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KEN KRYCH

Seeing is believing

It's here again already! The holidays are upon us with the end of an interesting year. And with it the hope of fresh new beginnings for 2009.

This is always a busy time of year for us too, with many awards presentations, ceremonies and holiday parties that we make an effort to cover within these pages. In fact, this month we bring you snapshots of several such events in our Properties People and Billboard sections, as well as in our coverage of the joint annual awards program presented by Cleveland AIA (American Institute of Architects) Cleveland and IIDA (International Interior Design Association).

Also in this issue is a special look at Construction Management, which I

thought would be good timing in terms of early planning – teams getting schedules together for spring starts during the winter months ahead.

Lions share

Our cover feature is on the new regional headquarters for Dollar Bank in the Galleria. When I first visited it just to get a look, I was convinced it was an award winner and that proved to be true a few weeks later at the AIA/IIDA design awards. We are happy to bring you the full story and appreciate the cooperation of Dollar Bank and their

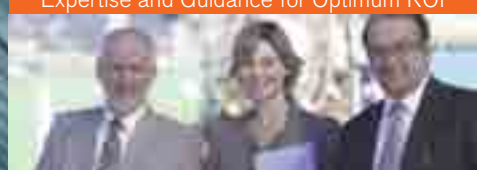
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Full circle

Another quite deserving award winner is featured this month with Park Lane Villa, which is a stunning example of restoration, rebirth and expansion in the beautiful University Circle area. Both Marous Brothers Construction and City Architecture performed remarkable work on this beautifully renovated building, which was thoughtfully given a new life.

Good things come in threes

Just in time for Christmas, we bring you Sacred Foundations, a special section focusing on three area churches – St. Helen’s (new), St. Christopher’s (renovation) and St. Edward’s Chapel (addition) – that are all distinctive places of worship. Each one has its own story and each is a jewel.

Next month we will cover a number of top projects that I believe could also win future awards. January also brings our annual “Look Back, Look Forward” special section, representing the best financial information on 2008 with forecasts for the year ahead, courtesy of the best local, regional and national experts.

We will also be doing an InFocus company feature on Martini Construction and a very in-depth look into the workings and benefits of the International Masonry Institute.

As we move ahead into the new year, keep in mind we are always looking for opportunities to showcase your projects, companies with profiles and people within *Properties*. Have an interesting or unique tip? News on your firm? Any other story idea? Feel free to email me directly at kkrych@propertiesmag.com or call me at 216/251-0035.

Here’s to a wonderful holiday season and making 2009 a successful year!



Kenneth C. Krych
Publisher

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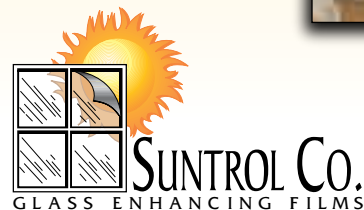
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PROPERTIES PEOPLE

Highlighting notable industry events



1 **Margaret W. Wong** (Margaret W. Wong & Associates, Co.), **Ken Krych** (*Properties*) and wife **Jing Liu-Krych**.
2 **John F. Quinones** (Today's Business Products) and **Ding Reyes** (Margaret W. Wong & Associates)

Margaret W. Wong & Associates Party

Margaret W. Wong & Associates, Co., LPA recently held its annual "Celebration of Friendship" party at its corporate headquarters in Cleveland. Hundreds of friends, associates and clients enjoyed an afternoon of fine and exotic Chinese cuisine, live music performances and slideshows at the firm's second floor location. **P**



1 **Mary Helen Hammer** (AIA Cleveland) and **Don Rerko** (Richard L. Bowen & Associates Architects)
2 NAWIC President-Elect **Toni Walker** (Construction Employers Association)
3 Trinity High School's Symphonic Choir
4 **Ken Krych** (*Properties Magazine*) and wife **Jing**, who won the 50/50 raffle
5 **John Porada** (CEA), his wife **Carol**, **Patricia** and **Jim Brown** (Construction Industry Service Program), Fred Hollman (Fred Hollman Consulting) and **Robert** and **Karen Andrysick** (CEA/CISP)
6 **Pia Foss** (Oswald Companies) and **Debbie Mazzola** (Donley's Inc.)

Fifth Annual Joint Associations Holiday Social

For the fifth consecutive year, National Association of Women in Construction (NAWIC) hosted a special group holiday event recently, involving 15 construction associations, to jointly celebrate the season at the Embassy Suites in Independence. Hundreds joined for the dinner, Chinese auction and 50/50 raffle, which raised over \$1,500, along with canned goods and generous monetary donations brought in by attendees for the Hunger Network and Parma Lutheran Church. Entertainment for the evening was provided by the Trinity High School's Symphonic Choir. **P**



1 **Rick Voigt** (Today's Business Products), **Marc Bittinger** (CBLH Design) and **Tom Bandwen** (Bandwen-Williams-Kindbom)
2 **Kevin Kantz** (CBLH Design)
3 **Mike Liezert** (CBLH Design), **Tim Hunsicker** (CBLH Design), **Gary W. Starr** (Middleburg Heights Mayor) and **Marc Bittinger** (CBLH Design)
4 **Jim Cicero** (Karpinski Engineering), **Tim Hunsicker** (CBLH Design) and **Dennis Wessel** (Karpinski Engineering)
5 **Don Spice** and **Mike Liezert** (CBLH Design)

CBLH Design, Inc. Open House

CBLH Design, Inc. recently held an open house at its new location on Freeway Circle in Middleburg Heights. Hosted by the firm's principals, including Marc Bittinger of Strongsville, Mike Liezert of Medina, and Tim Hunsicker of Olmsted Falls, the open house drew more than 100 clients, consultants, community members and city officials, who enjoyed an array of appetizers, giveaway items and musical entertainment from the Berea High School chamber string quartet. In addition to introducing the office space, the event was used to showcase the firm's current work with clients such as Mercy Medical Center, Kent State University and NEOUCOM. **P**



1 **Steve Charo** (CBRE Tech Services) and **Bruce Bossick** (C B Richard Ellis)

2 **Amy Osborne, Paula Osborne**, BOMA Building Member of the Year **Pat Osborne**, SMA, RPA (Richard E. Jacobs Group), **Virginia** and **Janice Parham** (BOMA Greater Cleveland)

2008 AIA/IIDA Cleveland Design Awards

AIA Cleveland (AIA), a Chapter of the American Institute of Architects, and the International Interior Design Association Ohio Kentucky Chapter (IIDA) recently held their annual joint awards program at the Higbee Building in downtown Cleveland. (See full story, pg. 11.) **P**

- 1 (Front row) **Donna Schneider, Erica Shiever, Amy Todd, Debbie Horvath, Suzi Darlin**, (back row) **Donald Rerko, David Dickinson, Michael Christoff, David Fox, Frano Violich, Rick Ziska, Mary Helen Hammer**
- 2 **J. Frano Violich** (Kennedy & Violich Architecture, Ltd.)
- 3 The associations had the bare concrete walls spray-painted with graphite and colorful designs.
- 4 **Steven Kordalski** (Kordalski Architects) and **Robert Maschke** (Robert Maschke Architects, Inc.)
- 5 **Terri Ianni** (IIDA) and **William Franz** (IIDA)
- 6 **Courtney Lepene** (City Architecture) and **Mike Caito** (City Architecture)

BOMA 9th Annual Awards

The Building Owners and Managers Association (BOMA) of Greater Cleveland recently held its annual business meeting and awards presentation at the City Club. As part of the event, BOMA announced the installation of its 2009 trustees and winners of this year's "Members of the Year" awards. **P**

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Winning Designs

AIA Cleveland and IIDA honor Northeast Ohio firm's top design projects

Photos courtesy of AIA Cleveland & IIDA

AIA Cleveland (AIA), a chapter of the American Institute of Architects, and the International Interior Design Association Ohio Kentucky Chapter (IIDA) recently presented its 2008 architecture and interior design awards to recognize exemplary designs of Northeast Ohio firms at the third biennial AIA/IIDA Cleveland Design Awards.

The theme of the 2008 awards program – environmental responsibility & sustainable growth – addressed the opportunity for Northeast Ohio to re-imagine, redesign and reinvent the built environment and the role it can play as the region continues to position itself as a center of environmental responsibility and sustainable growth. To underscore the message, the event was held at the historic Higbee Building on the 10th floor, which is virtually unfinished space that was designed to evoke the possibilities of creating new purposes for existing spaces.



LIGHT TOUCH Kordalski Architects' design for Amin Turocy & Calvin LLP's offices in Cleveland "is commendable for liberating the law office from its typical conservative character into an elegant light-filled interior," according to judges' comments.

The keynote speaker was Franco Violich, Principal at Kennedy & Violich Architecture, Ltd. (KVA), of Boston, Massachusetts.

This year, a total of 12 projects were chosen and recognized for excellence.

Merit Award: Eisenhower Auditorium Expansion Study
Pennsylvania State University
University Park, PA
(Westlake Reed Leskosky)



DARING DWELLING Robert Maschke Architects' design of C-House in Cleveland evokes "a strong sense of 'the urban,'" according to one judge.

AIA CLEVELAND 2008 AWARDS

BUILT WORK

Honor Award: C-House
Cleveland, Ohio
(Robert Maschke Architects, Inc.)

UN-BUILT WORK

Merit Award: Fine and Visual Arts Facility
Cleveland State University
Cleveland, OH
(Westlake Reed Leskosky)



SHAPING UP According to one judge, Westlake Reed Leskosky's design for Cleveland State's Fine & Visual Arts Facility "is seductive precisely because of its ambiguity."

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STYLED SPACE Robert Maschke Architects' design for Cuyahoga Community College Media Arts earned an Interiors Honor Award.

PRESERVATION

Merit Award: Balboa Theatre
San Diego, CA
(Westlake Reed Leskosky)

INTERIORS

Honor Award: Media Arts
Cuyahoga Community College
Cleveland, OH
(Robert Maschke Architects, Inc.)

Honorable Mention: Offices for Amin
Turocy & Calvin LLP
Cleveland, OH
(Kordalski Architects)



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PRIZED PERFORMANCE Westlake Reed Leskosky earned two awards for its preservation efforts at Balboa Theatre in San Diego, California.

IIDA 2008 DESIGN AWARDS

CORPORATE

Award of Merit: Edward Howard
Cleveland, OH
(Vocon)

Honorable Mention: LRMR Marketing
Cleveland, OH
(Oliver Design Group)

RETAIL

Award of Merit: Dollar Bank
Cleveland, OH
(Oliver Design Group)



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TAKING IT HOME Westlake Reed Leskosky's work at a Rocky River residence earned the firm an honorable mention in IIDA's Residential category.

INSTITUTIONAL

Award of Merit: Peoria Center for the Performing Arts
Peoria, AZ
(Westlake Reed Leskosky)

RESIDENTIAL

Honorable Mention: Klocker Residence
Rocky River, OH
(Westlake Reed Leskosky)

PRESERVATION

Honorable Mention: Balboa Theatre
San Diego, CA
(Westlake Reed Leskosky) **P**

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October Construction Falls 9%

New construction starts tumbled 9% in October to a seasonally adjusted annual rate of \$471.6 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building lost momentum, extending the downward trend, which has recently emerged, while the lengthy erosion for residential building continued. Nonbuilding construction witnessed improvement for public works, but also a sharp retreat for the often volatile electric utility segment, resulting in a nonbuilding decline for October. During the first ten months of 2008, total construction on an unadjusted basis came in at \$475.2 billion, down 15% from a year ago.

Excluding residential building, new construction starts during the January-October period of 2008 still held onto a slight 1% lead over last year.

The October data produced a reading of 100 for the Dodge Index (2000=100), compared to a revised 109 for September.

“As shown by October’s pattern, this year’s declining activity for housing has broadened to include other project types,” says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. “The tight lending environment has grown even tighter with this fall’s turmoil in the financial markets, and we have yet to

see its full impact on the commercial and institutional structure types, as well as public works. That impact will become more apparent in coming months. On the plus side, a second federal stimulus package may contain funding for infrastructure work, which would help to cushion the expected slowdown for public works next year.”

Nonresidential building

Nonresidential building in October dropped 9% to \$208.1 billion (annual rate). The manufacturing building category plunged 69% from a September that included the start of a \$1.6 billion

addition to an oil refinery in Texas. While October did not see the massive projects on the scale that reached groundbreaking during the prior two months, it did include the start of a \$100 million wind tower manufacturing plant in Colorado. The commercial categories showed a mixed performance in October.

Store construction fell 20% from its September amount, and through the first ten months of 2008 was down 28%. Warehouse construction jumped 41% in October, in a departure from the more general weakness shown this year. Office construction grew 5% in October,

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helped by the start of a \$365 million federal administrative facility in Fort Meade, Maryland and a \$144 million office building in Oakland, California.

Hotel construction registered 2% growth from a very weak September, although October remained well below the brisk pace registered earlier in 2008.

