.

"The progress of all jobs are being matched with the project bid estimates daily, so supervisors can better manage the field operations," says Michael Loparo, first vice president.

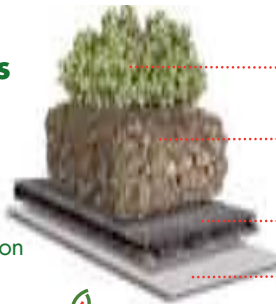


Potential Benefits

- Energy Savings
- Land Optimization
- Tax Incentives

Unique Features

- Simple, effective design
- Fast, hassle-free installation
- Single-source guarantee



Hearty Regional Vegetation

Start-Rite™ Growing Medium

DuraGro™ 4-in-1 Drainage Foundation System

GAF's Field-Proven Waterproofing Systems



GardenScapes
Hassle-Free Garden Roofing



"Your Best And Safest Choice... Quality You Can Trust Since 1886!"

www.gaf.com

GENERAL CRANE RENTAL, INC.

- ALL TERRAIN CRANES
- ROUGH TERRAIN CRANES
- TRUCK CRANES
- CRAWLER CRANES
- BOOM TRUCKS
- TRUCKING & HEAVY HAULING

24 HOUR SERVICE

EAST **330-528-0555**
WEST **800-924-6609**

Between the weather and you since 1922.



WARREN ROOFING & INSULATING CO.

Telephone: **440/439-4404**

Fax: **440/439-7523**

7015 Krick Road

Walton Hills, Ohio 441046

www.warrenroofing.com

Commercial/Industrial Roofing and Sheet Metal



DRAMATIC DIFFERENCE An example of Warren Roofing's quality workmanship is the above project, shown before and after.

The ongoing implementation of electronic communications creates increasing efficiency in all aspects of warehousing, trucking, equipment and workforce needs of the company at the multiple field locations where Warren is performing daily.

Warren has always valued its ability to perform on time and with quality. Increasingly another component has grown to be a primary focus to Warren, its customer base and to the world as a whole: safety.

"Warren Roofing stepped up its emphasis on safety as a parallel priority to quality and productivity," says David Meyer, safety manager. "The importance of safety is tantamount to the success of the job and it is a continuous objective within the company."

The company's professionally tailored, written safety program is followed pre-

cisely by each and every employee at all times.

"The success we have had training and enforcing the model developed by Lancaster Safety has been the single best safety improvement we have experienced

"The importance of safety is tantamount to the success of the job and it is a continuous objective within the company."

*David Meyer
Safety Manager*

in our company's safety development," Curtis Cost says.

In commercial roofing, there are daily concerns of falls, electrical shock, burns and many other permanent and irreversible injuries. By empowering every foreman with OSHA-certified, 30-hour safety training to be his own safety man-

ager; Warren Roofing has thankfully had no lost time injuries in several years. Every roofer and sheet metal worker receives a minimum of 10 hours of OSHA training in addition to the yearly full-day training in the Company Safety

Program. Every foreman on every job audits his or her work daily using a job-specific written safety checklist that helps foremen to better manage the ever-changing environment that exists high up on the roof. Over the last four years, Warren has earned safety awards and safety credits due to

its outstanding safety record. In return, the last three years Warren employees have enjoyed participating in incentive-based company outings in celebration of safety performance achievements. Each overnight outing was enjoyed by over 150 employees and their spouses first at Cleveland's own Pickwick &



**WESTERN RESERVE
INSURANCE AGENCY, INC.**

5355 Ridge Road, Cleveland, Ohio 44129
Phone: 440-888-2020 • Fax: 440-888-2899

- Serving contractors insurance and bonding needs for over 100 years
- We are proud of our relationship with Warren Roofing, a truly outstanding contractor in Northeast Ohio

Anthony J. Schepo
President

Est. 1904



Congratulations

WARREN ROOFING

**FOR BEING ONE OF
OHIO'S PREMIER
ROOFING SERVICE
PROVIDERS.**

*Best Wishes
from your friends at*



**knowledge
experience
ability**

**North Coast Commercial Roofing
Systems of Cleveland**

**2440 EDISON BOULEVARD
TWINSBURG, OHIO 44087**

**800.421.7663 PH
330.425.3697 FAX**

www.nccrs.com

Frolick, then at Soaring Eagles casino in Michigan, and most recently, a dinner, gambling and dancing party in the newly renovated Hyatt at the Arcade. Warren Roofing is an active member in both the Greater Cleveland Safety Council and the Construction Safety Council of Northeast Ohio. It is now in its fifth year as a BWC compliant company in its implementation and management of a drug- and alcohol-free workplace.

Fostering relationships within the community is important to Warren Roofing. The company enjoys supporting local charitable events as a conscientious corporate entity, as do the employees who most recently pledged to the United Way Campaign. At holiday time, Warren Roofing feels fortunate to be able to contribute to nearly 20 churches, schools and charitable organizations throughout northeast Ohio.


As time marches on, so does the history of this fine company. Warren Roofing was purchased in 1960 by Alex Cost, a Syracuse, New York native and a graduate of Colgate University. In 1974, Alex's oldest son Curt came to work for

his father after graduating from Duke University. The family model of hard work, fairness and an unfaltering commitment to customers' needs has allowed the family to grow even more into the business. In 1999, Curt's sister Lexie Musgrave became involved in the office management duties of the family business, and soon established Total Roofing as her own project. In recent years, Curt's son Trevor and daughter Margaret

have both joined Warren Roofing and now represent the third generation of ownership and management of the operations. The family lineage of Warren Roofing does not stop with the Cost family.

**Margaret Cost
Marketing Coordinator**

There are numerous examples of other second and even third generation families currently at work at Warren.

"Our mutual goal here at Warren Roofing has always been to help make every working person interested and involved in making the right long term decisions to benefit our customers," Curt Cost says. "In turn, our company – and ultimately ourselves – will enjoy the benefits as we progress through our working day." 

"Warren Roofing looks forward to establishing itself as a leading green roof provider which will incorporate earthen overlays, rooftop plantings and potentially photoelectric cells and wind turbines."



**5715 CANAL RD.
CLEVELAND, OHIO. 44125**

**216-524-2400
800-533-2400**



valleyfordtruck.com
Your Commercial Truck Connection...

MID STATE RESTORATION, INC.

MASONRY RESTORATION SPECIALISTS SINCE 1954



Specializing in:

- Brick Repairs
- Stone Restoration
- Building Cleaning
- Concrete Restoration
- Caulking/Tuckpointing
- Water Repellents
- Total Repairs & Replacement of Lintels, Parapet & Terra Cotta

PRESERVING THE PAST WITH PRIDE AND COMMITMENT FOR THE FUTURE!

2521 MONROE AVENUE • CLEVELAND, OHIO 44113-4121
(216) 771-2112 • FAX (216) 771-0508
VISIT OUR WEB PAGE @ www.midstaterestoration.com



In 2008 JACCO & Associates is celebrating 40 years of serving the HVAC market with innovative products and solutions.

40 years also marks a renewed focus on supplying the industry with leading technologies such as radiant cooling, desiccant dehumidification, and variable refrigerant flow systems.

Contact JACCO today to find out how your application can benefit from our experience!

www.jacco.com

11 Wilford Dr.
Indian, IN 46136
Phone: 317-811-0000
Fax: 317-811-0000

PROPERTY TAXES

**When your fair share
is neither fair
nor your share**

SIEGEL, SIEGEL, JOHNSON & JENNINGS LPA

Experience Matters

Over \$2 Billion in Assessment Reductions in the Last 5 Years

Your property taxes are based on mass appraisals. That often results in your paying an unfair share of taxes. The attorneys at Siegel, Siegel, Johnson & Jennings are recognized leaders in developing ways to reduce taxes as well as expertly handling the reappraisal and tax reduction process from the administrative level through trials and appeals. The American Property Tax Counsel, our national network of 100 of the nation's top property tax lawyers, has the local expertise to help ensure you don't pay one penny more than your fair share.



Call us toll free at **1-877-288-2937**
or visit us online www.siegeltax.com

AMERICAN PROPERTY TAX COUNSEL
Smart, Aggressive Property Tax Advocacy

Extra Credit



ALEC J. PACELLA

Every industry has its own jargon and real estate is certainly no different. One of the most popular terms, at least concerning investment properties, is “credit.” This month, we will try to take some of the mystery out of this term and discuss just what this term actually means, who determines it and, most importantly, how it impacts the real estate investor.

The term “credit” is a general reference to the financial soundness of the underlying tenant. So if a property is referred to as a “credit property,” the inference is that the associated tenancy is solid and the resulting rental payment has a high probability of continuing. At least that’s the theory, but in reality it’s a bit more involved. There are five primary questions that need to be asked when talking about credit and we’ll take a look at each one separately.

Question 1: Is the company rated?

In order for a company to have a credit rating, it needs to have financial information readily available for public consumption. For publicly traded companies, this is a given. But if the company is private, it gets a bit cloudier. Large

companies may have corporate debt that is publicly traded and this can be used to develop a credit rating. But the smaller in scale a company is, the less the likelihood of having public financial information, which translates into no credit rating (called “unrated”). One thing to keep in mind here is that just because a company’s credit is unrated doesn’t mean that it’s risky – it just isn’t known.

Question 2: Who develops the rating?

Credit ratings are developed by rating agencies. The most common of these include Standard & Poors, Moodys and Fitch. These ratings are developed after a thorough review of a company’s fiscal standing, as portrayed in its associated financial statements. The primary users of these ratings vary and include equity and debt investors, creditors and lenders – real estate investors encompass a very small portion of the interested audience.

Question 3: How do I find out a company’s credit rating?

Although most things in life aren’t free, access to ratings are actually an exception. Both S&P (www2.standardandpoors.com) and Moody’s (www.moodys.com)



Specializing in:
Professional Buildings
Auto Dealerships
Retirement/Nursing
Industrial/Warehouse
Medical Facilities
Churches
Car Washes
And much more!



moodys.com) provide basic ratings for free – all you need to do is register on their respective sites. Once registered, you will have access to the ratings of nearly 200,000 companies and public agencies. The three rating agencies will rate the majority of companies the same, although there may be some minor discrepancies.

Question 4: What to the ratings mean?

Credit ratings are specifically for the debt of the company and the rating agencies will provide two ratings, one for long-term debt and one for short-term debt. As a real estate investor, the primary emphasis (and the focus on the forthcoming discussion) is on the long-term rating. Thankfully, the scales used by all three agencies are the same and are defined as follows:

AAA – Highest credit quality, the risk factors are only slightly more than for risk-free U.S. Treasury debt, considered investment grade

AA – High credit quality, protection factors are strong, risk is modest but varies slightly from time to time because of economic conditions, considered investment grade

A – Good quality, protection factors are average but adequate, risk factors are more variable and greater in periods of economic stress, considered investment grade

BBB – Below average protection factors but still considered sufficient for institutional investment, considerable variability in risk during economic cycles, considered investment grade

BB – Below investment grade but deemed likely to meet obligations when due, protection factors fluctuate according to economic conditions, considered non-investment grade a.k.a. junk bonds

B – Below investment grade and possessing risk that obligations will not be met when due, protection factors will fluctuate widely according to economic cycles, considered non-investment grade a.k.a. junk bonds

CCC – Currently vulnerable and dependent on favorable economic conditions to meet its obligations, protection factors are questionable,

Heard Here First

PLEASE RELEASE ME Innovative Brands, the Phoenix-based company that recently acquired the Avon-based Do-It-Yourself business unit from Henkel AG, has wasted no time in spinning off the real estate. The 660,000-square-foot distribution facility in Avon is in the process of being sold via a sale/leaseback and is expected to fetch approximately \$40 million. –AP

considered non-investment grade a.k.a. junk bonds

CC – Highly vulnerable and dependent on favorable economic conditions to meet its obligations, protection factors are highly questionable, considered non-investment grade a.k.a. junk bonds

C – Highly vulnerable and may be in bankruptcy or in serious arrears but continuing to pay out on obligations, considered non-investment grade a.k.a. junk bonds

R – Under regulatory supervision due to its financial situation

SD – Has selectively defaulted on some of its obligations

D – Has defaulted on obligations and believed that it will generally default on most or all obligations

NR – Not rated

Question 5: What does all this mean to me?

To the real estate investor, having an investment grade tenant means two things. First, lenders love credit tenants, as it gives additional assurance that the tenant will be able to pay the rent and thus the underlying owner will be able to pay the mortgage. As a result, lenders will give the most favorable loan terms (i.e., higher loan-to-value ratios and lower interest rates) to properties that contain investment grade tenants. And second, owners love credit tenants, as it allows them to sleep better at night, knowing that there is a low likelihood of not receiving a rent payment. It will also ensure that their property holds a higher value due to strong tenancy. **P**

Alec Pacella is regional manager for First Industrial Trust, Inc. He can be reached by email at apacella@firstindustrial.com or by phone at 216.525.0968.

YOUR FACILITY DESERVES TO LOOK ITS BEST!



Crystal Clear

BUILDING SERVICES INC.

Trusted Since 1988 **A TOTAL FACILITY MANAGEMENT COMPANY**

Building Services

Nightly Janitorial Services, Carpet Cleaning, Tile & Hard Floor Maintenance, Ultra Sonic Cleaning Services, Landscaping, Snowplowing, Distributor of Paper Products, Maintenance Supplies & Equipment

| | |
|--|--|
| <h3>Construction Cleaning</h3> <p>Total Construction Cleanup</p> | <h3>Window Washing</h3> <p>Commercial/Residential Interior & Exterior Services</p> |
|--|--|

Consulting Services for the Janitorial Industry (Developing Cleaning Specifications)

26118 Broadway Ave., Suite 1A | Oakwood Village, OH 44146 | 440.439.2288

Snow Dragon Snowmelters Distributor Wins Best New Product Award

Snow Dragon Snowmelters' Finnish distributor Oy Machine Tool (of Helsinki, Finland) recently received the "Best New Product Award" during an awards banquet for the 2008 Winter Road Congress Exhibition in Turku, Finland.

Snow Dragon Snowmelters and Oy Machine Tool exhibited and demonstrated the SND-900 Snowmelter during this prestigious exhibition, which draws 3,000 attendees from Finland, Norway, Sweden, Denmark and Russia. Over 250 snow removal professionals attended the SND-900 demonstration portion of the program. Snow Dragon President John Allin and Snow Dragon Senior Service Technician Ray Dancik also attended the exhibition and snowmelter demonstration.

Snow Dragon®, LLC, a subsidiary of Park Ohio Holdings Corporation, is a world leader in snowmelting technology and is headquartered in Cleveland.



Snow Dragon's SND-900 Snowmelter

& Engineers, the firm has focused its master planning and architectural design services on sports and recreation facilities. The new name and descriptor line is OSports – Osborn Sports + Recreation Architecture.

"Osborn has been designing sports and rec facilities since League Park in 1909," says Chris Wynn, director of design.

OSports has a long history of designing sports and recreation facilities including some of the nation's most beloved venues: the original Fenway Park, Yankee Stadium, Cleveland Municipal Stadium and Comisky Park.

"When I think about the history of this company's achievements, I know that we're standing on the shoulders of giants who have gone before," Wynn says. "Believe me, their successes in the past still inspire us today."

More recently, OSports has provided a variety of master planning, architectural and engineering services for Ohio Stadium, the Rose Bowl

Gilbane Cleveland Office Announces New Hires, Promotions

Gilbane Building Company recently hired and promoted nine employees in its Cleveland District Office.

New employees include Senior Support Assistant Dawn Chuma, Assistant Project Engineer Aaron Claxton, Assistant Project

Engineer Bill Helmet, Area Superintendent Mike Fialko, Assistant Project Engineer Dave Kleckner, MEP Coordinator/Superintendent Bob Simunich and Manager of Engineering Sue Sutkus.

Promotions to support construction operations include Area Superintendent Chuck Springmyer and Superintendent Ryan Walters.

Osborn Engineering Unveils New Names, Identities

Founded in 1892 and today Ohio's longest-running engineering company, The Osborn Engineering Company, recently announced new names and identities for its engineering and architecture practices.

Previously operating under the name Osborn Architects



Paul Stark and Brian Stark

Cleveland's Real Estate Radio... **THE STARK GROUP LIVE!**

Talking Real Estate

LISTEN • CALL IN • WIN PRIZES

Welcoming the industry's movers,
shakers & money makers each week

Sponsorship Opportunities Available

Tune in every Thursday • 7 p.m.

News Talk WERE, 1490 AM

Painting
Managed Properties
with
certainty
★★★★★



CertaPro Painters®
Residential. Commercial. Interior. Exterior.



Call today for a free estimate
216.823.0064 or **800.GoCerta**
www.certapro.com

NO EXCUSE.

For Not Having AIA Documents.
Order Your Supply Today.

Clear and legally sound agreements between you and the other members of the building team can help prevent a lot of worry and potential liability by clarifying construction project responsibilities. Make sure you have the AIA Documents you need for all your projects. We carry the full stock of documents, so there's no excuse to run out. Call us today to order your supply.



