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FEATURES



Al Teufen Photography

8 Ensuring Healthy Lifestyle Choices

Medical Mutual headquarters to sport new fitness center, cafeteria

10 Great Gardens

Homegrown excellence honored at Landscape Ohio! Awards

12 Earning on Excellence

NAOIP awards recognize best, brightest in commercial real estate

15 Decorative Concrete Forum & Competition a Solid Success

16 Construction Climbs 4 Percent in March

19 Strong Foundations

BOMA Greater Cleveland celebrates 90 years of creating corporate homes

27 Moving Up to Downtown

URS relocates to Playhouse Square

59 Healthy Growth

Center for Genomics Research generates environment for stem cell advances

73 Special Section: Mechanical Systems

- 73 Meet the Presidents: Industry leaders share goals, approaches
- 77 Hot Air: Dispelling common HVAC myths
- 80 Cooling Down Energy Costs with Spectrally Sensitive Window Film
- 85 What To Expect From a Full Service HVAC Mechanical Contractor
- 88 Saving Energy in Small Office Buildings

DEPARTMENTS

32 Legal Perspectives

34 Financial Strategies

36 E-Vice

40 Urban Life

44 Billboard

54 Environmental Fields

90 Construction Progress Report

May 2005

Invisible Engineering Touching Us All



KEN KRYCH

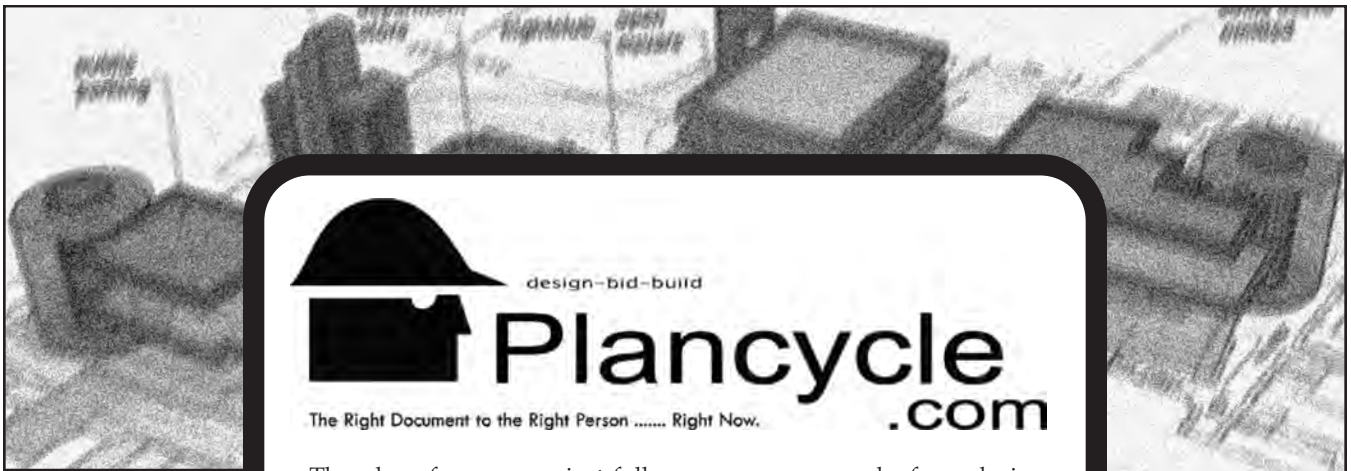
When you look at a skyline, your first thoughts usually don't focus on it. Architects try to hide it in their design. If it is working correctly you don't notice it or even hear it although it surrounds you everywhere inside a building. Yet, it is one of the most important aspects of any building and usually amounts to 16% of a total building's cost. It's the mechanical system, which is the focus of this month's special section.


The professionals who design and install these systems practice what I like to call "invisible engineering," meaning that much of their work is behind the scenes - but is also integral to the success of a building project. We can relate as valuable

"behind the scenes" views of construction, architecture, real estate and connected industries are what we endeavor to provide each month in Properties.

In addition to the mechanical systems special section this month, we offer a variety of stories that provide a behind-the-scenes view of essential projects, people and organizations in our industries.

Among these, it is our great pleasure to celebrate the 90th anniversary of BOMA Building and Owners Management Association with a feature detailing the history, goals and organizational framework of this key association. We appreciate the cooperation once again of the Cleveland Clinic Foundation which graces our



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cover with its latest structure, built by The Krill Company and designed by Kaczmar Associates. And we bring to you one of the most unique and largest architectural offices I have ever seen: the new URS Cleveland Headquarters that recently moved into what will be Ideastream Center in Playhouse Square.

New this month, we would like to present the first in a periodic series of columns, titled "E-Vice," which is dedicated to giving our readers advice on how to get the most out of their Internet offerings, from web-sites to email marketing. Whether

your company is large or small, you likely have some sort of web presence and our friends at The InterCon Group will be providing occasional articles focused on maximizing your opportunities for business growth through online endeavors - many of which are simple and free.

Looking ahead to June, we will be featuring the remarkable renovation of the Howard Metzenbaum U.S. Courthouse on Public Square, the new Emery Office Building design by

and for Herschman Architects and Random Road Condominiums in Little Italy, as well as our special environmental section.

Enjoy our latest issue and to all our readers - especially mechanically inclined ones...

Be Cool,



Kenneth C. Krych
Owner/Publisher

Letters

"Wow! The April issue looks absolutely gorgeous - so sharp and colorful. Congratulations! And, thank you for supporting and including the National Association of Women in Construction (NAWIC), Cleveland Chapter #156's activities in your magazine. It is through people like you that women continue to pursue careers in the construction industry. Your articles help us to continue our mission."

Toni Walker
NAWIC, Cleveland Chapter

"Very nice! Your March issue most certainly has the 'wow' factor. Roger [Mastroianni] really nailed those exposures beautifully and its some of the best photography I have seen yet! It's quite obvious your magazine is one of the area's leading publications. A real class act!"

William H. Webb
Infinity Studio

"[We] wanted to thank you for writing the great article on Pinnacle [April '05]. It really showcases the project well.... The magazine looks great in color."

Allison Copeland Levine
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Ensuring Healthy Lifestyle Choices

Medical Mutual headquarters to sport new fitness center, cafeteria

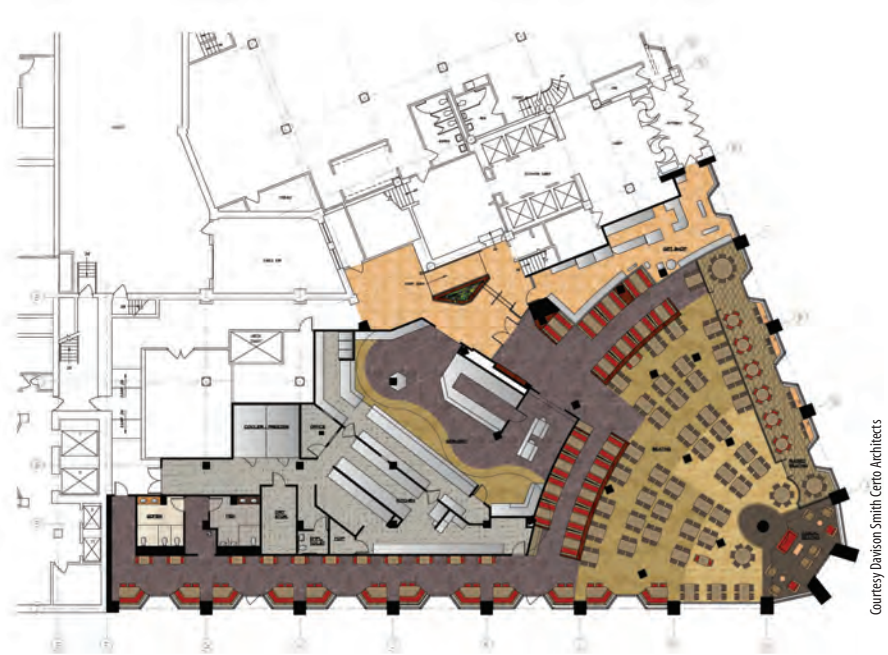
By Mark Watt

Over the past decade with growing healthcare costs causing concern throughout the United States, more and more businesses have found creative solutions to fighting rising premiums. By promoting wellness through exercise, diet and health screening programs in the office space, the thinking goes, the need for costly medical solutions is reduced to the benefit of a business's bottomline and its employees alike.

This philosophy was the key driver for a project currently underway in downtown Cleveland, fittingly enough at the headquarters of Ohio's oldest health insurance company. The main offices of Medical Mutual, at East 9th Street and Prospect Avenue, are being revamped with a new cafeteria and fitness/wellness center, presenting its 1,300 onsite employees, as well as those stationed in numerous satellite locations, with resources for healthy living.

Meeting the wishes of Medical Mutual Chairman, President and CEO Kent Clapp who providing the push behind the project, the new facilities will "empower employees to live healthier lives," says Ed Beyers, the company's media relations specialist.

With Davison Smith Certo Architecture and D-A-S Construction Co. at the helm, the plan includes two phases. One is the



Courtesy Davison Smith Certo Architects

ROUNDING THE CORNER Ongoing renovations at Medical Mutual's headquarters at East 9th Street and Prospect signal a materialization of the company's push for healthy living.

intact while also blending in a modern design.

"We wanted to marry the very old with new," says Don Green, director of building purchasing and general services at Medical Mutual.

To preserve the history of the building, which is more than 100 years old, it was important to blend in any contemporary features in a respectful way, says Larry Divita, staff architect with Davison Smith Certo Architects.

"There are new materials and new assemblies that are being introduced but detail work on the ceiling and support columns, for instance, was

each of the windows, providing the added natural light desired.

When completed the cafeteria will accommodate 350-375 people, with much of the seating arranged in a semi-circle to allow for informal presentations. A wireless computer networking system will allow for flexible online access. An updated kitchen will feature display cooking and accommodations for healthy food choices. Finishes will include earthy tones of beige, green and stone grey, complimented by natural woodwork.

"Employees use the space for breaks and meetings too," Divita

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says. "It's kind of a refuge space in addition to a dining area."

Once the new cafeteria is completed, demolition work will begin in the old cafeteria, located in an adjoining annex building, to make way for the new fitness/wellness center. Work on final designs is ongoing.

"We are continuing to meet on a regular basis to capture the design goals," says Jeffrey Troxell, vice president of D-A-S Construction Co. "The design has been a team effort with the owner providing input."

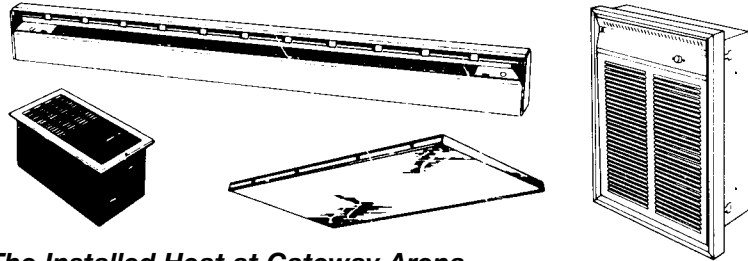
Initial plans for the new fitness/wellness center includes open space for exercise equipment, areas designated for health screenings and rooms for meetings and educational programs, as well as lockers and showers.