On the institutional side of the non-residential market, school construction in October retreated 14% from its strong September volume. The number of large high schools that reached groundbreaking was still elevated in October, including a \$66 million high school in Texas, a \$65 million high school in Wisconsin, and a \$54 million high school in Delaware. Through the first ten months of 2008, the overall educational building category was up 6% compared to a year ago, while its high school segment showed a 20% gain year-to-date.

Other institutional categories with reduced contracting in October were amusement-related work, down 51%; churches, down 14%; and public buildings (courthouses and detention facilities), down 7%. The healthcare facilities category had a robust October, soaring 41%, with the boost coming from five large hospital projects located in Maryland (\$420 million and \$195 million), Ohio (\$300 million), New Jersey (\$215 million), and Virginia (\$176 million). For the first ten months of 2008, the healthcare facilities category was up 12% compared to a year ago.

October Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on October 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	\$121,016,000	\$128,104,000	-6
Residential	\$50,836,000	\$101,263,000	-50
Total Building	\$ 171,852,000	\$ 229,367,000	-25

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

	2008	2007	Percent Change
Nonresidential	\$1,268,198,000	\$1,024,855,000	+24
Residential	\$570,686,000	\$872,334,000	-35
Total Building	\$1,838,884,000	\$1,897,189,000	-3

- 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

Transportation terminal work in October improved 23% after a lackluster September.

Residential building

Residential building, at \$143.7 billion (annual rate), was down 10% in October. Single-family housing continued its lengthy slide, falling 11%, and has now seen decreased activity in nine out of the first ten months of 2008. Multifamily housing in October dropped 10%, maintaining its own extended slide. The

latest month did see a few large multi-family projects reach groundbreaking, including a \$131 million project in New Haven, Connecticut and a \$79 million project in Chicago, Illinois. The year-to-date statistics showed similar declines for single-family and multifamily housing, down 38% and 39% respectively. The weakness for residential building covered all five major regions, with this year-to-date pattern – the West, down 47%; the Midwest, down 41%; the South Atlantic, down 40%; the South



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Central, down 30%; and the Northeast, down 25%.

Nonbuilding construction

Nonbuilding construction dropped 6% in October to \$119.8 billion (annual rate). The reduced contracting reflected

a sharp pullback for electric utilities, which plunged 46% from its heightened September pace. October still included the start of several large utility projects, including a \$450 million geothermal energy plant in Utah and a \$175 million wind farm in Illinois. Through the first ten

months of 2008, the electric utility category was up 50% compared to last year.

Other large sewer projects that started in October were located in the states of Washington (\$92 million) and Georgia (\$89 million). River/harbor development work in October grew 10%, reflecting the start of three large projects in Louisiana totaling \$189 million. For the first ten months of 2008, the 15% drop for total construction compared to last year was due to this performance by major sector – residential building, down 38%; nonresidential building, unchanged; and nonbuilding construction, up 2%.

Breaking down further the year-to-date performance for nonresidential building shows the following – commercial building, down 16%; institutional building, up 6%; and the manufacturing building category, up 57% (with the push coming from the start of four massive oil refinery additions). By geography, total construction in the January-October period of 2008 revealed this behavior – the West, down 28%; the South Atlantic, down 25%; the Midwest, down 11%; and the South Central and Northeast, each down 1%. **P**

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Melissa Johns
Communications Manager
BOMA Greater Cleveland

For more info on this article or BOMA Greater Cleveland, contact Melissa Johns at 216.575.0305 or mjohns@bomacleveland.org



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A Subtle Roar

Dollar Bank's new headquarters and downtown banking facility commands an impressive but unpretentious presence

By Diane DiPiero | Photos by Scott Pease

The symbol of Dollar Bank, the Pittsburgh-based banking institution with a 20-plus-year presence in Northeast Ohio, is the lion – not so much the fierce animal that dominates the wild but the proud and protective creature that guards those to whom it is loyal. The lion symbolizes Dollar Bank's role as a protector of customers' hard-earned money.

"We're a mutual bank, which means we don't have shareholders," explains Andrew Devonshire, president of Dollar Bank Ohio. "Our focus is to get people to save money and to prudently borrow money when they need to. Our main concern is our customers."

Dollar Bank recently illustrated its commitment to customers and the Northeast Ohio community with the unveiling of a new 50,000-square-foot headquarters and banking facility in The Galleria at Erieview. The bank's previous headquarters, in the Erieview Tower, concealed Dollar Bank's strong presence

in the community. Now, the headquarters stands proud and strong at the corner of East 9th Street and St. Clair.

The two-story, glass-enclosed facility is striking in its transparent elegance, a look that beckons banking patrons inside and lets passersby know that this is an established institution with a strong but unstuffy demeanor.

"We wanted to make a statement," Devonshire says. "[This facility] demonstrates our commitment to the region."

"Dollar's challenge to us was: Give us a presence," says Oliver Design Group's William Eberhard, AIA, the

architect of the project. "They wanted us to take the corner apart, identify the different parts, yet [make it] part of a cohesive whole."

Dollar Bank took over space previously occupied by several different retail stores on two different floors of The Galleria. Achieving cohesion required a total gut of the spaces and a decision by Dollar Bank to think outside the box.

"I said, 'If you're really serious about this, why don't we make the branch a dramatic two-story space by taking out the floor at the corner?'" Eberhard recalls. This would unite the disparate



SOOTHING STRENGTH In the main lobby of the facility, two-story glass walls rise up to form a mighty monolith that is softened by architectural details and a soothing décor.

functions of the bank and make a dramatic statement when viewed through the glass walls of the Galleria. The idea meshed with Dollar Bank's goal of projecting a modern yet stable image.

In the main lobby of the facility, the roof rises 35 feet, and the effect is as striking as it is light and effortless. The teller line and the wall above it are canted to the corner. The two-story glass walls of the building rise up to form a mighty monolith that is softened by architectural details and a soothing décor.

Upon entering the lobby, one's eyes are drawn to a 26-foot-tall glass-tile mosaic of a lion just above the teller stations. Based on a photograph of one of the iconic statues outside Dollar Bank's Pittsburgh headquarters, the lion seems to stand guard over the bank vault, which is located directly behind it.

The cool blues, earthy browns and wintry whites that dominate the mural are repeated in the lobby furnishings.

The modern seating isn't the least bit stuffy; instead, it invites customers to relax as they wait for service.

Glass plays a key role throughout the Dollar Bank offices. It serves as both a way to open up the space and to create gentle barriers where necessary. Oliver's

The two-story, glass-enclosed facility is striking in its transparent elegance, a look that beckons banking patrons inside and lets passersby know that this is an established institution with a strong but unstuffy demeanor.

project designers Samantha Kraft and Anne Nelson-Hroneck used various glass films in certain areas, such as the vault, to control visual privacy. The look offers a sense of protection and security rather than a cold and impersonal barricade. "The key was to find a comfort

zone between transparency and translucency," Eberhard says.

Working within the confines of an existing building, Eberhard devised ways to bring The Galleria's exterior features inside. The horizontal mullions that hold together glass on the façade are subtly repeated throughout the interior of Dollar Bank: in carpeting and floor tiles, in the heating tube elements that line a wall on the second floor and on the filmed glass. These are juxtaposed with circle themes found on light fixtures and furnishings. "We added soft texture to everything to reflect the depth Dollar brings to its customer relationships," Eberhard says.

The main area of the Dollar Bank space is open so customer service representatives can easily see clients as they walk in, and so customers get the sense that this is "their bank." Behind the public area, a Private Banking Center – the first of its kind for Dollar Bank in Cleveland – is protected behind filmed glass and defined by a slightly more



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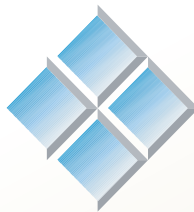
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sophisticated décor. Wallcovering rather than paint is used in this space, and the subtle stripes once again mimic the exterior mullions. There is a greater use of wood here to add warmth and a heightened sense of privacy.

A flat-screen TV on the wall keeps private banking customers abreast of the market when they wait for an appointment. Large, disk-shaped lights hovering below the ceiling are meant to resemble silver dollars. “The upgrades [in the Private Banking area] imply that, ‘We treat you well,’” Eberhard says.

Beyond the Private Banking rooms lay teller training and refreshment areas. These spaces feature the same quality details and furnishings as other sections of the bank. “We want employees from our branches to feel part of the headquarters,” Devonshire says. One way to do that is to train them in relaxed and elegant surroundings.

The large training and meeting rooms can accommodate about 125 people. “Everything here says comfort,” Eberhard says. “These are stacking chairs,” he says, pulling out one of the ice-blue meeting room chairs. “But they’re comfortable stacking chairs.” The tables can be configured in a variety of ways and feature modesty panels. Unlike the typical training room enclosed by four nondescript walls, this one is outlined on three sides by walls covered in textured fabric and the glass wall overlooking St. Clair.



SECURED STYLE Throughout the facility, the design team used various glass films to control visual privacy in certain areas.

The breakout areas are equally comfortable and boast a mix of club chairs, banquettes and round tables. The spacious refreshment area is equally accommodating to trainees on break and guests of a corporate or community function. The wall of glass in the refreshment area, the dangling disc-shaped lights and the sophisticated seating resemble a space you might find in a modern art museum.

The second floor of the Dollar Bank facility houses various corporate offices. The same attention to detail can be found here as in the public spaces below. A slatted ceiling along the corridor repeats the horizontal-line theme established on the first floor. Working around

the structural sub-grid running the length of the outside wall, Oliver Design Group created a slatted radiator above it and built-in file cabinets beneath.

Uniquely shaped 10-foot by 10-foot interior offices can be easily reconfigured to allow for more space. The cubicles feature sliding glass doors for an upscale touch. While most of the second floor retains the open feeling that Dollar Bank sought, secure areas are stationed behind closed doors. The upstairs cafeteria is shared by employees on the first and second floors, and boasts the soothing ice blue and brown décor found in other areas of the facility.

The stunning interiors of the new Dollar Bank headquarters are matched

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only by the 17-foot by nine-foot high-resolution LED video screen on the outside of the building. You might expect this enormous center of information to broadcast the latest stock and interest rate information. But the Dollar Bank Regional Showcase at The Galleria, as it is known, displays an ever-changing montage of Northeast Ohio's many assets – from healthcare and higher education to the arts and natural wonders.

Organizations from around the region can submit information and potential projects by applying online at www.regionalshowcase.com/submit. The short movies, which range from three to five minutes, give passersby a chance to be proud of local resources. "It's another way for us to give back to the community," Devonshire says.

The glass-enclosed headquarters and the LED screen attract attention during business hours, but the effect is even more intense after dark, as the regal lion stands watch over the door, reflecting Dollar Bank's continuous presence in the area.



Photo by Dan Gunningham

INTERIOR TREATMENT In the Private Banking Center, there is a greater use of wood to add warmth and a heightened sense of privacy.

The new Dollar Bank headquarters has been turning heads since it opened in July. The project has also captured the attention of design professionals. The Dollar Bank project received an Award of Merit in the 2008 Cleveland Design

Awards presented by AIA and IIDA, and the City of Cleveland has honored the project with its Redevelopment of the Year Award for 2008.

The seamless finished product belies a number of challenges that had to



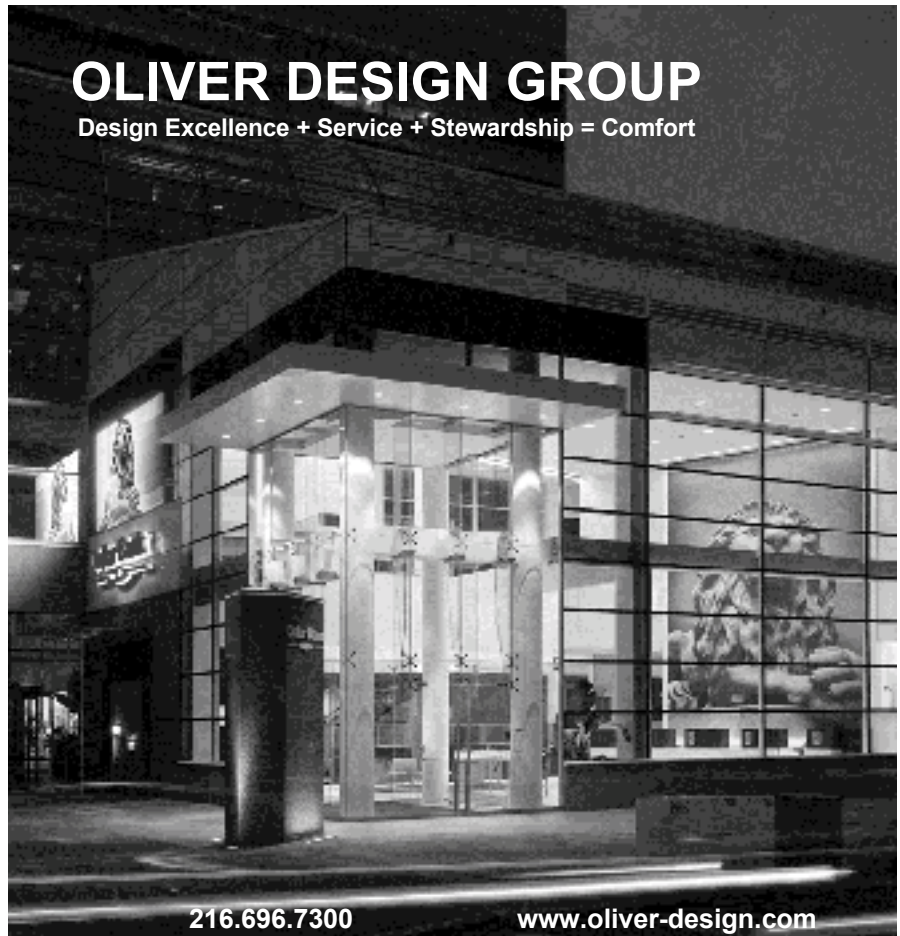
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be overcome without disrupting business in the rest of The Galleria. According to Doug Fischback, senior vice president of The Krill Co. Inc., meeting Dollar Bank's needs while respecting the existing businesses in the mall was of the utmost importance.