**FULL
SERVICE
DISTRIBUTOR**

documents

THE AMERICAN INSTITUTE OF ARCHITECTS

AIA Cleveland
1001 Huron Road
Suite 101
Cleveland, Ohio 44115
(216) 575-1224/FAX (216) 575-1244

©1990, AIA

Setting the standard of excellence, from start to finish – since 1910



- ▶ **General Contracting**
- ▶ **Construction Management**
- ▶ **Design/Build**
- ▶ **Construction Consulting**



Dunlop & Johnston, Inc.

5498 Innovation Drive, Valley City, OH 44280 | www.dunlopandjohnston.com

330.220.2700 • 330.220.2771 fax

Stadium, Cleveland Browns Stadium, Wrigley Field, Heritage Park at Progressive Field, and the Ballpark at Avon, opening in May 2009.

The firm has built a solid niche designing facilities for small- to medium-size colleges, universities, schools and communities. Recent projects include The College of Wooster Student Recreation Center, Midland Lutheran College Event Center, Earlham College Stadium and Master Plan, Concordia College Athletic Master Plan, and John Carroll University's Don Shula Stadium.

The company has also shortened the name of its engineering practice to Osborn Engineering and introduced a new logo.

Osborn Engineering provides structural, civil, mechanical, electrical and plumbing engineering solutions for public sector, distribution, energy optimization, building commissioning, healthcare, infrastructure, transportation/transit, manufacturing, and sports and recreation clients.

ASHRAE, BOMA Int'l Sign Memorandum of Understanding

The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) and the Building Owners and Managers Association (BOMA) International recently signed a Memorandum of Understanding (MOU) in

recognition of shared technical interests to foster superior building performance.

As part of the understanding, BOMA and ASHRAE commit to support each other and fully participate in standard development areas, initially centering around ASHRAE standards 62.1, 90.1, 180P and 189.1P working within the ANSI consensus standards development process.

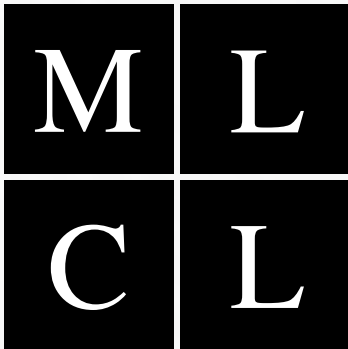
"ASHRAE and BOMA are on the forefront of developing standards that significantly impact building owners and managers, and we look forward to working more closely with them on these matters," says BOMA International Chairman and Chief Elected Officer Brenna S. Walraven.

Cuyahoga County Engineer Joins CES Board of Directors

Adding to an already well-established assembly of technical and community professionals, Cuyahoga County engineer Robert C. Klaiber, Jr. has been appointed to the Cleveland Engineering Society (CES) Board of Directors upon the retirement of Erwin Odeal, former executive director of the Northeast Ohio Regional Sewer District.

"CES continually strives to be the premiere membership organization in Northeast Ohio for technical professionals," says Dawn Clark, executive director for CES.

(Continued on page 51)



McCarthy, Lebit, Crystal & Liffman Co., L.P.A.

Over the past 50 years, we have been the "go to" firm for tax planning and tax problems. That reputation did not come by accident. Along the way, we have also become known for our expertise and creativity in representing Buyers and Sellers of businesses, lenders and borrowers, clients seeking to construct or acquire real estate (commercial, retail, industrial or residential) and we have created an outstanding business and construction litigation team. We do it all at affordable, middle-market prices.

101 West Prospect Avenue, Suite 1800 • Cleveland, Ohio 44115
(216) 696-1422 • Fax: (216) 696-1210 • www.mccarthylebit.com

MASTERS OF DESIGN/BUILD

MASTERS OF
DESIGN/BUILD



NORTHEAST OHIO FIRMS STREAMLINE
PROJECT DELIVERY WITH INTEGRATED,
ONE-CONTRACT SOLUTIONS

Absolute Accountability

A look at the advantages of the design/build delivery method's single-source approach

By Christopher Prawdzik

Think about the last time you made a purchase or a decision that required serious thought and consideration of money and quality. If it were a car, for example, you probably didn't buy a used Yugo – despite its likely low cost. Instead you considered your budget, took a serious look at quality and tried to get the best combination of quality and price. People are as discriminating every day; from the selection of high-definition flat screen TVs to new kitchen appliances, it's the combination of cost and quality that make for the best value – the best product for the best price.

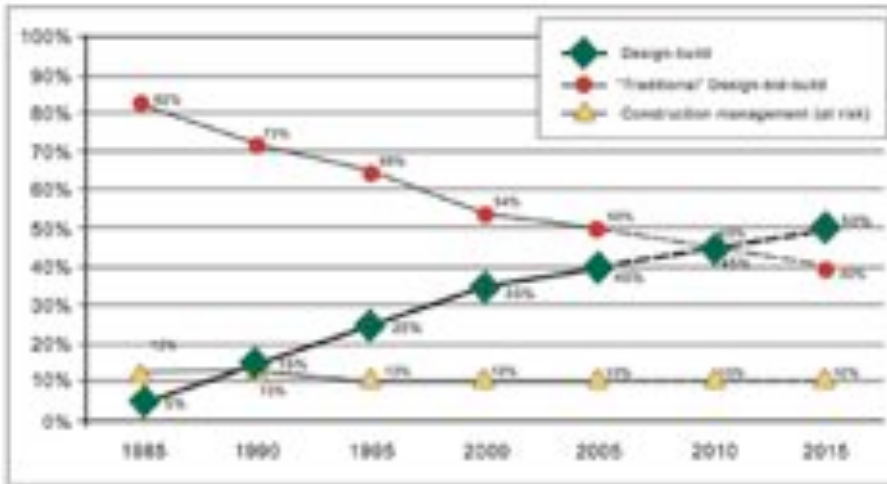
Remarkably, when it comes to building design and construction, some don't take this approach. They stick with a low-bid philosophy and they are often surprised when they only get the quality for which they paid. They also have the potential for change orders and communication problems as well as litigation among owners, architects and engineers. However, through design/build – a single-source approach where one entity has absolute accountability for design and construction – the negative factors that can accompany other delivery methods can dissolve.

It's an idea that's been around for millennia, but one that is as effective now as it was thousands of years ago. In ancient Mesopotamia, the Code of Hammurabi – around 1800 B.C. – fixed absolute accountability upon master builders for both design and construction. In the succeeding centuries, projects ranging from cathedrals to cable-stayed bridges, from cloisters to corporate headquarters, were conceived and constructed using the design-build paradigm.

Today, the resurgence of the master builder's approach in the new world allows informed owners to ask practitioners to take more than just an artistic – more than a “means and methods” – interest in their facilities. Today's design/build process offers reassurance that the design and construction industry can deliver high performance. Design/builders want full accountability for architecture, engineering and construction. In fact, as the ancient Greek master builder, they insist on it. By knowledgeably pursuing design quality, and by effectively controlling costs and schedule, a design/builder makes certain that concept-to-completion is more than idle discourse. It is a reality carved in stone.

With design/build, oftentimes the general contractor, architect and engineer (A&E) are all under the same roof, or it will be a joint venture among the general contractor and A&E entities. In other cases, the general contractor will hold at least a direct subcontract with the project's principal design professional.

Design/build represented only 5% of all non-residential projects in 1985. Today, it's nearly half of all non-residential projects.



Source: Design-Build Institute of America

The result is that the design team is “at risk” for the project’s cost and schedule.

What are the benefits of such integrated project delivery? First, with the design/build team together from the beginning, the potential for change orders and conflicts of design among owner, engineer or architect virtually disappear, because they are of the same entity. As a result, litigation chances diminish and almost disappear for the same reasons. While design-bid-build, for example, will rely on a low-bid approach – initially less expensive – the cost savings over the life of the project for design/build can far outweigh those initial savings. In addition, owner satisfaction and overall quality is also higher.

The growth of design/build among non-residential projects has taken off. According to a CII/Penn State University study, design/build represented only 5% of all non-residential projects in 1985. Today, it’s nearly half of all non-residential projects.

Recognizing such trends, design and construction industry leaders utilizing design/build and integrated project delivery methods formed the Design-Build Institute of America (DBIA) in 1993. With its headquarters in Washington, D.C., and 16 regions across the country, DBIA offers its members opportunities for education, certification and networking opportunities through various events throughout the year. Through its website at www.dbia.org and *Design-Build DATELINE* monthly journal,

members get the latest on design/build, from education to advocacy.

DBIA is the only membership organization bringing together thousands of organizations and individuals representing architects, engineers, public and private owners, general and specialty contractors, manufacturers, suppliers and others, and is the construction industry’s hub. It is the only organization that makes whole the industry’s many parts.

As design/build continues its growth, however, it’s no longer the new kid on the block. As the delivery method of choice for almost half of the non-residential building industry, it is entering a most exciting time. Since most in the industry know what it is, it’s a matter of “What is next?” The answer is simple. It is a delivery method that walks hand-in-hand with the evolution of the building industry – from “green” sustainable projects to the growing utilization of Building Information Modeling (BIM), among other opportunities.

Without early collaboration among all the working parts – the hallmark of design/build – these new advances that demand cooperation and efficiency, always with the best product for the best price, have no future without design/build. With its own rich history through changing technologies and environments, it’s clear that design/build is comfortable leading the design and construction industry into that future. **P**

Christopher Prawdzyk is director of information at the Design-Build Institute of America.

Design/Build is an integrated construction process intended to streamline project delivery by providing a single contract between an owner and a design/build team. The goal is to provide faster delivery, cost savings and increased quality, while reducing owner risk.



Development on Demand

Alpha Park Inc. delivers turnkey solutions for area office-industrial complex tenants

Over the past 41 years of business, our family has actively developed, engineered and designed our properties in a dynamic fashion as our tenants' needs have changed," says Kerry Klotzman, president of Alpha Park Inc. "Our management company controls every aspect of the largest locally owned and operated multi-tenant office/industrial parks in Northeast Ohio. We manage one million square feet of commercial/industrial real estate comprised of two major complexes. Over four decades of experience has allowed us to become experts in our field. In turn, our tenants are able to focus on their core competencies, while we take care of their real estate needs."

Created by family patriarch Fred Klotzman, Alpha Park began in 1967 as the first multi-tenant office industrial complex in our region. In the late 1970s, Kerry joined his father Fred after receiving his degree in Business Administration. Shortly thereafter, brother Bruce, vice-president, came onboard after graduating with a General Studies and Economics degree. Kerry and Bruce are both graduates of the University of Cincinnati. Kerry's son Evan is a recent addition to the Alpha Park Inc. team. A graduate of The Ohio State University with a degree in Economics, he will be refining the marketing efforts of the properties.

Set in a park-like environment, Alpha Park is comprised of 11 separate buildings on 34 acres of prime real estate just off the Wilson Mills exit of I-271 in Highland Heights. Home to more than 120 individual businesses, Alpha Park caters to a range of enterprises, from operations that need only 800 square feet, up to 75,000-square-foot office/warehouse "flex space" for major international corporations.

In 1991, a site was assembled in Garfield Heights at the Broadway exit of I-480, and the groundbreaking began on a second office/industrial park. As a tribute to Northeast Ohio, and since it was



Photo courtesy of Alpha Park Inc.

TURNKEY TEAM Comprising the Alpha Park Inc. staff is (counterclockwise, from left) Kerry Klotzman, owner; Bruce Klotzman, owner; Gabe Fedor, CAD/design; Evan Klotzman, marketing manager; Robert Winters, site supervisor; Frank Vittori, facilities manager; Paul Reulbach, business manager; and Linda Russ, office manager.

"new," the name NEO Park was chosen. Over the next 11 years, a total of eight buildings were constructed.

"Based on a significant increase in recent leasing activities and many existing tenant expansions, we foresee a demand for more space in the near future," Bruce says. "With a total of 34 acres, our long term plans at NEO Park allow for development of up to an additional 300,000 square feet."

True to their 41-year history, the Klotzmans recognize that the final phases of construction may involve buildings that accommodate highly specific uses. NEO Park is the location of the largest fiber optic node passing through Northeast Ohio, which makes the site ideal for a major data center or telecom facility.

The buildings of Alpha and NEO are of timeless, contemporary design with durable concrete, masonry and steel construction. The spaces are designed to allow adaptation for a variety of

businesses, ranging from warehousing to research and development. Alpha and NEO Park also feature free, unlimited and up-close parking; separately metered electric, gas and water services; truck dock and drive-in delivery access; and ample exterior lighting to maximize safety and visibility.

Alpha Park Inc. makes the leasing procedure simple.

"The Klotzman family has been in the business of providing shelter for two generations, continuing into a third," Kerry says. "Our current set of employees has over 100 years worth of combined tenure. Our team of Linda Russ, Frank Vittori, Paul Reulbach, Gabe Fedor and Robert Winters are equipped to handle any situation that may arise. They are able to take our prospective tenants from concept to reality quickly, efficiently and economically as possible. Our goal is to provide a high level of service to our tenants. We will continue to do so into the next generation and beyond." **P**

MULTI-TENANT OFFICE/INDUSTRIAL SPACE AVAILABLE FOR LEASE

NEO PARK

**NEO PARK COMPLEX
GARFIELD HEIGHTS, OHIO**

Office space:

800-53,000 sq. ft. @10.50/sq. ft.

Warehouse:

1,750-43,000 sq. ft. @5.25/sq. ft.

Immediate occupancy available

*rate subject to change based on
size, finish, and term

www.neopark.com

AP ALPHA PARK

**ALPHA PARK COMPLEX
HIGHLAND HEIGHTS, OHIO**

Office space:

800-32,000 sq. ft. @10.50/sq. ft.

Warehouse:

1,750-10,000 sq. ft. @5.25/sq. ft.

Immediate occupancy available

*rate subject to change based on
size, finish, and term

www.alphapark.com

***For leasing information, please call the
Alpha Park office at (440) 449-6990***

First Class
service with on
site professional
management

Efficient suites,
competitively priced

Air-conditioned
warehouse units
available

Truck docks and
drive-in doors
available

City business
incentives available

Design/Build to suit

Immediate occupancy

Alpha Park and NEO Park are both located within 2 minutes of major freeways (I-271 and I-480, respectively), and within 20 minutes of Downtown Cleveland. Cleveland Hopkins International Airport is a 30 minute drive from Alpha Park, and less than 20 minutes from Neo. Other major freeways (I-90, I-71, and I-77) are also just minutes away.

Built to Serve

Campbell Construction offers quality design/build work, range of in-house services

When John Campbell was a young boy, he did what most children of business owners do – he worked in his father’s company, learning the business from the ground up, as they say.

“My father started Campbell Construction in 1953, the year I was born and I have been working in it since I was very young,” says Campbell, who bought the company from his father in 1980 and holds the title of president and CEO. “You name it, I’ve done it.”

Campbell Construction is headquartered in Wooster and has a branch office in Wadsworth. The company has a true Northeast Ohio focus and handle projects throughout Ohio.

Since its inception, Campbell Construction has provided construction management, general contracting and design/build construction services to the commercial, industrial and institutional markets. It offers in-house engineering and design services, and performs most of the general construction portions of its projects with a talented staff of craftsmen.

“We self-perform site work, concrete, masonry, carpentry, siding, roofing, steel erection and utility installation,” Campbell says. “When you see our sign, we built the building.”

Campbell Construction employs a staff of 70 employees, which includes engineers, designers, project managers and craftsmen and has annual sales of \$20-\$25 million.

“We have a reputation for providing exceptional value to our customers by providing well thought out design concepts and innovative construction techniques,” says Jeff Stevenson, vice president of business development. “We also work with many of the region’s top



Images courtesy of Campbell Construction

DIVERSE SERVICES Campbell Construction’s portfolio includes such projects as (clockwise, from top) a 30,000-square-foot manufacturing facility for Laszeray, a 400,000-square-foot distribution center for Spectrum Brands, and a new medical office building for Dunlap Memorial Hospital.

architectural firms in the traditional design-bid-build arena. We offer construction management services and traditional general contracting. Our projects consist of renovation projects, machinery foundations and pits, multi-story office complexes, restaurants, schools, churches, hospitals, distribution centers and manufacturing facilities.”

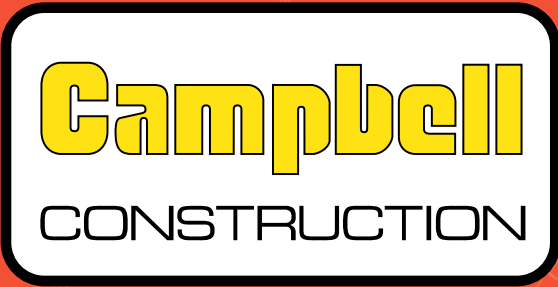
Campbell recently completed a 400,000-square-foot distribution center for Spectrum Brands, a division of Rayovac that makes fertilizers and other products. The building was designed, built and ready for owner occupancy within five months, Campbell says. The company also completed a project for Dunlap Memorial Hospital in Orrville: a new medical office building and renovation of the remainder of the hospital. Presently, the firm is working on a multi-story office building for Smucker’s in

Orrville and a \$3 million, 30,000-square-foot high tech manufacturing facility for Laszeray in North Royalton.

