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April 2009

## Spring Has Sprung



KEN KRYCH

**A**ha, looks like we made it through another one! And with April showers, naturally follows our annual Roofing & Insulation issue. We would like to thank the local experts who submitted articles for our section this year, including Absolute Roofing, Soprema Inc., The Garland Company and Vision Infrared Services.

Also in this issue, we look at a pair of impressive restoration projects. First, there's chef Zack Bruell's unique new restaurant at University Circle named L'Albatros, that was designed by Ronald Reed of Westlake Reed Leskosky Architects Ltd. The other project is the renovation and restoration of the Edwin Hotel, which is over 100 years old and has now been reborn into the headquarters of Global X corporation with the

help of Sandvick Architects and Korfant & Mazzone Construction.

If you watch the *Today* show on channel 3 early in the morning, you will see some familiar faces on the screen belonging to the Calvetta Brothers family, whose new building for The Floor Show is another main feature for us this month. It was designed by Herschman Architects Inc., built by the Darden Company and is up for an Industrial Design Award at this year's NAIOP Awards of Excellence.

### NAIOP Awards of Excellence

Speaking of which, this month we are proud to again publish the program for NAIOP's Annual Awards of Excellence, which is included as a special supplement within this issue. Each



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year, the Northern Ohio chapter of NAIOP, the Commercial Real Estate Development Association, recognizes top construction and design projects, key commercial real estate transactions and top brokers in the area. This year's event takes place on Friday, May 15. We hope to see you there!

### A pair of profiles

I remember walking up the stairs to Jack Bialosky's Sr.'s second floor office to visit in 1973. Since then, his sons have carried on his tradition of thoughtful, imaginative and beautiful architecture and we are delighted to have them grace our pages with their story and insights.

Also, we have covered many features for the good people at Korfant & Mazzone Construction over the years. This month, we're glad to look at the company's history, philosophy and more.

### Coming next month

May is our annual HVAC and Plumbing issue, so we thought it best to take a very in-depth look at the Mechanical Contractors Association (MCA). In addition there will be features on Youngstown's newly completed Realty Towers with DAS Construction, Herschman Architects Inc.'s 35th anniversary special, the BMA Media Group's new headquarters and more.

We welcome as always your suggestions for features and profiles on your projects and companies. We are the "good news guys" in these times.

Enjoy the spring and we look forward to hearing from you.

Positively,



Kenneth C. Krych  
Owner/Publisher

## CORRECTIONS

Last month's Financial Strategies column contained an error. On page 35, the cost recovery factor for residential properties was stated as 2.564% and the factor for commercial properties was stated as 3.636%. These numbers were reversed – the residential factor should have read 3.636% and the commercial factor should have read 2.564%.

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# PROPERTIES PEOPLE

Highlighting notable industry events



**Sadhu Johnston** (City of Chicago; CGBC), **Andrew Harke** (USGBC), **Andrew Watterson** (City of Cleveland), **Elaine A. Price** (Green Space County Planning Commission) and **Tim Panzica** (Panzica Construction Company)

## Green Building Coalition & USGBC Celebration

Hundreds of interested architects, contractors, subcontractors and suppliers recently attended an event celebrating the joining of the local chapter of the Green Building Coalition with USGBC. The event featured a number of speakers and experts on the subject of current strategic plans and current initiatives to work toward transforming the way our buildings and communities are designed, built and operated. Sadhu Johnston, founder of CGBC returned from Chicago and gave an extensive presentation of green initiatives going on in his new city and measures that could have a global impact. **P**



## SMPS Rock N Bowl 2009

Over 70 members of architectural, engineering, contracting firms and suppliers battled it out for the King Pin spot recently at Cloverleaf Lanes in Independence at the 6th annual Rock N Bowl party sponsored by members of (SMPS) Society for Marketing Professional Services. The event is held each year for fun and to raise money for a notable charity. This year's event's funds went to The Gathering Place in memory of cancer victim Allison Levine, marketing director of Shaker Heights-based Studio Graphique, who recently passed away. **P**

- 1 Turner Construction Team: (back row) **Don Husted, Jim Valenty, Nick Schimmoeller, Don Hill, Chad Van Arnam**, (middle row) **Lynn Walko, Frank Morel, Dave Gura, Luis Gaitan, Bill Stiffler, Bridget Smith, Taurean Spratt** and (front row) **Terry Donovan**
- 2 Studio Graphique Group: (back row) **Natalie Pauken, Jeff O'Donnell, Cathy Fromet, Rachel Downey, Greg Osborn, Jamie Wilhelm**, (front row) **Erin Thom, Erica Deutsch**
- 3 SMPS President **Denise Ann Balko**, CPSM (BBC&M Engineering) presents the 50/50 raffle prize to **Ed Radziszewski** (Karpinski Engineering).
- 4 **Lisa Pim Peterson** (Burt Hill International) and **Patrick Robbins** (Karpinski Associates)
- 5 OCP Contractors Team: **Brian Exl, Matt Yaros, Kevin Street** and **Michelle Roof**



## HBA Cleveland Choice Awards 2009

The Sales & Marketing Council (SMC), along with the Cleveland Choice Awards Committee of the Home Builders Association of Greater Cleveland (HBA) hosted their 18th Annual Cleveland Choice Awards ceremony recently at Sammy's in the Flats in downtown Cleveland. The theme for the evening was "Big City, Bright Lights," and the event was emceed by Frank Bird and Paul Klein, both from Silver Level Sponsor *Cleveland Magazine*. Some of the evening's winners were Prestige Homes for Best Overall Custom Home for Canyon Creek Ranch and Alexandra Fine Homes which took home the Judges Choice Award. **P**

- 1 **Barbara Sanderson, Joe Race** and **Emily Schultz** (HBA)
- 2 **George Davis** (ProBuilt Homes) and **Frank Bird** (*Cleveland Magazine*)
- 3 2009 HBA President **Jeff Budzowski** (Tower Park Construction)
- 4 **Perry Bourn** (Prestige Homes) and **Paul Klein** (*Cleveland Magazine*)
- 5 **Jerry Johnson** (Coldwell Banker Hunter Realty) and **Angela Raaf-Lind** (*Cleveland Magazine*)





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June 10, 2009: Seminar 5 – Valuing Energy Enhancement Projects and Financial Returns

November 11, 2009: Seminar 2 – How to Benchmark Energy Performance

December 2, 2009: Seminar 3 – Energy Efficient Audit Concepts and Economic Benefits

**Melissa Johns**  
Communications Manager  
BOMA Greater Cleveland

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# Delectable DESIGN

**L'Albatros satisfies  
hunger for creative  
culinary experience  
at University Circle**

By Mark Watt | Photos by Kevin Reeves

“When I open a restaurant, my basic premise is that I’m going to take you somewhere else in the world, not just with food but also through the design of the space itself,” says Zack Bruell, the nationally recognized local chef and restaurateur behind Parallax Restaurant and Lounge in Tremont and Table 45 in downtown Cleveland. “Dining should be about escape. You have two hours or so to get away and feel like you’re somewhere else.”

Such is the goal at L’Albatros Brasserie + Bar, Bruell’s newest restaurant, which opened late last year on the campus of Case Western Reserve University (CWRU). Located in the space formerly occupied by That Place on Bellflower, a legendary University Circle area eatery, L’Albatros was conceived to feel like a modern brasserie that one might discover while strolling the streets of Paris, a place to enjoy classic but creative cuisine in a contemporary environment.

Designed by Ron Reed, principal with Cleveland-based architectural firm Westlake Reed Leskosky, the new restaurant (at 11401 Bellflower Rd. in Cleveland) combines modern architectural minimalism with a sense of coziness, afforded in part by the layout of the existing space. Composed of a converted carriage house from the 1800s, a 1980 addition and a soon-to-reopen outdoor dining patio, the restaurant links together several unique, intimate dining spaces.



**PREMIER PAIRING** Ron Reed designed L'Albatros to compliment the menu of its owner/chef Zack Bruell, who is a semifinalist for the 2009 James Beard Foundation Awards (Best Chef: Great Lakes Region). The awards foundation is a national organization that honors top chefs, cookbook authors and others in the culinary arts.

diating space to make people look great," Reed says. Combined with the dark, brick floors and walls throughout the restaurant, the tables act as nodes of light throughout the dimly lit dining areas to create an intimate world at each table, Reed adds.

Strategically placed acoustic panels hang from the tall ceilings as well, with the dual purpose of concealing ductwork and electrical work along the ceiling and reducing volume throughout the restaurant, previously a problem in the space, according to Bruell.

"In my restaurants, I want to help create an energy, but the energy is based on the diners themselves," Bruell says. "You want to create an environment where two people can walk in and let the surroundings fade out as they have a conversation."

In one of the old carriage house rooms is a dramatic painting by Johnnie Papandreas called "Gathering Storm," which has been placed above a fireplace, providing a sense of drama.

An additional focal point is a new bar and lounge. Reed opted for a linear bar in the space instead of a rounded bar so that all service elements would remain hidden, leaving instead a backdrop of clean, organized bottles and glasses. The

"There were a few things we wanted to do in the design approach," Reed says. "The restaurant had to be casual, yet elegant. We wanted to capitalize on the virtues of the existing carriage house rooms. With brick walls and floors and a fireplace, there was a lot that was right about those rooms, so it was more about

freshening them up. But most importantly was the desire to keep the focus on the tables and the people who would be sitting there."

To help achieve this goal, new ceiling fixtures direct light downward onto bright, white Corian tabletops, which has the effect of "brightening the imme-

Congratulations to Zach Bruell of L'Albatros on yet another successful restaurant opening

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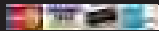
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**MAKING A MOOD** New ceiling fixtures direct light downward onto bright, white Corian tabletops, which has the effect of “brightening the immediate space to make people look great,” Reed says, and strategically placed acoustical panels on the ceiling keep noise levels down.

effect is an atmosphere that pairs sleek sophistication with relaxed warmth.

While there is conceptual continuity throughout the restaurant today, the project was not without its challenges, according to Bruce Eglin, owner/president of Triple E Construction, of Beachwood, which served as general contractor for the project. Over the past decade, the building was showing its age and was aching for updates.

“Starting off, we knew the building was in pretty bad condition, but we still had some surprises as the project progressed,” Eglin says. “We discovered rotting wood in portions of an exterior wall. We found plumbing lines that needed to be replaced. It turned out that part of the roof was shot and needed to be replaced as well. In the end, it was almost like starting fresh. We completely gutted the space.”

In all, the project entailed stripping down the existing space and adding all new electrical and plumbing, as well as installing new tile in portions of the space, a small amount of base woodwork and painting.

All new heating, air conditioning and ventilation – included gas-fired rooftop units and electric cooling – was installed as well, according to Steven Smylie, owner of Smylie One Heating & Cooling. (“We also installed a ductless split heat pump in [Bruell’s] office,” Smylie says. “We’re really happy with it, because it’s very comfortable and quiet.”)

A handicap access restroom was added, too. Perhaps the most extensive work took place in the kitchen, however, which was essentially gutted and rebuilt, according to Bruell.

“We replaced everything in the kitchen,” Bruell says. The kitchen is now outfitted with all-new stainless steel equipment, including a larger walk-in freezer and refrigerator “I knew what we needed to do to execute the type of food we would be serving. We basically created two new kitchens: a prep kitchen and turn-out kitchen where the food is produced.”

For obvious reasons, Bruell is thrilled about the new kitchen, but there is a deeper meaning to him as well; it is

where he had his first cooking job as a kid, during the summer of 1974 when That Place at Bellflower was brand new.

“I remember what this restaurant used to be and that was on mind throughout the project, so it was certainly exciting to watch the transformation,” he says.

Bruell credits the success of the project to a cooperative and hard-working team. He knew both Reed and Eglin well, as they comprised the same design and construction combo behind Parallax, which opened in 2004.

“They know how I work and that was crucial in delivering a quick turnaround,” says Bruell, noting that construction began last August and was completed in just over three months. “With restaurants, the clock is ticking when construction starts because each day the project continues is another day that you’re not bringing in money. It’s really important to have people that understand that and these guys did.”

Bruell adds that it was honor to work with Reed, whom he considers one of Cleveland’s two best architects (the other, he says, is William Blunden, who





**COMPLETING THE CIRCLE** Chef Zack Bruell's first cooking job was at That Place at Bellflower, in the University Circle area, in 1974. Thirty-five years later, he has transformed the same space into L'Albatros Brasserie + Bar.

designed Bruell's two Z Contemporary Cuisine restaurants in the mid-'80s, as well as Table 45 in 2007).

"Good architecture is hard to describe – it's just something you feel. In a restaurant, it has to reflect the overall vision of the culinary approach and Ron [Reed] has done that so well here," Bruell says, adding that he has admired Reed's work since they first met in the 1980s. "He can make it look easy and I know it's not easy at all."

For Reed's part, he is similarly excited to work with Bruell again, noting that their individual styles naturally complement each other.

"The interior ambiance of a restaurant like this needs to align with the food being served there," Reed says. "To really create something special, the design has to click with the chef's vision. I think that is happening."

According to Margaret Carney, university architect at Case, which owns the building, the clientele seems to agree. Since opening in December, the restaurant has become a hot dining destination for food and drink aficionados, visitors to the cultural institutions in the area, as well as Case faculty, parents and students, she says.