"The staff is excited and looking forward to the project's completion," Green says. "We are very happy to see how this is coming together at this stage and we feel it's the result of putting together a great project team." **P**



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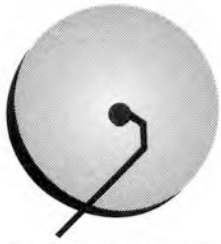
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WINNING ENTRY The Weidner Group won awards for several projects including this residential landscaping job.

Great Gardens

Homegrown Excellence Honored at Landscape Ohio! Awards

By Ken Krych | Photos courtesy OLA

Nearly 200 of the top Ohio landscapers enjoyed their surroundings at the Eighth Annual Landscape Ohio! Awards held recently at the Cleveland Botanical Gardens.

Each year the Ohio Landscapers Association (OLA) presents awards in many categories for both residential and commercial landscaping design and installation. This year the festivities were presided over by Phil Fogarty, of Crowley's in Cleveland, and Sandy Munley, executive director of OLA.

Brian Holley, director of the Cleveland Botanical Gardens also gave an opening address to the crowd who view the varied submissions on a large slide screen.

Each year since 1965, OLA has also provided scholarships to students who are studying horticulture and landscaping/design. This year, six top students received assistance in their studies with a Dennis DiSanto Scholarship.

Among this year's landscaping award winners were:

Residential Maintenance, Merit Award

Schill Landscaping (Sheffield Village) - Docherty Residence

Commercial Maintenance, Merit Award

Geauga Lake Amusement Park (Aurora) - Front Gate Maintenance; Buck and Sons Landscape Service (Hilliard) - Advanced Drainage Systems

Residential Installation, Category II, Merit Award

Wheeler Landscaping, Inc. (Chagrin Falls) - Brondel Residence; DTR Associates, Inc. (Chagrin Falls) - Latson Residence

Residential Installation, Category IV, Merit Award

Wheeler Landscaping, Inc. (Chagrin Falls)-O'Boyle Residence

Residential Installation Category V, Merit Award

Schill Landscaping (Sheffield Village) - Grossi Residence

**Water Features & Lighting
Category I, Merit Award**

The Weidner Group (North Ridgeville)-Gaydosh Residence

**Specialty Gardens Category I,
Honor Award**

Geauga Lake Amusement Park (Aurora) - The Topiaries

**Specialty Gardens Category II,
Honor Award**

Lifestyle Landscaping (North Ridgeville)-Home and Garden Show

Specialty Gardens Category II, Merit Award

Schill Landscaping (Sheffield Village) - Home and Garden Show; The Weidner Group (North Ridgeville)- Home & Garden Show

**Garden Structures and Pavements,
Category I, Honor Award**

The Weidner Group (North Ridgeville)-Russell Residence



Sandy Munley, OLA and Brian Holley, Cleveland Botanical Gardens enjoy the evenings celebrations.

**Garden Structures and Pavements,
Category II, Honor Award**

American Beauty Landscaping (Boardman)-Sovik Residence

**Garden Structures and Pavements,
Category II, Merit Award**

The Weidner Group (North Ridgeville)-Vargo Residence; The Weidner Group (North Ridgeville)-Atkins Residence

American Beauty Landscaping (Boardman)-Mingus Residence;

Garden Structures and Pavements Category III, Honor Award; The Weidner Group (North Ridgeville)-Ditto Residence

**Garden Structures and Pavements
Category III, Merit Award**

The Weidner Group (North Ridgeville)-Cooley Residence; The Clearwater Group (Westerville)-Stromberg Residence; The Clearwater Group (Westerville)-Keith Residence; The Clearwater Group (Westerville)-Jahn Residence

The Botanical Gardens seems like the perfect setting for these awards. I remember seeing a model of the new building years ago at one of their functions there. Now, OLA holds an elegant evening of appreciation of skill and craftsmanship within their glass walls surrounding by wonderful plants from around the globe.

Executive director Sandy Munley received a standing ovation for her and her staff's efforts.

Fitting indeed. **P**



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Earning on Excellence

NAOIP awards recognize best, brightest in commercial real estate

By Ken Krych

Recently, the Cleveland Chapter of the National Association of Industrial and Office Properties (NAIOP) presented its annual Awards of Excellence.

The regal affair was again held in the main ballroom of the Intercontinental Hotel at the Cleveland Clinic.

Nearly 400 of the area's top commercial real estate professionals attended the luncheon program that recognized the best projects, real estate transactions and individual performances during the previous year in the commercial real estate community in Northern Ohio.

The NAOIP Awards of Excellence is a national program that has been celebrated by the Northern Ohio Chapter for almost 20 years.

This year's special Life Achievement Award went to Sheila Westfall who for nine years has acted as executive director of NAOIP, growing it from a three event per year association to sixteen events including golf outings, charity events and scholarship functions that have benefited organizations such as the American Cancer Society, North Coast Community Homes, Cleveland Neighborhood Development Coalition, Kent State Urban Design and Cleveland State University Urban Affairs.

Westfall tripled the income for the association and increased membership as well as establishing an extended 25 member board of directors with a history of leadership with national components. She received a well-earned standing ovation as she accepted her award.

Other major awards presented at the event included:

Architectural Design

William Ragaller of KA Architecture for the Heritage Corporate Center

Interior Design

Vocon; Paul Voinovich for Dix & Eaton

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Jim Breen, Tom Fax, David O'Neill and Tom Gustafson for the LESCO lease

Industrial Transaction

Keven Malinowski and Fred Herrera for Rockwell Automation

Renovation- Office & Industrial

Neil Viny of the Dalad Group for the Pioneer Building

Renovation - Other

(A tie)

The Marous Brothers for the Bingham Building

DAS Construction for the House of Blues

Investment Transaction

Alec Pacella for The L'Oreal Facility

Office Broker of the Year

Tom West

Industrial Broker of the Year

Terry Coyne

Industrial Developer

Fred Geis of The Geis Companies

Office Developer

Robert L. Stark for Stark Enterprises

Member of the Year

Traci Mockbee Hunt

Present to receive donations were Cleveland State University students: Ian DeGalen, from the College of Urban Affairs; and Rodney Acquah, Ebony Ricks, and Ade Sanusi from the CSU Real Estate Research Center.

Amy Regal of Chicago Title Insurance Company served as chair and Johnna Walter of OM Workplace served as this year's event co-chair.

This was the third year the event was held at the Intercontinental Hotel. **P**



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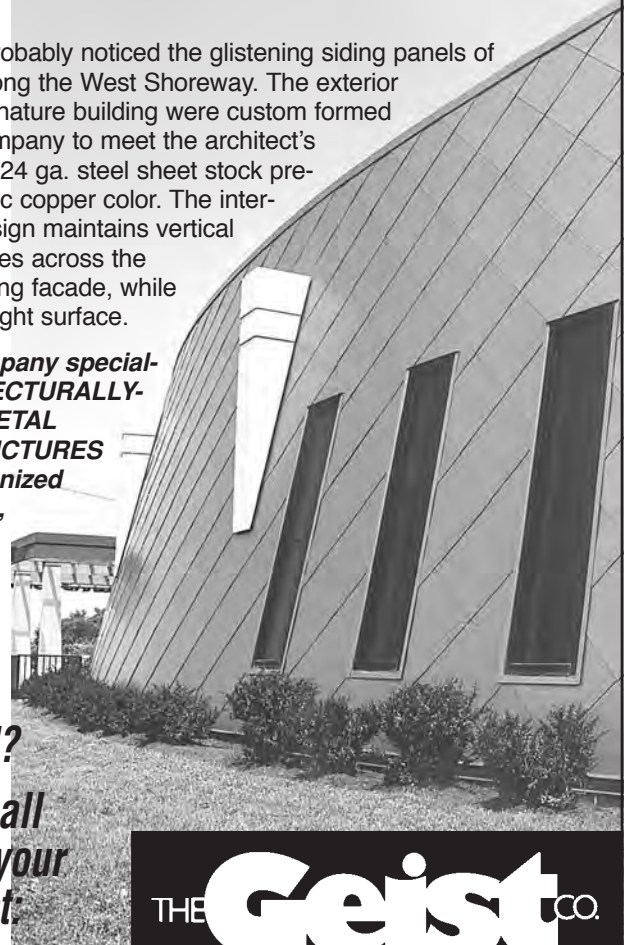
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Decorative Concrete Forum & Competition a Solid Success

By Ken Krych

Photos courtesy Chas. E. Phipps Co.

A cold rain could not dampen the spirits of the concrete craftsmen who competed in the first of its kind Decorative Concrete Competition held recently at the Cuyahoga County Fairgrounds in Berea that was sponsored by the Charles E. Phipps Company.

There were many hands-on demonstrations and seminars on decorative concrete stamping, overlays, concrete staining and step forming that were performed by fourteen leaders in their field for two days and judged for their work.

They spent most of the time creating a variety of beautiful and intricate concrete works such as patios that looked like wood, stone, brick and even marble.

They were judged on design, use of color, creativity and overall craftsmanship.

The winners won plaques and cash prizes and included Ultimate Overlay, based in Huntsburg, for best overlay. Winning first place was Cornerstone Concrete Design, from Orrville. Second place was awarded to Richfield-based Cutting Edge Concrete. Winning third Place was Cement Mason Local 404

A few lucky individuals also won a concrete bird bath and a decorative concrete bench in a raffle. The event was not only the first of its kind for Northeast Ohio but also a first across the US.

More photos from the event can be seen at www.chasehipps.com. **P**

TOPS OF THE TRADE Special painting and drying techniques were used by competitors including (FROM TOP) Cement Masons Local 404, Cutting Edge Construction and Cornerstone Concrete Design.



Construction Climbs 4 Percent in March

New construction starts in March advanced 4% to a seasonally adjusted annual rate of \$594.1 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building showed signs of strengthening after a weak February, and modest growth was reported for housing and public works. During the first three months of 2005, total construction on an unadjusted basis came to \$131.6 billion, up 2% relative to the same period a year ago.

The latest month's statistics lifted the Dodge Index to 179 (1996=100), compared to a revised 172 for February. The first two months of 2005 had seen the Dodge Index fall below 177, the reading for 2004 as a whole, so March brings contracting back to a level slightly above last year's average.

"The construction industry continues to be supported by a robust volume of homebuilding, and the early months of 2005 have seen an improved amount of public works construction," says Robert A. Murray, vice president of economic

affairs for McGraw-Hill Construction. "In contrast, new starts for nonresidential building have been weaker than expected, but the March upturn may be the initial step for this sector to resume the upward trend that was established last year."

Nonresidential building

In March, nonresidential building advanced 10% to \$138.2 billion (annual rate). For the full year 2004, nonresidential building had risen 4%, yet contracting lost momentum towards the end of last year and during the first two months of 2005. In March, the upward push was provided by a diverse group of structure types. Retail-related projects advanced, with stores up 10% and warehouses up 32%. Hotel construction surged 75%, reflecting both a general rebound for this category plus the inclusion of \$80 million related to the hotel portion of the \$750 million Trump Tower in

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Chicago. Healthcare facilities increased 43%, boosted by the start of large hospital projects located in South Carolina (\$144 million), Arizona (\$65 million), Florida (\$62 million), Tennessee (\$60 million), and California (\$50 million). Growth was also registered by public buildings (courthouses and detention facilities), up 21%; and churches, up 8%.

On the negative side, school construction retreated 7% in March, slipping back after the gains reported in the previous two months. Moderate declines were also reported for transportation terminals, down 4%; and manufacturing plant construction, down 16%. Office construction in March was down a slight 1%, following a steeper 16% slide in February.