Along with design, engineering and construction, Campbell Construction can service and maintain the buildings that it constructs.

“After we build the building, you can call on us to maintain it for the rest of its life,” Campbell says. “Very few companies offer the wide array of in-house services that we do. This is what makes us unique and why our customers choose us time and again for their design and construction needs. They count on us for innovative design and exceptional quality that endure the test of time.” **P**

Campbell and Stevenson can be reached at 330-262-5186. Visit Campbell Construction online at www.campbell-construction.com for further information.



GENERAL CONTRACTORS
DESIGN-BUILD SPECIALISTS
COMMERCIAL • INDUSTRIAL • INSTITUTIONAL



GENERAL CONTRACTING
DESIGN-BUILD
CONSTRUCTION MANAGEMENT



Design-Build Excellence Since 1953



1159 BLACHLEYVILLE ROAD, WOOSTER, OHIO 44691 • 330/262-5186
1 PARK CENTRE DRIVE, WADSWORTH, OHIO 44281 • 330/336-8786
build@campbell-construction.com • www.campbell-construction.com

GSK INC.
PERFECTION IN CONSTRUCTION

The background of the advertisement features a close-up, high-angle view of a silver laptop keyboard. A black pencil with an orange eraser and a gold-colored ferrule lies diagonally across the keyboard. To the left, a roll of white paper with blue architectural drawings is partially unrolled, resting on a surface with more blueprints. A thin, vertical gold-colored line runs down the left side of the image, ending in a small, ornate gold-colored hook or fastener.

Leadership is our strength • Listening is our priority • Perfection is our goal

Quality Construction Since 1986

30575 Bainbridge Road • Solon, Ohio • 440-498-1400



Success is in the Planning

For GSK and clients, early involvement key to achievements in project efficiency

The design/build capabilities of GSK Inc. can be summed up in the company's current project, a complete renovation of Shaker Commons in Shaker Heights. The \$7.5-million project at the busy intersection of Shaker Boulevard and Lee Road includes the complete gutting and renovation of 10 buildings, including placement of all new utilities underground and parking lot improvements. GSK serves as construction manager and general contractor at Shaker Commons, and the firm's ability to provide thorough planning prior to construction has saved costs, time and headaches on this and numerous other projects, according to Gary S. Kohn, GSK president.

"It's clear to us that the success of any construction project is in the time spent and in the quality of time spent in the planning process," he says. "GSK has all of the tools, people systems and structures in place to provide that planning. We save clients money and complete projects more efficiently by holding the entire planning team accountable."

At GSK, that means involvement early on, often including site selection and site analysis with its developer clients. With Shaker Commons, upfront planning included finding a way to essentially rebuild about 40,000 square feet of space spread across 10 buildings, each 70 to 80 years old, reroute all new utilities underground, replace roofs, fix leaking basements that sit under a rear parking lot owned both privately and by the City of Shaker Heights, and all the

while keep retail tenants in operation and shoppers safe.

Mission accomplished, as GSK worked closely from the start with developer Russell Lamb, of Allegro Realty Advisors, and architect Tim Mulle, of Mulle + Associates Inc. Planning was even more



PRIME PROJECT The ongoing renovation of Shaker Commons, in Shaker Heights, is a key example of GSK Inc.'s design/build capabilities.

critical here as each of the 10 buildings, with staggered construction-start dates, required four build components: shell, site, landlord whitebox and tenant build-out. Also involved: the City of Shaker Heights, which owns the buildings and a portion of the surrounding site.

"The City of Shaker Heights was instrumental in saving these buildings, making a concerted effort to keep these structures and maintain the traditional look of the city," says Kohn, who also credits Lamb for his foresight. "This was a blighted area with only a few tenants in this center. Russell Lamb brought life back to Shaker Commons and saved these properties."

Shaker Commons is essentially a homecoming for Kohn, who, as a construction worker 20 years ago, performed structural repair on one of the center's buildings. He has construction in his blood, inspired by his grandfather Morris Kofsky, who worked for more than 50 years as a bricklayer and stone mason for Local 5 in Cleveland.

"I loved building even as a child," Kohn recalls, noting that he'd spend hours constructing with the Lego blocks his uncle, Alan Kofsky, brought back from Japan while touring with the Cleveland Orchestra.

Kohn was able to combine that love with the strength and stamina he summoned while climbing the White Mountains in Oregon during his college years in the 1970s, characteristics that he says are essential to succeeding in the construction business. After college he set up shop in Oregon as a laborer for a cement contractor and eventually found himself back in Cleveland, forming GSK in 1986.

The firm, which subcontracts out all construction work, employs a staff of 20, including construction superintendents, project managers, estimators and administrative assistants. GSK typically works on retail, industrial, office and tenant build-out projects ranging in size from 10,000 to 100,000 square feet.

"Our niche is taking a project from the planning process all the way through construction completion," Kohn says.

And Shaker Commons puts that niche capability on full display. **P**

Building Momentum in General Contracting & Real Estate Development

Customer-centric management drives Snavely Development Company into the future

Nestled on a steep grade that slopes to a three-tiered lake and waterfall system, the National Interstate Building in Richfield stands as a shimmering example of Snavely Development Company's unique management style and impressive top-tier results.

The four-story, 96,500-square-foot building features breathtaking views, an outdoor patio, a 56-seat lunchroom, a fitness center with locker rooms, and an indoor parking area for 27 vehicles. Yet the most impressive aspect of this building is the fact that Snavely Development designed/built this structure from need to reality in 12 months – from initial handshake hello to final touches.

Snavely, known for its quick turnaround times and diverse offerings, has completed projects of every type and character in numerous markets nationwide. Condominiums, hotels, senior housing, office parks, medical facilities, retail centers and restaurants all attest to the breadth of Snavely's design/build expertise – illustrating the forward-thinking management style Snavely calls "Building Momentum."

"We know where we're headed and we're doing what it takes to get there," says Peter Snavely, president of 58-year-old Snavely Development Company. "That's Building Momentum. We're continually looking to the future and seizing the best opportunities, to offer our clients a superior product delivered on time and on budget, utilizing the best practices available today."

Snavely has been earning its reputation for superior property development, management and construction in Northeast Ohio since John P. Snavely founded the company in 1950. Half a century and three generations later, the Snavely name continues to garner respect within the industry for high-end projects that continually meet and



Photo courtesy of Snavely Development Company

QUALITY + FAST DELIVERY Standing as a striking example of Snavely's building philosophy is the National Interstate Building in Richfield.

far exceed even the most demanding client's expectations.

Headquartered in Chagrin Falls, the family-owned business is a multi-faceted organization comprised of several operating divisions; each of which addresses specialized requirements within the general contracting and land development processes. Together, these divisions work in unison to coordinate and streamline the design/build process in order to reduce development time at projects they've completed in cities across the nation, from Sarasota, Florida and Raleigh, North Carolina to Denver, Colorado.

"As developers and builders, we understand project cycles and issues that may arise, from land to design, from zoning to completion," says Tim Steffen, director of business development. "Our years of experience, knowledge of the industry and the software tools we use allow us to react quickly to changes and cut down time in the cycle."

In addition to continually working as a well-oiled machine producing precise and rapid results, Snavely works to

deliver complete customer satisfaction. With each project, it ensures high-quality standards, complete focus on the client's requirements, desires and concerns, attention to detail in all phases of construction, ongoing communications and dependability, and responsive customer service. Above all, the ability to earn repeat business from some of the most respected leaders in the private, public and non-profit sectors underscores Snavely's drive to rise to every challenge, to see unparalleled outcomes.

By continually striving to build solid trusting relationships with its clients, investing in the growth and development of its talented and experienced teams, and leveraging its long-established relationships within the industry, Snavely is indeed building momentum with each project completed. And, to note, the success of such customer-focused management is readily evident in supreme structures such as the elegant and extraordinary National Interstate Building.

For more information about Snavely, visit www.snavely.com. **P**

SUPERIOR SOLUTIONS



Earning its reputation for superior design/build results since 1950, Snavelly Development Company continues to cement solid relationships and produce award-winning properties nationwide.



Snavelly Development Company 7139 Pine Street, Suite 110 Chagrin Falls, Ohio 44022
Phone: (440) 585-9091 Fax: (440) 585-8630

CLEVELAND, OHIO DENVER, COLORADO SARASOTA, FLORIDA

VISIT: snavelly.com



Complete Abatement & Environmental

Committed to Excellence...

- *Asbestos and Lead Abatement*
- *Environmental/Site Remediation*
- *Selective Demolition*
- *Indoor Air Quality*
- *Concrete Sawing and Drilling*
- *Floor Covering Removal*
- *Microbial Remediation*

Commercial • Industrial



Dedicated to quality and performance...

5500 Old Brecksville Road
Independence, Ohio 44131

Phone: (216) 642-6040
Fax: (216) 642-6041

Website: www.precision-env.com

Emergency Response Services Available

(Continued from page 38)

“Klaiber’s experience and leadership will assist us as we develop future programs and member benefits to maintain this status.”

Klaiber was appointed as Cuyahoga County engineer in December of 1999 and is currently serving his second full term. In addition to his duties as county engineer, he currently serves as the county’s sanitary engineer. Prior to coming to the county, he was the city engineer for Strongsville. He received his master’s degree in civil engineering 1988 and his bachelor’s in civil engineering in 1986, both from the University of Toledo.

Salvatore Rini, AIA Joins Perspectus Architecture

Perspectus Architecture announced today that Salvatore Rini, AIA has been named senior project director of the full-service architectural firm located at Shaker Square in Cleveland.



Salvatore Rini

Rini has more than 18 years experience in architectural design and planning on a wide variety of project types. His project experience encompasses the planning and design of healthcare facilities, office buildings, civic buildings and office interiors.

Prior to joining Perspectus Architecture, Rini served eight years as principal of DeWolff Partnership Architects and was responsible for the start up and development of DPA’s Cleveland office. During this time he led the design of all

projects in each major business division, with a strong emphasis on healthcare

“We’re thrilled to bring Sal on board,” says Perspectus Principal Larry Fischer, AIA, ACHA. “His design and management strength is exactly what we look for in an architect to expand our team.”

Rini earned his Bachelor of Science and Bachelor of Architecture degrees from Kent State University in 1989 and 1990 respectively, and participated in the University’s program in Florence, Italy. Rini, his wife and two children live in Lakewood.

NAI Daus Sells Two Parcels of Land at Diamond Center

Chris Seelig, Neil Sawicki and Tim Sawicki of NAI Daus, in Cleveland, recently negotiated the sale of two land parcels on Emerald Court at Diamond Center in Mentor. NAI Daus represented the seller, Jim Brown of Classic Auto Group.

Hampton Inn will be built on 2.8 acres and Value Place Hotel will be built on 2.65 acres. Diamond Center Plaza is also home to Atlas Cinemas, Home Depot, Sam’s Club, Summerville senior and assisted living, and the Marriott’s Mentor Residence Inn.

NAI Daus specializes in commercial, industrial and retail sales and leasing in Northeast Ohio and is part of NAI Global, an international commercial real estate network with over 375 offices spanning the globe.

Local NAIOP Chapter Receives Nat’l Award

The Northern Ohio chapter of National Association of Industrial and Office Properties (NAIOP) recently received the National NAIOP Chapter Merit Award for Developing Leaders, which was presented during the Leadership and Legislative Retreat in Washington, D.C.

The chapter was represented at the retreat by President

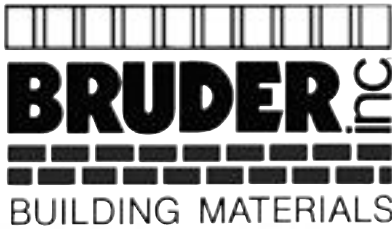
FROM CONCEPT TO COMPLETION WE’VE GOT YOU COVERED



SPECTRA
CONTRACT FLOORING

216-901-5710 www.spectracf.com

CLEVELAND'S LARGEST INVENTORY OF BRICK
CLAY BRICK • EXPERT BRICK MATCHING • CONCRETE MASONRY



9005 Woodland Avenue, Cleveland, Ohio 44104
Phone: 216.791.9800 • Fax: 216.791.5116



decorative surfaces

Northern Ohio's proud distributor of these
commercial wallcovering brands:

Arbor Series | TASSOGLAS

Koroseal® | Vicrtex® | Studios | Walltalkers® | Korogard®



800.348.7596

decorativesurfacesonline.com

TIRED OF BEING RIPPED OFF?

Then stop hiring fly-by-night "roofing contractors" whose only office address is wherever their pick-up truck happens to be parked at the time!

The no-insurance, irresponsible operators are driving the few remaining honest roofing contractors out of business. Unless the consumer gets wiser, ultimately there will be no one responsible left! We are looking for a few wise consumers.

If you fill the bill, call

CAREY ROOFING CORPORATION
(216) 881-1999

— FOUNDED IN 1946 —
www.careyroofing.com

MEMBER OF THE NATIONAL ROOFING CONTRACTORS ASSOCIATION

Scott Maloney, President-Elect Matt Ambrose, Membership Chair Scott McCready and Legislative Chair Dave Sobochan.

Law Firm Takes Key Tower's Top Floor

CB Richard Ellis represented the law firm of Amin, Turocy & Calvin, LLP with a new 14,000-square-foot office lease on the 57th floor of Key Tower. This floor is the highest office space between New York City and Chicago, and has not been occupied since the building opened in 1991.

"Once the space is built-out, we should be occupying one of the nicest offices between New York City and Chicago," says Himanshu Amin, a part-

ner with the law firm. "We are committed to Key Tower for the long term."

It is expected that over \$1 million will be spent by the tenant and building owner to build out the office space.

"This space was an instant fit for a very successful firm," says Scott Halloran, a CB Richard Ellis first vice president who represented the law firm. "The deal was fairly priced considering the prominence of the location."

Amin, Turocy and Calvin, LLP signed a 10-year lease and will be occupying the space in early summer of 2008. Currently, the firm is located at National City Center in downtown Cleveland and also has an office in Seattle. The Intellectual Property law

firm represents nearly a dozen Fortune 500 companies and was recently named one of the Weatherhead 100.

The Austin Company Opens Office in Japan

The Austin Company, a fully integrated firm providing consulting, design, engineering and construction services to industrial and commercial clients globally, recently announced the opening of its new office in Tokyo, Japan. Headquartered in Cleveland, Austin has a history of serving Japanese clients dating back to 1973 and has completed projects successfully for Japanese firms in North America, South America, Europe and Australia.

"Austin Consulting has continually grown our portfolio of services over the past decade," says Don Schjeldahl, vice president and managing principal of Austin Consulting. "This places us in an excellent position to offer our prospective Japanese clients a strategic site location approach."

Seiji Ishibashi will serve as managing director for this office.

Ishibashi is the outgoing general manager of the Business Development Department of Kajima Corporation's Overseas Subsidiaries Management Division. Ishibashi's career with Kajima includes 25 years as an employee of Kajima USA. **P**

Fabrication, Installation & Service

Specializing for over 30 years in:

Packaged rooftop
Boilers – steam & hot water
Sheetmetal fabrication & welding
Plastic fabrication & welding
Valued engineering
Full service maintenance department

LISCO

HEATING & COOLING

440.237.1777 • liscovac@netscape.net
12608 State Rd., N. Royalton, OH 44133

Sitework • Roads • Grading • Underground Utilities
Sewers • Lakes/Ponds • GPS Controlled Machines

Commercial & Residential Development



WWW.EARTHMOVIN.COM

Phone 440-774-4578

Fax 440-774-2604

Email: earthmovin@verizon.net

15804 State Route 58, Oberlin, Ohio 44074

Lifestyle Centers: The wave of the future in ADA Litigation?



RYAN MORLEY

Imagine being confined to a wheelchair. Although at first you may wonder “what would be different about my life,” keep in mind that many disabled individuals are highly functional and enjoy the same activities non disabled individuals do. They enjoy shopping, dining out, movies, relaxing at a spa and spending time with family and friends. In the past, enjoying all of these activities in one day was near impossible. Today, however, lifestyle centers have made this goal readily achievable for the disabled and non disabled alike.

For many who live in Northeast Ohio, new lifestyle centers, which seemed far-fetched concepts as little as five years ago, have sprung up all over the area. Legacy Village in Lyndhurst, Crocker Park in Westlake, and First and Main

in Hudson have demonstrated that these centers cannot only survive in the Northeast Ohio climate, but also thrive. What once was a concept only familiar in warm weather communities has become a mainstay in our colder climate. These centers have become especially patronized by wheelchair-bound individuals who can enjoy a day relaxing or shopping. At these lifestyle centers, the possibilities are endless.