All of the exterior glass of the Dollar Bank headquarters was single-pane and needed to be replaced with a new insulated glass system. The second floor housed one of the main electrical units for the entire mall; it needed to be relocated, but not during normal business hours. "We had to work weekends and Sunday nights," to accomplish these tasks, explains Fischback.

All of the exterior curtain-wall of the existing Galleria was constructed of single pane un-insulated glass material, which needed to be replaced with a new insulated curtain wall glazing system in order to enhance the architectural aesthetics and reduce energy costs. Additionally, the second floor housed one of the main electrical panels,



CONTINUING COMFORT Teller training spaces (above) and refreshment areas feature the same quality details and furnishings as other sections of the bank.

which distributed power to the entire mall and it needed to be relocated, but not during business hours. Krill worked with the Galleria to schedule shut-downs and coordinated weekend and evening shift-work to minimize disruption to neighboring business operations, Fischback says.

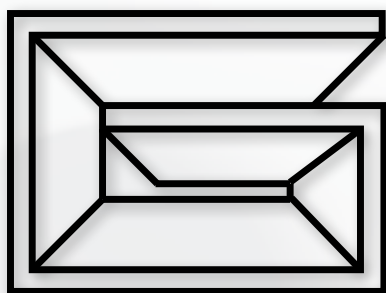
A cohesive relationship between architect, contractor and client made

for relatively smooth sailing. "We had a very good team rapport, which was important because this was a challenging project with so many different retail stores, a new exterior envelope, a complete new MEP infrastructure and existing conditions that were not always as the documents indicated as we got into demolition," says John Tellaisha AIA, IIDA, project principal for Oliver Design Group. "We have worked with the Krill Co., Inc. many times in the past, and the relationship between the bank's Project Manager, Bert Brooks, Doug Fischback [of Krill Co.] and our team was outstanding."

The new Dollar Bank headquarters promises to be the catalyst for renewed interest in The Galleria, which is slowly being transformed from a retail shopping destination to a commercial and corporate showplace.

"We hope it will help revitalize the Galleria," Devonshire explains. "It's part of our being a good neighbor in this location." **P**

Congratulations to Dollar Bank and The Krill Company and looking forward to the future.



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Photo by Ham Biggar III

Sacred Foundations

Diverse construction projects provide area Catholic parishes with new & updated facilities

By Penelope Derethik

Over the past few months, *Properties* has had the pleasure of reviewing several construction projects that have recently taken place within the Catholic Diocese of Cleveland. In this last issue of 2008, we take a look at the beautiful new chapel at St. Edward High School, the striking renovation to St. Christopher Church in Rocky River and the stunning 34,000-square-foot St. Helen's Church complex in Newberry. The three projects are very different in their depth and breadth of scope, but share a key characteristic: with the support of the devoted communities they serve, each will leave a legacy for generations to come. ►

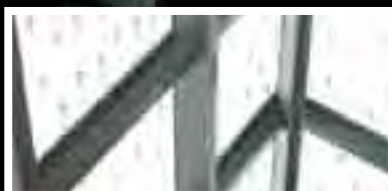
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AHEAD OF THE CURVE The chapel, designed by architectural firm Tomsik and Tomsik, provides St. Edward High School students and faculty with a new space for worship.

School Spirit

St. Edward High School alums contribute to new Holy Family Chapel

Photos by Bill Webb, Infinity Studios

For more years than most can remember, a chapel, solely dedicated as a reverent space for worship and quiet spiritual reflection, has been on the St. Edward High School “wish list.” On September 29, that wish became a reality with the dedication of the Robert and Paula Fairfield Holy Family Chapel.

Designed by the architectural firm of Tomsik and Tomsik, the 2,600-square-foot, block-and-brick masonry building is purposely reminiscent of the iconic chapel of Notre Dame University, complete with its own resplendent “golden dome.” The dome, which is softly illuminated at night, is the capstone that leads the eye. It is also the focus of the new wing, which is also home to the school’s new technology and engineering center, launched at the start of the fall semester (see *Properties*, September 2008).

This is without a doubt “the heart of the school,” says Michael Tomsik, chief architect on both projects. Highlights of the striking space of worship include

soaring cherry wood panels accented by a four-pointed ridge beam roof design; an infusion of natural light that drifts from the translucent skylight as well as east and west exposures; and the dramatic floor-to-ceiling coved window that frames the sleek and simple sacristy, named in honor of Brother James Spooner C.S.C., former president and principal of the high school.

The window, which features an unusual “raindrop motif” is a dramatic departure from the traditional stained glass art that is usually associated with churches and chapels. Created by Marc Konys, owner of Bruening Glass, the window was, as he put it, “pure inspiration.”

"I think of myself as a sculptor and glass is one of my favorite mediums," he says. "When I was selected to design the window, I thought back to how blessed I was to have benefited from the education I received at St. Edward's. The concept of being 'showered with blessings' was a natural extension of those feeling."

Konys embedded over 1,000 individually handmade glass droplets between sheets of clear window glass that was then covered in dichroic film, which refracts light in such a way that the "raindrops" change color spanning the rainbow spectrum.

Also unique to the chapel is its centerpiece, a life-sized cruciform sculpted of bronze by Jerry McKenna, another St. Edward's grad. The massive cross was hewn from trees removed from the grounds to make way for the new wing. The bronze rendering of Christ depicts his



SENSE OF SPACE Soaring cherry wood panels and a four-pointed ridge beam roof design create a warm, open environment.

using chairs instead of pews, allowing for seating reconfiguration for different spiritual events and a state of the audio/visual system. Designed by Wulk Engineering, the audio/visual set-up allows mass to be concelebrated at St. Edwards and Notre Dame in real time.

General contractor for both the technology wing and the chapel was Walsh Construction, who brought the project in on time and within budget

"Our projects succeed when there is collaboration between many parties: owner, contractor, consultants and suppliers," says Tomsik, also a St. Edward's grad. "In this case, Brother Peter allowed and encouraged the participation by many of the St. Edward alumni. The Holy Family Chapel is a special place of worship." **P**

"moment of resolution" just before his death.

The chapel also embodies several other unique design aspects including

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ROW BY ROW As part of the renovation, all of the solid oak pews and kneelers were carefully removed, transported to Henniger's workshop and then stripped and artfully refinished.

Looking Forward in Faith

Iconic Rocky River church undergoes major renovation to meet building needs

Photos by Bill Webb, Infinity Studios

Since its founding in 1922, St. Christopher's Church in Rocky River has grown considerably from a little church on the hill to an iconic Romanesque structure complete with towering bell tower that its parishioners have come to know and love. It was 1954 when the cornerstone was laid for the massive sandstone structure that stands today. And, for the better part of the last half century, the interior of the church has remained pretty much the same as the day it was dedicated, save for some minor refreshing and changes to the sanctuary as mandated by ecumenical law.

At the turn of the new century however, following a successful capital campaign, sweeping changes began to take shape in response to the needs of the congregation. The grade school was updated, expanded and connected to the church. A parish social center was

added as well as a "gathering room" and a unique octagon quiet prayer room just off the main entrance to the church.

Finally, in early 2006, Pastor John Chlebo, Associate Pastor Father Timothy Daw and several other lay church officials took a good, hard look

at the church itself and after a thorough inspection, realized that an expansive interior renovation was in order.

"We had three major objectives in mind when we decided to tackle the renovation," explains Father Daw. "The first was to update the sanctuary to

reflect the church's efforts to engage the congregation on an all encompassing more personal level, second, in keeping with this goal, to make the entire church accessible to the handicapped and, third, to restore the interior to pretty much the way it was when it was dedicated."

Over the next two years a special parish building committee gathered information, much of it based on the opinions of church members, and after careful thought and consideration, in June of 2008, the massive refurbishing project began.

"Renovations to a church such as St. Christopher are a highly sensitive and detailed undertaking," explains Michael Tomsik of the architectural

"Renovations to a church such as St. Christopher are a highly sensitive and detailed undertaking. Dealing with a major interior updating and refurbishing in a church the vintage and size of St. Christopher's posed a host of challenges."

Michael Tomsik
Tomsik and Tomsik

firm of Tomsik and Tomsik who managed the project from the design angle. "Dealing with a major interior updating and refurbishing in a church the vintage and size of St. Christopher's posed a host of challenges."

Perhaps more than anyone, Mark Vega, project manager for Infinity Construction, was aware of the challenges that lay in store. To set the stage for the installation of the new porcelain tile floor, the original vinyl floor had to be ripped up. But before anything else could happen, the church pews had to be removed and stored. To tackle this task, Tom Cousineau of Henniger's, a local supplier of religious goods and an expert at refurbishing and refinishing church interiors, was commissioned. All of the solid oak pews and kneelers were carefully removed, transported to Henniger's workshop and then stripped and artfully refinished.

The imported Italian tile in creamy burnished beige tones was selected for its heat conductive properties allowing for a more efficient use of the existing radiant heating system. In addition, all of the exterior doors were removed and refinished to match the existing white oak recessed paneling that dominates and adds warmth to the vestibule and spacious worship space.

Although physically extensive, these changes are not as readily apparent as the changes to the sanctuary, which was completely reconfigured in compliance with recent mandates from the Vatican to allow for a more prominent placement of the tabernacle.

"The changes to the sanctuary went through several design refinements based on what the church called for and

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carved wood angels in keeping with the motif of the tabernacle.

Sculptor Timothy Riffle created the angels and was also commissioned to carve the statue of the Holy Family that graces the niche to the left of the altar. The intricate detail of Riffle's work is breathtaking, the finely polished wood complementing its setting.

Other dramatic changes include the installation of a motorized "ambo" or pulpit to allow for wheelchair access. The soaring 60-foot domed sanctuary ceiling was repainted in the warm reflective tones of burnished gold in faux paint stylings.

Sanctuary lighting was updated as well to further illuminate the brilliant stained glass windows installed when the church was first built. And, according to Father Daw, the "mensa," or top of the altar, was enlarged to figuratively reflect that all members of the congregation are welcome to the Lord's table.

FRESH FEATURES Among the new architectural focal points at St. Christopher's Church are new white oak coves with bronzed-leaf shells (left) and a custom designed and built full submersion baptismal (right).

the opinions of the congregation gathered through a series of town hall style meetings," Tomsik says.

Substantial changes included the removal of a raised marble communion platform to open up the sanctuary making it more accessible to the congregation. To achieve this, the marble flooring had to be broken into bits to

allow for the installation of the new porcelain tile floor. The niches flanking the sanctuary were deconstructed and replaced with stunning, white oak coves adorned with beautiful bronzed-leaf shells. The left niche shelters the tabernacle, which was moved to a more fitting place of prominence near the altar facing the congregation. It is ornamented with

ings. Sanctuary lighting was updated as well to further illuminate the brilliant stained glass windows installed when the church was first built. And, according to Father Daw, the "mensa," or top of the altar, was enlarged to figuratively reflect that all members of the congregation are welcome to the Lord's table.