“One factor that may be contributing to the slower pace for nonresidential building in recent months is last year’s jump in the price of building materials,” Murray says. “In some instances this has led to projects being redesigned or deferred, and the adjustment process related to a higher cost structure will take some time to be worked through.”

Residential building

Residential building, at \$358.4 billion (annual rate), rose 3% in March. Single family housing held steady with February, while multi-

March Construction Contracts for Cleveland Area

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

	2005	2004	Percent Change
Nonresidential	\$66,747,000	\$103,074,000	-35
Residential	\$121,868,000	\$152,595,000	-20
Total Building	\$188,615,000	\$255,669,000	-26

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

	2005	2004	Percent Change
Nonresidential	\$154,789,000	\$279,063,000	-45
Residential	\$298,251,000	\$336,558,000	-11
Total Building	\$453,040,000	\$615,621,000	-26

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

family housing climbed 26%. The multifamily category was boosted by the inclusion of \$641 million related to the condominium/apartment portion of the Trump Tower in Chicago, plus additional large condominium/apartment projects located in Chicago (\$140 million), New York City (\$118 million), Arlington VA (\$108 million), San Diego (\$72 million), and San Francisco (\$64 million). The cost of financing remains low, supporting homebuyer demand for both detached single-

family homes and condominiums. While short-term interest rates have headed upward over the past year, the 30-year fixed mortgage rate continues to hover around 6% - edging up to 6.0% by the end of March compared to 5.6% in February, and receding to 5.8% in April.

By geography, residential building in March performed as follows - the Northeast and South Atlantic, each up 1%; the South Central, up 2%; the West, up 3%; and the Midwest, up 10%. **P**



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Strong Foundations

Building Owners & Managers Association Greater Cleveland celebrates 90 years of creating corporate homes

By Mark Watt | Photos Courtesy of BOMA Greater Cleveland



John Bashian Photography

THEN AND NOW (ABOVE) Fred Capretta, senior vice president of real estate firm Weston, serves as president of BOMA Greater Cleveland. (BELOW) The Caxton Building, one of the original buildings included in the the association's membership roster, was designed by Architect Frank S. Barnum.

Through the south-facing conference room windows at the headquarters of the Building Owners & Managers Association (BOMA) Greater Cleveland, a slice of the city stretches to the horizon. While enjoying this vantage point from a boardroom on a recent visit, set eight stories high in the historic Halle Building at 1228 Euclid Avenue, the topic of conversation with BOMA leadership is appropriate enough - according to Fred Capretta, president of BOMA Greater Cleveland, and Janice Parham, executive vice president, approximately 95% of commercial buildings downtown are members of the association.

“If you look out a window and see commercial property, you’re probably looking at a member of BOMA,” Parham says. “These are the movers and shakers in property management for this area. All of the major commercial real estate players in Cleveland and the surrounding suburban market are members of our organization.”

Including nearly 150 building members in the Greater Cleveland area - 84 in the city of Cleveland -

and 36 million square feet of commercial office space in the region, BOMA Greater Cleveland membership serves as the largest investment in fixed assets in the city, Parham says. Representing this membership, as well as an associate membership of companies that provide goods or services to the commercial real estate industry, the leadership of BOMA Greater Cleveland is proud of the association’s work promoting progress and stability in the industry.

“Essentially, we exist to do whatever we can to protect and promote the interests of commercial building owners and managers in the city and surrounding suburbs,” Capretta



Courtesy The Caxton Building

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FOOD FOR THOUGHT BOMA Greater Cleveland hosts a variety of networking events throughout the year, from an annual clambake (above) to a trade show each spring.

says. "Our goal is to be the voice of commercial real estate in Cleveland."

Rich history

Currently, BOMA Greater Cleveland is celebrating its 90th anniversary and although Cleveland is a different city now than when the association was formed close to a century ago, Parham says, its mission has changed very little from the original intentions of its founders.

According to the original minutes from the association's first official meeting in 1914, a group of individuals representing 25 downtown Cleveland properties met and passed a resolution to form an organization "to look after the interests of said property owners before legislative bodies, tax boards, and in every other way, deemed advisable." Then called the Cleveland Association of Building Owners and Managers, the group would "promote social relations among owners and managers of buildings, secure for its members the benefits of discussion and cooperation, if desirable, upon all matters of interest in the maintenance and operation of central business buildings, including legislation, taxation and all other matters of public interest."

The local association joined counterparts throughout the country under an umbrella organization, the National Association of Building Owners and Managers, which had been formed in 1907. That umbrella organization assumed its present moniker - BOMA International - in 1968 as it grew and broadened its reach to include participants from around the world. Today, BOMA International is comprised of 109 associations, primarily in North America but also in Australia, Brazil, Japan, South Africa and other countries. BOMA Greater Cleveland is one of six local organizations in the State of Ohio.

As testament to the staying power of BOMA Greater Cleveland, several of the original local member buildings are still represented to this day. One, for example, is The Caxton Building, at 812 Huron Road, which was built to initially house print design and operations and was represented by the association's first president, Charles E. Doty. (Doty also represented The Hippodrome, which was demolished in 1975 and located in what is now the Gateway Neighborhood.)

For Capretta, serving as president of the organization during its 90th anniversary is an honor.

"We are proud of our rich heritage," he says. "And personally, I'm honored to follow in the steps of my very able predecessors who have provided us with the opportunity to be an association of influence. In looking back at the original goals of the organization, BOMA Greater Cleveland has had great success over the years and the future is even brighter and full of opportunity. This city and its surrounding suburbs have a lot to offer. There are development plans in the making that will truly make this city a well sought after place to live and do business in. Perception is reality. We as the leaders in the real estate industry need to focus on the positives of this city along with what the future will bring. We need to believe it, preach it and build it, and they will come."

Built from a sturdy foundation

"At present, BOMA Greater Cleveland has 21 members represented on the Board of Trustees and 13 separate committees chaired by individuals who are willing to

commit their time, resources and talent to meet the objectives of the association," Parham says. "Building buildings isn't that different from building an association like BOMA. You start by laying a strong, sturdy foundation and then you build up from there, one block at a time."

That foundation, Parham says, is the association's five main areas of focus: advocacy, education, information, networking and group purchasing. Through these primary focal areas, BOMA Greater Cleveland continues work to protect the interest of its members, while making a positive contribution to Cleveland's future.

Advocacy

"BOMA is probably best known in the industry for its advocacy at national, state and local government levels," Capretta says.

Federally, BOMA International's advocacy staff defends the interests of building owners and managers in a number of policy-setting bodies, including the United States

I find BOMA valuable as a resource to keep both myself and Davis Development Group, Inc. informed on a local, statewide and national basis for commercial real estate matters."

Don Woodard
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SHOP TALK (L to R) Matt Ambrose and Jeff Troxell of D-A-S Construction dine at BOMA's annual clambake. Such events provide for casual networking, Troxell says.

Congress. As a result of its efforts, no new federal mandates have been imposed on BOMA members in either legislative or regulatory arenas over the past decade, Capretta says. When requested, its advocacy division also assists local BOMA affiliates through information gathering and data analysis.

At the state level, six BOMA affiliates - including BOMA Greater Cleveland - work to influence legislation to benefit its membership. On a quarterly basis, representatives of the six local organizations meet to discuss the potential impact of proposed legislation and regulations. Annually, they visit the state capitol

to make BOMA Ohio's opinions known to the state government.

As an example of advocacy in action, BOMA Ohio is currently leading an effort against Governor Taft's plan to remove the 10% rollback on commercial and industrial property as well as the introduction of a proposed commercial activity tax.

"We feel that both of these would have a negative impact on attracting and retaining businesses in Ohio and the Greater Cleveland marketplace," Parham says. "Acting on this, we have initiated a statewide grassroots letter writing campaign to the Ohio General Assembly expressing our concerns."

In general, BOMA Greater Cleveland is "against any taxes that would drive the cost of real estate up and as a result put more of a burden on building owners and managers as well as the tenants within their buildings." Capretta says. "It's unfortunate that the governor has put together a plan that could increase the burden on our members when



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we're trying to not only maintain current tenants but attract new tenants as well."

On a local level, BOMA Greater Cleveland is involved with legislative issues, from taxes to regulatory initiatives, and is involved in ongoing discussions regarding the revitalization of downtown.

The membership of BOMA Greater Cleveland appreciates the efforts, says Keith Masters, vice president of property management services with the Dalad Group, a full-service real estate firm and BOMA Greater Cleveland member.

"BOMA does a great job addressing concerns of building owners and managers," Masters says. "Not only do they represent us well, but they also keep us very informed. A resource like that in our industry is critical."

Information

An additional benefit to members, Parham says, is BOMA's informational resources, which includes a newsletter, access to a reference library containing market information and industry periodicals and a resume bank. The association also publishes an annual resource guide, which lists contact information for all members.

Jeff Troxell, vice president of D-A-S Construction - an associate member - says the resource guide is one of the benefits of associate membership.

"You'll occasionally get phone calls from BOMA members: 'Hey, I pulled your name from the resource guide,'" he says. "When looking for particular goods or services, some BOMA members will look to pull contacts directly from the vendor list. Since associate member companies can only join on the positive referral of standing members, the list includes not just reputable, but recommended goods and service suppliers. This makes the guide valuable for all involved."

Education

BOMA offers a variety of educational programs to "promote the highest levels of professionalism."

Through the Building Owners & Managers Institute Professional Designation Programs, members can certify knowledge of their professions. These designations include Real Property Administrator (RPA), Facilities Management Administrator (FMA) and Systems Maintenance Technician/Administrator (SMT/SMA).

"The BOMI Institute certification program is one of the best, if not the best, of its kind in the country,"

Masters says. "The educational programs are extremely valuable and are a huge accomplishment for BOMA locally. Those resources are important to us as a developer of real estate and as an employer."

Another aspect of its educational offerings, BOMA Greater Cleveland periodically hosts informational events to raise awareness on important issues or trends. For instance, an event was held recently, focusing on a proposed Downtown Cleveland Business Improvement District



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“A major benefit of being a part of BOMA is that it’s an established and valuable forum for creating lasting real estate relationships.”

Renee Evans
Vice President

“Because of the large number of influential members, BOMA Greater Cleveland’s voice has proven to be very meaningful.”

Frank Pschirer
Immediate Past President

(BID); BIDs are public/private sector partnerships in which building owners within a certain area agree to assess themselves to provide collectively enjoyed improvements, such as public safety, security and maintenance services, which attract new visitors and tenants.

Presented for “anyone interested in the vitality of Greater Cleveland, including property owners and managers, tenants and real estate products and services providers, the forum highlighted the success of Philadelphia’s BID and focused on how Cleveland could learn from that city’s example,” Parham says.

“There are over 1,000 BIDs throughout North America including the Playhouse Square District BID here in Cleveland. However, as of yet there has been no Downtown-wide improvement district instituted in Cleveland,” Parham says. “A BID for this area has been in discussion for the past 24 to 36 months but, due to the state of downtown and, in particular, troubling vacancy rates, it has become a hot topic again.”

A steering committee of downtown property owners is currently putting together paperwork on a proposed BID and will ask all property owners to cast votes to assess themselves, Parham says. To make a Greater Cleveland BID possible, 60% of the front footage of property within the area needs to vote to self-assess.