Imagine again deciding you want to spend an entire day at one of the lifestyle centers to do some shopping, relax at the health spa, work out at the gym, enjoy a movie at the cinema and dine at one of the many fine dining establishments. However, you have suffered a spinal injury and are confined to a wheelchair. Now imagine that as you

SPACE COMFORT CO.

HVAC / Pollution Control • Design • Build Services

Space Building Systems

• Managers • Consultants • Contractors

Space Environmental Group

• Design • Build • Installation

DUST-HOG®
DUST COLLECTION SYSTEMS

SMOG-HOG®
ELECTROSTATIC PRECIPITATOR SYSTEMS

216-281-2000 • 800-203-9645

Fax: 216-281-8420

5201 Clark Avenue • Cleveland, Ohio 44102

enter the center, excited at what the day has to offer, you notice there are no available handicapped spaces. You drive all over and, to your surprise, there is no accessible parking. Fed up, you decide to leave. You cancel the massage you had scheduled for the afternoon at the health spa, you determine you are not going to see that movie you have been waiting for and you cancel your dinner reservations. Frustrated, you decide that you want to take legal action to remedy your inability to enjoy a day out. Is this farfetched? Maybe, but it brings to light what many non disabled individuals never worry about and the impact these lifestyle centers have on the still evolving Americans with Disabilities Act (ADA).

As little as four months ago, if a disabled individual filed a lawsuit to enforce rights he or she felt were violated under this factual scenario he or she may not have stood constitutional muster. However, a recent Ninth District Federal Court of Appeals decision has now given disabled individuals hope that more change may be coming and it has given owners, operators and tenants of lifestyle centers and shopping centers something to think about (*Doran v. 7-Eleven, Inc.*, 506 F.3d 1191; 9th Cir. 2007).

The ADA is the most comprehensive law ever passed to protect the civil rights of individuals with disabilities; in fact, it is the most sweeping piece of civil rights legislation since the Civil Rights Act of 1964. The ADA has enabled people with disabilities to participate more fully in their communities, travel more easily in their hometowns and gain more complete access to the goods and services that most non disabled individuals take for granted.

As defined by the ADA, a disability is a physical or mental impairment that substantially limits any major life activity, such as walking, seeing, hearing, speaking, breathing, learning or working (28 CFR 36.104, *et seq.*). While the ADA does not offer a laundry list of disabilities, some well-established examples covered by the law include spinal cord injury, blindness and hearing impairment, to name a few.

While many Americans have heard about the ADA, few know what this important law requires. The ADA provides that private entities that own,

LUCKY SAND & GRAVEL CO.

WASHED SAND • LIMESTONE • SLAG
ROOF & LANDSCAPING GRAVEL
SCREENED TOPSOIL
STONE SLINGER PLACEMENT

We Deliver Anywhere

330-562-6196

12018 FROST ROAD • MANTUA 44255
BERNARD UDELSON

Safety. Accessibility. Federal Standards. We Know the Rules.



- New Equipment
- Safe Surfacing
- Repair/Rehab

**MEYER
DESIGN**
Playground Equipment & Design

100 NORTH HIGH ST. • AKRON, OH 44308-1918
330-434-9176 • 1-800-543-9176 • FAX 330-434-9110
www.meyerdesign.com

Making Playgrounds Safe, Fun and Imaginative for Children of All Abilities

 **KRILL**
THE PROFESSIONAL BUILDERS

- ▲ Construction Management
- ▲ General Contracting
- ▲ Design/Build



The Krill Co., Inc.

1275 Main Avenue ▲ Cleveland, OH 44113-2329 ▲ 216-357-4777 ▲ www.krill.com

lease, lease out or operate a place of public accommodation (a private facility that affects commerce) cannot discriminate against people with disabilities (28 CFR 36.201; 28 CFR 36.202). This generally forbids: imposing eligibility criteria that tend to screen out individuals or classes of persons with disabilities from fully enjoying goods or services offered to the general public; failing to provide necessary auxiliary aids and services in a place of public accommodation; failing to remove architectural and communication barriers in a place of

public accommodation if such removal is "readily achievable" or easily accomplished with little difficulty or expense; and failing to provide the means to accommodate people with disabilities to alternative methods when the removal of architectural or communication barriers is not readily achievable (*Id.*). The following private entities are considered public accommodations under the ADA: restaurants, bars or establishments serving food and drink; motion picture houses, theaters, or other places of exhibition or entertainment; bakeries,

grocery stores, clothing stores, hardware stores, shopping centers or other sales oriented establishments; and gymnasiums, health spas, bowling alleys, golf courses or other places of exercise or recreation (28 CFR 36.104).

Lifestyle centers, like shopping centers, are places of public accommodation. Therefore, under our factual scenario, the issue becomes whether our "injured" patron has standing under the ADA to bring a lawsuit (i.e., the ability to enforce a legal right). To establish standing, our patron must have suffered an "injury in fact," an invasion of a legally protected interest which is (a) concrete and particularized and (b) actual or imminent, not conjectural or hypothetical. Second, there must be a causal connection between the injury and the conduct complained of (*Lujan v. Defenders of Wildlife*, 504 U.S. 555, 560-61 [1992] "internal quotations marks, internal citations and footnotes omitted").

Moreover, in civil rights cases, especially where as under the ADA private enforcement suits "are the primary method of staying in compliance with the Act," the Supreme Court has instructed the courts to take a broad view of constitutional standing (*Trafficante v. Metro Life Insurance Company*, 409 U.S. 205, 209; 1972).

Courts generally determine that a disabled individual who is deterred from patronizing a public accommodation due to a party's failure to comply with the ADA has suffered actual injury. Similarly, a plaintiff who is threatened with harm in the future because of an existing non-compliance of the ADA suffers imminent injury. Let's assume in our factual scenario that the plaintiff has met the injury threshold. The next issue is what ADA barriers he or she may challenge.

Here, the concern of lifestyle centers owners and tenants is whether a disabled individual can sue not only the landlord but also the other tenants simply because he or she is unable to find a parking space. In other words, by simply filing a lawsuit, he or she may attempt to discover what other access barriers may exist within the facility even though he or she did not encounter them. In the past, courts would not permit this type of fishing expedition. However, the 7 Eleven case has opened the door for a

B&B Appliance sells retail or builder at the best prices and more. Others may match our price but they will never match our service.



Frigidaire



EUCLID

Wendland Blvd.
 Exit Off I-90
61-5600

MIDDLEBURG HTS.

6800 Peabody
 Opp. Southland Shopping Center
(440) 841-1111

Open Daily 10 to 9 • Saturday 9 to 6 • Sunday 11 to 5 • bbappliance.com

disabled individual to have standing to investigate the full scope of a lifestyle center's ADA violations, even if he or she was unaware of them because he or she was deterred from conducting further first-hand investigation of the center's accessibility.

Previously, courts would not permit a plaintiff to allege ADA violations in which he or she had no firsthand knowledge. In 7-Eleven, however, the court held so long as there was at least one statutory violation of which the plaintiff has knowledge, he or she may conduct discovery to determine what, if any, other barriers affecting his or her

The burden is not only on the owner and operator of a lifestyle center to make sure it is ADA compliant – but also that its tenants are compliant as well.

particular disability existed at the time he or she brought the claim. Then, the total list of barriers would constitute a single legal injury.

Even under our extreme factual scenario, it raises the issue whether a plaintiff may bring an ADA claim against the owner/operator of a lifestyle center and its tenants simply because he or she was unable to find appropriate parking.

Because the door has now been opened, the best advice an owner and operator of a lifestyle center and/or its tenants can follow is to make sure that the property is ADA compliant. The burden is not only on the owner and operator of the lifestyle center to make sure it is ADA compliant – but also that its tenants are compliant as well. Although this places a greater burden on commercial property owners, it will keep all patrons happy, disabled and non disabled alike. And that is a result worth achieving. **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 Ryan Morley at rmorley@bdblaw.com or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2008.

Northeast Ohio's Most Award-Winning General Contractor for Excellence & Safety in Construction

**GENERAL CONTRACTING,
CONSTRUCTION MANAGEMENT, DESIGN-BUILD,
COMMERCIAL AND RETAIL SPECIALISTS**



Baywest
Construction Group, Inc.

671 Columbia Road, #7
Westlake, Ohio 44145
440-617-9910
www.baywestcg.com



COMMERCIAL • INDUSTRIAL

Your Authorized Duro-Last Roofing Contractor:



**DURO-
LAST®**
Roofing, Inc.

Duro-Last's customized Single-Ply Roofing System eliminates leaks. It is perfect for new or replacement flat roofs. Longer lasting.

- EASILY INSTALLED
- 87% REFLECTIVE SURFACE
- 15-YEAR 100% NON-PRORATED GUARANTEE
- BEST FIRE/WIND RATINGS



Damschroder Construction Company

"Building Satisfaction For Over 30 Years"

888.307.2785 • www.damschroderconstruction.com

NAR notes that the latest index suggests reduced business opportunities for commercial real estate practitioners in the months ahead.

Commercial Real Estate Index Eases

By Howard Lichtig, SIOR

The National Association of Realtors (NAR) reported on February 20 that the Commercial Leading Indicator for Brokerage Activity slipped 0.4% to an index of 120.1 in the fourth quarter from a reading of 120.6 in the third quarter, but remains 0.1 above the fourth quarter of 2006 when it stood at 119.9.

This is the second straight quarterly dip after reaching a record of 120.7 in the second quarter of 2007.

The index showed nine consecutive quarterly gains prior to these declines; NAR's track of the index dates back to 1990.

NAR notes that the latest index suggests reduced business opportunities for commercial real estate practitioners in

the months ahead, including weakening activity for commercial leasing and building sales activity.

Rising unemployment insurance claims and falling durable goods shipments were the key factors in lowering the CLI, but a weaker rate of return on investment as measured by the NAREIT Price Index was also a factor. The only positive contributors to the index were



**WONDERING
WHERE YOU
WILL FIND YOUR
NEXT PROJECT?**

CNC News Online

The leading provider of construction news for Ohio, Michigan and surrounding counties

**YOUR SOURCE FOR CONSTRUCTION NEWS IN
OHIO & MICHIGAN**

- Timely & Accurate
- Private & Public Projects
- Planning News & Bidding Opportunities
- Physical & Online Planrooms
- Complete Online & Print Editions

Construction News Corporation

www.cncnewsonline.com

(800) 969-4700

growth in wholesale and retail trade, and rising personal income.

The commercial leading indicator is a tool to assess market behavior in the major commercial real estate sectors. The index incorporates 13 variables that reflect future commercial real estate activity, weighted appropriately to produce a single indicator of future market performance, and is designed to provide early signals of turning points between expansions and slowdowns in commercial real estate.

The 13 series in the index are industrial production, the NAREIT (National Association of Real Estate Investment Trust) price index, NCREIF (National Council of Real Estate Investment Fiduciaries) total return, personal income minus transfer payments, jobs in financial activities, jobs in professional business service, jobs in temporary help, jobs in retail trade, jobs in wholesale trade, initial claims for unemployment insurance, manufacturers' durable goods shipment, wholesale merchant sales, and retail sales and food service. **P**

Howard Lichtig is CABOR's 2008 chairman of the board.



JANCE & COMPANY, INC.

Established 1970

- General Contractor
- Construction Manager
- Design – Build

“Building Confidence”

8666 Tyler Boulevard
Mentor, Ohio 44060

(440) 255-5800
(440) 255-1508 Fax

www.jance.com



CERTIFIED PUBLIC ACCOUNTANTS
MANAGEMENT CONSULTANTS

Your success is our business

***We'll knock
your socks off!***

*We provide so many financial services, you'll need your
toes to count them all!*



- Real Estate
- Accounting
- Auditing
- Trusts & Estates
- Tax planning and preparation
- Not-for-Profit
- Financial Reporting
- Strategic Planning
- Management Consulting
- Financial Planning
- Retirement Planning
- Business Entity Analysis
- Cost Segregation

Phone 216-831-0733 • Fax 216-765-7118 • www.zinnerco.com
29125 Chagrin Blvd. Cleveland, Ohio 44122



Dream Team

Design, construction crews take leap of faith to realize star athlete's vision of top-class soccer academy in Northeast Ohio

By John Elliott | Photos by Scott Galloway

When Carmen Fiorilli, president of professional construction services firm Fiorilli Construction, first spoke with professional soccer veteran Brad Friedel in 2005, he was impressed. Friedel, a highly accomplished player for The Blackburn Rovers in Blackburn, England and a Bay Village native, had a vision to open a state-of-the-art soccer academy in Northeast Ohio. The challenge? It would be the first of its kind in the United States.

Just two years later, Brad Friedel's Premier Soccer Academies (PSA) – which offers full year-round scholarships to athletes in an effort to develop the next generation of professional soccer players – opened last year in Lorain.

The 27-acre campus on Route 58 just north of Route 2 houses a 35,000-square-foot academy, complete with a dormitory, three full-size soccer fields, and an indoor soccer field. Still to come

is a stadium that will host soccer tournaments, beginning this summer.

The \$12 million development became operational last year, putting Northeast Ohio on the map as a leader in professional soccer development. The academy is the first such facility in the U.S. dedicated to developing soccer players.

“[Brad Friedel] wants to improve the way soccer players are developed here in our country,” says Craig Umland, the chief operating officer of PSA, who has

been involved in the development of the facility from the beginning.

PSA works with several youth soccer organizations, including some in Ohio that are now considered PSA affiliate clubs. One such club is the Cleveland United Soccer Club, which has now been renamed and re-tooled as PSA United. Players within this program will be training in a one-of-a-kind environment that is not common with other youth soccer clubs.

PSA also has affiliates in other parts of the country, including Rush Soccer Club in Littleton, Colorado. The Rush organization is one of, if not the largest, youth soccer clubs in the U.S. with more than 30,000 members in 20 states.

"We want our reach to extend not only here in Northeast Ohio, but globally, offering talented players the chance to develop in a true professional learning environment," Umland says.

The initial launch of PSA occurred at Oberlin College in the summer of 2003. Roughly 115 players from various parts of the country attended a series of training sessions. Friedel and fellow players Barry Venison, Scott Sellars, Desmond Armstrong and Roy Tunks conducted the sessions for local soccer enthusiasts. The theme for the week was to "provide the highest quality soccer education, experience, training and enjoyment to

"Overall, we had to take a very large vision and navigate the owner through the logistics of making a grand dream a reality."

Carmen Fiorilli
Fiorilli Construction

talented soccer players without regard to economic or social condition." This became the mission for the PSA.

Shortly after forming a not-for-profit organization to establish a soccer academy with partners Venison and Armstrong, Friedel met with some architects in Europe to get some ideas on what a soccer academy would look like. He sought donations from individuals, organizations and businesses to get the project started.

In 2004, Friedel contacted the architectural firm that designed his Bay Village home, Rocky River-based The Arcus Group Inc., to develop drawings for an academy.

"He had a very good idea of exactly what he wanted," says Rick Benos, a principal at The Arcus Group, who served as project architect and project manager. Benos says the intention was to have a traditional academy building with some residential features since the building would serve both education and a housing purposes.

HMMH LTD RESTORATION

SPECIALIZING IN EXTERIOR MASONRY REPAIR & RENOVATION SINCE 1972

- COMPLETE INSPECTION/ASSESSMENT OF FAÇADE CONDITIONS
- TUCKPOINTING/CAULKING
- BRICK & STONE REPAIR/REPLACEMENT
- SEALING/WATERPROOFING
- CLEANING/PRESSURE WASHING

216-881-4142
Fax: 216-881-6557

4408 St. Clair Ave.
Cleveland, Ohio 44103

FLOORING INTERNATIONAL INC.

Commercial & Residential

EXPERT SALES, SERVICE, PLANNING & INSTALLATION

Art Gelbart has been a leading force in the flooring industry since 1965. Recognized as an expert in planning and service, his company Flooring International provides the best product for the best price. Free estimate – call and compare!

23715 Mercantile Road, B-108
Beachwood, Ohio 44122

Phone: 216-464-1554 • Fax: 216-464-3449 • Cell: 216-577-0826

Fiorilli

Fiorilli Construction, Inc.
1399 E. 17th Street
Cleveland, OH 44114
www.FIO-CON.com



The Midwest's Premier Construction Provider

General Contracting
Finishes Division

Design Build
CM Services

Call Today

T: 216.696.5845

F: 216.696.5844

Excellent

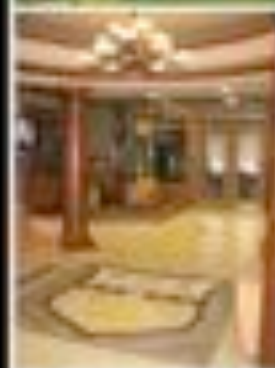
Efficient

Equitable

THE ARCHITECTS OF
BRAD FRIEDEL'S
PREMIER SOCCER ACADEMIES



The Arcus Group, Inc.
ARCHITECTS



1244 Smith Ct.
Rocky River, Ohio 44116
440.356.5530
www.arcus-group.com



FIRST ON THE FIELD The first of its kind in the United States, Premier Soccer Academies (PSA) offers students advanced soccer training year-round with two outdoor fields, one indoor field (above) and a live/learn facility with living quarters and classrooms.