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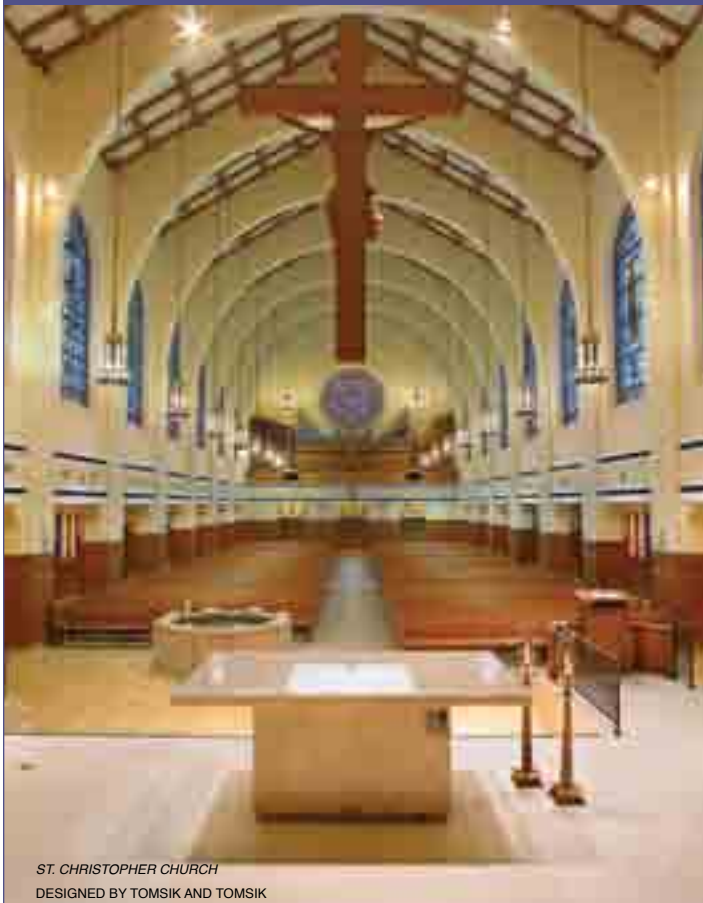
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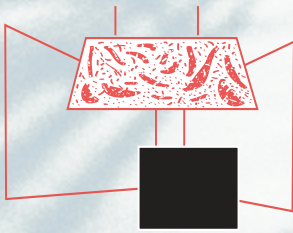
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OPEN MIKE A new motorized "ambo," or pulpit, allows for wheelchair access.

The most striking change, however, is the presence of the custom designed and built full submersion baptismal. The stunning, stone, concrete and mosaic tile structure, which stands waist high, is a work of art unto itself. With its fluid water theme carved in limestone on the exterior and mirrored in the intricate riverbed rock mosaic within, it is a significant focal point of the renovation project that required much thought in both design and construction.

"We faced an additional set of unique challenges with the installation of the baptismal," Vega says. "Naturally, we had to make certain it was watertight, but we also had to incorporate a pump system to continuously keep the water gently moving to prevent stagnation."

Infinity also built a new secondary entrance to the east of the sanctuary. The new portal boasts additional windows and a skylight adding an even more airy feel within. Outside, Infinity carefully matched the existing limestone in order to maintain the exterior integrity.

Despite the enormity of the project, the brunt of the work was completed in just two months. The official dedication is scheduled for just after the first of the New Year.

"It was a complicated project from start to finish," Vega says. "That it was conducted and completed in such a seamless fashion is a tribute to the team of professionals that worked together to get the job done." **P**



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WARM ROOM The church's open, airy interior is highlighted by rich wood and rustic fieldstone.

Testament to Teamwork

Communication, cooperation key to construction of St. Helen's Church

Photos by Ham Biggar III

More than a half-century ago, the Diocese of Cleveland determined that the Catholic population of Geauga County and outlying areas would be best served through the establishment of a new church. In 1949, in the midst of Newberry's scenic rolling hills, a 13-acre farmstead was purchased. The farmhouse became the rectory and the barn, after considerable renovation, was consecrated as Saint Helen's Church. The parish, which covers over 200 square miles, was and still is the largest in the diocese.

For almost 50 years, the quaint little church ministered to the needs of its congregation, but the church fathers with insight and an eye to the future development of the area, foresaw that a time would come when a larger church would be in order. Therefore, in the late 1990s, a 20-year master plan was forged that took into consideration not only the eventual need for a much larger worship space, but greater demands for a faith-based school and the parishioners' social needs as well.

Wisely, the church fathers also realized that since the plan would be implemented in phases spanning nearly a decade, it was important to select an architectural firm that not only had time-tested experience on its side, but youth as well.

"For the sake of consistency and order it was essential to hire an established firm that could offer us a skilled project designer who would be with us from start to finish. That's why after an extensive search we went with Studio Techne,"

says John Weber, longtime parishioner and current chairman of the church finance committee.

Marc Ciccarelli, of Studio Techne, was named lead architect and has been an integral part of the project since day one. His original design, which had a decidedly contemporary flair, failed to "wow" the congregation, which favored more traditional, Western Reserve styling. So, Ciccarelli went back to the drawing board and came back with a suitable compromise. While the burnished red brick and

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NATURAL SUPPORT The altar's base is carved from white oak to resemble the trunk of a tree.

mortar masonry exterior is a nod toward historic local architecture, the breathtaking open, airy interior, highlighted by rich wood and rustic fieldstone, quickly brings to mind a subtle, but modern "Arts and Crafts" feel.

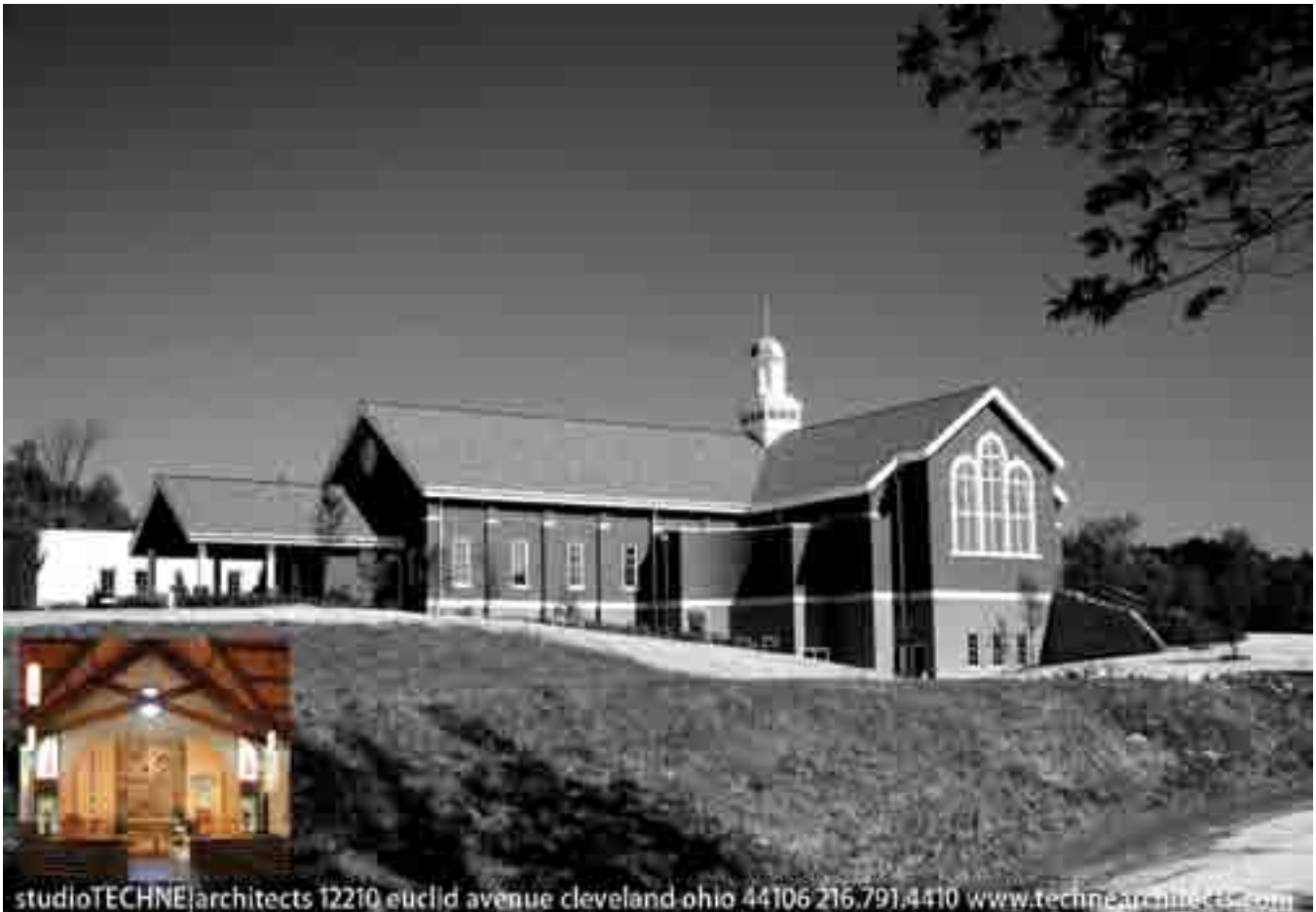
Standing in the knave of the new church – beneath the soaring vaulted ceiling dominated by sturdy 2" by 6" glue laminate beams – Ciccarelli muses that the final result is "quite fitting" considering the number of local craftsmen, many who belong to the parish, who loaned their time, talent and unique touches to make St. Helen's a one-of-a-kind effort.

As an example, Ciccarelli points to the altar base, carved from white oak to resemble the trunk of a tree with branches outstretched to support the expansive oak Mensa (altar), as well as the oak lectern and stand on which the tabernacle rests, which was the



work of members of the parish. "It was a truly rewarding experience to work with artists of this caliber who had such an intense, personal interest in creating this magnificent space of worship," Ciccarelli says.

Built on two levels, the 32,000-square-foot church addition includes an intimate half-moon shaped chapel which shares the fieldstone wall of the main worship hall, a science and art room for the school, an area designated for a



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library and book store, considerable space for storage, a Life Teen Center and a large, unfinished area that will eventually become home to the parish social hall.

But getting from the first shovel of earth to the grand finished product was a test of patience and perseverance for the project team. In 2006, following the completion of a \$2.8 million capital campaign, the first phase commenced. The good news, according to Weber, was that the project, which consisted of new school administrative offices, a handicap accessible school entrance and teachers lounge, was completed on schedule. The bad news, however, was that unexpected complications (the discovery of an oil tank buried on site and structural problems with the existing church that needed immediate attention) resulted in a 50% budget over-run, delaying the groundbreaking for the new church by almost a year.

"The delay meant that our initial bid had become outdated because of skyrocketing material cost," says Hamilton "Ham" Biggar III, executive vice president of Drake Construction Company,



MADE TO MATCH While the church's interior is a rustic nod to the Arts and Crafts architectural style, its mortar masonry exterior is a nod toward historic local architecture.

fact, the winter of 2007/2008 saw over 157 feet of snow fall over the countryside.

"Before we set the roof, there were days when we had to bring a snowplow into the shell to clear the way so work could continue," Biggar says. "Then imagine trying dodge more than just a few snowflakes in order to keep the massive ceiling beams dry so we could hoist and install them. We were bucking the odds right from the start facing every reason you can think of that should have prevented us from bringing the job in on time and

chosen as general contractor for Phase Two. "As a result, we had to re-bid the entire job piecemeal, which was a very time-consuming process. Fortunately, thanks to cooperation between our vendors and subcontractors we were able to contain costs and come in within budget."

Adding to those setbacks was the threat and reality of Geauga County's infamous rough, snowy winters. In

on target, but because of the communication cooperation and dedication of the entire team, we made it happen."

Making it happen on a day-to-day basis was the responsibility of Kelly Stinson, Studio Techne project manager, and Drake Project Supervisor Jim Quade. Stinson and Quade made certain that materials arrived on time, that work crews tackled their jobs in a precise and timely manner and that weekly deadlines were met. In addition, Stinson coordinated the priceless efforts of parish volunteers who came together to donate both time and materials. With their help, everything from cleaning the bronze Stations of the Cross from the old church to the design and installation of a state-of-the art sound system came to be because of the generosity of members of the church.

"It was truly amazing," Stinson says. "Despite some initial differences, St. Helen's turned out to be what everyone hoped it would be; a magnificent space that reflects what the Catholic Church represents. It was such a wonderful experience to be around such dedicated people who poured their whole heart and soul into their work."

When it comes to unique and unusual design aspects, St Helen's church has its share of little miracles, some

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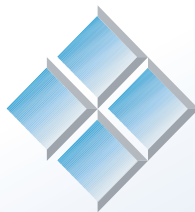


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planned and some unexpected and unplanned. For instance, Ciccarelli intended to take full advantage of the play on light when mapping out the sanctuary to such an extent that between 10:30 a.m. and 12:30 p.m. on a sunny day, the light from the expansive round window at the front of the church casts a shadow of the crucifix over the altar. What he didn't plan, however, was that the stained glass medallion window of St. Helen set above the entrance to the vestibule would reflect in the soundproof wall of windows that leads to the main church in such a way that it appears to "float" above the heads of the congregants. "That was a total surprise," Ciccarelli says. "I never could have imagined it would turn out that way."

Another surprise came when the mason who built the fieldstone wall behind the altar found a stone shaped exactly like the state of Ohio as part of the shipment.

"All of these beautiful little things kept falling into place that made this project unlike any other," Ciccarelli says.

Borrowing from the "something old, something new" tradition, stained glass windows in the images of the Apostles Mathew, Mark, Luke and John were salvaged from a church in Cleveland and installed to the left and right of the altar. A 500-pound mosaic of the "Lamb of Christ" behind the tabernacle had to be carefully taken down from the old church, cleaned and then reinstalled, as did the full-length stained glass window of Saint Helen set to the left of the knave entrance. For the new church, oak pews and Amish hand-built chairs that can accommodate 900 parishioners were installed, as was the carpeting that boasts a leaf and branch motif that subtly carries through the interior's somewhat rustic décor.