“With this in mind, we hosted this meeting to assist members in making an informed decision when it comes time to vote,” she says.

Group Purchasing

“Participation in our Group Purchasing program can amount to significant cost saving opportunities for our members,” Capretta says.

The program, which is a collaborative effort with the Greater Cleveland Hospital Association, allows members to take advantage of the substantial buying power resulting from the alliance of the two organizations.

“At the present time, we’ve identified eight prime vendors who

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provide quality service at extremely economical prices," Parham says. "Those contracts comprise anything from air filters to solid waste removal services. The selection of the prime vendors is an ongoing competitive bid program."

Networking

Lastly, BOMA Greater Cleveland offers its members a minimum of 10 membership meetings a year, which allow for networking opportunities. A significant example is its annual, members-only Office Building & Industry Trade Show, which has been held at Cleveland Browns Stadium for the past few years. This year's trade show, held in early May, attracted more than 200 attendants and roughly 75 vendors, Parham says.

"The networking opportunities offered to BOMA members is invaluable," Troxell says. "BOMA has regular functions where I can have face time with Fred Capretta and other key building owners and managers. These offer networking opportunities without having to make a cold call."

For associate members, Troxell says, the value of the networking opportunities is enhanced because BOMA Greater Cleveland maintains a "solid, select mix of vendor trade categories."

"For instance, you won't find 50 different window cleaning companies in the associate membership," he says. "Instead you have just a few of the top companies, so there's less competition. This provides more value to those associate member companies. With its guidelines for associate membership, regular members can be assured that the associates are worth that face time as well, because they have a proven track record."

Staying on-task

With a working formula in place, BOMA Greater Cleveland continues to find success in serving its diverse membership, nearly 100 years after its formation.



GOOD AS GOLD (L to R) Bill McCarthy, of IPC McDonald Properties, and Kim Bergmann, with Turfscape, celebrate at BOMA's 2004 Annual Meeting.

"BOMA is on-task as far as focusing on the areas where they can be most effective," Masters says. "Its value has been proven."

Still, Capretta has future plans to introduce what he calls a President's Council, which will be made up of past presidents of the organization and "will work to provide assistance to the executive vice president and

sitting president and help to keep a consistent focus."

"Looking forward, we are positioning ourselves at BOMA Greater Cleveland to continue as the leader in advocacy for the commercial real estate industry," Capretta says. "We also want to become more of a resource for the city of Cleveland and the surrounding suburbs when it comes to real estate development concerns and other special projects. We are optimistic and credit our success to the many member volunteers. I would like to personally thank the executive board, the board of trustees, the associate council, the chair and vice chairs of our many committees, the members of

those committees, our regular and associate members, and a special thanks to BOMA Greater Cleveland's staff of Kira Bush, communication manager, and Vicki Neece, its bookkeeper/administrative assistant. Together, these fine people are the professionals who make BOMA what it is today." **P**

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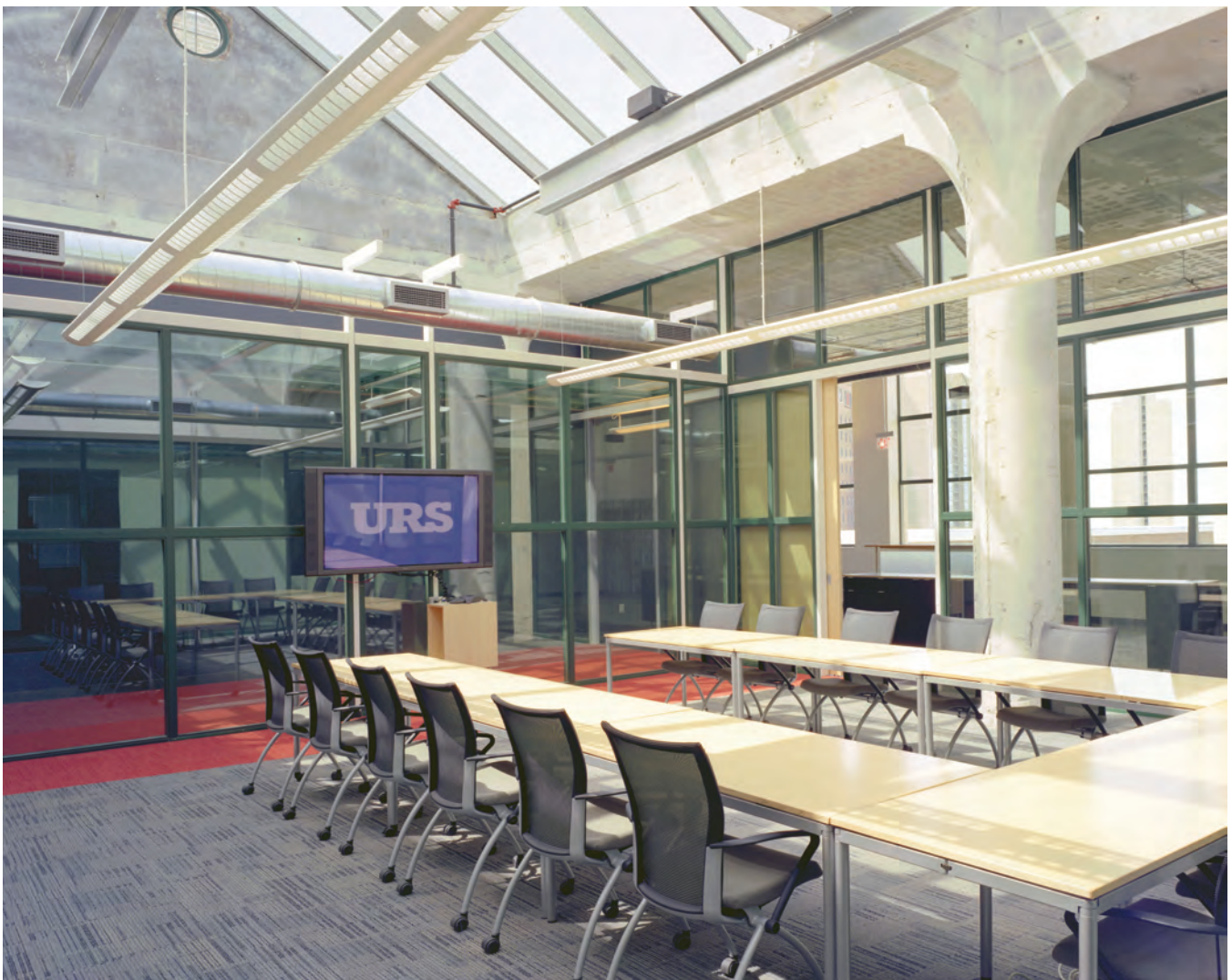
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DESIGNED FOR DAYLIGHT The Lantern Conference Room resembles a greenhouse with its glassed-in, glass gable-roof design.

Moving Up to Downtown

URS relocates to Playhouse Square

By Nancy Loyan Schuemann | Photos by Schuemann Architectural Photography

After more than a decade in downtown Cleveland's Warehouse District, URS has moved up to Playhouse Square.

"For a long time we looked for a larger space," Christopher D. Diehl, AIA, vice president, director of design with URS, which full services engineering services worldwide. URS, established in 1941, has more than 300 offices worldwide. Its Cleveland office is one of a handful with architecture as its strength. "We had such a great opportunity with Playhouse Square. When Art Falco showed us this building, we loved it."

The Walker and Weeks-designed building at 1375 Euclid Avenue, built in 1912, was originally a fine furniture showroom and warehouse for Kinney and Levan. The structure houses the prestigious Intown Club and is soon to be the home of Ideastream, a creative collaboration between WVIZ-TV and 90.3 WCPN, National Public Television and Radio. The entire building has been renovated, including its Euclid Avenue terra cotta façade. The structure's original stairway and mezzanine are being utilized. A new glass floor with a secure fire command



CREATIVE COMBINATION “The design tells the history of what the building is about,” Christopher Diehl says. “We chose to work with what we found, not just the structure but the stages of habitation. It is creative, open, dynamic... how we practice.”

center have been installed within the mezzanine above the main lobby. The lobby itself has translucent plastic panels backlit in colorful lights surrounding the two passenger elevators servicing the building.

To the left of the entrance is Ideastream’s Studio Two. To the right is a spacious dance studio for the Playhouse Square Arts and Education Center. Large storefront windows face the sidewalk and street giving the building a welcome presence.

The new Cleveland headquarters of URS is housed on the building’s sixth floor and on part of the fifth floor. URS worked on restoration of the building’s public spaces.

“We love being a resident of Playhouse Square, with its creative, arts-centered urbanity,” Diehl says. “While we enjoyed the Warehouse

District, it was delightful to have the opportunity to create an office environment that truly reflects who we

“It was delightful to have the opportunity to create an office environment that truly reflects who we are and to begin with a space so inherently beautiful”

Christopher Diehl
URS Director of Design

are and to begin with a space so inherently beautiful.”

The space now occupied by URS had been vacant for over 10 years. Once the environment was gutted down to the original concrete structure, the legacy of almost 100 years of various tenants was evident on the

concrete columns and overhead deck. Aqua, beige, green and red areas of paint played across the raw surfaces. The surprising decision was then made to retain as much of that character as possible, rather than paint over it and create a space with a contemporary high-tech industrial look and feel.

“The design tells the history of what the building is about,” Diehl says. “We chose to work with what we found, not just the structure but the stages of habitation. It is creative, open, dynamic... how we practice.”

“In the marketplace, URS is not seen as the most creative practice in the city,” Diehl says. “It was critical for us to change that and have our space reflect who we truly are. We focus on customer service and creativity. No job is too small.”

In 11 weeks, the 50,000-square-foot space was transformed from a demolished box into a creative work environment.

"We've known URS for many years," says Ed Paparone, manager of Turner Construction's Special Projects Division (SPD). "This was a collaborative effort from the design process to monitoring the cost of construction to the opening of the space."

"The biggest challenge was educating the sub-contractors to the new systems being put in, such as the repetition of design and the manufacturing of units," Paparone adds.

"Both Ed [Paparone] and I kicked it off with URS," Brian Laubscher, pre-construction manager with Turner SPD, explains. "We did all pre-construction and purchasing and handed it off to the field. We had a condensed time frame to fit out the space."

Touring the new space

From the moment one enters the entrance lobby of URS, the uniqueness of the space is evident. The wall across from the reception desk artfully shimmers with aged, curled linoleum. The floor is linoleum. One of five original renovated skylights used throughout the headquarters immerses the space in a wash of natural light.

Behind the arty wall is the human resources department, utilizing a dropped ceiling.

To the left, a ramp leads up to the executive offices. The slope allows for a windowsill view of Playhouse Square and its Jumbo-tron screen. This area has its own reception desk with curved wood counter and charcoal carpeting. A glassed-in conference room with orange carpet is located across from the desk. Down a few steps, private executive offices (with dropped ceilings) line the perimeter while the center features a central lobby space. With colorful checkerboard carpet, this breakout area can be used for mock-up/pin-up presentations. It is conveniently located between the executive offices and the Lantern Conference Room. Down a hall, a

hospitality/snack area flanks one side. The other features a copy center workspace.

To the right, a wide hall leads to the Lantern Conference Room and open employee workspaces. Floors are a mix of concrete and concrete hued carpeting.