"[Bruell] is an artist and his space was as important to him as his menu and the quality of food he prepares," Carney says. "We are happy to have him here. L'Albatros is a wonderful addition to University Circle and the entire city of Cleveland." **P**



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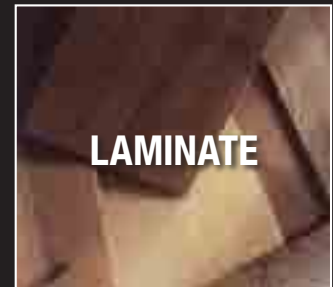
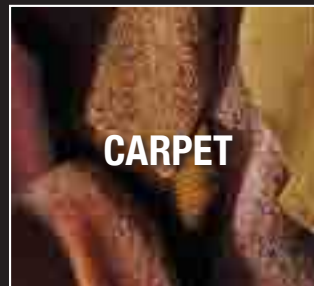
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# Stepping Forward

## Calvetta Brothers Floor Show settles into new Bedford Heights headquarters

By Jeanne Bluffstone | Photos by Bill Webb

**Y**ou've heard their commercials and seen them on television, but their story is more than advertising. The Calvetta Brothers Floor Show is truly a family affair. Lance, Jason and Austin Calvetta grew up working with their father John in his flooring business, and learned to appreciate the skill required to create a beautiful floor. In 1999, they took that experience to a second generation and opened Calvetta Brothers Floor Show in Bedford Heights.

It was a natural transition. As teenagers, the Calvetta brothers had spent much of their time in their father's business and during those years learned to install carpeting along with having specific internal business responsibilities: Lance and Jason worked with the installers and Austin handled the sales floor.

As they worked as a family during those early years, they developed a passion for their father's trade and that appreciation, along with a solid work ethic and a desire to share a business, enabled them to create the Calvetta Brothers Floor Show, a successful busi-

ness with four locations and plans for a fifth.

### A modest start led to major growth

While working with their father, the brothers learned not only their trade, they also established a division of labor which still exists today in the Calvetta Brothers Floor Show. But as business owners, they have added a few more dimensions to their efforts: Jason has an expanded role as installation manager; Lance is retail manager; and Austin is in charge of marketing and advertising. The family connection is also obvious in the way in which they run the company

— all three of them handle sales with the help of their father and cousin Chad, and their mother Sheila is in charge of the books. This second generation family business is still growing.

When the first of the Calvetta Brothers Floor Shows opened on Miles Road 10 years ago, the brothers leased a modest building in Bedford Heights that had a 4,500-square-foot showroom and a 6,000-square-foot warehouse, which oddly enough were at opposite ends of the building and separated by several businesses. Obviously the situation was inconvenient for a booming business that needed easy access to the warehouse



**FINISH WITH FLOURISH** As customers proceed through the open showroom it is quickly apparent that the floor is part of the display as it transitions to different types of flooring from carpeting to wood, laminate and tile.

stock and deliveries, but there were other issues as well. The masonry building had small windows, which didn't create a welcoming showroom particularly from the street. And although the unassuming structure suited the company's immediate needs, they soon found they were outgrowing their space. When they had been in business for just five years, the brothers purchased an abandoned car lot just a few doors down and began to plan a future expansion, which didn't take real shape until a discussion about the situation took place among three friends at a party.

### Planning a new building

The desire for a new building began to turn into reality during a discussion with architect Fred Margulies, of Herschman Architects, during a party at the home of builder Bob Darden of The Darden Company. The three friends began to talk about a possible new building, and by the end of the evening, they had set a direction for what was to become the company's headquarters and the new

Bedford Heights Calvetta Brothers Floor Show building.

"It was a perfect team," explains Austin Calvetta. "We're real happy with all of this. Our business philosophy is to keep it simple and we learned as we went. This building expresses who we are and what

**"Fred [Margulies, of Herschman Architects] designed and helped build something I could have only dreamed about 10 years ago."**

**Austin Calvetta**  
**Calvetta Brothers Floor Show**

we do: quality products, quality service, professionalism at its best."

In November of last year, Calvetta Brothers Floor Show moved into the modern building designed by Herschman Architects and built by The Darden Company. The old building, just a few doors away, has been transformed into a store for fashionable living room, dining room and bedroom furniture from such

well-known manufacturers as Lane, La-Z-Boy and Millennium.

### A building designed for functionality, economic value

The new Calvetta Brothers Floor Show at 23760 Miles Road was designed for functionality and economic value, according to Fred. The 13,630-square-foot modern building has a 6,000-square-foot showroom, 3,000 feet of offices, a mezzanine and a 4,000-square-foot warehouse. Situated on Miles Road between Routes 480 and 271 and between Green and Richmond Road, the eye-catching building is conveniently located and within an easy drive from Greater Cleveland suburbs.

Walking into the Calvetta Brothers Floor Show is a visual experience for customers and visitors. The reception area is welcoming and affords an opportunity to meet customers, discuss needs, and perhaps spread out a few samples. As customers proceed through the open showroom it is quickly apparent that the floor is part of the display as it transi-



Shining Village, Guilin, China (2009)

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**NOTABLE NUMBERS** The 13,630-square-foot modern building has a 6,000-square-foot showroom, 3,000 feet of offices, a mezzanine and a 4,000-square-foot warehouse. In the showroom are 10 different types of flooring, 1,000 carpeting samples from nine carpet manufacturers, and tiles from eight manufacturers.

tions to different types of flooring from carpeting to wood, laminate and tile. Each of the offices also has a unique floor and personal décor selected by the person working in that space. As customers walk through the showroom and experience the flooring, they also are led to strategically placed exhibits of 10 different types of flooring, 1,000 carpeting samples from nine carpet manufacturers, and tiles from eight manufacturers.

The building's structure and design precisely fit the company's culture and image. According to Fred, HA's archi-

tect on the project, the base building is a pre-engineered free-span metal structure allowing tow motors to maneuver the warehouse without running into the structure and allowing full view of the showroom without obstruction. The use of a pre-engineered building meant increased speed of construction and limited waste on site because the kit of parts is shipped from the factory.

The simple, modern façade was custom designed for this pre-engineered building to make a statement on Miles Road that the architecture in the industrial

area need not be boring. With full-height glass framed by two masonry cubes, the showroom opens out to the street in the evening and the northern light provides subtle but abundant light during the day, making the building attractive to passersby. The two different colors and sizes of masonry along with the dark spandrel glass and projecting cornice add to the visual interest, Fred explained.

"Fred designed and helped build something I could have only dreamed about 10 years ago," Austin says. "We went with Fred because this was very special to us and we wanted someone who truly understood that. He was great, always available, paid attention to detail and we truly gave us everything we had hoped for. Fred was great."

As to the services of The Darden Company, "Bob Darden was great," says Austin. "From start to finish, my building took four months. Bob knew that I really wanted to be in by November 1, because that's our best month for business, and he made it happen. He knows his business and knows it well. Hats off to Bob Darden and his staff for a job very well done."

#### Experience and new services

Quality flooring and installation have been the mainstay of Calvetta's business.

"We have installers who have been with us forever, so there are no issues," says Austin, explaining the company

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has 43 employees, 30 of them installers and helpers. To meet the growing needs of customers, Calvetta Brothers Floor Show also created important strategic alliances with carpet cleaning companies and tile and grout experts. Those services have since evolved over time. And after classes in carpet cleaning and purchasing the best equipment, the company added carpet cleaning and upholstery, tile and grout cleaning to its list of services. It also refinishes hardwood flooring.

"We offer hassle-free cleaning of carpets and rugs for your home, office or commercial premises," Austin says. "Insured cleaners help customers get the fresh look back in their carpeting. Services include carpet cleaning, stain removal and rug cleaning for home and office. Our upholstery cleaning team is well trained in using the latest equipment. All of this ensures that customers receive the highest level of care."

Still on the grow, Calvetta Brothers Floor Show also has showrooms in North Royalton, Mentor and Macedonia and plans to open an Avon location later this year. **P**



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# Building a Reputation

## Korfant & Mazzone Construction celebrates 15 years of quality building restoration, renovation and more

**W**ith 15 years of construction business under its “tool belt,” Korfant & Mazzone Construction is ready to take on the next 15 years with zest. March 19, 2009 marked the date the company proudly celebrated yet another milestone anniversary. The Korfant & Mazzone crew has developed an impressive reputation for restoring and renovating older buildings throughout Cleveland and beyond, but its projects just don’t stop at renovation. Adding to its portfolio of work for commercial and industrial companies is new construction, tenant build-outs, interior and exterior renovations, along with retail and restaurant projects. Skillful in adaptive reuse of old structures and design/build, Korfant & Mazzone has helped building owners bring back to life those shattered and left-to-be-forgotten buildings.

Owners Joe Korfant and Mark Mazzone are convinced their company has remained strong through all the mayhem of the economy and harsh, ever increasing competition over this period due to its credibility with customers.

“Honesty and servicing customers still stands for something these days,” Korfant says. “Our company works to get the job done right to the satisfaction of our clients, but most importantly we keep an open dialogue with our customers and develop a trustworthiness missing in many construction companies in the business these days.”

Korfant, Mazzone and team have won over customers by making themselves easily available to customers, responsive to questions and providing solutions, Mazzone says.

“Most of our jobs involve construction management and/or design-build which involves problem solving and getting our customers through the process,” he says.

Making sure customers understand what is going on, keeping them informed and helping them make good business decisions for their projects makes Korfant & Mazzone valuable as construction managers and owners representatives.

“Clients don’t always like what they hear, but we work to get them a solution at the best possible price,” Mazzone says.

### Passion for the past

The company is absolutely drawn to older buildings, according to team member Barbara Hajes, who notes that the team often walks through a building



Photo by Ken Krych

**SERVICE SPECIALTIES** Over the past 15 years, Mark Mazzone (left) and Joe Korfant (right) have built a reputation for restoring and renovating older buildings in Northeast Ohio. Their services also include new construction, tenant build-outs and more.

with a client who is interested in purchasing or leasing.

“We get realistically excited with buildings we see that have potential of becoming a good corporate home for our customer as well as a good investment,” Hajes says. “Our customer may not be able to visualize the potential at first, and what can be done.”

The company’s passion is there. Combined with the staff experience and the great pleasure they have in seeing an older structure become something significant again is evident in their daily work.

“That’s the importance of adaptive reuse,” Hajes says. “Even if the building is suffering, we attempt to save portions that possess historic value, hold architectural significance or exhibit an interesting feature.”

More importantly to the customer, when appropriate, the building is reclaimed and has use again.

Mazzone emphasizes renovating the building needs to make economic sense for a customer. The company takes into consideration all costs and factors involved. There are times buildings are

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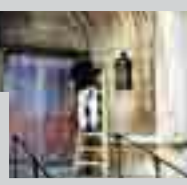
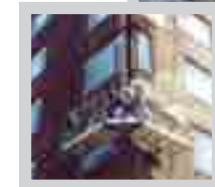
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too far gone to save and the cost to salvage far outweighs the sentimental value of a building.

Several of the company's more recent projects are obvious in downtown Cleveland with the new Korfant & Mazzone offices and luxury condominiums at 1148 Prospect, now called The Joshua E. Hall building. Another project, which immediately followed the Korfant & Mazzone building renovation, was The Edwin Hotel at 1303 Prospect for Global Exeter, a strategic tax consulting firm (see full story on page 31).

### Humble beginnings

Joe Korfant, founder and owner, began the company on March 19, 1994 with the \$50 he had in his pocket that day to open a checking account for his new company, Korfant Construction. Korfant's experience was built as a carpenter where he worked for several local general contractors and later a local developer. His background includes co-ownership of a firm specializing in home theatre systems. His new adventure as Korfant Construction found him literally knocking on company doors in Slavic Village where

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Photos courtesy of Korfant & Mazzone Construction

**DRAMATIC DIFFERENCE** Van Stan Hall, at 7716 Broadway Ave. in Cleveland, was in a state of disrepair (left) before Korfant & Mazzone Construction began a renovation in 2005. The result (right) earned high honors from the City of Cleveland's Storefront Renovation Program.

he was a life-long resident. Korfant quickly acquired customers due to his handy carpentry work. One of those companies he called on back in those earlier days has continued as a Korfant & Mazzone client today.

As a result of Joe's ambitious attitude, his neighborhood business grew adding clients and several employees over the years. Jose Cruz has been a steadfast employee from those early days and is

still with the company today. In 1997, Mark Mazzone joined Joe's side as a partner, adding another dimension to the company and changing the name to Korfant & Mazzone, Inc. Mazzone's experience, at that time, included over 25 years of construction experience working for several Cleveland construction companies, a partnership in a flooring/furniture dealership and a co-creator of custom panels manufactured

for building exteriors, primarily in the hotel business in the '80s and '90s.

### **The importance of good people**

In the late '90s, Mazzone asked Barbara Hajes to join the team managing the sales and marketing responsibilities. Beginning on a project-by-project basis, Hajes brought in several renovation projects from her contacts, eventually becoming full time. Looking back

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on the past decade with the company, she recalls it was difficult to “sell” the company in the beginning. Name recognition wasn’t there and the partners were so busy taking care of the customers, there wasn’t time to put together a marketing plan or literature. Hajes background includes an interior design degree, experience in management and the commercial furniture/design industry. Always working in sales and marketing, Hajes found a home at Korfant & Mazzone working side-by-side with both owners.