Function and form came together with the wall of windows that literally was sketched out as a template on the concrete church floor during construction. Functionally, it serves as what the church calls the "Crying Room" where parents with fussy children can observe

mass without disturbing the ceremony. From a form aspect, it lends yet another stunning artistic touch.

The church, which is set into a hillside, blends with its surroundings and looks deceptively smaller than its 30,000-plus square feet from the outside. The chapel, which faces the road and overlooks Punderson Lake, is roofed with lead-coated copper that, over time, will take on a soft, burnished look.

As fate would have it, the church was consecrated on September 14 during a driving rainstorm, caused by the remnants of Hurricane Ike.

"Considering the rain, the sleet and snow we battled during construction, it seemed fitting that the consecration ceremony took place right in the middle of a hurricane, a testament that St. Helen's is destined to withstand the tests of time," Biggar says. **P**

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D-A-S Appoints Business Development Director

D-A-S Construction Co. recently appointed Ron Ziler to the position of business development director. Mr. Ziler joins D-A-S Construction Co.'s team of business development staff and will assist the organization in facilitating its goals for expansion and growth in new areas of business.

"Mr. Ziler's 10 years of experience, combined with his consultative approach to client relations brings about responsible problem-solving solutions that are mutually beneficial; his collaborative approach will be well utilized as a member of D-A-S Construction Co.'s business development staff," says Jeffrey J. Troxell, president of D-A-S Construction Co.

Founded in 1986, D-A-S Construction Co. is a full-service commercial construction firm, employing nearly 100 skilled professionals and also operates an in-house customized cabinetry and millwork production center.



Ron Ziler

Andrew Lorms of Cushman Wakefield, Columbus, in reviewing their specific areas of expertise, respectively, office, industrial and retail. This followed a review of the state of the nation's economy and its effect on real estate in the Cleveland area, provided by Dr. Paul Bishop, Director of Research of The National Association of Realtors.

The presentations consisted of a comparison of vacancy, lease rates, absorption, construction and sales prices showing variations between Cleveland's Central Business District and the suburbs. They also portrayed differences between the Cleveland area and the national scenarios. Moderated by Howard

Forum Brings Together NE Ohio Real Estate Experts

At the Cleveland/Akron Regional Markets Industrial/Retail/Office Forum, held recently in Independence

and sponsored by the Northern Ohio Chapter of the Appraisal Institute and the Cleveland Area Board of Realtors (CABOR), area experts joined to present an outlook for the area's commercial real estate market.

Robert F. Redmond, SIOR, Senior Vice President of CB Richard Ellis, Inc. and Joseph Barna, SIOR, Partner of Cresco, an affiliate of Cushman Wakefield, participated with

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Paul Bishop, Ph.D. (NAR), Joseph V. Barna, SIOR (Cresco Real Estate), Andrew Lorms (Cushman & Wakefield), and Robert F. Redmond, SIOR (CB Richard Ellis)

Lichtig, SIOR, vice president of CB Richard Ellis, Inc. and chairman of the Cleveland Area Board of Realtors, the speakers concluded that the Cleveland area's commercial real estate markets will not evade the negative effects of the national economy and unraveling of the capital market. They also forecasted the duration



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of the decline and recovery may take a few years.

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KS Associates Project Manager Achieves LEED AP

KS Associates recently announced that Christina Eavenson, P.E., project manager and member of the KS Land Development Group, has become a LEED Accredited Professional (LEED AP). Eavenson's designation demonstrates her knowledge of green building practices and understanding of the LEED certification process. Her expertise in this



Christina Eavenson

area can be a great asset to clients engaged in sustainable design projects, particularly projects that are candidates for LEED certification.

Eavenson has been a key member of KS Associates' Civil Engineering team for more than seven years. She has helped clients design sites that minimize environ-

mental impact and capitalize on available resources. Most recently, Christina provided consulting engineering services for the Phyllis Litoff Building at Oberlin College, which will achieve, at a minimum, LEED Silver status.

Other LEED-related projects for which KS Associates has provided civil engineering services include the Lorain County Community College (LCCC) Entrepreneurship Innovation Center, the first LEED-certified new building project in Lorain County; LCCC Learning Technology Center; Cuyahoga County Mental Health Building; and Senior Outreach at Emmanuel Square in the City of Cleveland. **P**

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Survivor-Investor

A couple of the kids' favorite television shows are "Man vs. Wild" and "Survivorman." For those who haven't seen this genre, the plotline is simple. Each week, the host is dropped in some remote area, left to survive a harsh environment with little more than his wits. And as we tuned in last week-end and saw the various hardships that the respective hosts encounter and how they overcame these obstacles, it began to occur to me that there are numerous similarities between what these hosts were dealing with and what real estate investors are currently facing. Not that I've seen anyone resort to eating bugs, fishing with wire hangers and sleeping in hollowed-out tree trunks, but the current real estate environment is as tough now as it's been for at least 15 years. This

month, we are going to take a page from our "reality television" friends and discuss how to apply their survival secrets to our real-world struggles.

Assess your situation.

The first thing the hosts always do is survey the landscape and take inventory of what they have and what they need. This is also a critical first step for the real estate investor: determine the current state of your portfolio and identify any potential problem areas. Foremost on this list should be any mortgages that are either coming due or being adjusted in the next 36 months, as the debt markets are dramatically different as compared to even six months ago. Another critical area is any tenants with leasing expiring in the next 24 months, as certainty

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of cash flow is very important. A third factor is the specific market in which the property or properties are located. Is there significant exposure to segments currently facing hardships, such as financial or automotive? How will this impact both the submarket in general and your assets specifically? Finally, don't forget to consider potential strengths, such as well-funded reserve accounts, low loan-to-value ratios and high cash balances.

Have a plan.

The hosts always develop a plan to get them to safety. In tough times, it's much better to be proactive, not reactive. And a good plan will help do this, especially if you have a clear picture of your portfolio's strengths and weaknesses. The best plans start with the end goal and work backwards. What is the goal for your portfolio – hold everything long-term, recycle into better properties, maximize cash flow, pay down debt to own outright? What about estate planning issues, future alternative needs, retirement plans? All these things and more need to be considered when developing your plan and the strengths and weaknesses of your portfolio will provide the framework.

Stay warm and dry.

Being cold and wet is something the hosts avoid like the plague. Tough times call for tough decisions and, in the current real estate environment, cash is king. So any activities that involve cash expenditures can be thought of as being cold and wet and should be minimized (or at least scrutinized) and any activities that involve cash accumulation can be thought of as being warm and dry and should be maximized. However, heed this word of caution on maintenance and improvements: maybe that new roof can be put off for a year, but don't skimp on items that are highly visible, such as landscaping and janitorial. The last thing you want to portray is the perception of an owner in trouble. It's amazing how quickly outsiders will get this impression if a property begins to look a little rough around the edges.

Know friends and foes.

The hosts always seem to know which plants and animals are beneficial and which should be avoided and this

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knowledge has been accumulated from years of experience. Similarly, real estate investors have spent years developing a network and now is the time to put that network to use. Take a half an hour each day to call two or three contacts that you haven't spoke to in a while. Maybe it's an appraiser or a contractor or a broker. Reconnecting with your network can pay serious dividends, especially if a future twist or turn finds you in need of a helping hand. Plus the news/gossip that you find out in the process may surprise you. Also, take the time to call foes, otherwise known as fellow investors. In times like this, misery loves company and by and large, one of the hallmarks of the local real estate community is great comradery. By reaching out to others and sharing "war stories," you just may pick up some helpful tips and ideas.

Be opportunistic.

Common garbage is often prized by the hosts, as they find innovative ways to use these items in their quest for survival. Real estate investors need to have this same mentality. Contrary to popular belief, the investment market is not dead. Is it more difficult to get a

Daus, You Know?

SIGN O' THE TIMES As I write this, the stock price of General Growth Properties, one of the largest mall owners in the country, is 34 cents a share, which equates to a market cap of \$90 million. Among the 200+ regional malls that the Minneapolis-based company owns is Beachwood Place. This mall alone is estimated to be worth \$200 million. —AP

deal down today versus 18 months ago? Absolutely. But for the astute investor, there will be solid opportunities. You will need a good bit of cash as well as a track record and relationship with a lender, but if the property is solid (i.e., it doesn't need a "story" to justify the purchase) deals can still get done. You

just need to work in different ways to find them.

It's always the darkest before the dawn.

Real estate is cyclical and, sooner or later, we'll come out of this. It's tough to keep a positive attitude when we are constantly bombarded with disparaging headlines both locally and nationally. But real estate has been and will continue to be one of the most robust and dynamic investment vehicles available. Keep a positive attitude, conserve, stay alert and you, too, can not only survive, but maybe actually come out in better shape. **P**

Alec Pacella, CCIM, senior vice president at NAI Daus, can be reached by phone at 216.831.3310, ext. 125 or by email at apacella@naidaus.com.

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DAVID W. WOODBURN

Buyer Beware: Justifiable Reliance in Commercial Contracts

It is safe to say that anyone involved in commercial real estate transactions should be familiar with the importance of the due diligence process. Obtaining rent rolls, verifying the condition of the facilities and exploring concerns with respect to title are but a few of the items which buyers should explore before closing on a transaction. These routine acts of due diligence are necessary to ensure that a purchaser is protected.

When parties to a transaction fully and adequately disclose such information, the parties are free to make informed decisions and decide whether or not to close on a transaction. Unfortunately, the civility associated with such transactions gets lost when the seller fails to be forthright in its disclosures and, instead, misleads another with respect to the transaction.

Recently, a case out of Cuyahoga County addressed the issue surrounding what happens when a purchaser in a commercial transaction believes the seller has attempted to perpetrate a fraud on the buyer (*Pappas v. Ippolito*, 177 Ohio App. 3d 625 [8th Dist., 2008]). In *Pappas v. Ippolito*, George E. Pappas agreed to purchase the Richmond

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Towers apartment building in Euclid from its owner for \$4.15 million. The transaction closed in November 2002.

Shortly after taking possession, the buyer discovered that the rent rolls and tenant lists provided by the seller as part of the pre-purchase negotiations contained some alleged inaccuracies resulting in \$15,000 less in monthly rental income than originally anticipated. The buyer further alleged that the physical condition of the building had been misrepresented in that at least 20 of the 126 units required significant refurbishing. As a result, the buyer filed suit against the seller and the property manager. At the trial court level, the seller won a verdict on summary judgment on all but one alleged claim.

On appeal, the buyer challenged the transaction arguing that there was a question of fact concerning an alleged misrepresentation that the condition of the apartment units was overstated and that the revenue being generated by the property was falsified by the rent rolls. The seller defended against the fraudulent misrepresentation claim arguing that the doctrine of "caveat emptor" applied to this particular case. Furthermore, the seller argued that the buyer was precluded from maintaining an action against them because of an "as is" clause in the contract and because the buyer hired two separate professional firms to inspect the property. As a result, the buyer arguably could not have justifiably

relied upon any alleged misrepresentations. To counter these arguments, the buyer argued that the seller improperly limited their inspection to only 14 units which the seller itself selected.

In determining that there was no question of fact and that a verdict should be directed in favor of the seller, the court relied upon the doctrine of caveat emptor stating that such doctrine precludes recovery in an action by the purchaser for a structural defect

Recently, a case out of Cuyahoga County addressed the issue surrounding what happens when a purchaser in a commercial transaction believes the seller has attempted to perpetrate a fraud on the buyer.

in real estate where (1) the condition complained of is open to survey or discoverable upon reasonable inspection, (2) the purchaser had the unimpeded opportunity to examine the premises, and (3) there is no fraud on the part of the vendor (*Layman v. Binns* [1988], 35 Ohio St. 3d 176).

In this particular instance, because the contract contained "as is" language and the buyer was given the right to terminate if the inspection was unacceptable, the court reasoned that there was no question that buyer did not rely upon the seller's alleged fraudulent misrepresentations. Similarly, the court

rationalized that there was no evidence submitted with respect to inaccurate information pertaining to the rent rolls. In fact, the rent roll information actually contained references that certain lease-renewal dates had expired or were about to expire. Accordingly, the court thought it would be unreasonable for the buyer to assume they would collect that additional rent, without inquiring further into the financial situation of the seller. Given these key facts, it did not make sense to believe that the buyer relied upon any perceived misrepresentations.

While the case is certainly an unfortunate one, the lesson is that buyers must take care to follow through on their due diligence. Hoping for a simple inaccuracy in a seller's statement or that the seller will fail to disclose a key fact does not necessarily mean that the seller will be liable for damages later on. Carefully drafted "as is" language in a purchase agreement and permitting the buyer time to conduct its own investigation will place a heavy burden upon the buyer who later tries to allege a fraud occurred with respect to a transaction. **P**

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Results-based Marketing in a Down Economy



NICOLE NASHAR ANDREWS

Marketing is a critical element to any successful company. In a down economy, those who aggressively market will see winning results. Marketing defines your products and services, creates your competitive distinction, and articulates your company's unique value proposition, which creates opportunities for sales.