The Lantern Conference Room is a focal point. Resembling a greenhouse with its glassed-in, glass gable-roof design, the space is light and bright. Originally, the surrounding walls were to be of a plastic material. Instead, cost factors and an

error factored in. When windows in the existing building were replaced, some of the windows delivered were shorter than desired and were rejected. Instead of being wasted and dumped, the idea arose to reuse the windows. After doing the geometry, it was concluded that the windows could be used as a surround for the conference room.

All the salvaged windows for the Lantern Conference Room were tinted on both sides with seven-mill safety film by Greater Akron firm Akron Glass Tinting.



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“The time schedule was challenging, but we are known for speed and quality,” says Al Mothersbaugh, principal of Akron Glass Tinting.

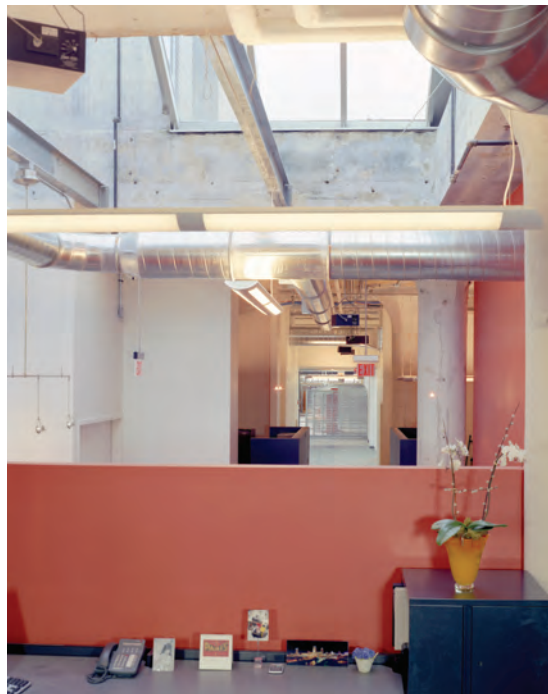
With some adaptations, the windows complemented the space and the overhead, fretted skylights. Original round windows at the gable and exposed brick add interest to the space. To hang light fixtures, a structural steel “balance beam” (steel girder) is attached to the existing concrete beams. A movable hospitality cart is located nearby.

“A lot of steel was used to hold up the windows, weighing 500 pounds per pane,” Laubshcer says. “It was not pieced together. It was labor intensive. Our superintendent, Chris Friend, was our key to success.”

The open office space, surrounded by windows and incorporating the renovated skylights, is bright and airy. Ceilings are of original height with exposed HVAC and creatively designed wire cable trays with wired CAT 5 technology.

Black boxes containing a sound masking system are situated on ceilings preventing echoes and keeping the wide-open areas remarkably quiet. Original beams with visible fireproofing and columns are exposed. All surfaces have been glazed, yet retain the original nicks and blemishes in deference to the space’s history.

A unique feature is the use of decorative space dividers. These “fat walls” were designed by URS for their use. Constructed of steel studs



LIGHTEN UP Open office spaces incorporate renovated skylights to provide a bright and airy atmosphere.

with ribbed metal lathe used in plastering, they allow in light and air while dividing spaces with design flair.

“We wanted to modulate the space and be more efficient working around columns,” Diehl says. He credited a lot of the detailed work to Giorgi Interior Systems, Inc. who performed an number of the interior trade work.

Each area of URS operations has its own work area. The “fat walls” differentiate the space while wood cubicles offer private office space. As a full service firm, URS has designated spaces for architecture, engineering, planning, landscape architecture, interior design, IT systems, software engineering,

geo-environmental, wetlands design, telecommunications, construction services and other areas of diverse expertise. There are central filing areas. Three “war rooms,” casual conference spaces with movable partitions, conference tables, chairs and magnetic dry erase boards face a scenic view of Lake Erie. The “red oculus,” located nearby, is a casual hospitality and meeting space.

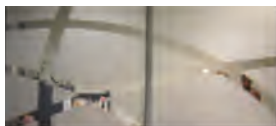
Smaller, color-coded (in blue, chartreuse, orange) conference rooms are also available. A reference/resource library is centered on the sixth floor.

The fifth floor mimics the sixth with its use of exposed and original design elements, concrete hued carpet, “fat walls” and modular systems and the use of color-coded conference rooms. The ceilings, though, are a bit lower (11-foot as opposed to 14-foot, 6-inch ceilings on the 6th floor). It features a cafeteria with checkered linoleum in green, black and gray.

A staff passenger elevator and a freight elevator service both floors.

Additional expansion/growth space is available on the fifth floor as well. URS has first refusal on this open space.

URS continues to grow with such visible projects as the new Corporate College East for Cuyahoga Community College’s Eastern Campus, the new Shaw High School in Cleveland and the new Student Affairs building at the University of Akron. **P**



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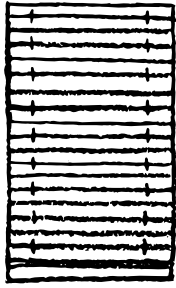
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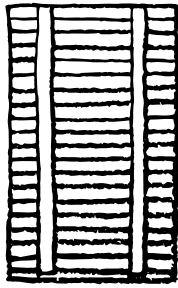
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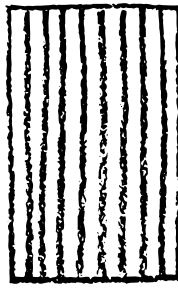
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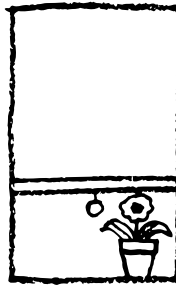
Mini blinds



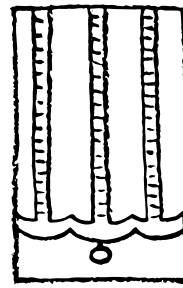
Venetian blinds



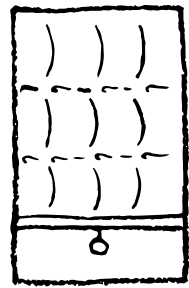
Vertical blinds



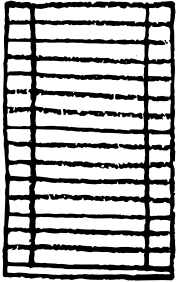
Plain shades



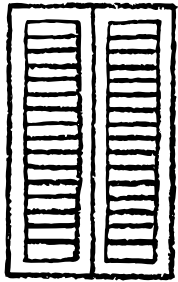
Fancy shades



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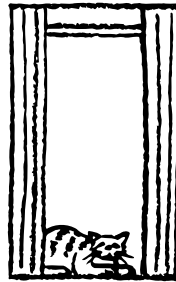
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Mutual Mistake in the Calculation of Commercial Lease Square Footage



JOHN P. SLAGTER, ESQ.

Commercial lease agreements often show a calculation of the rent based on the amount of rentable square footage that is being leased. For example, a commercial property of 5,000 square feet that rents for \$20 per square foot would have an annual rent of \$100,000. What happens when the parties, after entering into such a lease, discover that the square footage was mistakenly overstated? That was the question the court considered in *Local Marketing Corporation v. Prudential Insurance Company* (2004), 159 Ohio App. 3d 410.

The landlord, Prudential Insurance Company and the tenant, Local Marketing Corporation (“LMC”), entered into a lease for a

commercial office space in downtown Cincinnati. The lease stated that the net rentable area “shall be stipulated for all purposes to be approximately 5,845 square feet.” Three years after entering into the lease, LMC discovered that the rentable square footage of its space was actually 452 square feet fewer than what the lease stated.

LMC sued Prudential. The trial court granted judgment to LMC in the amount of overpaid rent equal to the per square foot rental rate times the 452 square feet difference.

The court also awarded Prudential judgment for the amount it had overpaid for the build-out the leased premises, because Prudential had contributed to LMC’s build-out

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based upon the total square footage figure.

Both parties appealed. Prudential contested the judgment in favor of LMC, while LMC argued that the trial court should have awarded it pre-judgment interest in addition to its damages. On appeal, the main issue was whether the trial court had correctly found that the misstatement of the rentable square footage was a "mutual mistake." At trial, there had been testimony from both landlord and tenant that, had they known the statement of the rentable square footage was incorrect, they would have fixed it.

Prudential argued on appeal that LMC nevertheless gave up its right to challenge the actual square footage because it agreed that the square footage was "stipulated" to be 5,845 square feet.

The court of appeals rejected Prudential's argument, noting that the lease did not state that the parties stipulated that the square footage was 5,845, but instead stipulated that it was "approximately"

What happens when parties enter a lease and later discover that the square footage was mistakenly overstated?

5,845 square feet. The court of appeals held that the use of the word "approximately" indicated a desire on the part of both parties to use a square footage amount that was close to being accurate, not that they had agreed to use a number whether or not it was correct. Consequently, there was a mutual mistake in the lease, and LMC was entitled to recover its overpayments.

The court of appeals further held that both parties were entitled to prejudgment interest, since their damages arose out of contract.

There are several ways to avoid the problem encountered by the landlord in this case.

First, the parties should agree on what method will be used to calcu-

late the square footage, and that the measurements used are accurate.

An alternative to this approach may be to use a stipulated rent amount that is not directly tied to the square footage and stipulate to the percentage of the total common area maintenance ("CAM") to be paid by the tenant.

For example, agree that the rent is \$100,000 for the premises and tenant will pay 2.5% of CAM, regardless of the actual rentable square footage.

Finally, as Prudential has now learned, if the lease contains a stipulation as to the amount of square footage, make sure it does not use the word "approximately." **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 the author at jslagter@bdblaw.com or 800.686.2825. Special thanks to David Lindner of Buckingham, Doolittle & Burroughs, LLP for his contribution to this article. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2005.

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Anatomy of a Cap Rate



ALEC J. PACELLA

If you have been around real estate at all, you have undoubtedly heard the word ‘cap rate’ thrown around, often with reckless abandon. Although it is one of the most common descriptors in the investment real estate industry, it is also one of the most misunderstood and maligned concepts. Over the next couple months, we will try to take some of the mystery out of this concept.

In this issue, we will look at the textbook definition of a cap rate and give a blueprint for how to determine it. And next month, we will look at some of the most common misperceptions and pitfalls associated with cap rates.

A cap rate is short for capitalization rate and is one of many measures used to gauge the economic performance of a property. It illustrates the rate of return, on a percentage basis, that a property’s income stream generates at a given investment level.

There are two components that are used in determining a cap rate, the net operating income and the

purchase price, each of which are detailed below.

Net operating income (or NOI)

An investment property generates gross income, primarily through tenant rental receipts. But there are also expenses for the owner, such as real estate taxes, maintenance and utilities. So by taking all of the annual income that a property generates and deducting all of the annual expenses incurred from owning the property, you are able to arrive at the NOI.

It does not include non-cash expenses, such as depreciation, or any type of mortgage or interest payments.

Purchase price

The purchase price is simply the price paid for a property and can also be known as the transfer or contract price.

It does not include additional costs that are borne by an investor, such as legal and title expense, fees or points associated with a mortgage, etc.

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Determining a cap rate

Once an investor has these two numbers, determining a cap rate is easy, as it is simply the purchase price divided by the NOI. As an example, assume a property has an NOI of \$100,000 and a purchase price of \$950,000. The NOI is the numerator, the purchase price is the denominator and the resultant cap rate is 0.1052 or 10.52%.

Put another way, the investor would earn a 10.52% return on his investment of \$950,000 due to the income stream of \$100,000.