“Now people know the company, they recognize our logo, our projects and the new headquarters, all from our combined efforts,” she says. The company’s newsletter has made an impact as well, with nearly 2,000 receiving the publication *The Construction Zone*.

The latest member of the team is Office Manager Christina Adkins, a quick learn and one who easily fit into the company’s personality. Upon her arrival a year ago, she evaluated and streamlined office operations to increase efficiency and productivity through organization and use of technology.

Korfant likes to address the importance of good people in a company.

“It is difficult to find people who are not only good at what they do, but are committed and are loyal,” he says. “They want to see the company succeed just as much as the owners do. You can’t buy that kind of staff.”

The company prides itself on being small enough to be accessible to clients and substantial enough to get projects done right. The company stresses there are no layers of management to fight, egos nor politics within the company that distract from the projects.

“The owners are hands-on and we all work towards the same goal,” Korfant says.

### Good guys, good results

Korfant & Mazzone prides itself on honesty and building a trusting relationship with clients. Mazzone points out contractors are commonly perceived in this market as unreliable and deceitful...



Photo courtesy of Korfant & Mazzone Construction

**TRUE TRANSFORMATION** The Cleveland chapter of American Institute of Architects recognized Korfant & Mazzone’s work at Shiloh Baptist Church with an award in 2006. The work included renovation of the former 1906 synagogue’s dome, sanctuary and infrastructure.

sleazy. The bad reputations are alleged from those contractors overcharging customers and making unauthorized changes in a project. It’s just bad business agrees both partners.

“We have always considered the customer first,” states Mazzone. “We look at ways to cut items out of construction costs or find other means to perform the work to provide a savings to the project. We make every effort to fit the project budget to meet client requirements. Sometimes the total cost for the project is not what a customer wants to hear. This is where communication with our clients is important.”

Adds Korfant, “We make every effort to explain costs, methods and provide a willingness to find the best way to make a budget work for their project. Believe me, we *do* know about the cost of construction projects. Not only from our experience in the business, just remem-

ber we renovated our own building and had to meet *our own* budget restraints.”

### Gradual growth

The company maintains a modest profile. Mazzone explains the company does not work to be the biggest nor wishes to compete with the largest of construction companies. Steady growth has come with reputation and customer referrals. Costs range from \$1,000 for a service order to managing a \$10 million project. A major focus is placed on design/build including tenant build-outs, updating buildings, storefront renovations, etc. Larger projects of \$1 million and more is where the company steps in as construction managers and/or the owner’s representative.

“The combination works well,” Korfant says.

Mazzone takes the lead on larger more complex projects, while Korfant supervises projects for established clients and

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the day-to-day construction activities. Since the company has the ability to work on diverse projects it provides an easy transformation to work with new construction and renovations.

The company's vast and distinctive projects have included several award-winning restoration projects. Shiloh Baptist Church, a renovation of a 1906 synagogue's infrastructure, dome and sanctuary earned recognition from the Cleveland chapter of American Institute of Architects. The Van Stan Hall project in Slavic Village received an award by The City of Cleveland's Storefront

Renovation Program for preserving the late Victorian structure built in 1882.

Unique projects have included Senior Citizen Resources Center, consisting of 6,000 square feet of neglected retail space into offices and meeting rooms for seniors at Memphis and Fulton, as well as Community Assessment and Treatment Services, an adaptive reuse project whereby a 1940s-era car dealership was transformed into a modern treatment facility and dormitory for men. St. Rocco's required the construction of a new 12,000-square-foot building in Cleveland to house its early childhood

development center. Cogswell Hall is a residence for women where Korfant & Mazzone devoted eight years of consulting and now serves as their owner's representative for construction of their 20,000-square-foot building addition and historic restoration of the existing 1913 residence.

In between these notable projects have been a wide range of activity for the company: tenant build outs, retail and restaurant renovations, and upgrades to customer buildings, building studies and consulting services.

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## Making a statement on the street

Korfant & Mazzone is now headquartered at 1148 Prospect Avenue in a 14,000-square-foot building that dates back to the late 1800s. Renaming the building The Joshua E. Hall building was to acknowledge the original developer of the time. The company dug up whatever history it could on this developer who owned a furniture business in downtown and constructed four similar buildings in downtown Cleveland. In 2004, Korfant & Mazzone had the opportunity to purchase this building from Sandglo Glass & Mirror Company and restore it.

It proved to be the right time for the company to renovate an older building to demonstrate to local businesses what Korfant & Mazzone can do for their properties. It also provided a sense of ownership in The Historic Gateway District as the company become a participant in the development of downtown Cleveland. Although Korfant and Mazzone knew they wanted a storefront office, the remaining use of the building was kicked around until they decided on dividing the second and third floors into townhouse style luxury condominiums. To date, two of the condominiums are occupied, one is well under construction and the final condo is a pending sale.

The staff enjoys the new offices and the activity of the Historic Gateway District. The beginning of the company's 15th year in business is kicked off to a good start for the Korfant & Mazzone team. Customer referrals and name recognition have resulted into activity for 2009.

Korfant and Mazzone welcomes businesses to visit the 1148 Prospect headquarters to learn more about putting a building to good use for their business. **P**





Photo by Ken Krych

# Rich History

## Korfant & Mazzone, Sandvick Architects rehabilitate old Edwin Hotel building to house strategic tax consulting firm's headquarters

By Jessica Nelson | Photos by Ken Krych

**B**uilders, architects and developers looking to rehabilitate historic properties cannot help but feel richer as soon as they enter the luxurious new headquarters of strategic tax consulting firm Global X at 1303 Prospect Ave. at Bolivar in downtown Cleveland. Green, the color of wealth, embraces clients here as they seek advice on Global X's specialty: maximizing historic structure renovation to its full financial potential.

Global X moved into the building in December of 2008 after Korfant & Mazzone Construction and Sandvick Architects completely renovated the centuries-old structure within a four-month span in cooperation with Mike Peplowski, construction manager of Michigan-based Sixty North LLC.

Professionals interested in investing in historic structures need look no further than the 1000 block of Prospect in general. This rapidly developing neighborhood in the Gateway District is undergoing a transformation into a one-stop shop hub of design and innova-

tion. The new Global X headquarters is just a few doors down from the offices of Korfant & Mazzone, while Vocon, Kent State University Urban Design Center, Cleveland Urban Design Collaborative, and Bostwick Design Partnership offices line the street.

The 12,000-square-foot, four-story building dates back to the 1890s and includes a potpourri of additions that tenants added over time. The vertical structure including the high-ceilinged entranceway, front lobby and stairs are original. The first floor is open to prospective tenants. The first and second

floors include an addition extending 100 feet to the rear. The third and fourth floors include additions to the building's front. All upper floors house offices, conference rooms and reception areas. The second floor includes a kitchen and professional facilities.

### A wise investment: Global X

"We wanted to put our money where our mouth is and do the thing we have been helping our clients do for years," says Nancy Amstadt, Global X partner.

Global X provides strategic tax consulting services to a client base of builders



**CALM COLORS** In the reception area of Global X's new headquarters, the furniture's eggplant and gold tones accent the green wallcoverings and create a pleasant space that maintains a historic feel.

and real estate professionals with a focus on federal incentives, state incentives, and historic and brownfield tax credits for renovation and preservation easements. With the goal of providing clients with the ultimate example of the potential historic buildings hold, Global X purchased the building in December of 2007.

Prior to the move, Global X's offices were on the 40th floor of the BP tower at Public Square. "It was a beautiful space but we couldn't use it as an example," says Amstadt. "We were looking for a historic structure in downtown Cleveland immediately and this one had everything we needed. We've worked with developers on projects in such states of disrepair that we've been through it all. We've seen it all before."

Korfant & Mazzone has as well. The company stood out to Global X because of its experience renovating numerous historic structures including Shiloh Baptist Church and its own office. ("We love working on old buildings – it just runs in our blood," says Barbara Hajes, Korfant & Mazzone's sales and marketing manager.)

"This place was bubblegummed, shoe-laced and duct taped together by former owners and tenants," says Mark Mazzone, Korfant & Mazzone COO and partner.

Sandvick Architects redesigned the building. The firm specializes in historic preservation, adaptive building reuse, and lost development and conservation easements. Project Architect Alan Kofsey, Preservation Specialist Peter Ketter, and Interior Designer Heather Harris adapted the space per historic tax credit standards.

"Our firm adheres to the U.S. Secretary of the Interior's standards for rehabilitations, assuring our clients a successful tax credit project," says Harris. "We strive to retain historic character and materials."

### Sound structure

Although it was a tremendous order to enable Global X to occupy the building on a tight deadline, Joe Korfant, Korfant & Mazzone's owner and founder, managed a crew of contractors to meet the challenge.

Korfant & Mazzone undid or incorporated more than 100 years of structural changes. The building plot was originally a house. Later the Edwin Hotel was built on the foundation. Offices and a

medical facility also occupied the space. Over time, tenants added layers of partitions, stairs and ceilings, brick and stone to the building's façade, and additions to the building's rear.

Korfant & Mazzone overhauled the roof, windows, doors, plumbing, electric, ceilings, partitions, cabinetry, a skylight, elevators and the façade.

The first steps were to remove all existing drywall and studs and to reinforce flooring. The team installed a beam under the second floor to maintain the sag; preserved original columns on the second and third floors; replaced a column on the fourth floor and shifted the roof's load so that the column would not obscure the center of a conference room; and completely remodeled the previously uninhabitable basement.

### Comfortable situation

By August of 2008, Korfant & Mazzone had covered all of the floors with plywood.

The original staircase and banister were preserved. Glass and ceramic tile compliment the fully functioning original bathroom sinks.

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**MATCHING MASONRY** Korfant & Mazzone used several different colors of masonry, mortar and brick to refurbish the exterior.

Rooms on each floor include cherry wood trim and black granite counter-tops. The main fourth-floor conference room includes strips of maple low VOC-stained beadboard around the perimeter.

The Global X logo of curving lines of latitude and longitude etched into glass doors grounds the interior design scheme throughout the building. Globes and maps dot office spaces which are as inviting as private dens. Interior borrowed light windows and recessed soffit lighting add to the welcoming environment.

Amstadt chose the furniture for each partner's unique personality while maintaining a sophisticated look that is at once conservative and modern. The furniture's eggplant and gold tones accent the green wallcoverings and create a pleasant space that maintains a historic feel.

### **A diversified portfolio**

By September of 2008, Korfant & Mazzone had begun work on the roof and façade.

"The challenges were renovating on a tight site and meeting the client's move-in date while making a series of discoveries regarding the roof structure," Korfant says.

The original building was three stories tall, but an addition to the posterior was only two stories tall. The roof of this two-story section was leaking and was most severely in need of repair. Korfant & Mazzone finished the repair in three weeks.

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**FINE FINISH** Rooms on each floor include cherry wood trim and the main fourth-floor conference room includes strips of maple low VOC-stained beadboard around the perimeter.

After uncovering the original bricked-in windows, Korfant & Mazzone used several different colors of masonry, mortar, and brick to refurbish the exterior. Originally the façade was brick. Mazzone estimates builders installed sandstone on the

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*Heather Harris  
Sandvick Architects*

upper façade and limestone on the vertical lines and lower portion in the 1950s.

They installed a replacement lintel beam across the front of the building to support the exterior masonry.

### A successful venture

"To me it's the look and how it makes people feel when they walk into it," Amstadt responds when asked what she is most proud of about the building.

"Working with clients that had a clear vision of their space," responds Harris.

"It's a nice example for clients because we both work with the same kind of unique people," says Mazzone. **P**



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## Uncertain Times & Uncertain Tenancies: Issues in Lease Enforcement, Pt. 1



JOHN P. SLAGTER, ESQ.



ANTHONY R. VACANTI, ESQ.

Unfortunately, in today's real estate market, lease defaults, in particular defaults concerning lease rental terms, are on the rise. Negotiations with a tenant in default may very well be the least costly and most effective way to resolve a dispute. Be careful, however, because you may waive certain rights (i.e. acceptance of rent or a portion thereof). When deciding whether to evict, landlords should weigh several factors when deciding whether to pursue an eviction, including but not limited to business objectives, legal options, and the risks/costs associated with the eviction process.

Landlords should also examine their course of conduct with tenants to identify certain areas of liability or potential defenses to an eviction action. Such review should include examining correspondence with the tenant and the lease itself. For example, most commercial leases have notice and cure provisions, and provisions that specifically define what constitutes "notice." Failure to properly deliver "notice" will inevitably cause trouble in the eviction process. Most enforcement issues arise because of the landlord's failure to review the course of conduct with the tenant or

the specific terms of the lease. This article is the first in a two part series that will explore common issues and lease enforcement. In this article, we will be exploring what constitutes a breach and a landlord's remedy to address the breach. In the next article, we will explore the types of damages a landlord may seek and identify common pitfalls to lease enforcement.