However, it is no surprise that in today's economy, many businesses are cutting back on their marketing investment, including advertising and sponsorship. While some CFOs may argue this budget cutback makes prudent business sense, professional marketers know that retracting from the already competitive marketplace could be the kiss of death to a business. When competitors are cutting back, brands that increase marketing efforts during a recession can improve market share and

return on investment at a lower cost than during good economic times.

How can a business make the most of its marketing budget in a down economy? The answer is relationship marketing.

Relationship marketing serves to foster and maintain client and referral source relationships. And in current economic conditions, relationship marketing has surged to the top of effective marketing campaigns as a means to keep in front of clients and key prospects to secure loyalty.



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Here is how you can position your company for effective results-based marketing in a down economy using relationship marketing.

1. *Arm your team with the right knowledge.*

Your core management team must be on the same page of understanding regarding the company's available products and services. Too often when companies ask members of their team to define what they do, it is not unusual to get different responses, most of which are not necessarily accurate. Owners and executives should get everyone in a room together to discuss the following:

- Define what your company does ("features" of key products and services).
- Understand whom you do it for (industries you service and target market).
- Define the results your company attains for its clients, commonly called "benefits." The benefits answer is the response when the customer asks, "what's in it for me?" This should focus on the results of your service or product.

2. *Keep the economy (and your clients) in mind.*

When developing or revisiting your product and service offerings, keep in mind times are tough for everyone. Now is the time to get creative for your clients by creating an option that takes into account the economic conditions in your industry and marketplace. By doing so, you let your prospects know that you understand their pain and you are responding to it.

3. *Mine your client database.*

Your best opportunity for more business is your current customer base. It sounds like common sense, but few businesses do an effective job at mining their existing clients for new business, including asking for referral business. Use this time to meet with current and past clients. Find out what is happening with them. Look for, and focus on, the areas where you can help them during these tough times. On average, half of customers use only one or two products or services offered by a company, so make sure every customer is aware of all the products and services you offer.

According to many surveys, the cost of acquiring new customers runs eight to 10 times more than the cost of keeping existing ones. Get a better return on your marketing efforts by focusing on your existing clients.

4. *Deploy your assets into the marketplace.*

In almost every case, a company's best asset is its people; specifically the knowledge and relationships employees bring to the company. Once your team is armed with the right information, get them deployed into the marketplace to communicate the products and services your company offers and how it benefits the clients, in short, your brand differentiator.

Don't overlook your company's infrastructure (field engineers, staff architects, accounting, human resources, and technology departments). Getting these professionals involved with communicating your message, internally and externally, is valuable in many ways including increasing motivation by getting them involved, tapping into their business and social network, and helping strike strategic relationships with other businesses.

5. *Ready, Aim, NETWORK.*

If there was ever a time to be active and vocal, it is now! There may be many in the real estate market who simply cannot participate in the buying cycle right now. But that will change and when it does, you want to be top of mind. Show up wherever possible at trade, industry and professional association meetings. These can be great and inexpensive venues to conduct network marketing. This is the time you want to cover the market to build and maintain awareness. While others are cutting back, you will be the one remembered when the market returns!

Successful businesses that position for growth now and sharpen their skills by using the above mentioned tactics will not only survive these slower times, but will succeed into the future. **P**

Nicole Nashar Andrews is the president of Market Speak, a marketing strategy and brand management firm. With more than 14 years of marketing and business development experience, her firm specializes in serving professional service and technology companies. You can reach Nicole at 216.403.0484 or nicole@market-speak.com.


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Lavish Living at Park Lane Villa

Restoration brings Cleveland's opulent history to life with modern apartment amenities

By John Elliott | Photos by Frank Salle

Cleveland's Gilded Age opulence has been restored in University Circle's Park Lane Villa apartments, a seven-story sandstone building located at Chester Avenue and East 105th Street, overlooking the grounds of the Art Museum lagoon.

The restored 1920s luxury hotel offers an unmatched lifestyle of urban elegance, challenging anything to be found on Manhattan's Upper East Side. Park Lane Villa is an exclusive luxury hotel-style apartment residence that combines original 1920s grandeur architecture with ultramodern design to assure maximum amenities for today's urban professional lifestyle.

The restoration by the Boca Raton, Florida-based Finch Group was completed last year, bringing a residence designed for well-educated cosmopolitans with artistic taste and a love of beauty. The 165,000-square-foot build-

ing offers 96 apartment suites with 43 individual floor plans.

The suites feature historic fireplaces, decorative plaster ceilings, leaded glass cabinets, stainless steel appliances, new washers and dryers and tiled showers in master bathrooms. There are also 103 covered parking spaces and 100 uncovered parking spaces.

In the middle of the University Circle, Park Lane Villa provides convenience and access to more than nine concert halls and theatres, eight museums, 52 restaurants, 14 parks and festivals, nine elite medical and educational facilities and eight historical churches.

Amenities include: hotel concierge services, a fitness center, billiards and game room, full washer and dryer in each suite, shopping services, high-speed Internet access, personal storage units, covered parking, and a CCTV security monitoring system with electronic access control.

Original purpose: luxury hotel

Park Lane Villa was originally built in 1923 as a luxurious hotel. An extravagant display of wealth and high society during the "Roaring '20s," the hotel hosted celebrities, businessmen, politicians and the well to do. Located in the cultural



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PRESERVING THE PAST After restoring the entire building, the ballroom, the foyer and courtyards for \$28.5 million, Park Lane Villa now stands as a column of affluence and a pillar of magnificent influx in Cleveland.

mecca of University Circle, the building catered to the riches of the avant-garde in art, music, science and education.

Through the years the building has taken on a variety of faces, including a concert venue, which featured such musical legends as Bob Dylan and Arlo Guthrie. After restoring the entire building, the ballroom, the foyer and courtyards for \$28.5 million, Park Lane Villa now stands as a column of affluence and a pillar of magnificent influx in Cleveland.

The restoration serves as a testament to city officials and the Finch Group, both of whom recognized its historic and architectural uniqueness. Designed in the Beaux Arts style, with French Renaissance influences, Park Lane Villa displays architectural allure that is impossible to recreate today. Adorned with copper and slate mansard roof, the building surpasses the typical “warehouse look” of open brick and exposed heating vents that were once fashionable.

With modern design features like a cast stone base with brick cladding highlighting the original decorative plaster ceilings, leaded glass cabinets and wall paneling interiors, the building offers a mix between traditional elegance and sleek modernism.

The Finch Group used only the highest quality materials and intricate detailing to enhance and complement the architecture and charm of the building. Even upon entrance, Park Lane Villa displays the finest leather furniture and décor, freshly cut flowers, original crown moldings, original high plaster

ceilings and marbled columns, fireplaces and fountain.

City leaders reclaim a treasure

The restoration represents the dedication of city leaders to recognize and reclaim the city’s rich architectural heritage. The hotel was converted to apartments in the 1940s. In the 1960s, as the middle class evacuated much of the city, the building was acquired by a private developer and converted to Section 8 assisted housing.

In 2002, the federal government closed the building due to unsafe conditions.

Classic Courtyard

The late Frederick Law Olmsted, the same person Olmsted Falls was named after, designed and developed some of the most intricately picturesque landscapes in the late 1800s and early 1900s. His most famous works include Central Park in New York City, the Niagara Reservation at Niagara Falls and the grounds of Stanford. Using the same poise and ingenuity of his other works, Olmsted developed the East and West Courtyards of Park Lane Villa in an effort to compliment the lovely surrounding park-like atmosphere. Park Lane Villa has not only restored and returned the elegant luster to both courtyards and gardens but also stayed true to most of Olmsted’s original design. —JE

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PAINSTAKING PRESERVATION The elevator frame in the lobby was restored to its original brass, a process which included removing nearly 80 coats of paint.

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EXPANSIVE SPACE A memorable feature of the building is the ballroom, which includes plush furniture and a wrap-around balcony.

and demonstrate the best practices in the use of energy-efficient renovation methods and materials. Requests for proposal were evaluated based on quality of design, construction and materials, including the use of “green building” technology.

“It was important to the city that the building be saved and be done in a way that would benefit the development of the neighborhood,” Resseger says.

Linda Warren, director of the city community development department at the time, told the Finch Group they had to see the building, even though it was in a state of disrepair.

“We fell in love with it,” says Christina Alletto, president of Signature Housing Solutions, the management entity for the Finch Group, and who is also a Park Lane Villa resident. “The more we walked through it the more we saw her ‘bones.’ It’s a beautiful building.”

The city accepted the Finch Group’s proposal from three submitted bids in January of 2004.

The Finch Group comes forward

The Finch Group held focus groups with area residents who conveyed a strong desire to preserve as much of the building’s history as possible.

“The envisioned concept had to be true to the building and restore as much of the original building as possible,” Alletto says. “And to bring a brand with design and concierge service to Cleveland unlike anything here today.”

The Finch Group has taken on the mission of restoring historic buildings in ways that truly preserve the design standards of the periods in which they were built. The company notes that in Park Lane Villa’s case, time and money could have been saved by simply gutting and replacing the suites. However, the quality would not be the same.

Red oak versus plywood veneer, solid wood base versus compressed molding, and plastic crown molding throughout would have compromised the character of the original design.

Finch Group contacted City Architecture Inc. and Marous Brothers Construction, both Cleveland-based companies, to develop its bid. City Architecture performed the architectural, engineering and the historic preservation.

“When we first entered the original lobby, it was hideous and sad,” Alletto says, reflecting on the condition the

building was in when they first visited it. Much of the interior detail was impossible to see. There were 1970s fake wood paneling, pink columns, and fireplaces that were blocked up. Most of the exterior stone design, which included decorative urns and historic cornices, were badly deteriorated and some of them were missing and had to be replaced. “The mechanical systems were a nightmare,” she says.

She notes that it took eight attempts to restore the stenciled frieze band in the ceiling of the restaurant/bar area on the north side facing Park Lane.

Exemplary ornamental ironworks are adorned with a stylized emblem logo, “PLV,” which can be found mounted throughout the building.

Two extraordinary spiral staircases have been restored to their original luster. Intricately detailed copper dormers are one of the architectural features that distinguish Park Lane Villa on the skyline.

“The intent was to retain as much of the historic fabric as you can,” says Mark Dodds, project architect for City Architecture Inc. This was difficult, seeing as modern technology doesn’t fit readily into 1920s rooms, but the



INVITING ENTRY The entrance lobby at Park Lane Villa has plush seating, pieces of period furniture and a serving table that offers an espresso machine that provides espresso and condiments 24 hours a day.

project concealed all of this in a very elegant way.

The majority of the ornamental historic plaster, ceilings and walls had to be rebuilt, Dodds notes.

Mark Ricchiuto, project manager for Marous Brothers Construction, the general contractor, says it was one of the most challenging rehabs the company has undertaken. The most demanding aspect was the replacement of all the mechanical systems. Also demanding was blending the old interior plaster and wood detail finishes with new, while maintaining the historic character of the building.

The extensive exterior restoration was handled by Cleveland-based RAF Building Maintenance. Rusty Ferguson, vice president of the company, says old mortar joints were cut from the existing structure and repointed.

Ferguson also replaced deteriorated old stone cast stone. This was very labor intensive, as it involved everything from three-foot pieces to small rosettes. As many as 180 pieces were restored onsite.

Much of the exterior design had been worn away by time, Ferguson says. In order to restore the details, he had to take wood crown molding from inside

the building to create a form to make a precast element. Modern lumber yards do not have the crown moldings that were used in the 1920s.

The precast consisted of sand, cement and an aggregate substance that matched the black and white quartz color of the existing mortar.

Hanging the cast stones required installing large scaffolding around the building. The scaffolding extended as far as 10 feet away from the building.

Ferguson hand-patched the decorative borders on some of the exterior windows. The entire exterior was then power-washed.

“Our pieces look aged like the original pieces,” Ferguson says.

The floor required a significant number of steel and concrete infills on all floors. “You can never anticipate or uncover everything ahead of time,” Ricchiuto says. “Any time we could preserve existing materials, we did.”

Heating and air conditioning systems had to be installed in the basement, including two pumps and a boiler, as

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BREAKING OUT SPACE Many walls were removed to allow for larger, two- and three-bedroom suites, providing more modern, open living spaces.

well as a chiller on the roof. Each unit has its own heating and air conditioning unit.

A wireless security system was installed by Cleveland-based Paladin Protective Systems Inc.

Demolition on much of the building began in March of 2006. The slate roof was restored. Alletto says there were thousands of gallons of diesel fuel in tanks that were removed from the premises.

A new parking garage with 107 spaces was built underground, accessed from Park Lane.

The task of furnishing the common areas fell to Alletto, who notes that the furniture selection took a full year.