The term 'return' and cap rate basically have the same meaning. And the concept is no different than from traditional investments but the descriptive terms used are not the same.

For example, a stock that pays a dividend calls the return a yield while a certificate of deposit calls the return an interest rate.

Often cap rates are used as a descriptor for a property or even for the status of the overall market. For instance, a property can be called a 'high cap rate property' or the multi-family market may be characterized as a 'low cap rate market.'

What exactly does this mean?

A quick check back to our definition provides the answer. The relationship between cap rate and purchase price is an inverse relation-

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Heard Thru the Grubbvine

Trophy, anyone? Two of the most distinctive buildings in the city's skyline, Key Tower and BP Tower, are both currently on the market. The former is currently owned by the Richard E. Jacobs Group, who built the skyscraper for then Society National Bank in 1991, and the latter by Equity Office, who purchased the property from British Petroleum in 1996.... **Shopping Spree** Hilltop Plaza, a strip center located in Wilson Mills Road in Richmond Heights, sold in February for \$24 million. The center was owned by the Aveni family, founders of Realty One.... **And in the 'burbs** 4141 Rockside Road has also been put on the block. This marks the first major office building offered for sale on Rockside Road since the Genesis Building in over five years. —AP

ship; as cap rate decreases the purchase price increases and visa versa.

In our previous example, the \$950,000 purchase price had a cap rate of 10.52%.

But if the purchase price were to increase to \$1,050,000, the cap rate would decrease to 9.52%.

Conversely, if the purchase price were to decrease to \$850,000, the cap rate would increase to 11.76%.

Taking this one step further, if a property is characterized as a 'high

cap rate property', meaning that the return is high, it usually is accompanied by a high level of risk (remember that old adage, high risk equals high reward?).

Perhaps the tenant's remaining lease term is short or there is a high amount of vacant space.

And if a market is characterized as a 'low cap rate market', meaning that the return is low, it is usually accompanied by a relatively low level of risk.

Perhaps the lease term is long or the tenancy is of very good quality.

Now that we are all know what a cap rate is, next month we will take a look at some of the perils and pitfalls associated with relying strictly on a cap rate analysis. **P**

Alec J. Pacella is a vice president of investment sales at Grubb & Ellis. He will be writing articles that feature various topics and aspects of real estate investment and can be reached at alec.pacella@grubb&ellis.com or 216-453-3098.

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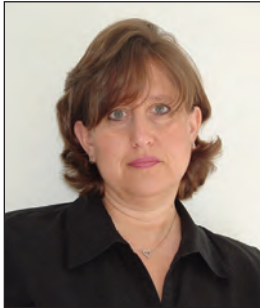
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Key Ingredients for a Successful Web Presence



MARILYN DACHNER

Failure to consider the Internet's viability as a powerful, business generating vehicle is the number-one mistake made by businesses today. This so-called "fad" is now a multi-billion dollar industry and growing exponentially.

A successful Internet presence is not limited to retailers with multi-million dollar budgets. To the contrary, the vast growth of the Internet during the first decade is due in large part to small- and mid-sized companies who have mastered the art of online communication.

Most recently, Internet companies such as Google and Yahoo have created tremendous promotional

opportunities for local companies. Companies offering services to a specific region are no longer limited to just the Yellow Pages for local exposure.

Forrester Research recently reported search engines were utilized more frequently in 2004 to find local company information than the Yellow Pages.

The Yellow Pages is no longer the only local game in town and Yellow Pages executives not only realize it, they fear it.



So what makes a Website work?

The answer is not a simple one. Listed below are several key ingredients for a successful Web presence.

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1. A Website is not about you, it is about what you can do for your customers. Customers could care less about fancy graphics. They want to know what you can do, when you can do it, examples of what you have done, who to speak to, what products you carry and how much it is going to cost... and that is just the beginning!

2. Do not let your 17-year-old nephew develop your Website. Ask yourself, would you let your nephew handle your accounting just because they took an accounting class? A Website is far more involved than putting together photos and text. It has to be comprehensive, well written and geared specifically to your target market.

3. Your Website must be an accurate reflection of your business. It will function as your 24-hour salesperson and thus, it must contain information of value to your potential customers. A Website should be able to answer the most commonly fielded questions and more. Content, content and more content.

4. Website development begins with a plan... not just a design plan, but a marketing strategy as well. Imagine developing a business and not telling anyone your phone number or location. This is exactly what happens if you build a Website without a marketing plan.

5. Ease of navigation through your Website is critical. Potential customers must be able to locate the information quickly and easily. Don't make your online visitors click 10 times to find information. All con-

tent should be accessible via a single click. Studies have clearly shown more clicks result in fewer sales.

6. Implement features to facilitate the dissemination of information and improve your customer service. An example of a valuable tool would be to create a project status area. Customers would simply log in to see daily status reports regarding their project or order. For example, "Friday, April 22, 2005 - We will be working primarily in the kitchen. Our goal is to complete the installa-

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tion of the granite countertops and if time allows, we will begin the installation of the lighting fixtures. Call me anytime you have questions." Secondly, project photos can be included so the home or business owner can view the progress from their office and share them with out-of-town relatives or associates.

7. Contact information should be displayed on all pages. Time-starved potential customers do not have the time or patience to search for your phone number or location.

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requirements and budgets. It is up to you to take advantage of the opportunities the Internet provides.

TICG has partnered with Properties to deliver valuable Internet info via this periodic E-vice column. We look forward to provid-

ing up to date information and ideas for a successful Web presence. **P**

Author Marilyn Dachner is president and managing partner of The InterCon Group. Since 1996, For further information call 216.831.6742 or email ticg@intercongroup.com.

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Robert Bertsch is part of the new look of Cleveland, one member of a growing group of younger people who have moved back to the city bringing an honest love for Cleveland...

It takes more than grand slams, though those are important, to bring back economic and social vitality to our city. We can't all build casinos, develop a lakeshore island or shoot 54 points for Cleveland, but a lot of us can hit singles or doubles and those are the people whom we like to bring attention to in this monthly small slice of “Urban Life.”

Robert Bertsch is part of the new look of Cleveland, one member of a growing group of younger people who have moved back to the city bringing with them an honest love for Cleveland and a willingness to give their talents to the effort of its revitalization. Bertsch works for the Department of Economic Development for the City of

Cleveland and lives in a home he purchased in Slavic Village, a choice he made before his position with the city and the requirement to live there. Bertsch says that living in Slavic Village has been a good choice for him.

“It's an area that I didn't even know existed while I was growing up on the east side,” Bertsch says. “So now I feel like I am living in a new city, yet I am only minutes away from my family and old friends.”

Robert grew up in University Heights in a walk-able, bike-able neighborhood linking a close community. His finance degree from Miami University and his year in the Jesuit Volunteer Corps in Chicago gave him both practical skills and a



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social conscience. His skills were utilized in his position as a financial planner but his social conscience led him to look for “more” and he then received a Master’s Degree in Public Administration at the Levin School for Urban Planning at Cleveland State University. He worked at the Cleveland Neighborhood Development Coalition before his present position at the city.

Bertsch’s focus is special projects, working with companies moving into the city and building new buildings in the city’s industrial parks.

For example, the successful Cleveland Business Park located near the airport began in the early ‘90s and has been a redevelopment of 200 acres. Residents moved from approximately 10 streets and the land was sold to developers for new industrial and office space. Emerald Corporate Park off of Rocky River Drive has 40 acres of assembled land with some available land remaining.



REDISCOVERING HOMETOWN “I love the city,” Robert Bertsch says. “My history is here. I have thought about moving, but why?”

Cleveland Enterprise Park located around Harvard and Green Roads has the beautiful Metropolitan Building and a large National City facility. Two sites of nine acres each are remaining there for development of light industrial or office space at “a fair and reasonable rate,” he says.

However, the issues for business development in the city are broader than only financial concerns. The most pressing issue, according to

Bertsch, is the challenge for the Department of Economic Development to provide creative solutions for companies who need to expand and don’t have the room to do it. Other crucial factors in the development of business sites are good highway access, safety issues and resolving with the state the brownfield impediments. Bertsch’s approach is pro-active, assembling the sites and solving the challenges for a shorter period of development for the business client.

These are challenges that Bertsch is willing to confront.

“I love the city,” he says. “My history is here. I have thought about moving, but why? I have friends in other cities who have no family and no connection and I think, why be just a number somewhere else?”

Bertsch has a lot of friends and takes part in a lot of activities. Besides being able to see his large family and old friends on a regular



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basis, he has embraced his Slavic Village neighborhood by joining a bowling team, volunteering at Saint Stanislaus and joining the church's choir. Within walking distance are three grocery stores, three drug stores, a small department store and numerous banks. He is looking forward to the opening of the extension of the Towpath and First Tee, the PGA par-three urban golf course and driving range. Bertsch thinks

I have friends in other cities who have no family and no connection and I think, why be just a number somewhere else.

Cleveland is the perfect size and likes the fact that you don't have to plan ahead for a month to go to a concert.

We are inundated with articles on the woes of the city and the "good old days," but the majority of Clevelanders, like Robert Bertsch, were not alive in those good old days and they are willing to take their hometown as is and find excitement in its growth.

"It's a great town, and I am not willing to give up on it," he says. **P**



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News about people, products, places & plans

Area Consulting Firm Opens New Jersey Office

R. V. Buric Construction Management Consultants, headquartered in Chagrin Falls for more than 36 years, recently announced the recent opening of its newest office, R. V. Buric Architecture, Engineering, and Planning, LLC in Somerville, New Jersey. The New Jersey office joins the Chagrin Falls office and R. V. Buric Construction Consultants, P.C. in Wilmington, North Carolina.

President and CEO William R. Zollinger, III, P. E. says that with the opening of the New Jersey office, additional services for



William R. Zollinger, III, P.E.

architectural and engineering design, planning, and forensics have been added to the company's existing full range of construction consulting services including building diagnostics, dispute resolution, claims resolution, litigation support, expert testimony and CPM scheduling.

Mark Harris Berman, AIA, architect and planner, manages the New Jersey office and is the lead architect.

"Mark [Berman] has the same continuum of practical construction and specialized experience as our professional engineers, project managers, and technical staff," Zollinger says.

Donley's Awarded Hudson Learning Center Projects

Donley's, Inc. recently announced it has been awarded the contract for three new community learning center additions for the Hudson City School District. The three community learning centers,

which will be added to Hudson High School, Evamere

Elementary and McDowell Elementary, will total a combined 900,000 square feet. Construction of the three projects, valued at \$15.5 million, will begin in August 2005.

KS Associates Wins Surveying Award

KS Associates, a civil engineering and land surveying firm serving clients throughout Ohio, has won the Highlights in Surveying Contest sponsored by *Point of Beginning* (POB), a national magazine for the mapping and surveying industry. The



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contest was designed to recognize professional surveyors' roles in providing practical solutions to surveying and mapping problems through training, skill and application of new surveying technologies.

KS Associates' award-winning entry was the Lakefront Stake Parks Surveying project completed for the City of Cleveland. In April 2003, KS Associates performed boundary surveys of nine park areas along the shoreline of Lake Erie. The survey was required to determine the exact boundaries of the parks and was needed to fulfill a lease agreement between the City and the Ohio Department of

Natural Resources (ODNR).

"POB magazine selected KS Associates' project due to the quality of the team they assembled, the amount of research performed and their coordination efforts among the City, ODNR, adjacent property owners and subconsultants; and the unique location of the project along Lake Erie," says Lieca Brown, editor of POB magazine.