### A. Identify the type of breach

The most common reason for an eviction is due to the non-payment of rent. To avoid problems concerning whether non-payment of rent constitutes a default, make sure your lease has a provision defining default and including non-payment of rent in that definition. Although Ohio's forcible entry and detainer law, which governs evictions, specifically authorizes evictions when a tenant breaches an obligation imposed by a written lease (Ohio Revised Code § 1923.02[A][9]), lease provisions will be strictly construed against the landlord because the law does not favor a forfeiture; therefore, the authority of the landlord to evict a tenant should clearly be articulated in the lease.

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Aside from rental breaches, other breaches that are “material” should constitute a default allowing a landlord to evict a tenant. Commercial leases should clearly address what constitutes a “material breach” that entitles a landlord to evict a tenant. Such material breaches may include, but are not limited to:

- Disorderly conduct;
- Disturbance of other tenants;
- Failure to maintain premises;
- Destruction of common area property;
- Failure to obtain insurance;
- Abandoning or vacating the premises;
- Financial problems with tenant’s guarantor;
- Bankruptcy (however, bankruptcy law will determine whether this provision is enforceable).

### B. Landlord’s contractual remedies

Many commercial leases include a forfeiture clause, which allows a landlord to terminate a lease upon breach by a tenant. A tenant’s obligation to pay rent, however, is terminated at the time of forfeiture. Therefore, it is important to relet the premises as soon as possible.

In the case of a tenant abandoning the premises, commercial leases many times authorize a landlord to reenter the premises and relet for the tenant. Reletting clauses should include provisions that specify how payments from a substitute tenant will be credited against unpaid rent and other sums due under the original lease. Otherwise, this could become an issue for litigation. Ohio law also imposes upon landlords the duty to mitigate damages. If a tenant has abandoned the premises, it is imperative that landlords actively pursue new tenants to fill the space. Otherwise, a landlord’s failure to do will raise issues concerning the amount of monetary damages to which the landlord is entitled.

Self-help evictions in Ohio are only permitted in the commercial context. The right of a landlord to use self-help should be clearly addressed in the lease. Many commercial leases authorize a landlord to enter the premises “by force” and purport to release the landlord from all

liability arising from entering the premises. These provisions are misleading, as Ohio law does not permit a landlord to enter “by force” if it will breach the peace (*Craig Wrecking Co. v. S.G. Loewendick & Sons, Inc.* [1987], 38 Ohio App. 3d 79). While there is no law prohibiting a landlord from including such a clause in a commercial lease, liability for damage to the tenant’s personal property may arise (*Id.*). Therefore, to avoid issues down the road, it may be prudent to seek judicial eviction to prevent the landlord’s exposure to liability.

### C. The eviction process: Forcible Entry and Detainer Action

When a landlord is entitled to repossession under the terms of the lease because of a tenant’s breach, the landlord may seek repossession by adhering to the procedures set forth in Ohio Revised Code Chapter 1923, which is the forcible entry and detainer statute.

#### 1. Notice and Cure Provisions.

As mentioned earlier, strictly complying with the terms of the written

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lease is of the utmost importance. Most commercial leases contain notice and cure provisions, which provide tenants the opportunity to remedy their breach within a certain timeframe.

Issues arise when a landlord seeks to evict a tenant without providing written notice pursuant to the lease, which may result in a court finding the landlord wrongfully evicted the tenant. Other issues that may arise include the form of the notice and the manner that it was delivered.

Regardless if the specific provisions of the lease require the notice be in writing (most do require this), the landlord should provide the notice to tenant in writing, and send it in strict compliance with the lease terms (i.e. hand delivery, certified mail, etc.).

Failure to do so may result in an improper eviction.

Additionally, the substance of the notice may cause problems. The more specific the notice is, the more likely a court will find the eviction proper. For example, a generic, unspecific notice that a tenant's obligations are not being met is not proper notice in Ohio (*Gallagher v. Borden, Inc.* [1992], 84 Ohio App. 3d 185). A landlord should advise the tenant of the specific nature of the default, thereby allowing the tenant to exercise its right to cure such default.

### 2. Three-Day Notice To Vacate

Under Ohio Revised Code §1923.04, landlords must first notify the tenant to leave the premises before instituting a forcible entry and detainer action at least three days prior to commencing the action. Failure to do so will result in an improper eviction. This three-day notice

does not provide tenant with an opportunity to cure any default.

To avoid problems, landlords should strictly comply with the requirements of the three-day notice statute. The notice to vacate must be delivered to the tenant by:

- Certified mail;
- Hand delivery to the tenant;
- Or leaving it at the tenant's usual place of business or at the premises from which the defendant is sought to be evicted (O.R.C. § 1923.04).

The three-day notice period does not include the day of service (O.R.C. § 1.14). The fifth day after the notice has been delivered is the earliest day an action can be filed. In some jurisdictions, weekends and legal holidays are also excluded from the calculations. Therefore, landlords must be vigilant in adhering to these strict timing requirements.

### 3. Filing In Proper Court

Courts of common pleas and municipal courts have concurrent jurisdiction over forcible entry and detainer actions (O.R.C. § 1907.01; O.R.C. § 1923.01[A]). Additionally, both courts have concurrent jurisdiction over monetary claims (O.R.C. § 1901.18[A][3]). Jurisdictional issues may arise, however, depending on the amount of monetary damages. Municipal courts only have jurisdiction in cases where the amount in controversy is less than \$15,000.00 (O.R.C. § 1901.17). In many commercial leases, the amount of back rent is well above \$15,000.00. Therefore, to avoid jurisdictional problems, including the dismissal of the cause of action for monetary damages, it may be prudent to file the forcible entry and detainer action in municipal court and an action for monetary damages in the court of common pleas. **P**

*The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact John Slagter at [jslagter@bdblaw.com](mailto:jslagter@bdblaw.com) or Anthony Vacanti at [avacanti@bdblaw.com](mailto:avacanti@bdblaw.com) or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2009.*

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## Marous Brothers Wins Nat'l Award for Detroit Renovation Project

Associated General Contractors of America (AGC) recently recognized Marous Brothers Construction, along with its minority partner Jenkins Construction, for their work at Westin Book Cadillac Hotel and Condominiums in Detroit, Michigan. Their efforts earned them the 2009 Build America Award: Building Renovation, as the best renovation project in the nation. The award was presented at the AGC's 90th Annual Convention in Sand Diego, California.

The Book Cadillac Hotel was once one of the grandest hotels in the country during its height of popularity in the 1920s, '30s and '40s. Having fallen into disrepair and eventually shuttered for over two decades, the 32-story building was facing the wrecking ball until Marous Brothers Construction was able to offer a creative approach to value engineering and cost control to make the renovation a reality. The once heralded elaborate ballrooms were completely rebuilt using original drawings, historic photos and plaster casts from the few details that remained after years of decay. The renovated Westin Book Cadillac Hotel and Condominiums opened its doors in October of 2008, bringing jobs and hope that this remarkable project will be the catalyst for future development in Detroit.



Westin Book Cadillac Hotel

addition of an Oce Arizona 350GT flatbed printer and Oce ColorWave 600 printer to its line of large format color production printing equipment has enabled eBlueprint to better develop color graphics applications including direct to substrate printing; carpet, tile and concrete floor graphics; window graphics and fast, budget conscious production posters. In addition, eBlueprint has redeveloped its color project ordering page on its company website ([www.eBlueprint.com/color](http://www.eBlueprint.com/color)) to streamline the order process.

The company selected the Oce Arizona 350GT to improve throughput speeds while reducing finishing expenses and reduce waste. In addition, the Oce ColorWave's purpose is to reduce costs and increase production speeds on printing color line drawings and posters.

"The ColorWave has replaced three of our inkjet printers while reducing our printing time by four times,"

## Skoda Minotti Announces Annual NE Ohio Real Estate & Construction Survey

Skoda Minotti, a CPA, business and financial advisory firm, is conducting its annual survey of Northeast Ohio's real estate and construction industries. Every participant who completes the questionnaire will receive a free copy of the

survey results and analysis. As an added bonus, one out of every 20 survey participants will be randomly selected to receive a \$50 gift card to Dick's Sporting Goods. Note that only the first 100 survey participants will be eligible for the gift cards, so act quickly.

To complete the survey, visit [www.skodaminotti.com/survey.html](http://www.skodaminotti.com/survey.html).

## eBlueprint Invests in Color Printing Capabilities

Cleveland-based company eBlueprint, a division of American Reprographics Company (ARC), recently announced its investment in new technology to expand its color printing capabilities to better serve the needs of customers while reducing its carbon footprint. The recent

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says David Riedel, AVP of Color Graphics.

## Great Lakes Financial Group Welcomes Loan Originator

Great Lakes Financial Group ("GLFG"), a downtown Cleveland-based multi-family real estate lender, recently welcomed John A. Daprano to the company. Daprano joins GLFG's Production Team as a loan officer of Freddie Mac and Fannie Mae.

Prior to joining GLFG, John was Senior Agency Underwriter at KeyBank, Inc. in the Real Estate Capital Markets Group and an Underwriter in the Commercial Lending Dept. at Home Savings and Loan

Company in Beachwood, OH prior to his tenure at KeyBank, Inc.

## Richard Parker Joins Brandstetter Carroll

Brandstetter Carroll, Inc. recently announced that Richard T. Parker has joined the firm and will be serving as senior vice president and Managing Principal of the Cleveland Architecture Division. Parker, a native of Cleveland, received his Bachelor of Architecture from Kent State University. He has over 30 years experience, and is recognized for his sustainable design practices.

Prior to joining Brandstetter Carroll Inc., Parker served as a principal with schmidtco-



Richard T. Parker

pelandparkerstevens for 15 years. Parker has worked on projects throughout the United States including environmental education centers, independent schools, nature centers, parks, camp facilities, and aquatic centers, among other project types.

He serves on the Board of Trustees for the Cleveland Green Building Coalition

and also the Cleveland Historic Warehouse District Development Corporation. He also serves on the Cleveland Historic Warehouse District Design Review Committee and is Chairman of the Cleveland Historic Warehouse District Public Realm Committee.

## Local Business Owner Becomes Pres. of Mechanical Contractors Assn. of America

Lonnie Coleman, president of Cleveland-based mechanical contractor Coleman Spohn Corporation, recently assumed the office of President of the Mechanical Contractors Association of America, Inc. (MCAA) during the association's annual conven-

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tion in Scottsdale, Arizona. The presidential gavel was passed from 2008 President John B. Wilhelmi to the new MCAA president during the convention's closing session today.

Coleman is president of ColemanSpohn Corporation, a mechanical contractor located in Cleveland. Appointed to the Board of Directors in 2002, Mr. Coleman is active in the association on both the national and local levels. At the national level, he serves on the Executive Committee and the Board of Directors. He is also a past chairman of the Government Affairs Committee.

At the local level, he is active in the MCA of Cleveland, where he served

as president, vice president, and treasurer. He also served on the Board of Directors and the Hiring Hall Committee.

### **CRESCO Brokers ProLogis Lease to Fenix Fabricating**

Fenix Fabricating recently executed a lease with ProLogis at the former Alpha Technologies building at 2689 Wingate Road in Akron, Ohio. The business hopes to bring 20 new skilled labor jobs to the new facility along with an expansion from its former Summit County location.

The new seven-crane facility will allow better production for Fenix Fabricating, Inc., a fabricator to the growing heavy power industry.

Chris Forgan, Fenix's President says "The Wingate facility will allow our company to enhance our image and grow our market share."

The tenant, Fenix was represented by Eliot Kijewski of CRESCO Real Estate. The Landlord, ProLogis, was represented by Joseph Barna, SIOR and Simon Caplan, SIOR, also from CRESCO Real Estate.

### **KeyBank Finances Park Building Restoration**

KeyBank is providing \$9 million in low-cost financing through New Markets Tax Credits (NMTC) to facilitate the renovations of the Park Building into the first-ever for-sale hous-

ing on Public Square. The total budget is \$12 million for renovating the nine-story structure at 145 Euclid Ave. and for converting the adjacent Southworth Building into office space, a parking structure and climate-controlled storage for residents of the Park Building.

Demand has been strong for the 27 residential units in the top eight floors of the Park Building. It was 50% pre-sold before renovation work began. Renovations of the Park Building and the Southworth Building follow completion of extensive infrastructure renovations in the Euclid Corridor, now a boulevard with bus-only lanes, linking University Circle to Public Square. **P**



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ALEC J. PACELLA

## A Taxing Situation, Part II

Last month, we started a discussion on taxation associated with income-producing real estate and highlighted two areas that are subject to taxation – annual cash flow (which occur on a regular basis) and sales proceeds (which occur upon the sale of an asset). We then focused on the impact to annual cash flow, so it's now time to finish off this topic by focusing on sale proceeds. You may recall that much of our discussion last month occurred in what I called the tax world, a place that exists only to assist in determining the tax liability (or savings). The same holds true when dealing with sale proceeds, as most of our calculations will again be completed in the tax world. Before we get started, I want to mention a few items. First, I am not an expert in tax and my best advice is to seek the opinions of a qualified expert when dealing with specific implications of taxation. Second, I have both simplified and generalized some of the content, as my intent is to not make you a tax expert but rather to provide a general understanding of how the process works. And third, a picture is sometimes worth 1,125 words so I've included a graphic to accompany the

text. Hopefully, it will make the concepts easier to understand. With that out of the way, off we go.