Friedel became aware of the availability of the land in Lorain County after contacting county planners.

"This is the only such academy in the U.S.," says Chris Bauer, an associate planner for Lorain County, who helped Friedel find the site, a former golf course. "I admire him wanting to give back to the community."

PSA officially opened August 20, 2007 with the arrival of the first class of resident members. Each year, players from across the globe, ages 12 to 18, are recruited based on ability and skill level, not the parents' ability to pay. Additional athletic, academic and health/nutrition programs along with an assortment of different level coaching clinics are offered throughout the year, targeting all ages and skill levels.

Vision vs. reality

The academy marks the largest project to date for Cleveland-based Fiorilli Construction, which specializes in every level of commercial, industrial,

healthcare, educational, hospitality and retail projects. Fiorilli Construction was awarded the contract through competitive bidding and subsequent contract negotiations.

"We chose Fiorilli Construction based on their ambition and reputation," Friedel says. "We are delighted to be in business with them."

"When we submitted our bid, we also provided value engineering ideas," Fiorilli says. "[Friedel] chose a number of these value engineering items, which ended up saving the project approximately \$800,000."

The project presented a number of challenges, which in the end showcased Fiorilli Construction's ability to adapt and solve logistical problems as they arise, he says.

Poor soil conditions were one major challenge. To remedy the situation economically, the construction team replaced large areas of soft soil with quality onsite material found elsewhere on the property, a concept known as "borrow pit" land development.

"That impacted the site operation extensively," Fiorilli says. "Mitigating that problem slowed the job down sig-

Pleased to have done exterior stucco and fireproofing at
BRAD FRIEDEL'S PREMIER SOCCER ACADEMY

LASSITER PLASTERING CO.
49686 STATE ROUTE 18, WELLINGTON, OH 44090
PHONE 440-647-5606 FAX 440-647-5603



County Fire Protection

A full service fire safety company providing:

- Complete service of Fire Extinguishers, Sprinkler, Restaurant Systems, CO2 & Halon and Fire Alarms
- Division 10 fire extinguishers/cabinets/fire safety products to the construction trades
- Fire protection contracting services to property owners/managers



www.county-fire.com

1.888.528.0928 | Cleveland/Toledo: 330.633.1014
310 Geneva Ave, Tallmadge OH 44278



WARM RECEPTION Muted earthy colors, wood elements and comfortable furniture provide for an inviting entrance.

nificantly on a project of this magnitude, but it was well worth it as we were able to avoid the enormous expense of trucking in engineered soil from offsite.”

Fiorilli adds that the Army Corps of Engineers also required keeping the ponds intact on the property, which affected the positioning of the soccer fields.

“We had to get very creative with this piece of property,” Umland says.

Additionally, Fiorilli notes, the weather presented some hurdles. The academy building’s infrastructure and shell was constructed before winter. Getting construction equipment to the site was also a challenge due to weather conditions. The fall of 2006 was one of the rainiest seasons on record in Northeast Ohio.

“As we tackled the soil conditions, the temporary access accommodations were subject to constraints due to inclement weather and then the winter hit,” Fiorilli says. “The elements worked against us the whole way.”

Soil conditions and weather aside, the largest challenge for the construction team was that the project was at times a moving target, Fiorilli says. Partially because the academy was to be the first of its kind – and because increased funding through sponsorships and donations led to many sequencing changes and design alterations – PSA’s vision and business plan was evolving while construction was already underway, which created scheduling issues for the team.

“There were a lot of adaptive changes to the plans,” says Fiorilli. In one instance, 2,500 square feet of space were added to double the size of a weight room. In another change, the entire front of the field house was redesigned for an addition to house newly added locker rooms. “There were continuous adds throughout the job, which always



Kahn Kleinman’s sophisticated real estate practice is what sets us apart. Don’t just take our word for it. Our attorneys are recognized by their peers and clients for numerous honorable distinctions, including:

The Best Lawyers in America

Chambers USA American’s Leading Business Lawyers

Ohio Super Lawyers

Ohio Rising Stars

Leading Lawyers in Northeast Ohio

Providing creative legal solutions since 1962.

*Your Firm for Growth*SM



www.kahnkleinman.com
p. 216.696.3311

presents some challenges. The concept for the [academy] was there from the beginning, but the details were still being hammered out as we built the entire facility.”

The academy was built in phases. Fiorilli says it would have been easier to do everything simultaneously, but they needed to have the building and fields done before the students arrived. The indoor field, on the other hand, could wait.

“We had to adapt constantly in the construction schedule,” Fiorilli says.

He says there were also financial considerations that affected the schedule.

“Overall, we had to take a very large vision and navigate the owner through the logistics of making a grand dream a reality,” Fiorilli says. “[PSA] worked on funding sources throughout the project and did not have much experience in building a facility of this nature – no one did – and so part of our job was keeping the owners out of harm’s way throughout the process and at times it was difficult educating them as to financial impacts due to significant changes midstream, but everyone worked together and stayed the course.”

Soccer fields: a specialty

Installation of an athletic fields is a specialty and therefore a prime contractor was selected to work under Fiorilli’s overall guidance. Friedel was referred to Athletic Alliance LLC, a Marysville,



COMING AROUND Walls of the academy building’s rotunda entrance area are decorated with donor plaques and a soccer-themed mural. Providing a recognizable identity for the facility, PSA’s logo is set into the tiled floor.

Ohio-based company that handles planning, funding, design, construction, product installation, facility operations and outreach services in this area.

Friedel selected Athletic Alliance LLC to install the fields and to erect the pre-engineered field house that was built according to the client’s specifications. The company will also construct a stadium when weather breaks this spring.

One of the outdoor fields at the site is sand-based, one is soil-based and another is soil-based and has artificial turf. The field in the field house has artificial turf.

Dan Pritt, CEO of Athletic Alliance, explains that soil-based fields have high clay and organic content while sand-based fields allow water to pass through them. Hence, sand-based fields are better for regular use.

“[The athletes] can play in all types of weather,” Pritt says, regarding sand-based fields.

Installing the outdoor fields required the use of a dozer, a grader, a mechanized pan to clear vegetation, a backhoe, a trencher and a slinger truck that loads stone and shoots it evenly to ensure consistent depth.

What can Belenky Do for You?

Your *complete* laundry solution leader.



We can help with:

- Laundry room sizing, design and layout
- Equipment selection and installation
- Construction support and coordination
- Laundry and maintenance staff training

Our goals for your laundry are:

- Maximize usage of available space
- Optimize work flow, safety and ergonomics
- Minimize labor, utilities, and other operating costs



EQUIPMENT INSTALLATION PARTS SERVICE

1-800-BELENKY belenkyinc.com/properties



HIGH SCORES PSA is also involved in promoting a good education for students, many who are from other countries but attend local schools while attending the academy. Classrooms and study areas are provided to help these students achieve their academic goals.

Pritt's firm also used a special machine that his company designed for polishing the surface. This is combined land leveler and groomer.

"It's the best thing we've ever put on a field," he says. "Everybody that uses it or works with it wants to buy it."

The installation of a soil-based soccer field requires turf that meets a certain "g-force," which refers to the ability to absorb shock. "G-force" refers to a measure of compaction, and the proper rating ensures that players won't get hurt and will not become quickly fatigued. The "g-force" ensures that the field will be firm enough to resist activity, but soft enough to absorb shock and prevent injury.

"They wanted to make sure they had a particular surface for all types of weather and all types of play," Pritt says.

Sand and rubber fills in sections of the outdoor field to maintain the flatness.

All outdoor playing fields were seeded last fall and additional fertilizer will be

added this spring. Flagpoles and goal posts will also be installed.

The downside of soil-based fields, notes Pritt, is they don't drain as fast.

The sand-based field is for championship games.

"[The facility] really has the flavor of the old prestigious English academies, but with a modern American twist. It is a fantastic development and concept for PSA's program."

Carmen Fiorilli
Fiorilli Construction

Joe Petraus, a partner with Kirtland-based EDP Consultants, which handled the geotechnical engineering and construction observation and materials testing during the earthwork and foundation construction, says there were significant soil and surface drainage issues to overcome.

An athletic field needs to be stable, but the biggest challenge was that virtually all of the near-surface soils were either wet and unstable, or had the high plasticity which could have damaged building foundations if not properly addressed. The high plasticity clays below foundations had to be recognized, undercut, and replaced with inert fill.

"We wanted to make sure the soils were properly compacted," Petraus says. "When the earthwork was all done, everything was in the right location," he says.

Petraus says the condition of the soil supporting the artificial turf surface in the field house was especially critical. This soil must be stable to support the construction equipment so that the subgrade does not rut during installation of the playing surface.

"The soil and groundwater conditions were both challenging," Petraus says. On a scale of one to 10 with 10 being the most difficult, this job rated a 7.5.

PLEASED TO INSTALL THE GATE OPERATORS FOR FRIEDEL'S PREMIER INDOOR SOCCER FACILITY



*Residential, commercial & industrial gate systems
All backed by local service*



Signature • Control
SYSTEMS LLC

Leaders in Automated Gate Systems

www.signaturecontrols.com

1-877-91-GATES (1-877-914-2837)

Swing Gate Operators | Slide Gate Operators | Vertical Pivot
Lift Gates | Parking Control Systems | Telephone Entry Systems |
Access Control Systems | Intercom Systems | Emergency Access



AWARD WINNING SERVICE



Burns & Scalo Ohio, Inc.

1057 Trumbull Avenue
Girard, OH 44220-3489
Phone 1-866-384-8790
Fax 330-759-4870
Email WoodwardS@burns-scalo.com



www.burns-scalo.com

ELECTRICAL SERVICES

Electrical Service Upgrades
 Equipment Wiring
 Troubleshooting
 Interior Build-Outs
 Explosion Proof Installations
 Site Lighting
 Standby-By/Emergency Generators
 Electric Heating Equipment

GUARANTEED ENERGY SAVINGS

Lighting Design & Retrofits
 Power Factor Correction

PREDICTIVE MAINTENANCE

Infrared Imaging
 Power Quality Audits & Correction
 Harmonic Mitigation
 Transient Voltage Surge Suppression
 + more



ELECTRICAL CONTRACTORS

DESIGN ■ BUILD ■ MAINTENANCE ■ RETROFIT

ON TIME PERFORMANCE GUARANTEED

13039 CLARIDON-TROY ROAD
 P.O. BOX 93 | BURTON, OHIO 44021

440.635.9041
 www.jltaylorcompany.com

OH LIC #21927



Brennan
 and associates

Heating & Cooling

Commercial • Industrial

• **Specializing in Computerized
 Preventive Maintenance
 & Service Contracts**



24 Hour Services ✓ Design, Build & Installation
(216) 391-4822 ✓ In Business Over 30 Years
www.brennanhvac.com ✓ "Trust Our Professionals"

Indoor turf gets special attention

The indoor turf in the field house uses a special fabric made of polyethylene and nylon that replicates natural grass but also resists water. The fabric is made from needles and threads. The process of installing this fabric is called "tufting." There is a nylon cushion pad supporting the turf. Pritt says the indoor field is for training goalies, wings and backs. This is more specialized training.

The field house does not sit on a slab. Hence, the foundation for the field house required laying a clay cap over the surface to firm the compaction level, notes Nathan Capaldi, a structural engineer for Brecksville-based Ebersole Ltd. He says tie rods were placed on the building frame to keep the base from splitting in the event of a seismic event. The building is supported by a series of columns connected by 1.75-inch-diameter rods.

Erected under the direction of Fiorilli Construction, the field house has metal siding on the outside. The 700,000-square-foot indoor field comprises most of the interior. The entrance lobby features donor plaques, and the PSA logo can be seen on the lobby floor.

Huge metal beams hold up the 40-foot-high roof in place. The roof extends from 20 feet at the border to 40 feet in the center. Air circulates by means of two rotation units built into the walls. Netting extends from the floor to the top of the ceiling to catch balls.

A secure campus

The campus is accessible via a private road off of Route 57. The academy building is secured by a fence and a security gate.

The two-story academy building is horizontal and has a brick exterior on the first floor that is typical of many academic facilities, a stucco exterior on the second floor, and a 50-year architectural asphalt shingle roof. There is no basement.

The academy building is situated near the middle of the campus, with parking mainly on the western side. In addition to the 210 car parking spaces, there is a bus parking area that can accommodate 12 buses.

Once inside, the aesthetics become more traditional European with a lot of high walls and brown earth tones. The lobby's circular shape is in the



MONEY MOVES Because of donations and corporate sponsorships that increased the project's funding, various design changes occurred during the construction of the facility, including 2,500 square feet of space that were added to double the size of a weight room.

form of a soccer ball supported by four wood columns with a hanging lamp in the center.

All visitors must check in at the reception desk. A security monitor near the desk gives a real-time view of 12 different parts of the building.

The school's "PSA" logo can be found throughout the building on tile floors.

The dormitory rooms are on the second floor. There are 14 student rooms with two beds to a room, and two rooms with one bed. Each room also has two desks, dresses, closets, and a laptop computer. There is a common bathroom for every two rooms, and all the suites have windows with outdoor views. Each room has a heating and air conditioning unit.

"This is no different than a hotel/professional training facility," Umland says.

Some of the rooms are named for donors.

The facility houses not only the 30 youngsters who stay on-site full time, but several full-time overseers who serve as parents, along with four full-time coaches. The adults live in a separate section on the same floor.

The directors' lounge on the second floor is a furnished area with a slightly pitched ceiling for adult staff to relax, complete with wall-mounted video screen TV and an outdoor deck overlooking the stadium field. The walls of the lounge have wood wainscoting. The lounge will be used for entertaining guests during tournaments.

"We really are creating history here. There's no one to follow."

Craig Umland
Premier Soccer Academies

The staff will be able to watch the tournaments that take place during the summer from the deck. It is also possible to see some of the residential areas that are secluded by a wire fence.

"It really has the flavor of the old prestigious English academies but with a modern American twist," Fiorilli says. "It is a fantastic development and concept for their program."

In addition to the occupied rooms, there are four suites that are open for kids who want to stay over on a temporary basis to see if they can fit into the regimen.

A strict regimen

Soccer training is serious business for kids, and not all can fit in, Umland notes. He says some were dismissed for not being able to keep up with the regimen, and one for discipline.

"The attitude is professionalism," he says, adding that there is code of conduct that kids are expected to follow on and off the field. "The parents of these kids are trusting us not only to develop them, but mold them."

The life skills they learn will serve them well even if they don't get a professional sports contract.

The academy has a full-time staff of 10, including a marketing director who oversees visas and guardianship issues. There are also house parents that live in the building that primarily work managing day-to-day needs of the students from 3 p.m. to 9 a.m. each day. Youngsters are



HEALTHY AIM PSA prepares three meals a day for students, with nutrition being the key factor. The culinary staff even pack lunches with the “right stuff” for students who attend local high schools.

A 5,000-square-foot training room called “Elite Training Center” has state-of-the-art exercise machines, all of which were donated, and is staffed by a professional trainer. Students are expected to train two or three times a week. There is another room called the “Physio Room,” for treating injuries, and another room where doctors can attend to more severe injuries.

A players’ lounge allows students to unwind with video games, foosball and a full-screen video TV.

“This is the most active room in the building,” Umland says. “This is where they can be kids.” There are also individual mailboxes for each player.

Nearby is the dining area, which seats 60. Students get a hot breakfast two to three days a week. The culinary staff also prepares and packs lunches for kids to take to school. The full-time professional chef came from the Cleveland Browns organization. He

expected to be in bed by 10 p.m. each evening except for Saturday.

Students go to school during the day. They can choose to attend either public or private school.

“We have the ability to choose different school systems,” Umland says.

Some go to Lake Ridge Academy, which is private, while others attend Amherst public schools.

There are also private tutors who help kids with school work in the evening.

Kids are grouped into teams who take turns maintaining the “kit” room where gear is housed. Shoes are hung on steel racks on the wall. Instead of traditional lockers, the players have open wood boxes for storing their gear. The “kit” room includes a sink where players scrub and maintain their own boots.

The company to trust with your window replacement needs.



Setting the Standard for Quality Since 1969

www.jamiesonricca.com

Featuring windows by:



Architectural Products
www.grahamwindows.com

2800 Euclid Avenue • Cleveland, OH 44115
(216) 621-4277 Fax: (216) 621-7665



Site Work • Landscaping • Property Maintenance

- Landscape maintenance contracts - *extraordinary seasonal color plans*
- Snow & ice management
- Irrigation installation & repair - *certified backflow testing*
- Daily/weekly routine property inspection & maintenance
- Retaining walls, pavers, planting, surface drainage and erosion control

440-526-3257
330-239-1995
fax 330-239-0265
4843 Ridge Road
Wadsworth, Ohio 44281



FOCUSED ON THE GOAL All details were considered in the building's design, including comfortable meeting areas for students, staff and visitors.

oversees preparing three meals a day seven days a week.

Umland says the staff nutritionist will soon be offering dietary classes for the community.