New Packaged Air Temperature Control System Introduced

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For more information, visit www.chromalox.com or contact Chromalox at 800-443-2640.

Zagaras Market Wins Design Award

The Ohio Concrete Masonry Association (OCMA) recently presented its Annual Excellence in Concrete Masonry Awards in ceremonies at The Westin Great Southern in Columbus.

The winner of the 2005

Merit Award for "Industrial Commercial Design, Less than 50,000 Square Feet" is Zagaras Market in Cleveland Heights. Oldcastle/Akron Brick and Block, of Akron, provided the concrete masonry products. ADA Architects of Lakewood designed the building. Crest Masonry was the masonry contractor. Judges selected the project based on the quality of craftsmanship, creativity of design, aesthetics, masonry detail and the compatibility with other materials used in construction.

Each year the OCMA Promotion Committee selects a panel of judges from Ohio architects work-

ing in different geographical areas through out the state. Judging the 2005 entries were Larry Caldwell of Meacham & Apel Architects in Columbus, Michael Smith of KZF Design Architects in Cincinnati and Phillip Markwood of Phillip Markwood Architects in Columbus.

Awards were presented over nine categories of different building applications.

Novel Connects Jobsite Rules, Life Lessons

Marketed as "the first novel for the home improvement industry," *The Carpenter's Notebook*



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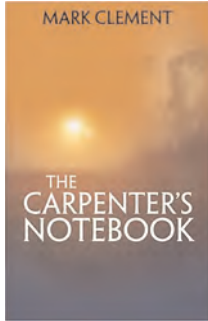
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The Carpenter's Notebook

(CenterLine Media) hopes to make the “connection between the rules of the jobsite and guidelines for how to live a good life.” Written by Mark Clement, a former home improvement contractor who lives and works in Ambler, Pennsylvania, and based on his own experiences, the novel details a man’s

“search for meaning and his desire for a peaceful, content and happy life.”

Through lessons the author learned first hand on his own jobsites - walking top plates, digging holes and hanging crown molding - while trying to survive as a young home improvement carpenter, the author was tested by the mental and physical challenges carpenters face every day. It was there on the jobsite that he learned true things about how a building works and how life works. Instead of limiting these truths to the jobsite, he brought them into his business and then his life.

The author is the executive editor of *Tools of the*

Trade and *El Nuevo Constructor* magazines and has also shared his knowledge of building how-to with TV audiences, appearing on the Discovery Channel’s *Home Matters* and PBS’s *American Woodshop* and *American HomeShop*.

More information on the book (\$24.95 hardcover/\$16.95 paperback) can be found at www.thecarpentersnotebook.com.

North Coast Bia Announces Award Winners

North Coast Building Industry Association (NCBIA) members were honored recently for their

achievements at the 11th annual Circle of Excellence Awards Gala held at the Spitzer Conference Center at Lorain County Community College.

These prestigious awards are given in recognition of excellence in sales and marketing in the new home industry. They are presented annually to builders, developers, associates and salespeople who are members of the North Coast BIA and have made a significant and creative contribution in residential marketing through their achievements.

The most coveted award, “Builder of the Year,” went to Bucky Kopf of Kopf Construction who

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also won for “Developer of the Year and Planned Unit Development of the Year.” Kopf took home two awards for “Single Family Product Design” in the 1,500-2,500 square foot and 2,501-3,500 square foot categories and two awards for “Condo Cluster Product Design” in the 2,001-2,500 square foot and over 2,500 square foot categories. Kopf also won for “Condo Cluster Exterior Architectural Design, 2,001-2,500 square feet.”

Associate of the Year honors went to Mary Felton of LandAmerica Lorain County Title Company. The company also won three more mar-



Bucky Kopf, Kopf Construction

keting awards.

This year, the “Remodeler of the Year” award was a tie. Winners were Terry Bennett, of Terry Bennett Builders & Remodelers, and Chris S. Majzun, Jr., of Majzun Construction Co.

Terry Bennett Builders

also received two awards for “Overall Addition,” two for “Kitchen Remodeling” and one for “Bathroom Remodeling” as well as awards for “Condo Cluster Product Design” and “Condo Cluster Exterior Architectural Design.” Majzun received additional awards for “Commercial Renovation” and “Single Family Product Design.”

Product Design Awards were given to Moreland Homes, Majzun Construction, Bennett Builders, Kopf Construction, Oster Homes, Arbor Homes, R.J. Perritt Homes, Hearth Homes, Stenger Builders & Developers and Brady Cam I, LLC.

Awards for “Custom Home of the Year” were presented to Arbor Homes for \$250,00-\$500,000; Hearth Homes from \$500,000-\$1,000,000; and Grande Maison for Over \$1,000,000.

Awards for “Exterior Architectural Design” were presented to Oster Homes, R.J. Perritt Homes, Grande Masion, Kopf Construction, and Terry Bennett Builders & Remodelers with the award for Smart Growth Development of the Year going to Oster Homes.

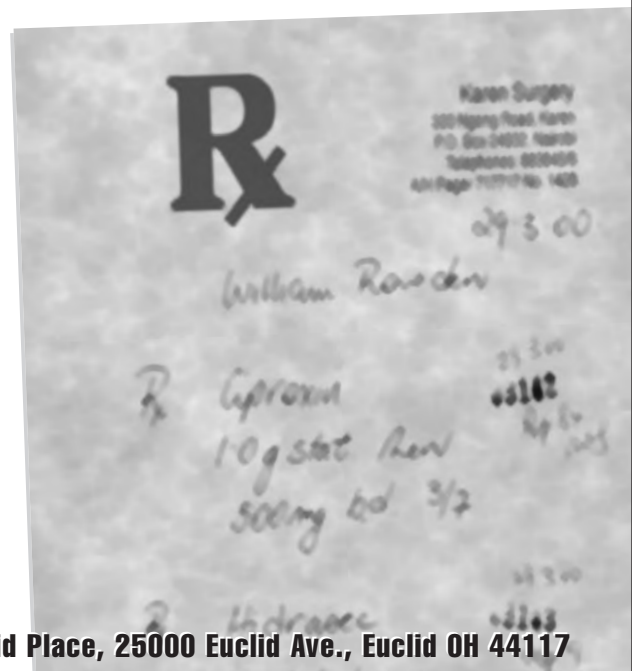
“Material Supplier of the Year” was presented to Caruso’s Cabinets with “Service Supplier of the Year” going to KS



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Associates.

"The Circle of Excellence awards are unique because the builders' models are judged by independent, industry related judges from outside our area, and to be chosen from among your peers as the best is the highest compliment a building company could receive," says Rocco Fana, Jr., executive officer.

The North Coast BIA is a trade association representing nearly 600 member companies involved in the building trades in Erie, Huron and Lorain Counties. For more information, visit the NCBIA website at www.NorthCoastBIA.com.

Zeisler Morgan Properties Announces New Hire

Zeisler Morgan Properties announces the hiring of Joseph D. Dzubara as its vice president of development and construction. Dzubara is a graduate of the University of Akron and has 20 years of construction experience. Most recently, he spent nine years working for Arbor Construction, the construction division of Robert L. Stark Enterprises.

Founded in 1976, Zeisler Morgan Properties is a privately held Cleveland-based national shopping center development and management company

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CB Richard Ellis Brokers Close Two Office Deals

CB Richard Ellis brokers recently completed two office deals, a lease in downtown Cleveland and a sale in Strongsville.

The first deal involved National City Bank subleasing the entire fifth floor of the BP Tower located at 200 Public Square in downtown Cleveland for a total of 50,000 square feet. Douglas Leary of CB Richard Ellis represented the sublessor, BP, in this transaction.

The second deal

involved the sale of a \$3.1 million, 25,425-square-foot office building sited on eight acres of land at 13550 Falling Water Road in Strongsville. Norwood Development Group bought the Strongsville Executive Building from the Seller, Strongsville Partners Limited Partnership. Bryan Kagel and Jim Vanco represented the seller in this transaction.

Thorson & Baker Associates, Inc. Announces Expanding Services, Promotions

Thorson Baker & Associates, Inc. (TBA) recently announced that it

has expanded its services and has promoted several members of its team.

The firm now offers landscape architecture services to complement the structural, mechanical, electrical and civil services currently provided.

Michael N. Stamas, ASLA, RLA has joined as a principal and director of the civil engineering and landscape architecture department, bringing over 25 years of experience in the design of commercial, institutional and residential projects.

In addition to his management responsibilities, his design talent will provide an aesthetic component to the civil and land-

scape architecture services provided by the firm.

David L. Nemeth, PE was recently appointed principal. Since joining Thorson Baker in June 1997, he progressed from project engineer to senior project manager and associate, before the recent appointment.

Karen A. Sherwood has been named associate. She has been with the firm since August 1998 and has served as controller of the firm through years of growth and expansion of services throughout the United States. Her financial acumen is being recognized through her recent promotion. **P**



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Ongoing advances in renewable energy (RE) technologies are making clean power more efficient and affordable.

Planning Your Renewable Energy System

By Katya Chistik and Green Energy Ohio staff

Thinking of producing your own power? Ongoing advances in renewable energy (RE) technologies are making clean power more efficient and affordable. Renewable energy can be a good long-term investment. With proper maintenance, a system can produce power for decades. Below are some considerations to help you in your research.

Needs

The first step to researching what kind of power system you need is determining your energy usage. Gather and analyze your utility bills

for a year, identifying peak loads, peak usage times and energy-intensive systems and activities. Though usage varies from region to region and home to home, a typical residence uses 8,300 watt-hours of electricity per month, or 10,000 kilowatt-hours (kWh) per year. Typically, a solar power system with the capacity of 100 watts (W) costs between \$5 and \$15 per watt, installed.

The easiest way to decrease the cost of your installation is to minimize its size. To minimize size without compromising impact, lower your total power load through energy efficiency measures. See the Green Energy Ohio website at www.GreenEnergyOhio.org for an

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extensive list of energy efficiency measures that can be implemented year-round, including: setting your water thermostat to 120 degrees Fahrenheit, replacing incandescent light bulbs with compact fluorescent light bulbs and pruning landscaping to take advantage of the sun.

Technologies

The details of your specific site determine what type of renewable energy installation will perform most effectively.

Wind

The most common wind turbines are pole-mounted, three-bladed structures that produce electricity. Wind turbines appropriate for residential or location-specific commercial uses fall into the category of “small wind,” or systems from 500 W to 5 kW. Utility-scale wind turbines, which produce from 500 kW to several megawatts, are the turbines that



BLOW ME DOWN Common wind turbines are pole-mounted, three-bladed structures.

comprise wind farms seen in many parts of the country and in Bowling Green.

The size and appropriateness of a small wind turbine depends upon the wind resource and location of nearby obstructions. Small wind systems generally need to be at least 30 feet taller than any obstructions within a

300-foot radius. Wind speeds necessary for start-up on some turbine models are less than 9 MPH.

Solar

Solar photovoltaics, or PV, use an array of solar cells to turn sunlight into DC electricity. This DC current is converted to AC current by an inverter and used to power an application. Ohio receives a yearly average of four to five-and-a-half hours of sunlight a day. To work most effectively, PV systems need unobstructed southern exposure between the peak hours of 10 am and 3 pm. Systems can be mounted onto a south-facing slope or angled on a pole.