### *Step 1: Deduct cost of sale items.*

When a property is sold, various items can be "taken off the top," such as brokerage commissions, legal fees and other costs directly associated with the sale. These are subtracted from the gross sale price. By way of example, if we sell a shopping center for \$155,000 and have \$5,000 of actual total costs associated with the sale, our net sale proceed is \$150,000. Once we have a net sale proceed, it's time to step into the tax world.

### *Step 2: Determine adjusted basis at time of sale.*

Last month, we introduced the concept of cost recovery, which represents the gradual decrease in a property's value over time as a result of wear and tear and obsolescence. A property's basis is the highest when it is first purchased (recall our discussion on original basis last month) and each successive year it decreases by an equal amount until the end of its useful life, when it is considered to be fully depreciated. Let's use a quick

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example to help illustrate this step. Using our example from step one, suppose that the shopping center was originally purchased for \$100,000 and we determine that the basis associated with the improvements is \$80,000 (land cannot be depreciated, only improvements). Each full year of ownership, we are allowed to deduct an amount equal to 2.564% of the value of the improvements (or \$2,051) from the annual cash flow to allow for cost recovery. As we learned last month, this shelters a portion of our net operating income from taxation. But it also reduces our original basis by the same amount, \$2,051, every year. After five years of ownership, our adjusted basis would be \$89,744 (\$100,000 less 5 years @ \$2,051 of cost recovery per year) and after 10 years, the adjusted basis would be \$79,490.

#### Step 3: Determine total gain.

The next step is to calculate the total gain as a result of the sale. To do this, we subtract the adjusted basis at sale, as determined in step 2, from the net sale proceed, as determined in step 1. Again, by way of example, suppose that the shopping center is sold 10 years after we bought it. In step 1, we determined that our net sale proceed is \$150,000 and in step 2, we determined that our adjusted basis at the time of sale is \$79,490. So our total gain is \$70,510.

#### Step 4: Determine portion of gain due to cost recover.

Last month, we explained how the IRS allows us to deduct cost recovery from a property's annual cash flow, thereby sheltering a portion of regular income from taxation. This is a wonderful benefit of real estate ownership but the shelter is only temporary. Once we sell the property, it's time to settle up with the IRS. In step 3, we calculated our total gain but we now need to determine how much of this gain is a result of the total cost recovery that has been taken and how much is as result of appreciation. To do this, we simply tally the cost recovery taken each year, from the time of ownership until the time of

## Daus, You Know?

**ROUGH ROAD AHEAD** Commercial and industrial assets had been relatively safe from the massive distress plaguing the residential market. But that may be quickly changing. Recent announcements involving assets such as City View Center in Garfield Heights, South Gate USA in Warrensville Heights, the former Seaway facility in Bedford Heights and King James II in Westlake point to a troubling upward trend that will be closely watched in the coming months. —AP

sale. Again reverting to our example, the cost recovery taken each year is \$2,051 and we owned the property for 10 years so the total cost recovery taken during our ownership is \$20,510. Set that number aside for a minute.



#### Step 5: Determine portion of gain due to appreciation.

The total gain determined in step 3 is comprised of two components – cost recovery and appreciation. We deter-

mined the cost recovery component in the proceeding step so to determine the appreciation component, we can simply subtract the gain from cost recovery from step 4 from the total gain from step 3. Using the shopping center example, we would have \$70,510 of total gain less \$20,510 of gain due to cost recovery, which results in \$50,000 of gain due to appreciation.

#### Step 6: Apply appropriate tax rates.

At this point, you may be wondering why we divided the total gain into an appreciation portion and a cost recovery portion. We do this because the IRS treats each differently. Appreciation, also known as capital gains, is generally taxed at 15% (at least for the time being) while cost recovery is generally taxed at a maximum of 25%. So for our shopping center, we would multiply 15% by the appreciation of 50,000, found in step 5. This results in a capital gains tax liability of \$7,500. And we would multiply 25% by total cost recovery of \$20,510, found in step 4. This results in a cost recovery tax liability of \$5,127, bringing our total tax liability to \$12,627. This is the amount that we take back into the real world and pay to the IRS as a result of the sale. **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](mailto:apacella@naidaus.com).

## Raise the Roof



LEO RUSSO

**M**ost people would define a green roof as a roof of a building that is partially or completely covered with vegetation and soil, or a growing medium, planted over a waterproofing membrane.

A concrete roof, on the other hand, is a common structural type and not generally considered green, or environmentally friendly. Manufacturing concrete, after all, is a high CO<sub>2</sub> generator and energy intensive process.

Manufacturing cement (the major ingredient in concrete) is an energy-intensive process. It requires large amounts of energy in a dirty process; Coal or coke is typically used to fire the kilns that are used to burn the limestone, clay, shale, and other materials. The process is a significant source of carbon dioxide emissions, in addition to nitrogen oxides, sulfur oxides, and particulate matter. Concrete manufacturing is one of the most significant sources of CO<sub>2</sub> emissions; worldwide, cement production is estimated to produce approximately 5 percent of all carbon dioxide emissions from human sources.

(<http://www.enviroliteracy.org/article.php/1257.html>)

The making of concrete is an ancient practice. Think of Hadrian's Wall or the Pyramids. New and green technology is beginning to move into the old art of concrete, in attempts to remove the harmful side effects of its manufacture.

"The new twist over the last 10 years has been to try to avoid materials that generate CO<sub>2</sub>," said Kevin A. MacDonald, vice president for engineering services of the Cemstone Products Company, the concrete supplier for the I-35W Bridge, just east of downtown Minneapolis.

In his mixes, Dr. MacDonald replaced much of the Portland cement with two industrial waste products — fly ash, left over from burning coal in power plants, and blast-furnace slag. Both are what are called pozzolans, reactive materials that help make the concrete stronger. Because the CO<sub>2</sub> emissions associated with them are accounted for in electricity generation and steel



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making, they also help reduce the concrete's carbon footprint. Some engineers and scientists are going further, with the goal of developing concrete that can capture and permanently sequester CO2 from power plants or other sources, so it cannot contribute to the warming of the planet.

(<http://www.nytimes.com/pages/science/>)

Other beneficial features of green concrete used on roofs include, permanent waterproofing, no need for the design and detailing of membranes results in reduced design time and costs for concrete greenroof projects, lower square-foot cost, and ease of crack repairs.

The final cost for a concrete roof can run two to four times as much as a traditional wooden roof would cost, but the operating costs detailed above should make it a positive return on the investment. (Wanderer, Pieter. "Total Shell Total Protection." *ICF Builder*. September 2008)

Concrete tiles, popular in Europe, especially Germany, are another material variation of a concrete roof with green elements. MonierLifetile, a leading concrete tile manufacturer in the U.S., prides itself and its product as environmentally friendly and long lasting (<http://www.monierlifetile.com/company/index.html>).

One of the greatest benefits of sustainability and green building is the creativity it breeds with builders and building owners. The use of concrete on roofs challenges the return on investment calculation that every

owner must make, but its use also has some significant benefits to the environment, the life of a building, and the carbon emission of the structure in the broadest sense of the term.

Continue to look for the hidden treasures green builders and building owners uncover as they, and the rest of us, search for more sustainability building practices. **P**

---

*Leo Russo is executive director of The Green Academy and Center for Sustainability at Cuyahoga Community College.*



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# Drawing on Diversity

## Five decades on, Bialosky + Partners keeps focus on creative design solutions

By Diane DiPiero | Photos courtesy of Bialosky + Partners Architects

**B**ialosky + Partners attracts professionals who appreciate the chance to think outside the box – again and again. “We don’t expect [our team] to do the impossible,” Jack Bialosky, Jr. says, then adds with a wry smile, “but then, nothing is impossible.”

“We’re involved in complicated projects,” Bialosky adds. “We’re able to find the missing pieces [to a project] to make everything fit.”

Take as an example the union of Shaaray Torah and Temple Israel in Canton. Forward-thinking synagogue leaders decided to tackle the problem of dwindling congregations by housing both under one roof. Developing a one-building concept for a reformed and a conservative synagogue would require more than architectural acumen, as Bialosky + Partners discovered when it took on this challenging assignment.

“There were lots of emotions on both sides,” Bialosky explains. While the two congregations might share communal space, each synagogue had its own religious requirements that had

to be respected. Also, the new facility would have to accommodate offices and services provided by the Canton Jewish Community Center and the Jewish Community Federation.

After a great deal of what Bialosky calls “careful listening and active management,” the firm decided to recommend tearing down and rebuilding half of the existing Shaaray Torah to provide worship and activity space for Temple Israel. The plan also called for a communal reception area, a large library, classroom space for adult and childhood religious education and facilities for the JCC’s wellness and programming services.

When it came time to show the proposed plan to members of both congregations, Bialosky + Partners had already anticipated questions and con-

cerns from either side and was prepared to address them with complete but understandable explanations.

“We showed them the drawings, and the one group asked, ‘But how is this going to work for us?’ So we rotated the drawing 180 degrees,” Bialosky recalls. Doing so reassured members of the disparate congregations that the two sides of the structure represented two complete identities around the details that mattered.

As the project moved inside, the interior design team worked closely with the architects to integrate existing wood paneling and fixed seating. Stained glass from the two different Synagogues that were slated for demolition will be reused as significant details in the new spaces, blending old and new for a newly formed community.





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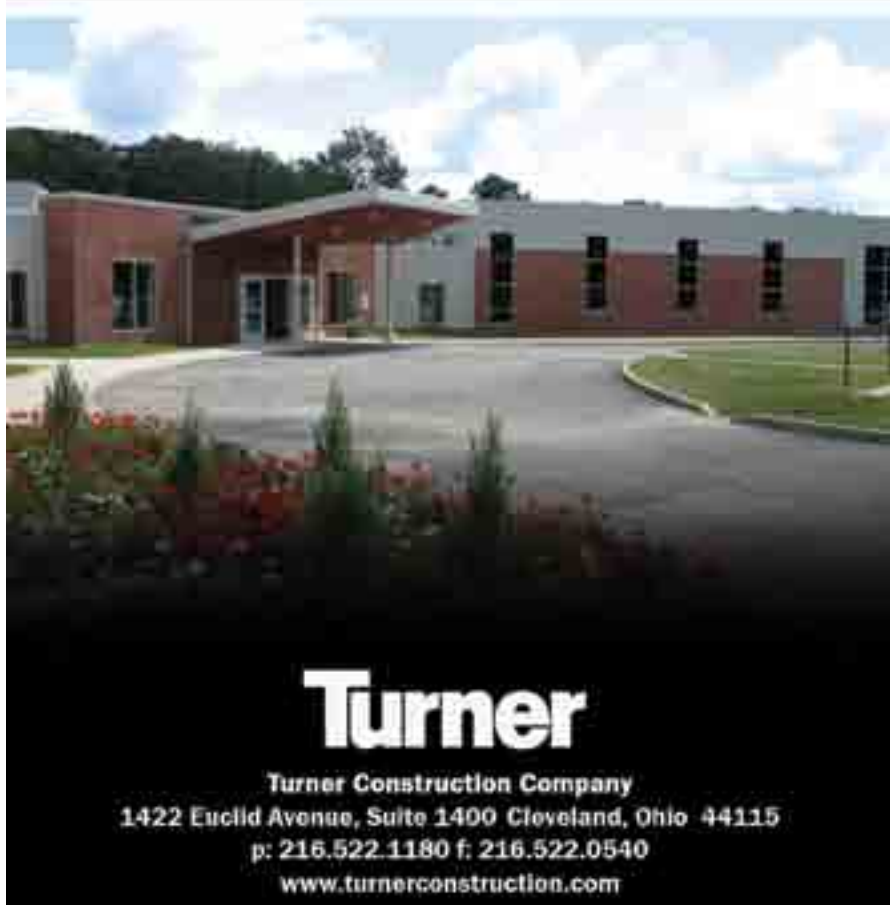
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**REACHING OUT** Bialosky + Partners is licensed in 30 states and has an office in New York City, where the company's projects include an adaptive reuse plan for 200 Lafayette, a Romanesque industrial building.

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It's this ability to plainly answer questions, calm fears and erase doubts that has made Bialosky + Partners a respected firm for nearly 60 years. When Bialosky's father, Jack, Sr., started the business, the focus was on residential and institutional architecture. Eventually, commercial and mixed-use jobs were added to the mix. Two of the company's earliest commissions were the Suburban Temple in Beachwood and the May Company Department Store in University Heights.

Through the years, Shaker Square-based Bialosky + Partners has expanded its practice to include urban planning in addition to its architecture and interior design services. If you've ever strolled through Crocker Park or Eton Collection, visited the Bishop Pilla Center at Ursuline College or driven past Progressive Insurance's corporate campuses, you've seen some of the varied work of Bialosky + Partners.

The firm is licensed in 30 states and has an office in the Tribeca area of Manhattan headed by Bill Bialosky, the younger Jack's brother. The firm's projects in New York include an adaptive reuse plan for 200 Lafayette, a Romanesque industrial building. Bialosky + Partners is working with designer Maya Lin, who is directing the design of public spaces and amenities for the building.