Another section on the main floor is a designated "learning center" that resembles a library. This is an important area because many of the international students require home schooling or extra tutoring. There are desktops with Internet connectivity, and a wall-mounted baseboard.

The lobby in the center of the building includes a "team shop" that sells clothing, DVDs and books relating to soccer, including some authored by PSA coaches.

"We're sharing our information with other coaches that want to follow a coaching curriculum that has been proven to be effective around the world," Umland says.

Community outreach

PSA will open the training area up to the public on a commercial basis. People who are interested will be able to receive professional physical training.

"It's not a club environment," Umland explains. "It's high-end elite training."

The staff will be available for training to groups and individuals.

The upcoming tournaments have already started to draw interest. Umland notes that a number of the 4,000 daily passes made available each day of the eight-day PSA World Youth Tournament in August have already been sold. The event will be contested August 10-17 at PSA, and will include eight invited, very talented teams from around the world.

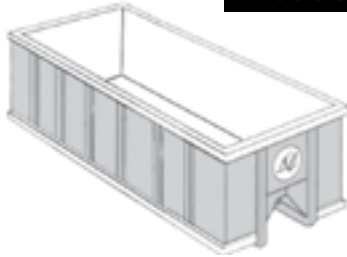
The Blackburn Rovers Academy Team from the United Kingdom where Friedel plays has committed to participate along

Specializing in **CUSTOMER SERVICE!**

Kurtz Bros., Inc.

CONSTRUCTION SUPPORT SERVICES

let us take the hassle out of disposal



- 10, 20, 30, 40 YD Roll-Off Containers
- Dry Fill Sand, Fill Dirt, Liner Clay
- Recycled Aggregates
- Erosion Control, Excess Soil Removal
- Topsoil, Mulches, Composts
- Construction & Demolition Disposal
- BioRetention/Raingarden Soils

"GREEN" BUILDING EXPERTS, ask us!

Members of: US Green Building Council,
Entrepreneurs for Sustainability, Green Building Coalition,
Home Builders Association —Build Green, Earn LEED points!

Call:
216-986-7000

Kurtz Bros., Inc.

We make the good earth better!™

KURTZ BROS., INC. Corporate Office, Cleveland

PO Box 31179 · Independence, OH 44131 · (216) 986-7000



We are proud to be a member of the
Fiorilli Construction
& Premier Soccer Academy team



Griffith Paving,
Inc.

*Recipient of
the prestigious
Golden 30 Award*

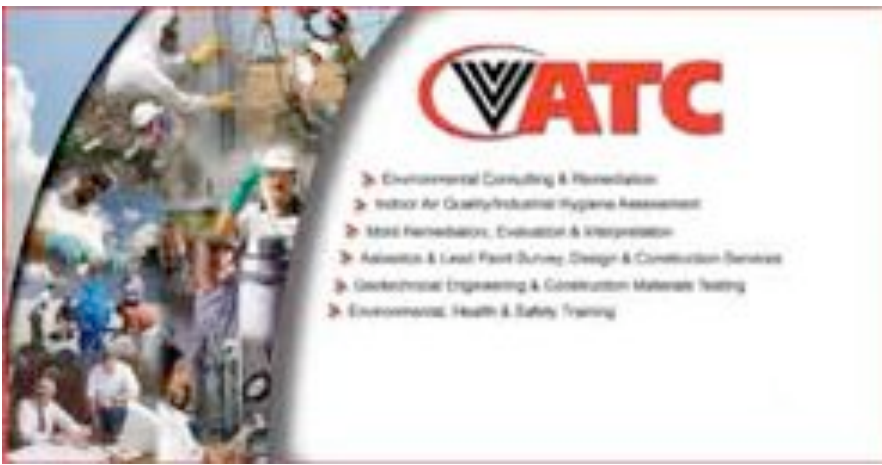
440-240-9600

4570 French Creek Rd.

Sheffield Village, OH 44054

www.mjgriffithpaving.com

Paving • Sealing • Striping • Excavating • Site Development



UNIQUE REQUEST?

The Geist Company specializes in architecturally distinctive sheet metal roofs, siding, fascias, and cornices. Yes, we're great for the basics, but you'll be impressed by what we can do with your custom projects.

Have a challenge for us in copper, galvanized steel, aluminum, stainless steel, or composites? Give us a call at 216.771.2200 and let us show you how we can take your project to new heights while keeping your bottom line planted on the ground.



1615 Merwin Ave. • Cleveland, Ohio 44113
 216.771.2200
 216.771.7112 FAX
 www.geistco.com
 info@geistco.com

THE SKY'S THE LIMIT.



with the PSA Academy Team and six other teams from around the world.

"I'm very excited by the prospect of having the best talent in the world on display at our facility," Friedel says. "It truly will be the most competitive youth tournament in the United States."

Tickets for each of the eight days of competition will first be offered to all area youth soccer players at a reduced rate.

Any remaining tickets will be offered to the general public on April 1, 2008. Seating capacity will be limited and it is expected each day will meet its maximum.

"We are thrilled to be able to attract some of the best youth teams from around the world to play in this event," Umland says. "The talent level of the teams competing in the tournament will be something special to watch for all soccer fans in northeast Ohio."

By the time the tournament arrives, the stadium will be built. "That's the last piece to be finished," Umland says.

Umland estimated the campus, specifically the indoor field house, hosts over 800 athletes a week for training. The

"Clean Sweep" Award?

Is your commercial cleaning contractor providing you **Award Winning Performance**? Are you advised of industry enhancements, trends, cost-saving measures? Concerns about security measures, supervision? See them only after a complaint? Other concerns?

Discover QUOTA...

- ♦ Local company; better service
- ♦ Top references, top clients
- ♦ High client satisfaction rating
- ♦ "Personal Touch" service
- ♦ Quality supervision; security focus



Call **Chris Matejka**,
 Senior Executive
 800-701-8665
 440-717-7050

QUOTA Contract Cleaning Services, Inc.

www.QuotaCleaning.com

"Setting the Standard for Industrial and Office Cleaning."

Commercial & Industrial Cleaning Specialists Since 1993

105 Ken Mar Ind. Pkwy. Cleveland, Ohio 44147

players come as far away as two hours to use the PSA facility.

"We really are creating history here," Umland says. "There's no one to follow." He notes that the PSA website gets about 300,000 hits a month from all over the world.

"Manchester United might be just a little bit better, but not a lot," notes Ray Tunks, one of Friedel's player colleagues who presently serves as one of the coaches at PSA. "We're very pleased working in this environment."

Chris Bauer, the Lorain County planner who helped find the site, notes that the development has already generated economic activity. He says the 500-square-foot Lighthouse Village shopping center nearby has benefited from the increased activity.

"When you bring people in, you're going to have increases in people going to restaurants and shopping," he says. "Given some time, I think we'll see increased development."



GEARING UP Clean, efficient space was designed for locker areas where students change clothes and store gear when practicing daily.

The vision becomes reality

In time, Brad Friedel's Premier Soccer Academies will be regarded as one of Northeast Ohio's claims to fame, he says.

As Fiorilli notes, the project had its share of significant challenges but turned out successful, largely due to a will to succeed by all and constant communication between the architect, owner, contractor and trades.

"At times, the project felt like walking down a long dark tunnel – where you hope you'll see that light at the end," Fiorilli says. "There was certainly a leap

of faith for Brad's vision on the part of our company and all the trades involved, that 'if we built it, they would come,' since so much was in the works on the academy program as we built it. A lot of trust was required from us to the owner and in turn from subs to us. I trust Brad. His business savvy and integrity was the glue that kept us all on course. So on game day, when we finally made it through the tunnel and came out under the

lights on opening day, it was all worth the journey.

"Overall, this project is a prime example of what our company offers – a prospective developer or owner can walk in with a grand vision for a construction project that needs expert navigation, large or small, and we'll find the solution. It required adaptability, good communication and solid experience on our part to make this a successful project. And that's what we delivered.

"For us at Fiorilli Construction, this project is one of our crown jewels." **P**

Next to your windows, we're the very best.



If you want the very best in design & quality for your building and construction needs, come to us for personal service. We welcome you to visit our showroom, which is equipped with the latest in motorized shades. Open Monday- Friday, 9 am to 5 pm.

- Residential
- Commercial
- Institutional

Design, installation, cleaning & repair experts operating with pride since 1922

*Art Window Shade
& Drapery Company*

3314 Prospect Avenue, Cleveland, OH 44115
Phone 216.361.2330 • Fax 216.361.1080
www.artwindowshade.com

Can You Really Afford Low Price Security Guards?

By Thomas J. Lekan, CPP

Litigation regarding adequate premise security, security guard coverage, security guard behavior and actions, or the lack of it, can cost you money, reputation and even your job. After spending 30 years in the security industry primarily responsible for security operations, including contract and proprietary guards, I can say that the mentality of hiring guards has not changed very much. In many cases, “low bid” still prevails. Even after the tragedy of September 11, 2001, I find that there remains in many industry sectors an indifference to the selection and management of security officers, especially contracted security officers.

Obviously there are areas in which we have seen significant changes such as in airline screening, and government facility security. There are also companies and other entities that obviously care about security or have security management teams that understand the risks and rewards of effective guard force management. The problem I see is that there

exists an equal number of organizations that hire security guards because they “have to,” or in order to compete for business or employees, or to make customers feel safer. Many of them choose to simply have “warm bodies,” demanding the lowest cost possible.

This mentality leads to security companies that fill the bill with low wage,

poorly trained, high turnover guards, and these are the guards that will get you into trouble more often and cost you in court. Most of my colleagues in the security industry have been fighting this battle for years – many times with their own management who see security as a “necessary evil.”

After three decades in corporate security with a ten-year stint as a police officer and a one-year stint as a proprietary guard at a big three auto manufacturer, I am now a consultant and, low and behold, an “expert witness.” I joined with a good friend of mine who owns a security guard company and started a consulting practice within his organization late in 2006 – and did I get to see the other side in a hurry.

I have seen what security guard companies face in trying to provide adequate security while clients continuously ask for lower costs. I have also found that customers get what they pay for – often to their own detriment if they simply pursued the lowest price security services.

This is an industry where clients are bombarded by security guard providers who know the customer is not well informed regarding the cost-to-performance formula and therefore just throw out a low number. This low number makes the client believe they are currently paying too much and drives them to demand their present security provider to meet or provide even a lower number to retain the account. And the cycle continues.

Everyone knows that we are all competitive and driving down costs is an important part of almost every manager’s job. Additionally in many cases the security function and especially the guards are not considered critical to the operation. However, it is vital to

**We Can Build
Your Business!**



- Construction Management/Project Managers
- Design Build
- Commercial and Industrial Contractors
- Building Inspections

319 Hanna Building, Cleveland, OH 44115 **216-696-3494** www.korfantmazzone.com



Klean Sweep

COMMERCIAL CLEANING SERVICES SINCE 1985



- TOTAL PROPERTY MAINTENANCE
- CONSTRUCTION CLEANUPS
- COMPLETE OFFICE CLEANING
- CARPETS, FLOOR CARE & FINISHING
- RESTROOM SANITATION
- MAINTENANCE CONTRACTS

440-684-1523

Fax. 440-684-1540 Cell 216-408-0556

get the best value for money spent on security guards by fully evaluating your expectations, knowledge of how guard costs are arrived at, the potential cost of litigation, turnover, and experience. Of equal importance is how the guard presents your company's image to the public, your employees and someday maybe even a jury.

Here is some advice. Start out by developing a request for proposal that will provide prospective companies with a full understanding of your expectations. The request should include at minimum:

Wages

The wages you are willing to pay officers, supervisors, account managers or others assigned to your facility should be based on the prevailing competitive wage paid in the area and for a business like yours. If you want guards who have experience, and the company who employs them wants to reward them with a better wage, increase the prevailing wage to attract them. If you just want to make sure you are competitive pay the wage that will keep turnover

DESIGN/BUILD • MAINTENANCE • IRRIGATION • LANDSCAPE RENOVATION



Nature's Way INC.
LAND CARE PROFESSIONALS

Carol Palansky

ISA Certified Arborist # OH-5215A
Master O.C.N.T. / Horticulturist
Landscape Designer

Nursery Office: 440-635-0999 ♦ Main Office: 440-729-3779 ♦ P.O. Box 36, Chesterland, OH 44026

Are you *at RISK?*

(and do you really know?)

- ◆ When was your last assessment of security and life safety risks by a certified, credentialed, security pro?
- ◆ Are your security-safety procedures and systems fully functioning? Sufficient to avoid liability?
- ◆ Incident procedures-documentation up to standards? Can you confidently take the stand in court and withstand an attorney's examination?

Explore your questions. Make a call to...

Tom Lekan, C.P.P., Senior V.P.
Security Assessment & Risk Consulting
440-717-7050



SECURITY MANAGEMENT SERVICES
105 Ken Mar Ind. Pkwy. Cleveland, Ohio 44147

WWW.AtlantisSecurity.com
Approaching our 3rd Decade of Service



Architectural &
Interior Photography



440-724-5510

Visit our online gallery at
penphotography.com





Building & Property Management

Group Contract Pricing
New & Upgrade Project Planning
Lighting Audit & Evaluation

Call Christine Oriti - Sales Representative, Lighting Specialist
P: 216.432.3000 F: 216.432.0051
4700 Spring Road Cleveland, Ohio 44131
www.leffelectric.com

to a minimum. Anything short of this will result in you getting inexperienced guards or guards who will leave when they find out the account across the street pays more.

Build increases

Build in a program of increases over time for longevity and good work. I suggest two ways of doing this. First set a wage that is at or close to the competitive wage in the area or business and reduce it by 25 or 50 cents per hour. Increase the wage at increments over three months until they reach the competitive wage.

Doing this allows you to observe their work, get necessary training, and retain guards who were newly hired for the contract. If there is someone the guard company tells you about who is experienced and would be a good candidate, don't hesitate to pay them at the top scale – you would do the same for a new employee with the desired experience.

Incentives

Consider a monthly or quarterly incentive of 25 or 50 cents per hours

HUGE INVENTORY

We offer over 95 selections of stone to choose from!

Visit our showroom to see all the possibilities.



Mason Structural Steel, Inc.

7500 Northfield Rd.
Walton Hills, Ohio 44146

440.439.1040

Cultured Stone® products are an ideal complement for any type of commercial building, from office buildings and country clubs to retail spaces, restaurants and hotels.

www.masonsteel.com

"Serving Northeast Ohio Since 1958"



J.V. Janitorial Services, Inc.

- Commercial Buildings
- Construction Sites
- Special Event Clean-Up
- Concrete Cleaning
- Carpet Cleaning
- Window Cleaning
- Wall Washing
- Acoustical Ceilings

**1230 East Schaaf Road
Brooklyn Heights, OH 44131**

216-749-1150

www.jvjanitorial.com

worked in the previous month when the security team meets expectation previously agreed upon with you and the guard contract company, In the world of contract security these numbers can mean an extra \$40 or \$80 a month in wages. To you, it means applying pressure on the team to meet goals such as appearance, compliance, reports or whatever criteria you decide upon.

Appearance

Include the type of uniform to be worn, how many of each the officers get, how they are replaced, and how they will fit your environment. Remember that appearance is very important to success in this business. Make sure the guard company and not the guard pay for uniforms.

Training

Specify the training required of each officer before he or she is allowed to work a post or patrol. Put in the RFP that the cost of the training will be paid for after the officer completes a certain time on the job, such as three months. This will keep you from becoming a training ground and means better selection by the guard provider.

Post Orders

Include the requirement of post orders developed by the security provider and approved by you. Specify the types of post orders and procedures that should be developed.

Leader

Consider a lead officer for accounts that have more than one officer. A lead officer wage should be respected enough to attract a person with experience in the field and someone who will take pride in the role.

Backgrounds

Make sure your RFP includes all of the issues of compliance to any regulations of guards in your state or locale. Insure that guards have clear backgrounds and no convictions for criminal offences that would create a problem for you.

The obvious offences that should not be allowed include theft, drugs, hate crimes, crimes of violence and other crimes that would inhibit use of vehicles or place your employees in jeopardy.

Determine if the guards will get their background check through the company or if they obtain and pay for their own. The company should provide the check and make it available to you, the client, upon request.

Coverage

Other items requested include liability insurance coverage, worker compensation in place, other officer benefits and much more. The idea is to get as specific as possible about the contract.

Anything that is not specified will not be priced into the contract and therefore the comparison of bidders will not be accurate.

I believe that you now have a better idea of not only why it is so important to put the time into selection of a contract

guard company, but also why you should drive the process that will give you value and peace of mind that you are properly protected from unnecessary litigation.

Security plays an extremely important role to every life in this country. It also seems to be one of the least understood as to what it can bring to an organization – both good and bad.

All of us have an obligation to provide the best that we can in our work. The work of security can affect many lives and can prevent the loss of life or property; we can't forget this as we make choices for those we serve. **P**

Thomas J. Lekan, CPP is senior vice president and senior consultant with Atlantis Security Management Company, which is headquartered in Cleveland. For more information, call 800-701-8665.