Most of the suites were unfurnished, but furniture was needed for the main entrance lobby off of East 105th street, the opulent ballroom and the expansive restaurant/bar facing the original entrance on Park Lane, which is located a block north of Chester Avenue off of East 105th Street and overlooks the Art Museum grounds.

The entrance lobby has period furniture, and a serving table offers an espresso machine that provides espresso and condiments 24 hours a day.

The elevator frame in the lobby was restored to its original brass. Alletto notes there were nearly 80 coats of paint removed.

The ballroom in the center of the building will be remembered by all visitors as one of Greater Cleveland's greatest design treasures. It is accessed from both the back and front entrances by curved stairways with decorative rails. A balcony extends the perimeter of the ballroom. Beneath the balcony are square-shaped tables surrounded by wrap-around cushioned seats.

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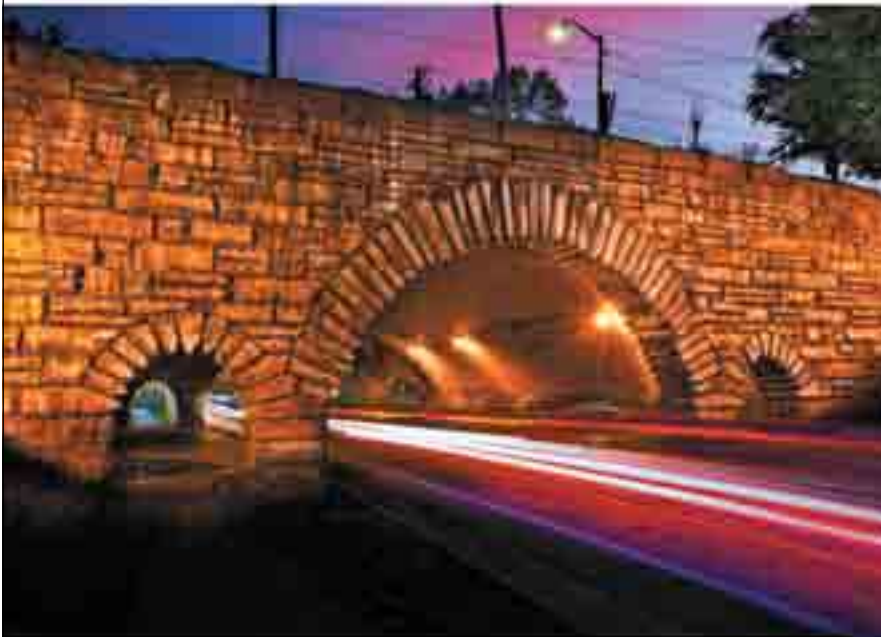
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The main lobby leads to the garage, the fitness room, the billiards room and a mailroom. The fitness center features the best and latest in health and wellness, including Precor® fitness equipment, television stations and free weights, and state-of-the-art ellipticals, treadmills and cycles.

The ground floor bathroom has a vessel sink and a black porcelain floor.

The kitchen/bar facing the Park Lane entrance features a potpourri of styles, from Beaux Art to art deco. Celery colored walls and a 25-foot high ceiling reflect the abundant natural light from the windows, which offer views of the Art Museum lagoon grounds.

Tables with black tablecloth have been assembled across the terrazzo floor. The ceiling is banded by a series of about eight decorative friezes, each with its own design. The friezes were all hand-painted.

The wall is segmented by a series of vertical plaster columns that were restored to their original granite with black streaks. The area above the columns has a series of white wood-framed windows with curve-shaped tops. The ceiling holds round lamps.

An alcove along one side has two 1920s-style chairs and a small white table. The black paneled bar/serving area at one end of the room has two wall-mounted TV screens.

Many walls were removed to allow for larger, two- and three-bedroom suites, resulting in the removal of about 100 units. The original building had 189 suites.

The hallway entrance doors for disassembled suites have not been removed, but sealed and incorporated into the

hallway design. The developer could not remove these doors as part of the government's historic restoration rules.

The corridor walls were painted a subdued yellow.

Most suites have had their original hardwood floors and ceilings restored. Many have also had their original fireplaces restored.

The suites feature historic fireplaces, decorative plaster ceilings, leaded glass cabinets, stainless steel appliances, new washers and dryers and tiled showers in master bathrooms.

Preserving history

The design team tried to preserve as much history as possible. Many rooms have original cut-out wood cabinets with shelves.

Alletto found framed pictures representing various art styles to fit different rooms. All suites have a period carpet by Kevastan, which is white with a base relief type of pattern from Karastan's Historic Preservation line.

One lamp holder Alletto found is in the shape of a long curved branch that matches the 1920s décor, typifying the intricate detail found in the building.

Most suites have open kitchens that merge with living rooms. All kitchens have modern appliances and maple wood cabinets. All interior doors are solid wood.

Living rooms have bay windows in addition to regular shaped windows. All living rooms have wall-mounted digital TV screens. Some have closets with glass doors.

Many of the bathrooms offer space to include large wood dressers.

Upper level suites offer views of East 105th Street, including the historic Silver's Temple, which houses a charter school. Views include several of the restored courtyards. The courtyards have sculptured chairs.

Some of the units have small outdoor patios. The sixth floor has a rooftop terrace.

One three-bedroom suite features Chinese red colored walls, white ceilings and white framed windows; residents can select among eight designer colors for accent walls in their suites.

Concierge services include theatre and restaurant reservations and recommendations, tickets to area theatres, sporting and musical events, dry cleaning and laundry,

pet care, freshly cut flower arrangements, maid service, catering services, personal shopping and delivery.

Grocery deliveries are made three days a week. Marigold Catering provides the catering services for the ballroom and the bar, while Spice of Life, the Euclid-based caterer, delivers organic food and is available for private catering.

The building sells itself

Once the renovation was complete, marketing the facility was not a problem. The Finch Group knew that most of the tenants would be from out of town. Most inquiries came from the Park Lane Villas website.

Alletto also attended University Circle events, including educational and institutional functions, and home shows to promote the building. Residents came from the Cleveland Clinic, University Hospitals, Case Western Reserve University and other University Circle institutions.

The management holds activities for the residents monthly, along with monthly open houses. "That is your indirect marketing," Alletto says. "So every event we have has to say, 'wow.'"

The building has won numerous awards including: the "Best New Residence" by Cleveland Magazine; the "Preservation Honor Award" for 2008 in "The Best In Cleveland" award from the Cleveland Restoration Society; "Building Circle Award" by University Circle Inc.; the 2008 "Best in Show and Community of Excellence Awards" by SmartGrowth; and the "Silver Addy given for the Best Color Brochure."

"The [Finch Group] saw an opportunity and took it," says Tom Mignogna, director of real estate development at University Circle Inc., an organization that supports University Circle institutions with security, snow plowing and marketing. "They took an existing building and brought it back to its original glory." In offering the highest standard of living available in Greater Cleveland, the building is critical to the area's future development.

"It's amazing to walk through there now," Mignogna says. "It represents the quality that Cleveland can sustain. There are people who will pay for quality. It makes me optimistic there is a market we can continue to tap." **P**



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Benefits of Integrated Project Delivery

Construction Management Association of America chair touts efficiency of IPD

By Sarah Black

As the Construction Management (CM) industry faces the effects of the economic downturn, owners are demanding more efficient project deliveries. In response, members of the Construction Management Association of America (CMAA), a trade association dedicated to the interests of professional construction and program management, look to advances in technology and large scale integration to decrease the total time and money required to complete complex projects.

“Our profession and industry are at a critical juncture,” says Thomas W. Bishop, PE, of URS Corporation, the new chair of CMAA. “Our industry has not kept up with improved productivity expectations. All industries in the US improve their productivity every year by an average of 1.2%, and it is disappointing to hear that we are not achieving this average level of improved productivity. Also, we are in a state of unprecedented turmoil in the financial markets. It should come as no surprise that our clients expect us to perform at a high and ever-improving level.”

One potential answer is Integrated Project Delivery (IPD). CMAA's College of Fellows has created a White Paper on Managing IPD. The White Paper, still in draft form and open for comment and criticism, lays out the foundations for more efficient project delivery. The draft is available at www.cmaanet.org.

“Integrated Project Delivery (IPD) is a new approach to agreements and processes for design and construction. It's conceived to accommodate the intense intellectual collaboration that 21st cen-

tury, complex buildings require,” reads the White Paper.

Bishop also points to IPD as an important step toward higher efficiency rates.

“As our clients reduce spending to address their budget deficits [as in the case of states or municipalities] or general fiscal belt tightening in the case of other clients, they will continue to turn to alternative mechanisms such as Integrated Project Delivery or Public Private Partnerships to deliver new projects more efficiently,” Bishop says.

Bishop advocates embracing these delivery models, saying program and construction managers need to understand the new approaches and be prepared to work under new circumstances and with new partners.

The fundamental concept of IPD is to maximize interdisciplinary collaboration. While there are many variations, these are the basic ideas:

A legal relationship for the IPD Core Team that provides a sense of belonging to the same organization, eases barriers to communication, removes many of the

troublesome legal hindrances to BIM and PMIS and potentates the use of Lean Construction processes.

A management committee that improves leadership, transparency, coordination and communication for the IPD Core Team and the owner.

An incentive pool for meeting project goals to be shared by the IPD Core Team that has the potential to increase if everybody helps everybody else.

A no-blame working environment to constrain litigation, solve problems quickly, eliminate energy spent on “CYA” activities and remove barriers to communication.

Design assistance to bring knowledge of cost and construction technology from principal sub consultants, subcontractors and manufacturers into the design decision-making process.

In addition to these improvements, capturing advances in technology is vital to efficient project delivery. Bishop speaks of the frustration CMs face as they

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CONSTRUCTION MANAGEMENT

constantly go back and forth between architects, contractors, suppliers and clients to discuss how new specifications or other changes affect the design, budget and schedule, as well as the importance of using BIM as a helpful tool in mitigating these challenges.

“With the advances in technology such as Building Information Management or BIM, we will have a tool that allows us to manage projects more efficiently,” he

says. “BIM will reduce iterations of planning, design and change management by providing real-time integration of scope-time-and-cost. As a result, we can focus our attention on providing real-time responses to the project’s changing needs and conditions.”

Bishop highlights CMAA’s challenge as the integration of this new and potentially very powerful tool into the industry’s Standards of Practice. He

emphasized the importance of the association’s ability to provide professional development to members to ensure BIM is used to its fullest potential.

CMAA Fellows anticipate the robust implementation of BIM, which will provide professionals the opportunity to build virtually before building physically. This integrated virtual build will uncover problems of sequence, interference and constructability that trigger change orders and RFIs at an earlier stage in the process.

Though this opportunity to integrate on such a large scale using new technology seems like it solves all the problems, CMAA Fellows agree that adjustments that will take significant time and energy are necessary to accommodate BIM’s capabilities. Too often, BIM production falls into hands of people who understand BIM technology but don’t understand how to manage the workflow from multiple sources.

“Managing the development of a virtual construction model requires skills that are similar to managing the real thing,” reads the White Paper. “The management job requires setting BIM standards, understanding constructability and construction sequence, evaluating supply chain data and vetting information that is submitted to be input into the model. But most of all, it requires understanding how to suck this information from multiple sources into an integrated model.”

A BIM model improves the design, improves coordination, reveals construction problems and helps the IPD team optimize both product and process. CMAA Fellows argue that the savings in time, money and grief made possible by BIM and IPD are invaluable to the future of the industry. **P**

Sarah Black is a communications associate with Construction Management Association of America (CMAA), North America’s only organization dedicated exclusively to the interests of the construction & program management industry. On behalf of its 25 regional chapters and more than 5,300 public & private firms & individuals throughout the nation, CMAA promotes the industry & provides professional resources, advocacy, professional development, certification and business opportunities to members. For more info, visit www.cmaanet.org.



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ONE BY ONE Infinity Construction's portfolio includes projects for the Rocky River Library System (left) and Hahn Loeser & Parks LLP (right).

Building Experience, Excellence, Commitment

Infinity Construction Co., Inc. embraces construction management's team-based approach

Founded by Charles A. Izzo, James Fantozzi and George Nemeth and incorporated in Ohio on November 20, 1996, Infinity Construction Co., Inc. began its business operations on January 1, 1997. Its founding officers' mission was to create a general contracting and construction management (CM) firm committed to creating a partnership with its clients from project inception through design and pre-construction, and into the construction and project management phase.

Since its beginnings in 1997, Infinity has contracted for over \$260 million dollars worth of work in the commercial, healthcare, educational, public works, retail and telecommunications/technology markets with projects ranging in size from \$1,000 to over \$10 million. Recognized as one of Northeast Ohio's fastest growing companies in 2002 by the Weatherhead 100, Infinity has seen its annual sales grow from \$10 million to over \$40 million. The scope of its projects have spanned a wide array of complexities, from simple interior office renovations to complex multi-phased healthcare projects to the 4,000-seat minor league baseball stadium currently under construction for the City of Avon.