### Variety breeds creativity

Diversity can be a double-edged sword. On the one hand, specializing in a number of industries (commercial, institutional, mixed-use) allows the opportunity for more jobs; this is especially helpful in economically chal-



Photo by Ken Krych

**POWERED BY THE PEOPLE** "We have an incredibly talented staff," says Jack Bialosky, Jr., partner at Bialosky + Partners Architects. "This is a fun place to work with very little turnover."

lenging times. The flip side is that by diversifying you run the risk of spreading your company too thin and watering down your strengths.

Bialosky + Partners successfully avoids this conundrum by recognizing distinct practice areas within the firm. Each area of specialization is led by one of the partners: Bialosky, Paul Deutsch, Mark Olson, Bruce Horton and Bill Laditka, with Beth Fitzgibbons heading up the firm's interior design practice. With primary (but by no means exclusive) focus in one area of expertise, the partners were able to bring as much time and talent to the master planning of Progressive Insurance Campus II in Mayfield Village as it does to the new

100,000-square-foot Fuchs Mizrahi school building in Beachwood.

At the same time, the partners have opportunities to work on projects outside their individual focus. "Each principal has their strengths, but there's crossover," Bialosky explains. "It's an extreme value to our clients that we can bring expertise across many disciplines." Collaboration among the partners and the entire Bialosky + Partners team allows for new ideas to be developed and shared.

### Expert problem solvers

A can-do attitude permeates the Bialosky + Partners offices. "We have an incredibly talented staff," Bialosky

says. "This is a fun place to work with very little turnover."

There's little time for boredom at Bialosky + Partners, especially when team members are busy being problem solvers.

Each project provides a unique set of challenges, and each challenge requires careful attention to client demands and the sharp technical and interpersonal skills necessary to satisfy them.

*Richie Regan Athletic Center, Seton Hall University, South Orange, New Jersey*

Some firms would have declared it impossible to quickly carve a state-of-the-art fitness center out of a





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Photo by David Sundberg/Esto

**WORKING OUT** Bialosky + Partners' work at Seton Hall University (South Orange, New Jersey) included the transformation of a water-damaged basement theater into a state-of-the-art fitness center.

water-damaged basement theater that had been unused for 30 years. Not Bialosky + Partners. When the president of Seton Hall University promised his students a free-weight room – in a hurry – Bruce Horton and his team got right to work.

The first phase of the project, a fitness center and locker rooms, went well beyond a simple space with free weights lined on a couple of racks. Instead, Seton Hall students would receive a full-service gym like those offered by national fitness chains.

To get the job done on time, "We did six months of design and engineering work in six weeks," Horton says. It doesn't look like a rush job, though. The Richie Regan Athletic Center boasts a large cardiovascular center with the latest equipment, a long row of flat-screen TVs and state-of-the-art lit panels on the ceiling. The wood-lined locker rooms have a clean and neat appearance. The result is an athletic center where any Seton Hall Pirate would be proud to work out.

The interiors group, led by Tracy Sciano-Vaskopf, focused on interior details with special consideration for the coaches' suite. This high-tech area reinforces team and university branding. Flat-screen video panels on the walls, brightly lit display cases and etched-glass windows aid in identifying the various sports teams while creating an energetic quality.

## ***Fuchs Mizrahi School, Beachwood***

Accommodating students from nursery school through 12th grade in a single contemporary, sustainable building was the challenge set before Bialosky + Partners in the design of the new Fuchs Mizrahi School in Beachwood. Currently under construction, the 100,000-square-foot building will connect the nursery, lower and upper schools with an atrium that draws natural light into the structure. Sustainable features will include: geothermal heating and cooling produced from 99 300-foot-deep wells, high insulation values, efficient windows with high-performance glazing and an advanced lighting control system with occupancy sensors and day-lighting controls. This project is expected to receive LEED for Schools Gold Certification.

"Achieving this level of certification includes a significant impact from the Interiors FF&E package," explains Beth Fitzgibbons. "Low VOC materials, products with high- recycled content or the use of rapidly renewable materials are now basic standards that are incorporated on all projects. We know that building healthy buildings for the end-users – in this case, children – is of value to all."

## ***22 Exchange Street, Akron***

A desire to update and strengthen the identities of the University of Akron



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Photo by Scott Pease

**TOP SHOPS** Bialosky + Partners' portfolio includes work at the Crocker Park (above) and Eton Collection fine retail centers.

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keys to creating a plan that fits the existing surroundings yet adds a sophisticated, contemporary note.

Marty Mehall, president of Richland Communities, Ltd., developers of 22 Exchange Street has looked to Bialosky + Partners for many of its projects. "Bialosky and Partners has been my go-to firm for more than 20 years. Together we have developed more than 24 different projects, 5000 housing units and \$300,000,000 of investment. The care Bialosky uses to design and get the right combination of people working on the project is part of what makes them unique.

"That we can go forward with the 22 Exchange project in Akron in these tough times has a great deal to do with their careful and responsive design," Mehall says.

#### **Lee-Van Aken RTA Station, Shaker Heights**

The Lee-Van Aken RTA station is recognized mostly for its utilitarian and rather unwelcoming appearance. Long tubular awnings slink downward from the street to the station stop, "spanning this great ditch," as Bialosky describes it.

How could the Lee-Van Aken RTA station obtain a strong visual presence? Bialosky + Partners answered that question with a plan that combines functionality and an aesthetically pleasing design with a nod to Shaker Heights' past and future.

Instead of looking outside of the area for inspiration on how to modernize and beautify the station, Bialosky + Partners looked to the classic architecture surrounding it.

A traditional triumphal arch will connect the eastbound and westbound entrances to the station while acting as a gateway to the amenities and sites of the Lee-Van Aken area, including Shaker Heights City Hall, a bevy of retail shops and handsome early-20th century residential buildings. "We wanted to link the civic, residential and commercial aspects of the area," Bill Laditka says.



**BRIDGING ELEMENTS** The firm's proposed design for the Lee-Van Aken RTA station in Shaker Heights pairs classically inspired architectural themes with contemporary materials.

The classically inspired architectural themes of the new train station will speak to the historical significance of this section of Shaker Heights. At the same time, the use of contemporary materials – metal, glass and pre-cast concrete – will identify the area as a strong and vibrant part of the city's future. "It's going to create a public realm," Laditka says.

#### **Walter K. Chess Collegiate Center, Muskingum College, New Concord**

Receiving a nod of approval during a presentation is often praise enough

for architects who come to expect questions and concerns from savvy clients. Imagine receiving a standing ovation. That's what happened to the Bialosky + Partners team when it presented plans for the Walter K. Chess Collegiate Center during an interview at Muskingum College.

No doubt, the architecturally pleasing design, respect for the natural surroundings and use of sustainable materials won the respect of the board of trustees. The 25,000-square-foot collegiate center is designed to be used by students for recreation and study-



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**GATHERING PLACE** The Jewish Community Facilities project in Canton included accommodations for two disparate congregations situated under one roof, as well as offices and services provided by the Canton Jewish Community Center and the Jewish Community Federation.

ing purposes. A 335-foot pedestrian bridge links two residential hills with the collegiate center and encourages students to appreciate the surrounding greenscape. Brick and cast-stone walls intersect glass pavilions that draw in natural light. A sunlit path winds its way through the collegiate center, tying in the outdoors with the interior of the building for a visually pleasing effect while enhancing the sustainable aspects of the building.

Sustainability factors heavily into this project. The roof is constructed of clay tile on laminated wood decking and wood trusses. The tiles for the roof and the brick for the walls were fired within 50 miles of the campus. Deciduous trees on the western side of the building offer shade in warmer months and allow the building masonry to absorb solar energy in colder weather.

Inside the collegiate center, high-efficiency light fixtures are controlled by occupancy sensors to minimize usage. The HVAC system provides generous outside air ventilation through CO2 sensors and 100% replacement in fitness spaces within the facility. Low-flow and sensor-controlled plumbing fixtures eliminate excess use of water.


Specific interior design elements delineate the different areas of the collegiate center. "Shifting the color

palette so the colors were muted in study areas and vibrant in social spaces like the snack bar and fitness areas was one technique that held the building together," Vajskop says. "Custom metal perforated panels that were used on the stairwell were repeated on furniture panels, strengthening the overall image."

Students may not appreciate these features as they study or relax in the

communal areas or burn off energy in the fitness center. But the sustainable qualities of the Walter K. Chess Collegiate Center ensure that the building will be used and enjoyed by students for years to come, and that is reason enough to stand and applaud the work that Bialosky + Partners performed in this project.

"I believe the architectural phrase is 'the devil is in the details.' I can tell



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**WOOD WORKS** The design of the Walter K. Chess Collegiate Center at Muskingum College respects its natural surroundings.

you that there is no devil here,” says Anne Steele, president of Muskingum College. “They [Bialosky + Partners] have dispelled the devil – our building is perfect.”

### The keys to ongoing success

Activity bustles at the Shaker Square offices of Bialosky + Partners. There is no sense of a slowdown here. Strong client service and diversity in practice are the keys to staying busy, according to Bialosky. Committing to sustainability is also important, and Bialosky + Partners has defined its goal of enhancing the environmentally friendly nature of urban planning, architecture and interior design through sustainable efforts. Bialosky + Partners boasts 14 LEED-accredited professionals, including every member of the leadership team. The firm also has an in-house director of sustainability. Bialosky + Partners maintains leadership positions locally and state-wide within the design industry and is passionately involved in sustainability throughout the community.

No matter the type or scope of the project, the goal at Bialosky + Partners is to work with clients to devise the best possible solutions for their goals or problems and to find those missing pieces that, when added to the puzzle, provide a complete and sound finished product.

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## Project Profile:

### Euclid Avenue Church

*Absolute Roofing & Construction, Inc.*

**E**uclid Avenue Congregational Church, located on Cleveland's East Side at 9606 Euclid Ave., is a beautiful, architecturally significant urban church and is one of the few original landmark designated churches in Ohio. In 2007, the board of trustees recognized the need to implement a program for the repair and restoration of the exterior of the church to include the roof.

Chris Kamis, president of Absolute Roofing and Construction, Inc., of Parma, was contacted by the church to assess the needs of the roofing system and related components of the church's exterior, and also to develop a plan to address the issues identified. A long-term plan was put into place, covering the repair and renovation of the roofing gutters, downspouts and masonry tuck-pointing.

Absolute Roofing and Construction, Inc. was awarded the project, which required a careful approach to planning and scheduling as it was required that the church remain open during the construction. Constraints on parking and material staging areas were great challenges, as there was only one small parking lot available for parishioners, construction workers and material staging. The enormous amount of scaffolding had to be erected into the parking lot area without impeding the regular traffic flow. Adding difficulty to the project was the construction of the new main entrance and heart wing for the Cleveland Clinic, which is situated adjacent to the church. Collaboration with the many companies constructing that building was essential to ensure minimum interference between the two projects.

The work was scheduled to be completed in five phases. The first phase of the work involved the complete removal and replacement of the exist-



**HANDLED WITH CARE** Absolute Roofing and Construction, Inc.'s work at Euclid Avenue Congregational Church required a careful approach to planning and scheduling, as the church needed to remain open during the construction.

ing shingle roof. Due to the various steep pitches, including some up to 20-in-12, safety toll boards were put in place around the entire perimeter of the project, in addition to the large platform on top of the scaffolding. Personal protection harnesses were required of all personnel while on site. Again, due to the construction site constraints, all of the shingle removal debris had to be carted off site via small dump trucks, which were loaded by hand. Certainteed Grand Manor lifetime warranted shingles were installed for their durability, beauty and incredible likeness to authentic slate. In addition, 20-ounce custom fabricated copper flashings were installed throughout.

Phase two of the project included the rebuilding of the main church cupola to restore its historic architectural details. A special roof scaffold had to be fabricated specifically for this project to access all the various areas of the cupola. Special attention was paid to the intricate wood trim details. This included the manufacture of specific molding knives to reproduce some of the specialty moldings that existed on the cupola. Synthetic rubber slates were

chosen for the cupola siding due to their low maintenance qualities and specific likeness to real slate.

Phase three of the project included the removal and replacement of all of the gutter and downspout details on the church. Absolute Roofing and Construction, Inc. custom fabricated 20-ounce copper box gutters and downspouts in its metal working shop to meet exacting specifications provided by the Ohio Historic Preservation Office. All copper details were field-soldered by hand to ensure a lifetime of leak free performance. A total of 42 copper sheets were used for the fabrication of the copper details on this church.

Phase four of the project included the complete rebuilding and replacement of the four flat roof areas. Firestone .090 Platinum EPDM roofing membrane was chosen as the roofing material for these details due to its durability, length of warranty, and ease of installation. Two of the flat roofs required complete rebuilding of the rafters and drain pockets due to years of neglect.

Phase five of the project included the masonry restoration and tuck-pointing of the upper ten feet of the church

walls. Test samples were taken of the existing mortar and sent to a lab for analysis. The mortar mixture utilized for the tuck-pointing was specially formulated based on the data returned from the lab to ensure a historic match and optimum performance characteristics. Some of the exterior stone was also removed and reset back into its original position.

The complete project timetable was set at 150 days maximum. Due to efficiencies involving the material suppliers, the production crew and the board of trustees, the project was completed 21 days ahead of schedule. The Euclid Avenue Congregational Church board of trustees were extremely pleased with the project, as all the work that was done seamlessly fit with the existing church. The project, completed last spring, met the goals of the board and also satisfied the requirements of the National Registrar and the Ohio Historic Preservation Office.