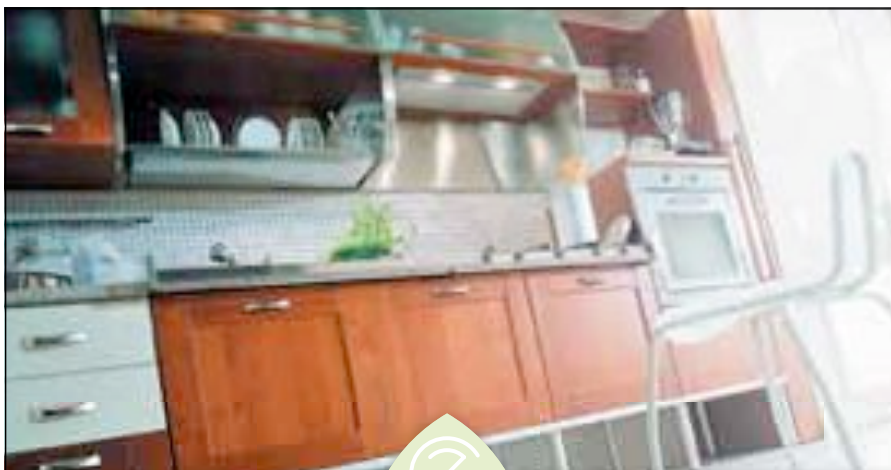
Basement Waterproofing • Sewer Cleaning & Repair • Plumbing Services • Residential & Commercial



**ALPHONSO
& SON, INC.**

Specializing in Preventative Maintenance

25057 Broadway Avenue, Cleveland, Ohio 44146
Phone: 440-232-1418 • Fax: (440) 439-2863 • alphonsoandson@aol.com



CAPOZZI DESIGN GROUP
KITCHEN | BATH | CABINETS | DESIGN

45 PLEASANT DRIVE, SUITE 305, CHAGRIN FALLS, OHIO 44022
CAPOZZIDESIGNGROUP.COM (440) 287 6858

CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

HIGH SCHOOL RENOVATION

Beachwood, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$15,000,000

CONTRACTING METHOD: Public Bids

STATUS: Owner is considering project; school board may place a combined operating/bond levy on the November 2008 ballot; cost estimates are preliminary.

OWNER: Beachwood City School District
24601 Fairmount Blvd.
Beachwood, OH 44122
www.beachwood.k12.oh.us
(216) 464-2600

DETAILS: Renovations will focus on improving arts and athletics facilities, as well as upgrades to classrooms, HVAC, electrical capacity, the cafeteria/kitchen area and security; an expansion of the south gym area, including a multi-purpose room and weight room has been proposed.

PN-T0214037

DETAILS: Approx. 26,000 SF, three-level structure with three bays, offices and sleeping quarters on the first floor, a 3,000 SF upstairs room for community use on the second floor, and a basement; sitework; concrete; electrical; HVAC; plumbing; finishes.

metals; finishes; specialties; flooring; carpentry; HVAC; electrical; plumbing.

PN-S1024049

CHURCH ADDITION

Fairlawn, OH (Summit Co.) 3204 Ridgewood Road

CONTRACTING METHOD: To Be Determined

UPDATE: Owner is fundraising; planning is very preliminary; bid schedule to be determined.

OWNER: St. George Antiochian Orthodox Church
3204 Ridgewood Road
Fairlawn, OH 44333
(330) 666-7132

ARCHITECT: Stitz Architect

134 Western Ave.
Akron, OH 44313-6332

(330) 836-1586 FAX (330) 836-3465

DETAILS: SF to be determined; multi-purpose room; classroom; storage and kitchen addition.

PN-S1227037

NEW HEADQUARTERS BUILDING

Akron, OH (Summit Co.) Martha Avenue

ESTIMATED AMOUNT: \$165,000,000

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

UPDATE: Announcing estimated amount.

OWNER: Goodyear Tire and Rubber Co.
1144 E. Market St.
Akron, OH 44316
(330) 796-2121

DEVELOPER: Industrial Realty Group
12214 Lakewood Boulevard
Downey, CA 90242

(562) 803-0384 FAX (562) 803-4796

PN-T0213036

BURTON FIRE STATION

Burton Township, OH (Geauga Co.)

ESTIMATED AMOUNT: \$3,700,000

CONTRACTING METHOD: Public Bids

STATUS: Owner seeking approval and funding.

OWNER: Burton Fire Department
13828 Spring Street, P.O. Box 243
Burton, OH 44021

(440) 834-4416 FAX (440) 834-0490

OWNER: Burton Township - Geauga Co.
14821 Rapids Road
Burton, OH 44021
(440) 834-8014

CEDAR CENTER REDEVELOPMENT

South Euclid, OH (Cuyahoga Co.) Cedar & Warrensville Center Rd

CONTRACTING METHOD: To Be Announced

UPDATE: Project is in pre-development/design stages; announcing architect; bid schedule to be announced.

OWNER: Coral Development

13990 Cedar Rd
University Heights, OH 44118
(216) 932-8822 FAX (216) 932-1166

ARCHITECT: Cole + Russell Architects

537 East Pete Rose Way #200
Cincinnati, OH 45202

(513) 721-8080 FAX (513) 721-8181

DETAILS: 12 acres; 75 residential units ranging in size from 700 SF-1,100 SF; 20,000 SF of office space; 120,000 SF of retail and commercial space; civic space for community meetings, classes, and galleries; green space to be the heart of project; when completed project will have over 700,000 SF of retail space; green building features into the interior and exterior design; site-work; demolition; foundation; concrete; windows and doors; wood and plastics;

PN-S1129024

We would be proud to be part of your team on your next construction project

PETE & PETE

CONTAINER SERVICE, INC.

"The Leader in
Container Service"

(216) 441-4422



YOUR CONSTRUCTION SPECIALISTS

GREEN & LEED PROJECTS

10, 20, 30, 40-YARD ROLLOFF CONTAINERS

DETAILS: SF to be determined; concrete; masonry; mechanical; plumbing; electrical; HVAC; doors & windows; roofing; flooring; landscaping; metals; steel.

PN-S1023002

RETAIL BUILDING H

Bridgeview Crossings

Garfield Heights, OH (Cuyahoga Co.)

CONTRACTING METHOD: G.C. Subcontracts

UPDATE: Sub bids to advance March 2008.

DEVELOPER: Snider-Cannata Interests

5595 Transportation Blvd.

Garfield Heights, OH 44125

(216) 587-0900 FAX (216) 587-0999

G.C.: Panzica Construction Co.

739 Beta Drive

Mayfield Village, OH 44143

www.panzica.com

(440) 442-4300 FAX (440) 442-4179

DETAILS: 70,000 SF retail strip; sitework; thermal and moisture protection; windows and doors; wood and plastics; concrete; finishes; specialties; HVAC; electrical; plumbing.

PN-T0211068

WATERFRONT REDEVELOPMENT

Lorain, OH (Lorain Co.)

CONTRACTING METHOD: To Be Announced

STATUS: Owner seeking developers interested in project; project is preliminary.



Charles Schulz
Building Company

General Contractor
Commercial - Industrial
216-749-0200
www.cschulzbuilding.com

When Quality Counts, Count on Delta.



DELTA

INDUSTRIAL SERVICES, INC.
INDUSTRIAL PAINTING CO., INC.

Providing Industrial Cleaning, Painting & Maintenance
with Quality & Service that is Second to None.

INDUSTRIAL CLEANING & MAINTENANCE

- Hot pressure / steam cleaning
- Waterproofing and sealing
- Parking deck cleaning, painting, and striping
- Overhead cleaning / painting
- Exterior and interior building cleaning
- Industrial oven cleaning
- Dust collector cleaning
- Pigeon / bat excrement removal
- Graffiti removal
- Roof fan and ventilator cleaning
- Industrial exhaust system cooling and heating coil cleaning
- Kitchen exhaust system and kitchen equipment cleaning
- Machinery cleaning / painting
- Welding exhaust cleaning
- Construction clean-up or restoration of property for sale and leasing

INDOOR AIR QUALITY

- HVAC system cleaning & sanitizing
- Air duct cleaning
- Mold remediation

Contact Delta Industrial today!

216-281-8700 5201 DENISON AVE., CLEVELAND OHIO 44102

Cleveland's Steel Headquarters

STEEL JOISTS

STRUCTURAL IRON

METAL ROOF DECK

STEEL STAIRS & RAILS

STEEL ERECTION

Columbia Building
Products

25961 ELM STREET • CLEVELAND 44138

440-235-3363

fax 440-235-3372

OWNER: Lorain Port Authority
611 Broadway Avenue
Lorain, OH 44052
www.lorainportauthority.com
(440) 204-2269 FAX (440) 244-1872

DEVELOPER: To be announced

CONSULTANT: Staubach Company
250 W. Court Street
Cincinnati, OH 45202
(513) 241-4600

DETAILS: The property in discussion extends from the "finger piers" near City Hall, along the Black River, to near The Morning Journal building; there are some key issues that the city would have to complete before land can be ready for redevelopment;

those issues include environmental issues; the sewer treatment plant; urban blight and deteriorated housing thought out the city; high tension power lines near the corner of West Erie Avenue and Broadway; possible move/relocate City Hall and police department; specific details have not yet been released.

PN-S1112060

CHURCH
Hudson, OH (Summit Co.)

CONTRACTING METHOD: To Be Determined

UPDATE: Announcing additional details; owner is seeking approvals; planning is preliminary.

OWNER: Rejoice Lutheran Church
9217 State Route 43
Streetsboro, OH 44241
(330) 422-1374

ARCHITECT: Felty-Heinlen
336 Sturges Ave.
Mansfield, OH 44903
(419) 526-1988

DETAILS: 7,100 SF church on 8 acres; to include a sanctuary, office space, and classrooms; sitework; fencing; electrical; lighting; wood and plastics; toilet and bathroom accessories; HVAC; floor coverings; painting; plumbing; drywall; insulation; doors and hardware; glass and glazing; fire protection; masonry; finishes.

PN-S0725014



Know Your Customers' Customer

Through identifying, anticipating and servicing their customer's changing needs, on the customer's terms, The Crowley Group is able to deliver projects which help their customers grow and thrive.

- + General Contractors + Construction Managers +
- + Design-Build + Interior Construction +
- + New Facilities + Renovations +
- + Owner Representation +

www.crowleygrp.com
email: sales@crowleygrp.com



COMMUNITY POOL

MACA Park

Tallmadge, OH (Summit Co.)

ESTIMATED AMOUNT: \$2,500,000

CONTRACTING METHOD: Public Bids

UPDATE: Bidding to advance shortly.

OWNER: City of Tallmadge
46 North Avenue
Tallmadge, OH 44278
www.tallmadge-ohio.org
(330) 633-0854

ARCHITECT: Brandstetter/Carroll/Zofcin - Cleveland
820 W. Superior Avenue, Suite 800
Cleveland, OH 44113




ply co.
ing.com

In Stock Now

We have a better solution for your water heater needs

High efficiency water heaters and boilers:

- lower operating costs
- higher efficiency
- longer warranty
- lower purchase price
- greater installation flexibility
- longer life
- ease of maintenance
- lower replacement costs

Call your local water heater specialist at:

| | | |
|--------------------|---------------------|------------|
| Cleveland | 216-459-2700 | Stu |
| Willoughby | 440-953-1532 | Joe |
| Painesville | 440-352-4411 | Pat |
| Bainbridge | 440-543-2233 | Stu |
| Ashtabula | 440-964-7575 | Art |



www.brandstettercarroll.com
(216) 241-4480 FAX (216) 738-7155

DETAILS: Demolition of MACA's pool and utility building and construction of a new pool; zero-depth entry, slides and lap lanes; concrete; mechanical; painting; wood and plastics; plumbing; lighting; fencing; specialties.

PN-T0109050

MIXED-USE DEVELOPMENT

Hudson Station

Hudson, OH (Summit Co.) Atterbury Road

ESTIMATED AMOUNT: \$15,000,000

CONTRACTING METHOD: To Be Determined

UPDATE: Announcing estimated amount and additional details.

OWNER: Reveille I LLC
230 N. Main Street
Hudson, OH 44236
(330) 342-4910

ARCHITECT: City Architecture Inc.
3634 Euclid Avenue, Suite 100
Cleveland, OH 44115
www.cityarch.com
(216) 881-2444 FAX (216) 881-6713

DETAILS: Residential, retail and a restaurant; 36 unit condominium development in three, 3 story buildings; single floor, loft style; 4 units per floor; parking to be underneath the buildings; sitework; utilities; plumb-

ing; electrical; HVAC; framing; finishes; additional details to be announced.

PN-T0207099

MANUFACTURING FACILITY

Lorain, OH (Lorain Co.)

ESTIMATED AMOUNT: \$19,000,000

CONTRACTING METHOD: G.C. Subcontracts

STATUS: Bid schedule to be determined; planning is preliminary.

OWNER: National Bronze & Metals
5311 W. River Rd.
Lorain, OH 44055
(440) 227-1226

G.C.: Star Builders

46405 Telegraph Road
Amherst, OH 44001
(440) 986-5951 FAX (440) 986-3360

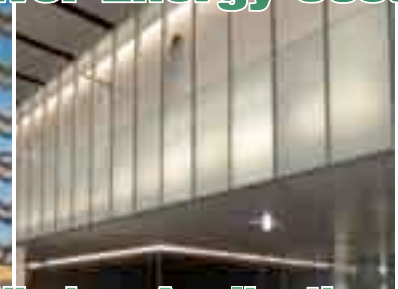
DETAILS: SF expansion to be determined; sitework; fencing; electrical; lighting; wood and plastics; toilet and bathroom accessories; HVAC; floor coverings; painting; plumbing; drywall; insulation; doors and hardware; glass and glazing; fire protection; masonry; finishes.

PN-T0206055

AIRMALL

Cleveland Hopkins International Airport
Cleveland, OH (Cuyahoga Co.)

**Building Green • LEED
Daylighting • Lower Energy Cost**



Specialty Films for Window Applications



Providing decorative, security & energy-saving sun control glass coating solutions in the commercial & residential marketplace for over 19 years.

For a free estimate, call **216.738.7070** or toll free **800.295.TINT**

3M
Authorized Window Film Dealer
Prestige Dealer Network

5005 Rockside Road, Suite 600 • Cleveland, Ohio 44131 • www.sunrayfilms.com

WAVE
LANDSCAPE
DEVELOPMENT
COMPANY

Commercial landscape
construction installation and
maintenance services

216-376-3700

• On-Time Performance
• Quality Workmanship
• Customer Satisfaction

216-642-1114
www.northcoastconcrete.com
6061 Carey Dr., Valley View, OH 44125

American Concrete Institute®

AMERICAN SOCIETY OF
CONCRETE CONTRACTORS

ESTIMATED AMOUNT: \$25,000,000

CONTRACTING METHOD: To Be Determined

STATUS: Developer has just recently released project to press; developer seeking tenants; project is preliminary.

DEVELOPER: HMS Host Corporation
6600 Rockledge Drive
Bethesda, MD 20814
(240) 694-4100

DEVELOPER'S REPRESENTATIVE: Elias/Savion Inc.
Dominion Tower
24th Floor
Pittsburg, PA 15222
(412) 642-7700 FAX (412) 642-2277

LEAD DEVELOPER: BAA USA Inc c/o Dev. Rep.

DETAILS: Develop approx. 40,000 SF of unused space, and reconfigure existing 46,000 SF of retail space; with restaurants being spread throughout the terminal instead of a food court; new stores and restaurants will open in phases through out two years; possible tenants could include Brooks Brothers; The Gap and Victoria's Secret; Clinique; Jos. A. Bank and Nine West; Quaker Steak and Lube; Sam Adams Bar; Bill Bateman's Bistro; specific details and tenants to be determined.

PN-50910033

KINDERGARTEN / PRE-SCHOOL IMPROVEMENTS

Pepper Pike, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$5,000,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount; project is in design; bid schedule to be announced.

OWNER: Orange Board of Education
32000 Chagrin Blvd.

Pepper Pike, OH 44124

www.orangeschools.org

(216) 831-8600 FAX (216) 831-4439

ARCHITECT: Fanning/Howey Associates - Dublin
4930 Bradenton Avenue
Dublin, OH 43017

www.fhai.com

(614) 764-4661 FAX (614) 764-7894

C.M.: Project & Construction Services, Inc.

1360 E. 9th Street, Suite 910

Cleveland, OH 44114

(216) 619-1700 FAX (216) 619-1770

DETAILS: Conversion of Pepper Pike Learning Center; conversion and necessary changes to Moreland Hills Elementary School as well as the other structures on the campus as determined; architectural/Engineering services as needed for School District work, as well as some of the permanent improvement projects; any additional improvements deemed necessary by the School District Board.

PN-T0205061

ENTERPRISE REGIONAL OFFICE

Strongsville, OH (Cuyahoga Co.) Mohawk Drive

CONTRACTING METHOD: To Be Announced

STATUS: Architect seeking city approval for project.