Infinity's Construction Management division has completed over \$100 million in CM contracts in both the public and private sector. The company's CM services include private sector CM "At Risk," public sector Agency CM as well as management services for pre-construction planning, conceptual cost analysis, value engineering studies, and budget evaluation.

"When clients select Infinity and the construction management process as a contracting method, they are entrusting us as a partner committed to the successful achievement of their construction goals and objectives," says Infinity President Charlie Izzo. "That is a business trust that, throughout the process from pre-construction and design through construction and project commissioning, must never be betrayed. Our commitment to their cost, quality and time goals must become the core objectives of our CM project team from start to finish and even beyond that. Our typical contractual language speaks to a one-year warranty period, but our CM clients are partners whose relationship exceeds any warranty period."

Since its first CM project for Penske Truck Leasing in 1998 to its current 2008

CM projects for Thompson Hine, LLP; Oberlin College; Alliance Bernstein; KeyBank; and Hahn Loeser + Parks LLC, Infinity has built a CM division committed to excellence.

"Our industry is wrought with tremendous risks and complexities," Izzo says. "It is only through the cooperation of the design team, the client and the CM that projects can be successful for everyone. Construction management fosters that approach. We know that we're not perfect, but we are committed to listening and to get better every day. It's commitment that builds successful projects and relationships."

With repeat negotiated CM business from national and local clients such as Penske Truck Leasing; Cavaliers Operating Co., LLC; Ursuline College; The Cleveland Clinic Foundation; Mercer Consulting; St. Vincent Charity Hospital; Hahn Loeser + Parks LLC; Deloitte Touche, McDonald Hopkins, LLP; the Catholic Diocese of Cleveland; Thompson Hine, LLP; and the Rocky River Library System, Infinity continues to build its CM group on its reputation for on-time and on-budget project performance coupled with superior quality and client satisfaction. **P**



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CONSTRUCTION CO., INC.

Infinity's Construction Management Division offers both CM "At Risk" and Agency CM services including pre-construction planning, conceptual cost analysis, value engineering studies, and budget evaluation as well as onsite project management in the Commercial, Healthcare, Educational, Public Works, and Retail construction markets.



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Building for What's Important

Regency Construction Services, Inc. focuses on construction that improves people's lives

It is no accident that since Regency Construction Services Inc.'s founding in 1994, the company's business has focused on projects for clients whose passion for their work improves the quality of people's lives. More than 95% of Regency's construction management and general contracting services are performed for education, healthcare and civic clients. Well into its second decade with Founder/President Tari Rivera and Executive Vice President John Sanner's vision, client centered approach and solid construction engineering background at its core, Regency has grown quickly and established a highly regarded reputation.

With more than 65 years of experience in the construction industry between them, Rivera and Sanner continue to expand the firm while never compromising Regency's early commitment to outstanding service and to creating opportunity and diversity in a non-traditional workplace for women and minorities. Headquartered in Lakewood, Rivera and Sanner are proud of a diverse and growing client base that today crisscrosses the state. Over the last ten years, Regency has performed construction management (CM) services for nearly \$2 billion of construction.

The firm's Northeastern Ohio clients include Lakewood City Schools; University Hospitals; Lakewood Hospital; The Cleveland Clinic Foundation; Cleveland State University; Lorain County Community College; Fairview, North Royalton, North Ridgeville, Olmsted Falls and Wellington schools; St. Vincent Charity and St. John West Shore Hospitals; the Cleveland Museum of Art; the Greater Cleveland Rapid Transit Authority; Kent State and The Elms School. Further south, Regency-managed school projects are underway in Richland, Union, Knox, Crawford



PRESIDING WITH EXPERIENCE Regency Construction Founder and President Tari Rivera (left) is a National Association of Women in Construction (NAWIC) Crystal Achievement recipient for her accomplishments as a role model and mentor for women in construction and was the first-ever woman inducted into the Cleveland Engineering Society (CES) Hall of Fame. Executive Vice President John Sanner (right) brings more than 40 years of experience in all aspects of the construction industry to Regency's clients. Sanner also helped in the development of the firm's highly regarded student and community involvement programs and represents the firm in its clients' classrooms and communities.

and Licking counties. To the west, the company has completed work for the University of Toledo, Bowling Green University, PENTA Career Center, and Owens Community College and is working with the Genoa Schools. The firm also counts among its clients Ohio University and The Ohio State University.

Full scope of services

Regency offers – in-house – the full scope of construction and value-added services tailored to meet the individual needs of its clients: construction management, general contracting, estimating, scheduling, owner's representation, design/build, and constructability review. Regency is an FBE (Female Business Enterprise) and is certified as an EDGE (Encouraging Diversity Growth and Equity) company by the State of Ohio and a DBE/FBE by the Ohio Unified Certification Program.

Rivera and Sanner believe that at the heart of their success is Regency's staff – more than 60% of whom have been with the firm for more than five years.

“Our professionals pride themselves on the high percentage of repeat work the firm receives from satisfied clients and on the long-term relationships that we have maintained for nearly 15 years,” Rivera says.

Bricks, mortar, relationships

“We have a deeply held belief that construction management is as much about relationships and collaboration as it is about ‘bricks and mortar,’” Rivera says. “We know that meaningful engagement with our clients, their staffs and their communities is the key to success. We are also aware that in the world of construction, passion and empathy aren't enough. The reality is that experience and expertise, on-time and on-budget delivery, and outstanding management complete the circle. Our best practices maximize our clients' investments, and our approach is characterized by accuracy and service.”

Sanner adds, “Regency's approach encourages projects delivered when our clients need them – with no surprises.” **P**



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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-T0222081

FASHION PLACE

Twinsburg Township, OH (Summit Co.) Hadden Road

ESTIMATED AMOUNT: \$100,000,000

CONTRACTING METHOD: To Be Announced

UPDATE: Announcing additional Developer, Architect and estimated amount.

OWNER: City of Twinsburg
10075 Ravenna Road
Twinsburg, OH 44087
www.mytwinsburg.com
(330) 425-7161

DEVELOPER: B.G. & Sons LLC
29001 Cedar Road
Lyndhurst, OH 44124
(440) 461-3512

DEVELOPER: Glimcher Realty Trust
20 South Third Street
Columbus, OH 43215
www.glimcher.com
(614) 621-9000 FAX (614) 621-9331

ARCHITECT: KA Architects, Inc.
1468 West 9th Street
Suite 600
Cleveland, OH 44113

www.kainc.com
(216) 781-9144 FAX (216) 781-6566

CONSULTANT: McKenna Associates - Northville
235 E. Main Street
Northville, MI 48167

DETAILS: (248) 596-0920 FAX (248) 596-0930
93 acres; 803,731 SF, two-story mall; mix of several retail tenants, similar to Legacy Village in Lyndhurst or Crocker Park in Westlake; sitework; concrete; steel; paving; utilities; plumbing; electrical; HVAC; glass & glazing; flooring; lighting; finishes; landscaping; signage; specific details to be determined.

PN-T0303055

CHURCH EXPANSION

Berea, OH (Cuyahoga Co.) 188 Seminary Street

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

UPDATE: Announcing SF; owner seeking city approval.

OWNER: United Methodist Church - Berea
170 Seminary Street
Berea, OH 44017
(440) 234-3525

ARCHITECT: Ziska Architecture

5325 Naiman Parkway, Suite A
Solon, OH 44139

www.ziskaarchitects.com
info@ziskaarchitects.com

(440) 349-2517 FAX (440) 349-5108

DETAILS: Possible demolition of existing house to make way for expansion of church; approx. 12,300 SF; sitework; concrete; framing; plumbing; electrical; HVAC; finishes.

PN-T0318071

WWTP IMPROVEMENTS

Madison, OH (Lake Co.)

ESTIMATED AMOUNT: \$12,500,000

CONTRACTING METHOD: Public Bids

UPDATE: Project is in design phase; bidding possible spring 2009.

OWNER: Lake County Commissioners
105 Main Street
Painesville, OH 44077
www.lakecountyohio.org

(440) 350-2745 FAX (440) 350-2672

ENGINEER: Burgess & Niple - Akron
50 S. Main Street, Suite 600
Akron, OH 44308



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DETAILS: Expansion of the existing WWTP from a 3.0 MGD to 4.mgd. The work is to include: influent pump station expansion and upgrade, new grit removal system and fine screens, new flow equalization basins, renovated secondary treatment complex, renovated post treatment facilities (chlorination, de-chlorination and new post aeration), converted aerobic sludge holding complex (existing reactor clarifier tanks and building), electrical power distribution system, new stand-by power generation facility, plant-wide supervisory control and data acquisition (SCADA) and site improvements.

PN-R1220025

HIGH SCHOOL

Wadsworth, OH (Medina Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Bond issue on the November 2008 ballot passed; planning is preliminary.

OWNER: Wadsworth Board of Education
360 College Street
Wadsworth, OH 44281
www.wadsworth.k12.oh.us/
(330) 336-3571

ARCHITECT: Louis Perry & Associates Inc.
165 Smokerise Drive
Wadsworth, OH 44281
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The Forum @ One Cleveland Center

General Membership Meeting
GreenCityBlueLake: Climate Change Action
Strategies
February 19, 2009
The Forum @ One Cleveland Center



March 12, 2009
Cleveland Browns Stadium

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DETAILS: Replacement of existing high school; possible infrastructure, plumbing, heating and sanitary sewer improvements; kitchen and cafeteria upgrades; drywall; insulation; concrete; masonry; HVAC; lighting; floor coverings; painting; electrical; wood and plastics; metals.

PN-T1105037

ONE STOP SHOP

Western Campus

Parma, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$7,500,000

CONTRACTING METHOD: Public Bids

UPDATE: Architectural/ Engineer Design Service RFQs have been received; award to be announced.

OWNER: Cuyahoga Community College

700 Carnegie Avenue

Cleveland, OH 44115

www.tri-c.edu

(216) 987-4781 FAX (216) 987-4758

Attention: Mark Green (216)-987-3476

DETAILS: Project No. 20093079

Approx. 23,000 SF two-story building addition onto the existing Student Services Building. Renovation of approx. 25,000 SF of the existing Student Services Building will also be included to create a newly consolidated One Stop Student Administrative Services area and create a dedicated Campus Center with a rede-

signed cafeteria and event space capable of accommodating 500 seats.

PN-T1105039

NATORIUM AND WELLNESS ADDITION

Eastern Campus

Highland Hills, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Architectural/ Engineer Service RFQs have been received; award to be announced.

OWNER: Cuyahoga Community College

700 Carnegie Avenue

Cleveland, OH 44115

www.tri-c.edu

(216) 987-4781 FAX (216) 987-4758

Attention: Mark Green (216)-987-3476

DETAILS: Project No. 20092069

New 25,000 SF addition to the existing Student Services Building at the Eastern Campus. The addition will house a Natatorium and an expanded Fitness and Wellness Center with storage, showers, locker rooms and faculty offices. The facade of the addition should include significant glazing offering views into the pool and/or fitness center. The pool area should include viewing areas and a therapy pool.

PN-T1117028

BUILDING ADDITION

Berea, OH (Cuyahoga Co.) 33 Seminary Street

CONTRACTING METHOD: To Be Announced

STATUS: Owner seeking approvals; project is preliminary.

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OWNER: Baldwin-Wallace College
275 Eastland Road
Berea, OH 44017
<http://www.bw.edu/>
(440) 826-2900

ARCHITECT: Weber Murphy Fox - Cleveland
1801 E. Ninth Street, Suite 1500
Cleveland, OH 44114
www.wmf-inc.com

DETAILS: New 3,818 SF addition to connect the First Congressional Church and Merner-Pfeiffer Hall; possible trades could include site-work; thermal and moisture protection; windows and doors; wood and plastics; finishes; flooring; specialties; electrical; mechanical; painting; specific details to be announced.

PN-S1221019

KINSHIP VILLAGE

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$3,500,000

CONTRACTING METHOD: To Be Determined

UPDATE: Developer seeking funding; project in preliminary stages; Architectural RFQs to be released shortly; completion possible in 2010.

DEVELOPER: Fairhill Center
12200 Fairhill Rd
Cleveland, OH 44120
(216) 421-1350 FAX (216) 421-8874

DETAILS: Two buildings to be completely renovated and converted into a total of 22 residential units; four other buildings will require only minor renovations because they are already in residential use; possible renovations could include sitework; finishes; specialties; mechanical; electrical; plumbing; finishes; carpentry; painting; flooring; specific details to be determined.

PN-T1104024

MULTI-PURPOSE CENTER RENOVATION

Elyria, OH (Lorain Co.)

ESTIMATED AMOUNT: \$14,000,000

CONTRACTING METHOD: Public Bids

STATUS: Professional Design Services RFQs due Friday, December 12, 2008 (To Owner)

OWNER: Lorain County Community College
1005 North Abbe Road
Elyria, OH 44035
<http://www.lorainccc.edu>
(440) 365-5222

DETAILS: Renovation of the existing Multi-Purpose Center building (LR). All building/technology design, furniture, equipment and technological infrastructure, site development and landscaping; additional details TBD.

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