"I am extremely pleased with how well everything went on this project," says Chris Kamis, president of Absolute Roofing and Construction, Inc. "It was done extremely efficiently and the project exceed everyone's expectations."

The Euclid Avenue Congregational Church roof replacement and restoration was a success due to working partnerships with Absolute Roofing and Construction, Inc., the board of trustees, various governmental

**TRIMMING TIME** Due to efficiencies involving the material suppliers, the production crew and the board of trustees, the project was completed 21 days ahead of schedule.

agencies, Certaineed Building Products, Willoughby Supply, B&K Scaffolding Company, the Cleveland Landmarks Commission, Um-Bep Corp., as well as the city of Cleveland building commissioner. Craftsmen included Mike Kamis, Lou Kalnasy, Steve Armbruster, Joe Armbruster, Brian Kamis, Getty Wompomak, Kenneth Belcher, David Frindt, and Robert H. Boeoy. **P**

*Absolute Roofing and Construction, Inc. is a leading Northeast Ohio roofing and exteriors company, with over 23 years of operation. Named one of the Top 100 roofing contractors in the nation in 2006 by RSI magazine, Absolute Roofing and Construction, Inc. is a family-owned company headed by brothers Chris and Mike Kamis. The company can be reached at (216)-898-1563.*



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**GROWING TREND** Using materials manufactured, propagated and installed by local companies, vegetative roofs were recently installed on seven of 13 Cleveland Metropolitan Housing Authority buildings as part of a system-wide renovation project.

## Homegrown Solution

### Local team installs vegetative roof system for CMHA

By Joanne F. Durante

**N**ortheastern Ohio is on the front line of the sustainability battleground, as the home base for players in every sector of the green movement. Recently, Cleveland became the first city in the country to install green roofing on a public housing project using materials manufactured, propagated and installed using homegrown talent.

"It was our customer, the Cleveland Metropolitan Housing Authority (CMHA), who drove the choice of green roofing," says Bill Davis, who works in executive sales for Siemens Building Technologies, Inc. "They were looking for an environmentally responsible solution that would keep the buildings cooler in the summer and warmer in the winter using less energy, while reducing stormwater run-off from their lake and riverfront properties."

As a leader in the multi-billion dollar North American market for products, systems and services that automate facility infrastructures, Siemens is no stranger to sustainable design. Helping customers reduce energy consumption is core to a corporate philosophy that is committed to providing products and services that reduce environmental impact whenever possible.

When chosen as general contractor for a wide range of CMHA facility improvements, Siemens was asked by CMHA's Mark Novak to investigate the possibility of using vegetative roofing as an energy-improving upgrade. Davis immediately began researching local sources for vegetative roofing, discovering that one of the pioneers in bringing green roofing solutions

to North America was right here in Cleveland. Ron Razek, Cleveland-area sales manager for The Garland Company, Inc., explains, "As far back as 1991, our corporate team here in Cleveland was exploring Europe looking for innovative roofing solutions. We began partnering with an East German manufacturer with expertise in vegetative roofs, and have been involved in their commercialization ever since. The GreenShield® roofing system, which evolved from those early green roofs, is now manufactured here in the States."

According to Razek, CMHA was able to implement vegetative roofs on seven of the 13 buildings that were being renovated. In addition to the green solution, Cleveland-based Garland, which was founded in 1895 and maintains its headquarters here, provided the underlying waterproofing system for all 28,385 square feet of roofing, the metal wall panels used for the renovation, and sealants used to prepare the roof deck and its appliances for reroofing.

Davis reports that having a local resource was "extremely important for this type of project." "Ron was in attendance at several meetings," Davis says. "Garland arranged for us to have a tour of its facility. It was great to have some-

one to walk the roofs with us, to engage with the customer."

The 8,750 square feet of extensive vegetative roofing used about four inches of lighter weight soil. CMHA involved Lakeview Terrace residents by allowing them to participate in planting a variety of hardy, locally available, drought-resistant sedums, grasses and other smaller plants. The finished roofs are easily maintained by existing building maintenance staff.

Cleveland-based Industrial Energy Systems Inc. installed all the roofing.

"With green roofs, there is little margin for error," Razek says. "You want a foolproof installation, and Barry Diedrick [project manager for Industrial Energy Systems] and his crew did a terrific job for the City."

He concludes, "There was a lot more involved with this project than the roofing, and Siemens' project manager, Chris Knop, and the whole Siemens' team were great to work with, guiding and facilitating a very complicated process for Mark [Novak] and his project manager, Mike Hughes, with minimal disruption to the residents. Now that spring is returning to Cleveland, the residents of Lakeview Terrace are going to have a phenomenal view." **P**



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**Project Profile:****The Commodore O.H. Perry Monument at Put-in-Bay***Soprema, Inc.*

**S**oprema, Inc. is a complete building envelope company manufacturing roofing, waterproofing, liquids and integrated photovoltaics with U.S. headquarters in Wadsworth, Ohio. Soprema's products were chosen for Perry's Victory & International Peace Memorial Monument at Put-in-Bay. The 352-foot-high memorial monument is located on South Bass Island in Lake Erie, not far from the mainland city of Port Clinton, Ohio. The monument honors those who fought in the Battle of Lake Erie during the war of 1812. It was built to celebrate the long-lasting peace between Britain, Canada and the U.S. and is situated five miles from the longest undefended border in the world. Monument construction began in October 1912, opened to the public on June 13, 1915 and became a National Park Service Memorial in 1936.

The roofing membrane protecting Perry's Monument is Soprema's Sopralene Flam 180 base ply sheet and Sopralene Flam 180 FR GR cap sheet. The flashing was completed with Soprema's ALSAN flashing. Sopralene Flam 180 base ply is composed of selected SBS modified bitumen applied onto a non-woven polyester reinforcement with a film on both the underside and topside surfaces. The Sopralene field and flashing base membrane plies are adhered to a properly prepared substrate by using the heat welding application method. Soprema also offers systems that are hot applied, cold applied and self-adhered. Sopralene Flam 180 FR GR cap ply is composed of selected SBS modified bitumen applied onto a non-woven polyester reinforcement with film on the underside and a colored granule topside surface. ALSAN flashing is a patented polyurethane/bitumen resin, single-component, and moisture-cured compound that utilizes low solvent technologies. ALSAN PolyFleece is a flexible rein-



**TALL ORDER** Products manufactured by Wadsworth-based Soprema, Inc., including its Sopralene Flam 180 base ply sheet and FR GR cap sheet, are being used to protect Perry's Victory & International Peace Memorial Monument at Put-in-Bay on South Bass Island.

forcement that is embedded into the first layer of ALSAN flashing base coat and then covered over with additional base coat material.

The ALSAN flashing system can also be used as either a reinforcing ply over existing field membrane seams and joints, a surfacing layer over field membrane where ponding water occurs or as a stand-alone liquid membrane roof assembly. Soprema SBS modified bitumen membrane assemblies typically consist of base and top ply membranes that have specific type reinforcements in order to meet specific ASTM Standards. The two-ply system provides a resistance to punctures and tears, as well as ensures an effective distribution of stress points. The two-ply system operates in a homogeneous fashion. The bitumen in each layer moves uniformly to offer continuous protection on the 352 foot high monument.

Soprema is a family owned, certified ISO 9001:2000, worldwide producer of bituminous membranes with fourteen factories throughout the world including a manufacturing facility in Wadsworth. Waterproofing sheets have been produced by Soprema since 1908. Today, through a special mixture of components, Soprema membranes redefine the qualities indispensable to a high performance roof membrane: elasticity, flexibility, heat & fatigue resistance.

The company's complete building envelope capability also includes singly-ply roofing, underlayments, below-grade waterproofing, liquid applications, air/vapor barriers, and building-integrated photovoltaics. **P**

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## Revealing Opportunities for Energy Efficiency

### Infrared scans can help to optimize roofing and insulation performance

Story and images by Jeffrey L. Gadd

I have to laugh a little when I think of the word opportunities. Many who know me have heard the inside joke or story. As someone who has been involved in the maintenance profession most of my career I've partaken in lots of opportunities. Maintenance personnel are typically the "go-to" people when others have problems and no solutions. I once worked with an engineer who never had problems – only opportunities, which has stuck with me. I've always thought this to be either sarcasm or a great way to look at things.

#### Flat roof opportunities

With April showers on the way, May roof leaks will follow shortly. Roof leaks can cause lots of opportunity for maintenance personnel as well as for the owner and tenants. Infrared testing of flat roofs has been used successfully for finding roof leaks the last 20 years or so and is gaining popularity. What is needed for a successful inspection is 1) a day of full sun to heat up the roof and 2) little to no wind and a clear night.

After the sun goes down, the inspection begins and the roof starts giving heat back to the atmosphere. Areas with wet insulation trapped under the membrane will retain their heat longer than areas with dry insulation making them visible with infrared. Areas of opportunity are typically outlined with spray paint and numbered for reference. Image #1 is indicative of wet insulation (square area in red/white); again, areas with no problems would be uniform or all green in this color palette, which is obviously not the case. In this image you can see a roof drain and what appears to be a seam both could be suspect in letting moisture in.

I recently was hired to perform an inspection of a 48,000-square-foot roof. Ideal weather for roof inspections is not typical during March here in Cleveland

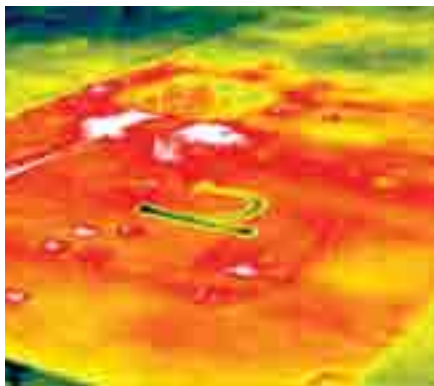


Image #1

but on March 17 of this year, it was perfect and a beautiful night for infrared. I am used to inspecting roofs with known leaks as that is what prompted the inspection/repair process. This case was different, as the customer was looking at purchasing a new (to them) building and wanted to evaluate one of the building's most valuable assets, the roof. What a great idea: to incorporate a thermal inspection to do their due diligence when considering the purchase of a multi-million dollar building. My first instinct was that any "opportunities" I might find would certainly be a great bargaining chip when negotiating the purchase price of the property. The roof checked out to be in great shape with no wet insulation, so now they may have traded their bargaining chip for a higher degree of peace of mind.

#### Insulation "opportunities"

Many people have started taking the cost of heating/cooling their buildings and homes much more seriously than ever before. Every time you turn around, people are talking about going green and we see acronyms such as LEED (Leadership in Energy and Environmental Design), R-values and the like. I've read that approximately 40% of the energy used in this country can be attributed to the conditioning of our homes and workplaces. Residential infrared inspections have increased dramatically the past couple years, as many are trying to save money on their utility costs. Commercial buildings too can benefit from an infrared inspection of their building envelope. Typically a 20 F temperature difference from inside to outside is recommended but in my experience the larger the differential the better.

Recently I assisted a newly built school where officials could not understand why they had sprinkler pipes freezing (remember: "opportunities"). I went in the evening with an ambient outside air temperature of 9 F, which gave us nearly a 60 F temperature differential to work with. First order of business was to go around the exterior looking for clues. Certainly I was able to find a few areas which indicated

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Image #2

heat loss (red areas) as shown in picture #2.

The interior spaces are where most of the opportunities were found on this project as cold intrusion was certainly causing the various pipes to freeze. Above the ceiling tiles, inspecting exterior walls temperatures in the teens and twenties were common. I believe the school officials were happy with the results of the infrared scan as it confirmed their suspicions, but they

were obviously not thrilled with the conditions that existed. Pictured in photo #3 is the space where the roof and interior wall meet, and areas in black/purple wicking down the wall is cold intrusion.

With the new green world we live in and uncertain economic times where budgets are strained and we need to do more with less, it only makes good economic sense to maintain your home or place of business.

Infrared inspections are useful for many things such as flat roofs, buildings and electrical inspections, plus many other applications. There are many reasons to have your flat roof inspected such as: leaking, warranty and insurance claims, pre-purchase inspections, or to evaluate the quality and effectiveness of mechanical work just performed, just to name a few. Many homes and other facilities could tighten up and save money on their utility expenses by

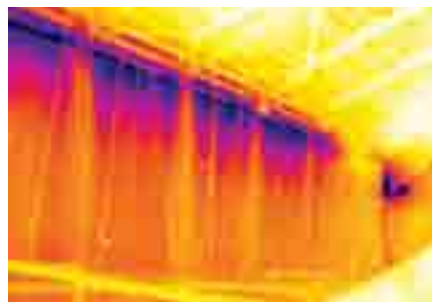


Image #3

having them evaluated and taking the appropriate corrective actions. In today's economy where energy prices are only heading upward, infrared inspections are one of the quickest ROI (return on investment) solutions an owner or manager can seek. **P**

*Jeffrey L. Gadd is the owner of Vision Infrared Services ([www.visioninfrared.com](http://www.visioninfrared.com)) in Cleveland. He is a Level II Infrared Thermographer. Contact him with questions at 440.554.3620 or email [jeff@visioninfrared.com](mailto:jeff@visioninfrared.com).*

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# Planting Ideas

## Stability-focused landscaping strategies can help in hard times

By Mark Kubasak

**T**he reality of our world right now is that the economy is unsteady, budgets are being reduced if not eliminated, and saving a penny may be the difference in a having successful year, and just surviving. Regardless of our line of work, we are going to be asked by our customers to do more for less. We can either say it can't be done or we can get busy figuring out how to do it. When faced with a challenge, we must find new and better ways of doing things while becoming more disciplined in avoiding things that do not add value.