OWNER: Enterprise Rent-A-Car c/o Architect

ARCHITECT: Davison Smith Certo Architects Inc.

26031-B Center Ridge Road

Westlake, OH 44145

www.dscarchitects.com

(440) 835-3957 FAX (440) 835-4042

DETAILS: Approx. 30,000 SF, two-story building to be used as a car rental office; details TBA.

PN-T0204018

NORTH CANTON PUBLIC LIBRARY RENOVATION

North Canton, OH (Summit Co.)

ESTIMATED AMOUNT: \$500,000 - 600,000

CONTRACTING METHOD: Public Bids

STATUS: Architectural/Engineering Services due Friday, February 15, 2008 at 4:00 PM (To Owner)

OWNER: North Canton Public Library

185 N. Main Street

North Canton, OH 44720

(330) 499-4712

DETAILS: 31,000 SF; interior remodeling to existing building; specific details TBA.

PN-T0201046

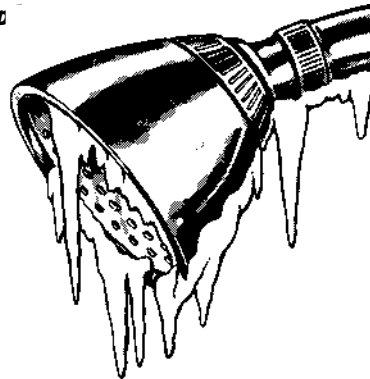
HIGH SCHOOL ADDITION

Akron, OH (Summit Co.) 1230 West Market Street



www.woodhillsupp

Is that nice hot shower leaving you cold lately?



Maybe it's your Water Heater's way of letting you know it should be replaced. Or that it's too small to handle your Hot Water needs. Woodhill carries a complete line of A.O. Smith Commercial and Residential Water Heaters. Whatever your needs, Woodhill can supply the right A.O. Smith Water Heater

A.O. SMITH
Water Heaters

Call Woodhill Supply today for more info

440.269.1100

4665 Beidler Rd., Willoughby 44094

216.229.3900

1862 E. 123rd St., Cleveland 44106

CONTRACTING METHOD: C.M. Subcontracts
STATUS: Bidding possible mid-February 2008.
OWNER: Our Lady of the Elms
1290 W. Market Street
Akron, OH 44313
www.elms.k12.oh.us
(330) 836-9384

ARCHITECT: Doty & Miller Architects
600 Broadway Avenue
Bedford, OH 44146
www.dotyandmiller.com
(440) 399-4100 FAX (440) 399-4111

C.M.: Regency Construction Services, Inc.
14600 Detroit Avenue, Suite 1495
Lakewood, OH 44107
www.regencycsi.com
(216) 529-1188 FAX (216) 529-0777

DETAILS: 16,000 SF addition; sitework; thermal and moisture protection; concrete; foundation; finishes; specialties; HVAC; electrical; mechanical; plumbing; flooring; carpentry; masonry; specific details TBA.

PN-S0829020

LOVE'S TRAVEL CENTER

Conneaut, OH (Ashtabula Co.) SW Corner I-90 & Rt 7
CONTRACTING METHOD: G.C. Bids (By Invitation Only)

UPDATE: Bidding to advance mid-February 2008.

DEVELOPER: Love's Travel Stops & Country Stores
10601 N. Pennsylvania
Oklahoma City, OK 731204108
(800) 388-0983

ARCHITECT: Pascal Aughtry & Associates
7416 Broadway Ext Ste L
Oklahoma City, OK 73116
(405) 463-3494

ENGINEER: Lewis Land Professionals
1219 High Street Suite 108
Wadsworth, OH 44281
(330) 335-8232 FAX (330) 335-0242

DETAILS: Approx. 6,500 - 8,000 SF; convenience store; fast-food restaurant; gas outlets; shower rooms; laundry facilities;

PN-Q0913003

COSTCO WAREHOUSE CLUB

Strongsville, OH (Cuyahoga Co.) SR 82 & I-71
CONTRACTING METHOD: G.C. Bids (By Invitation Only) or Negotiated G.C.

UPDATE: Bidding possible fall 2008; completion possible 2009.

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

**Professionalism, Quality and Value in
Commercial and Residential Painting**

BLUE LINE



Painting & Contracting Ltd.

440-951-BLUE

8576 EAST AVE., MENTOR OH 44060

WESTERN WATERPROOFING COMPANY IS NOW:



RAM
CONSTRUCTION SERVICES
WESTERN WATERPROOFING

Western Waterproofing Company is proud to announce our new name change to **RAM Construction Services!**

Although our name is changing to **RAM Construction Services**, we are still the same company that has served the construction industry for the past 75 years. Our management, superintendents and skilled tradesmen are the same reliable people you have worked with at Western Waterproofing, who are now members of the RAM Construction Services team. We are only changing our name and not our services, excellence, dedication, reliability and spirit.

Please check out our website and contact us for all your **restoration** and **waterproofing** needs:

- **WATERPROOFING & AIR BARRIERS**
- **CONCRETE & MASONRY RESTORATION**
- **EXPANSION JOINTS & SEALANTS**
- **PARKING STRUCTURE SERVICES**

440-740-0100

www.ramservices.com

600 Ken-Mar Industrial Parkway

Broadview Heights, Ohio 44147



Carpet Mask®




Floorliner®



Floor Mask®

**Carpet Mask®, Floorliner®
and Floor Mask® are
available from your local
flooring retailer**

Distributed by  Sobol Sales Company

We work for you



Specialists in Real Estate Insurance Since 1949

Schneider-Dorsey & Rubin insures over two-billion dollars
in property values with a single focus in mind... you!

As independent agents, we have the flexibility to provide
customized real estate insurance specific to your needs.

At Schneider-Dorsey & Rubin, we don't work for the
insurance companies - we work for you.

3 Commerce Park Square • 23230 Chagrin Blvd. • Cleveland, OH • (216) 831-7272 • Fax (216) 292-9179

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

PN-T0128061

BUILDING RENOVATIONS

Fairview Park, OH (Cuyahoga Co.)

CONTRACTING METHOD: To Be Determined

STATUS: Project is in pre-design; planning is preliminary.

OWNER: Messiah Lutheran Church and School
21485 Lorain Rd.
Fairview Park, OH 44123
school@messiahfp.org
(440) 331-6553 FAX (440) 331-1604

ARCHITECT: Richard Fleischman + Partners
Architects, Inc.
1025 Huron Road
Cleveland, OH 44115
www.studiorfa.com
(216) 771-0090 FAX (216) 771-6687

DETAILS: Exact renovations are still being determined; sitework; fencing; electrical; lighting; wood and plastics; toilet and bathroom accessories; HVAC; floor coverings; painting; plumbing; drywall; insulation; doors and hardware; glass and glazing; fire protection; masonry; finishes.

PN-T0128013

CITY SERVICE CENTER EXPANSION

Strongsville, OH (Cuyahoga Co.) 16099 Foltz Parkway

CONTRACTING METHOD: Public Bids

STATUS: Architectural and Engineer Services bids due February 29, 2008.

OWNER: City of Strongsville
16099 Foltz Industrial Parkway
Strongsville, OH 44136
www.strongsville.org
(440) 238-5720

DETAILS: SF expansion to be determined; will house the City's administrative offices, conference and meeting areas, storage rooms, cafeteria, executive lobby, and restroom facilities for male and female employees as well as visitors; sitework; fencing; electrical; lighting; wood and plastics; toilet and bathroom accessories; HVAC; floor coverings; painting; plumbing; drywall; insulation; doors and hardware; glass and glazing; fire protection; masonry; finishes.

Construction Progress Reports are provided to Properties by CNCNewsOnline.com. For more comprehensive and up-to-date building and bidding information, call Construction News Corporation at 800.969.4700 or visit the website at www.CNCNewsOnline.com.



Properties
NORTHEAST OHIO'S MONTHLY REALTY, CONSTRUCTION & ARCHITECTURE MAGAZINE

SUBSCRIBE NOW
FOR JUST \$24.95 A YEAR!
OR \$34.95 FOR TWO YEARS!
Up to 75% off cover price!

Your Powerful Ally in Building Business in Northeast Ohio

Subscribe to *Properties* today and stay informed on the very best in construction and development activity in Northeast Ohio. The longest running publication of its kind in the state, *Properties* delivers vital news and revealing in-depth features on residential, commercial, industrial and institutional building!



Yes, I want to subscribe to *Properties* now!

Your Name _____ Title _____
Company Name _____
Address _____
City _____ State _____ Zip _____
Phone _____ Fax _____
email _____

Start my subscription to *Properties* today & bill me later:
 One year (12 issues) for \$24.95 **Two years (24 issues) for \$34.95**

Fax to 216.251.0064 or mail to *Properties*, P.O.Box 112127, Cleveland, OH 44111

WINDOW CLEANING

Div. of
KOZLOVICH ENTERPRISES

SPECIALISTS

CONSTRUCTION CLEANING SPECIALISTS

**COMPLETE FINAL CONSTRUCTION
CLEANING**

FROM FLOORS TO SKYLIGHTS

WE CAN HANDLE ANY SIZE PROJECTS

4067 Erie Street, Willoughby, Ohio 44094
Phone: (440) 946-3700 • Akron Phone: (330) 376-7272
Fax: (440) 946-8803
1-888-4WCSWCS

Coming in April



Roofing & Insulation

NAIOP 25th Anniversary

Great Northern Town Centre

Cleveland State University Marshall School of Law

Emeritus House & much more...

Interested in advertising? Call *Properties* today and an account representative can help you address your advertising needs:

216.251.0035 / 888.641.4241



www.propertiesmag.com
The 2008 Media Planner is now available as a downloadable PDF. Visit us online today!

ADVERTISER INDEX

| | | | |
|---|----|---|--------|
| Active Plumbing Supply Company..... | 80 | JACCO & Associates Inc..... | 33 |
| AIA | 37 | Jamieson Ricca Co..... | 70 |
| Airtron Heating & Air Conditioning..... | 9 | Jance Construction, LLC..... | 59 |
| All Erection Crane..... | 2 | Kahn Kleinman, LPA..... | 64 |
| Alpha Park, Inc..... | 43 | Klean Sweep..... | 74 |
| Alphonso & Sons, Inc..... | 77 | Korfant & Mazzone Construction..... | 74 |
| Anderson-Bolds, Inc..... | 7 | Krill Company, The..... | 55 |
| Arcus Group, The..... | 62 | Kurtz Bros..... | 71 |
| Art Window Shade & Drapery Co..... | 73 | Lassiter Plastering, Inc..... | 63 |
| ATC Associates, Inc..... | 72 | Lisco Heating & Cooling, Inc..... | 53 |
| Atlantis Security..... | 75 | Lucky Sand & Gravel Co..... | 55 |
| Atwell-Hicks..... | 88 | Martinet, Martinet & Recchia..... | 86 |
| B & B Appliance Company..... | 56 | Mason Structural Steel, Inc..... | 76 |
| Baywest Construction Group, Inc..... | 57 | McCarthy, Lebit, Crystal & Liffman LPA..... | 38 |
| Belenky Inc..... | 65 | McConnell Excavating, Ltd..... | 53 |
| Blue Line Painting..... | 83 | McGraw-Hill Construction Network..... | 14 |
| BOMA Greater Cleveland..... | 26 | MCM Company..... | 16 |
| Bowen, Richard L. + Associates, Inc..... | 4 | Meyer Design Inc..... | 55 |
| Brennan & Associates..... | 68 | Mid State Restoration, Inc..... | 33 |
| Bruder Building Materials, Inc..... | 52 | Natures Way Landscaping, Inc..... | 75 |
| Buckeye Sweeping, Inc..... | 7 | Nelson Contracting..... | 70 |
| Burns & Scalo Roofing Company..... | 67 | North Coast Concrete, Inc..... | 81 |
| Campbell Construction, Inc..... | 45 | North Coast Paving..... | 25 |
| Capital Planners..... | 28 | Northcoast Roofing Supply..... | 32 |
| Capozzi Design Group..... | 77 | Ohio Concrete Sawing & Drilling..... | 24 |
| Carey Roofing Corporation..... | 52 | Pease Photography..... | 75 |
| Carron Asphalt Paving, Inc..... | 19 | Pete & Pete Container Service, Inc..... | 78 |
| CertaPro Painters..... | 37 | PlanCycle.com/SE Blueprint, Inc..... | 6 |
| Chagrin Valley Steel Erectors..... | 13 | Precision Environmental Co..... | 50 |
| Cleveland Quarries..... | 26 | PSI Engineering, Consulting & Testing..... | 24 |
| CNC Construction News Corp..... | 58 | Quota Contract Cleaning Services, Inc..... | 72 |
| Columbia Building Products..... | 79 | RAF Building Maintenance..... | 10 |
| County Fire Protection Inc..... | 64 | RAM Construction Services..... | 83 |
| Courtad Inc..... | 11 | S.A. Comunale Company..... | 23 |
| Crowley Group, The..... | 80 | Schindler Elevator..... | 21 |
| Crystal Clear Building Services, Inc..... | 35 | Schneider-Dorsey & Rubin..... | 84 |
| Cunningham Paving Inc..... | 11 | Schulz, Charles Building Company..... | 79 |
| Damschroder Construction, LLC..... | 57 | Siegel, Siegel Johnson & Jennings Company, LPA..... | 33 |
| DAS Construction..... | 3 | Sievers Security Systems..... | 23 |
| Decorative Surfaces..... | 52 | Signature Control Systems..... | 67 |
| Delta Industrial Services, Inc..... | 79 | SMPS Northeast Ohio..... | 9 |
| Dunlop & Johnston, Inc..... | 37 | Snavelly Development Company..... | 49 |
| E Blueprint..... | 12 | Snow Dragon Melters..... | 14 |
| EA Group..... | 87 | Sobol Sales Co..... | 84 |
| Educational Equipment..... | 22 | Space Comfort Co..... | 54 |
| FiberBrite Systems..... | 21 | Spectra Contract Flooring..... | 51 |
| Fiorilli Construction, Inc..... | 61 | Star Design-Build Contractors..... | 34 |
| Flooring International..... | 61 | Stark Group, The..... | 36 |
| GAF Inc..... | 29 | Stout, R.B. Inc..... | 18 |
| Geist Co., The..... | 72 | Sunray Window Films LLC..... | 81 |
| General Crane..... | 29 | Suntrol Co..... | 10 |
| Giambone Masonry, Inc..... | 24 | Svec, Charles Inc..... | 14 |
| Griffith Paving, Inc..... | 71 | Valley Ford Trucks..... | 32 |
| GSK, Inc..... | 46 | Warren Roofing & Insulating Co..... | 20, 30 |
| H Leff Electric..... | 76 | Wave Landscape Development, Co..... | 81 |
| HMH Restoration Ltd..... | 61 | Western Reserve Insurance..... | 31 |
| Infinity Construction..... | 7 | Window Cleaning Specialists..... | 85 |
| Infinity Studios..... | 20 | Woodhill Supply, Inc..... | 82 |
| J L Taylor, Co. Inc..... | 68 | Zinner & Co. LLP..... | 59 |
| J.V. Janitorial Services, Inc..... | 76 | | |

Accounting Firms Aren't One Size Fits All

Timely, Responsive, Informative, Prepared
...means no surprises for our clients

Does your current situation fit you?

3300 East Coast Tower Dr
Wickliffe, OH 44094
Phone 216.251.0035
www.martinetmarinet.com

MARTINET MARTINET & RECCHIA, INC.



Indoor Air Quality and Your Building

Whether your Indoor Air Quality (IAQ) goal is to investigate tenant complaints, document IAQ baselines, or earn LEED® credits, EA Group has designed and performed hundreds of IAQ assessments.



We have been serving schools, universities, hospitals, libraries, government buildings, and manufacturers for 25 years. We have the certified staff and laboratory to consult for a wide range of clients' IAQ requirements.

IAQ Complaint Investigation

- IAQ investigations to identify the cause of tenant complaints
- Mold and Moisture Assessments
- Odor and Air Quality Complaint Response

IAQ Baseline Studies

- In existing buildings, under normal operating conditions, EA Group measures key air quality parameters, documents acceptable IAQ conditions, and provides a comparison for future IAQ testing

LEED IAQ Management Plans and Baseline Studies

- Air quality management during construction: EA Group helps develop, monitor, and document air quality control measures (LEED EQ Credit 3.1)
- Pre-occupancy IAQ baseline assessments in accordance with LEED guidelines (LEED EQ Credit 3.2)



Green.

It's the new black.

Whether sustainable development activities offer you faster entitlements, LEED certification or an improved workplace environment, being in the greens on your next project ensures you'll be in the black.



LAND PLANNING | CIVIL ENGINEERING | SURVEYING | ENVIRONMENTAL | WATER RESOURCES



ATWELL WICKS

10000 Parkway, Suite 1000, Dallas, TX 75244

440.345.1000 • www.atwell-wicks.com