As a landscape maintenance vendor who is constantly being asked to assist with these challenges and get creative with cost-saving ideas, I've compiled some of our strongest strategies to share with you. I feel very strongly that while the economy may change, the first impression of your property doesn't have to, and shouldn't. Facility managers across all market sectors have heard this statement from me often over the past few months, and it's truer now than ever.

Stability is the key. Brickman has been educating and working with clients to implement the following strategies.

### Employ green initiatives

Facility managers may not realize the simple, yet effective, green initiatives that can be addressed through their landscape maintenance practices. A little pro-activity now can go a long way in saving some "green" down the road. Organic based turf management, water conservation, recycling of landscape waste, and fuel alternatives are key factors in achieving sustainable sites.

### Evaluate scope of services

Facility managers must remember that they are buying man-hours and materials, and evaluating what is truly providing value is an important part of their cost analysis. What services are really necessary to prevent long-term landscape decline, and what services can be reduced or eliminated until they

can budget for them when the economy improves? Evaluating the entire service contract can provide anywhere from a 5-20% savings until the economy rebounds. Keep focused on quantities

and frequencies and ask your landscape maintenance partner to get creative in helping you reach your budgetary goals, without jeopardizing quality. **P**

Mark Kubasak is in Business Development for Brickman's Cleveland Region. To discuss any of the strategies outlined above or the numerous values of Brickman, which is celebrating 70 years of service in 2009, contact Mark at [Mark.Kubasak@Brickmangroup.com](mailto:Mark.Kubasak@Brickmangroup.com) or 440.336.2419.



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# CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-Q0324003

## DOWNTOWN REDEVELOPMENT

**Independence, OH** (Cuyahoga Co.) Brecksville Road from Daisy Avenue to Selig Drive

**CONTRACTING METHOD:** To Be Determined

**UPDATE:** Owner will seek a May 2009 bond; if bond passes owner could seek Architectural RFPs to put together a development plan.

**OWNER:** City of Independence  
6800 Brecksville Road  
Independence, OH 44131  
www.independenceohio.org  
(216) 524-4131

**ENGINEER:** Northstar Planning & Design  
10 West Erie Street  
Suite 201  
Painesville, OH 44077  
(440) 352-9222 FAX (440) 352-9196

**DETAILS:** Redevelop Brecksville Road between Daisy Avenue and Selig Drive; combination of senior-citizen housing, retail shops and commercial/office spaces; style must represent the Western Reserve architectural details found throughout the city.

PN-S1221019

## KINSHIP VILLAGE

**Cleveland, OH** (Cuyahoga Co.)

**ESTIMATED AMOUNT:** \$3,500,000

**CONTRACTING METHOD:** To Be Announced

**UPDATE:** Architectural/Design Build Services RFQs due Wednesday, April 15, 2009 at Noon (To Developer)

**DEVELOPER:** Fairhill Center  
12200 Fairhill Rd  
Cleveland, OH 44120  
(216) 421-1350 FAX (216) 421-8874  
Michael C. Gathercole ext 118

**DETAILS:** Project consists of renovation and adaptive re-use of two existing 1920s era three-story buildings totaling approx. 22,500 SF, from which asbestos and lead based paint has been removed and/or abated; the buildings are located on the Fairhill Center campus and are referred to as Building #6 and Building #9 and the work completed and inspected; renovations are to include new residential apartment units, existing and new community rooms, and existing exterior façade, limited modifications to the building shell including replacement of

the existing doors and windows, patching and repair of the roofs and gutters, tuckpointing and repair of the masonry; replacing the porches, and portico and adding a handicapped accessible ramp on Building #9; interior scope will include the total replacement of the buildings MEP infrastructure; the center stair between the first and third floors of Building #9 will be removed and a new elevator will be added; scope should further include ensuring that the infrastructure for public utilities is adequate to serve both buildings; LEED Certified.

PN-T1121034

## PARMA DEVELOPMENT CENTER

**Parma, OH** (Cuyahoga Co.)

**ESTIMATED AMOUNT:** \$400,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Bidding to advance early April 2009.

**OWNER:** Cuyahoga County Board of MRDD  
1275 Lakeside Avenue  
Cleveland, OH 44114  
(216) 241-8230 FAX (216) 861-0253  
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5325 Naiman Parkway, Suite A

Solon, OH 44139

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info@ziskaarchitects.com

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

**DETAILS:** Approx. 11,000 SF area on the second floor for offices, administrative services, meeting rooms and file storage using an open office concept. Systems office furniture will be used where possible. Lighting, electric power, computer wiring, telephone wiring, plumbing, parking and HVAC to accommodate 80 to 90 people is included.

PN-51211130

**URBAN-EXTENSION CENTER****Gries Center**

Cleveland, OH (Cuyahoga Co.) 10924 Magnolia Drive

**ESTIMATED AMOUNT:** \$1,500,000**CONTRACTING METHOD:** Public Bids

**UPDATE:** Planning is very preliminary; bid schedule to be determined.

**OWNER:** Hawken School

12465 County Line Road

Gates Mills, OH 44040

(440) 423-4446

**ARCHITECT:** Van Auker Akins Architects

27629 Chagrin Boulevard, Suite 205

Cleveland, OH 44122

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(216) 292-9944 FAX (216) 292-9943

**DETAILS:** 8,000 SF; renovation of the former Ferris House will include six classrooms, kitchen, dining area, and a third floor caretakers apartment.

PN-R0912039

### BRUNSWICK HIGHER EDUCATION CENTER Brunswick Town Center

**Brunswick, OH** (Medina Co.) 4095 Center Road

**ESTIMATED AMOUNT:** \$9,760,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Professional Design Services for Commissioning Agent(s) due Wednesday, March 25, 2009 at 2:00 PM (To Owner); Construction Management Consultant Services due Friday, April 17, 2009 at 2:00 PM (To Owner)

**OWNER:** Cuyahoga Community College  
700 Carnegie Avenue  
Cleveland, OH 44115  
[www.tri-c.edu](http://www.tri-c.edu)

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

Mark Green, District Director of Design & Planning, Capital & Construction, (216) 987-3476

**DEVELOPER:** Geis Companies

10020 Aurora-Hudson Rd.  
Streetsboro, OH 44241

(330) 528-3500 FAX (330) 528-0008

**ARCHITECT:** Robert Maschke Architects Inc.  
6421 Detroit Avenue



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**DETAILS:** Project No. 20083069  
5 acres; 30,000 SF, two-story, state-of-the-art facility; to be located adjacent to the existing Community Center to house new specialized workforce development programs, computer labs, dry and wet labs, classrooms, offices and other student support areas; sitework; landscaping; paving; concrete; masonry; structural steel; wood and plastics; roofing; various doors and windows; painting; finishes; HVAC; plumbing; electrical; lighting; LEED Silver Certification.

PN-T1015040

**CLOVERLEAF MIDDLE & HIGH SCHOOL IMPROVEMENTS**  
Lodi, OH (Medina Co.)

**ESTIMATED AMOUNT:** \$20,000,000

**CONTRACTING METHOD:** Public Bids

**STATUS:** Project is in design/development phase; bidding for early site package possible end of July 2009.

**OWNER:** Cloverleaf Local Schools  
8525 Friendsville Road  
Lodi, OH 44254  
www.cls.k12.oh.us  
(330) 948-2500

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

**C.M.:** Ruhlin Company  
6931 Ridge Road  
Sharon Center, OH 44274  
www.ruhlin.com  
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**DETAILS:** Renovation and expansion of existing middle and high schools.

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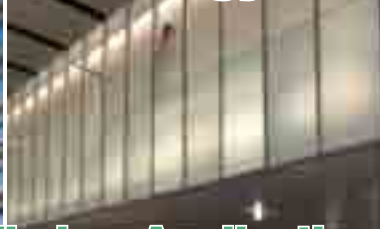


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PN-U0317077

### DISTRICT OFFICE INTERIOR RENOVATIONS

Cleveland, OH (Cuyahoga Co.) 700 Carnegie Avenue

ESTIMATED AMOUNT: \$665,000

CONTRACTING METHOD: Public Bids

STATUS: Construction Management Consultant Services due Friday, April 17, 2009 at 2:00 PM (To Owner)

OWNER: Cuyahoga Community College

700 Carnegie Avenue

Cleveland, OH 44115

[www.tri-c.edu](http://www.tri-c.edu)

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

DETAILS: Project No. C20085011

Renovation of approx. 13,000 SF of existing office space at the District Office in two phases. First phase includes the Foundation Office on the 1st Floor and the Academic Affairs Office on the 2nd Floor. The second phase reworks the Lower Level.

PN-S0808041

### NURSING HOME

North Ridgeville, OH (Lorain Co.) Lorain and Bagley Road

CONTRACTING METHOD: G.C. Subcontracts

UPDATE: Bidding possible fall 2009.

OWNER: The Kemper Company

10307 Detroit Ave.

Cleveland, OH 44102

(216) 472-4200 FAX (216) 472-4220

ARCHITECT: Davison Smith Certo Architects Inc.

26031-B Center Ridge Road

Westlake, OH 44145

[www.dsccarchitects.com](http://www.dsccarchitects.com)

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

G.C.: Bob Schmitt Homes, Inc.

8501 Woodbridge Court

North Ridgeville, OH 44039

(440) 327-9495 FAX (440) 327-7540

DETAILS: SF to be determined; 13 acres; sitework; concrete; masonry; metals; wood and plastics; siding; roofing; doors and windows; glass and glazing; painting; carpeting; terrazzo and tile; plumbing.

PN-U0312072

### BRITAIN PLACE OFFICE BUILDING

Solon, OH (Cuyahoga Co.) Bainbridge Road

CONTRACTING METHOD: Developer Subcontracts (By Invitation Only)

STATUS: Developer seeking final approval from city and hopes to start construction late May/June 2009; developer will use own group of contractors.

DEVELOPER: NDT Ltd.

34208 Aurora Road

Suite 253

Solon, OH 44139

(440) 212-7562

ARCHITECT: Architectural Vision Group - Westlake

31150 Center Ridge Road

Westlake, OH 44145

[www.avgl.com](http://www.avgl.com)

(440) 808-8520 FAX (440) 808-8301

**DETAILS:** Approx. 28,000 SF, two-story building; facility will feature historic-style building features; masonry and brick veneer; thermal and moisture control; wood frame; flat roof; mechanicals; HVAC; plumbing; electrical; painting; finishes.

PN-U0317074

#### EUCLID LEARNING CENTER

**Euclid, OH** (Cuyahoga Co.) 23335 Euclid Avenue

**ESTIMATED AMOUNT:** \$1,046,175

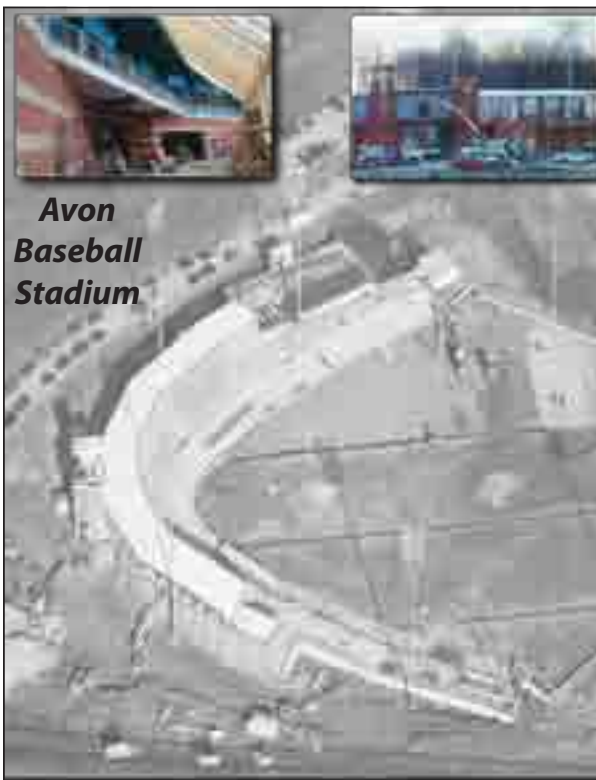
**CONTRACTING METHOD:** Public Bids

**STATUS:** Construction Management Consultant Services due Friday, April 17, 2009 at 2:00 PM (To Owner)

**OWNER:** Cuyahoga Community College  
700 Carnegie Avenue  
Cleveland, OH 44115  
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(216) 987-4781 FAX (216) 987-4758

**DETAILS:** Project No. C20092066  
Renovation of approx. 15,000 SF of existing space at Heritage Park in Euclid to house computer labs, dry and wet labs, classrooms, offices and other student support areas.

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