Photovoltaics come in a variety of panel sizes, and have even been developed to integrate into the outer walls of building and roofing shingles.

Solar thermal systems use sunlight to warm water and targeted spaces, eliminating or minimizing the work of hot water or space heaters. A solar

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CATCHING RAYS Photovoltaics come in a variety of panel sizes, and have even been developed to integrate into the outer walls of building and roofing shingles.

domestic hot water system collects sunlight in a flat-plate solar collector and transfers the heat to water or another liquid flowing through tubes. CA solar space heaters collect the sun's energy by a solar collector and directs the energy into a thermal mass for storage later when the space is the coldest. More information can be found in Green Energy Ohio's Solar Thermal publication, available by calling 1-877-GREEN-OH.

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Micro-hydropower

Micro-hydro systems are hydropower systems under 30 megawatts that produce electricity from the flow of water without the major river alteration associated with large-scale dam hydropower projects. Micro-hydro systems generate electricity from spinning turbines underwater. Although suitable sites are more difficult to come by, hydropower flow is more consistent than wind or solar. An average micro-hydro turbine can produce anywhere from 1 kWh (1,000 watt-hours) to 30 kWh per day.

Geothermal

Geothermal heat pumps make use of the near-constant temperatures of the earth to heat and cool a structure. A set of underground pipes are laid either vertically or horizontally near a building. In the summer, heat is moved from the building underground by a fluid running through the pipes. In the winter, this process is reversed as a cold fluid from the

building is heated by the relatively warmer temperature underground.

Funding

Ohio offers several funding assistance programs to help you get your residential or commercial system financed.

Ohio Department of Development, Office of Energy Efficiency ODODEE offers several useful services, from energy efficiency audits, to lower-interest loan options, to a matching grant program partially financing installations. See the ODODEE website <http://www.odod.state.oh.us/cdd/oe/>, or call 800-848-1300 for more information.

Ohio Air Quality Development Authority

The OAQDA is a state agency that helps finance energy efficiency and other renewable projects through tax-free bonds and low-interest loans. Contact the OAQDA for more information and eligibility

requirements at www.ohioairquality.org, or call 800-225-5051.

U.S. Department of Agriculture

The USDA's Rural Development Renewable Energy Systems and Energy Efficiency Improvement Program provides up to a 25% matching grant to qualifying projects. The applicant must be an agricultural producer or a rural small business. See www.rurdev.usda.gov or call 614-255-2500 for more information.

Next steps

More detailed information on the technologies is available by contacting Green Energy Ohio at 216-526-5545 or toll-free at 1-877-GREEN-OH. Green Energy Ohio also maintains a directory of professional installers and renewable energy system manufacturers locally and nationwide. The directory is available for download at our website www.GreenEnergyOhio.org. **P**

Katya Chistik is the Northeast Ohio project coordinator for Green Energy Ohio.



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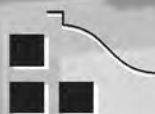
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THORSON BAKER was also the Civil Engineer for this project.



FUTURE SCIENCE The new center is the result in part of a \$20 million grant awarded from the State of Ohio for stem cell research.

Healthy Growth

Cleveland Clinic's Center for Genomics Research generates environment for stem cell advances

By John Elliot | Photos by Al Teufen

The reputation of Cleveland Clinic's Lerner Research Institute (LRI) took another leap forward recently with the completion of the Center for Genomics Research building located on East 96th Street between Cedar and Carnegie roads. The six-floor, 151,000-square-foot building brings state-of-the-art research equipment in an open lab environment that together with natural light provides flexible and efficient use of space.

At the building dedication, held April 18th, Ohio Governor Bob Taft and Cleveland Mayor Jane Campbell both remarked that it seemed like the groundbreaking ceremony was only yesterday. That the \$36 million facility was completed on schedule and under budget affirms the high level of expertise of Cleveland's development, construction and architectural resources.

The Clinic staff believes the flexible use of space will allow the facility

to attract top flight researchers, further enhancing Greater Cleveland's international reputation in medical research.

The center, which is adjacent to the LRI, is the result in part of a \$20 million grant awarded to BioEnterprise Corp. from the State of Ohio for stem cell research.

"We set out to design space that maximizes bench, desk and storage space," says Paul Fox, Ph.D., Cell Biology, and a member of the labora-

tory design team that toured other facilities before finalizing the design requirements. "We also wanted to reduce ambient noise, so we included lab dividers and an acoustic tile ceiling. We also designated space for low-temperature freezers outside the lab areas."

Fox and Paul DiCorleto, Ph.D., chairman of LRI, and Clemencia Colmenares, Ph.D., director of LRI core services, were assisted by Chris Kaczmar, the project architect, an

associate at Cleveland-based Kaczmar Architects, and Cleveland development consultant Melissa Ferchill.

An integral part of LRI

The building offers easy access to LRI and its communications infrastructure, including wireless and wired Ethernet networks.

It also features its own facilities for tissue culture hoods, fume hoods, and glassware and equipment space.

The research modules can be easily and quickly expanded or reduced according to research needs, and the entire layout of research floors allows for easy collaboration among staff and researchers.

The new center gives LRI a total of 750,000 square feet and significantly expands its efforts in human genomics, stem cell biology and regenerative medicine. These areas are critical to the understanding and treatment of all diseases, including cancer, cardiovascular disease, hardening of the arteries, multiple sclerosis and skeletal disorders, DiCorleto says. Genomics research



LIVING LARGE The new center gives Lerner Research Institute a total of 750,000 square feet

in particular will allow for the ability to personalize treatment, he says. Hence, patients will not be depend-

ing as much on “one size fits all” type treatments.

Stem cells restore useful functions to organs that have become injured.

“We’re making tremendous advances in applications of stem cells in the heart,” Fox says. “It’s a whole new field. Our groups here are helping define the importance of cholesterol and inflammation in heart disease.”

In designing the new building, DiCorleto says he wanted something that was “maximally” functional.

He notes that the research team was particularly impressed with the capabilities demonstrated by the Ferchill Group, including a biotech center it developed in nearby Pittsburgh. He also believed Ferchill Group could make it happen quickly within the necessary financial parameters.

Aggressive construction schedule

Time was essential, due to the terms of the funding, DiCorleto says.

“When we identified people, we needed space to move into,” he says.

Within five years, the center is estimated to house as many as 500 scientists. The new building is actually a part of Cleveland’s Center for Stem Cell and Regenerative Medicine, a cooperative venture of the Clinic, Case Western Reserve University, University Hospitals of Cleveland, and a local biotech company, Athersys Inc.

Melissa Ferchill, who acted as a consultant on the project, actually managed the construction of the building.

“They are creating a campus environment,” Ferchill says of LRI. “He (Dr. DiCorleto) was looking for ultimate flexibility in his laboratory areas.”

Ferchill, who has developed several labs in Northeast Ohio, says that she was pleased to see the Clinic’s list

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MADE FOR MODERN LOOK The contemporary interior of the fourth floor lobby was accomplished by using some non-standard materials such as deep profile aluminum curtainwall and metal panels in the wall.


of preferred partners included Kaczmar Architects Inc.

“We were very fortunate Kaczmar was on the list,” she says. “They’re someone we like to work with.”

She was also glad the Clinic understood the importance of working with a professional contractor such as The Krill Co., Inc., with a reputation and history of managing

design-build projects. A project with an aggressive construction schedule and a set budget needs to be done this way, she says.

“We could design it to be cost effective,” she says.



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A contemporary interior

Ferchill says the interior of the building, with its hardwood floors and glass curtainwalls, is a little more contemporary than some of the other Clinic buildings.

“The others are a little more traditional,” she says.

Kaczmar says the contemporary interior was accomplished by using some non-standard materials such as deep profile aluminum curtainwall and metal panels in the wall. The soft colors mark a departure from the sterile white found in many laboratories.

The curved administrative wing on the west side of the building also adds character, Kaczmar notes.

“We were able to provide the building its own identity and at the same time use the available space to its greatest potential,” he says.

“It came out very successfully because of our close working relationship with Clinic scientists,” adds Stan Kaczmar, president of the company. “The limitations of the site were extensive in terms of designing the building.”

Control of the schedule

David Fischback, senior vice president with The Krill Co., Inc. was the project manager for the general contractor.

Open communications with CCF facility management, The Ferchill Group and design consultants on logistics, subcontracting approach, onsite management and the total commitment from Krill’s management were instrumental to delivering the project on schedule, he says.

Fischback immediately recognized that the soils on the site would be a problem. Instead of using a more tra-

“We were able to provide the building its own identity and at the same time use the available space to its greatest potential”

Stan Kaczmar
Kaczmar Architects Inc.

ditional method of removing the poor soil under the building, importing new soil and compacting it, he opted to use caissons.

“We quickly evaluated different types of foundation systems and directed the consultants to look at caissons,” he says.

The caisson foundations can be installed during the winter months.

“That kept the control of the schedule in our hands, not Mother Nature’s,” he says. “We reviewed all the elements of the design so that we



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would meet the schedule and control costs.”

Fischback says mechanical and electrical system costs can be as high as 40% of the total construction costs of a laboratory facility.

A mechanical/electrical design-build approach under Krill's contract was selected as the method to quickly deliver a high quality system design that met the requirements of the facility.

Arek Torosian, a senior project manager for Thorson Baker & Associates, the Cleveland-based company that designed the mechanical, fire protection and plumbing systems, notes that the construction schedule made it imperative for all parties to work together quickly.

“That project was designed and built in less than a year and a half,” he says.

Normally, the engineering for a building like this can take that long just to design.

“The whole team really worked well together,” he says.

Torosian and his team were hired by the project's mechanical contractor, Cleveland-based Colman Spohn Inc.

They designed the mechanical systems in two phases. They first designed the shell, including the windows, the major shafts, the major piping risers and the steel. Once this was done, they designed the lab “fit-out” - the interior walls, the faucets and the lighting fixtures.

The system was manufactured in Akron and shipped in pieces.




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The mechanical system is contained in a room in the penthouse, including the air handling units, the boilers and the exhaust system. This approach allowed procurement of long lead equipment purchases and also to control costs.

The rooftop mechanical penthouse was prefabricated offsite as the building frame was constructed to help speed the schedule ahead.

"To meet the project required schedules and costs, they simultaneously designed the mechanical and electrical systems, which are easy to operate and maintain, as the building's architectural design was being completed," Fischback says.

Ferchill Group tapped the expertise of Healthspace Design Consultants, a subsidiary of Smith Shaefer Co., which specializes in the interior design of health care facilities.

"They didn't know who was going to be in that space," says Dorothy Heger, a laboratory planner and laboratory equipment manager. "It had to be designed generically, yet as fully as possible as typically would be needed by a medical researcher."

This is one reason that flexibility and interchangeability of equipment were so important, Heger says.

Complicating this was the fact that the construction schedule was very aggressive.

While some of the equipment will be brought in by the researchers themselves, Heger's team brought some of the more standard equipment, such as high-speed centrifuge and shaker incubators.

The scientists on the planning team visited the company that was identified as the main equipment supplier, Fisher Hamilton L.L.C. of Two Rivers, Wisconsin.

They were already familiar with the company's products, as they are



A NEW LOOK Development Consultant Melissa Ferchill says the interior of the building, including the main lobby, is more contemporary than some of the other Clinic buildings. "The others are a little more traditional," she says.

used in existing Cleveland Clinic labs.

"They knew upfront that they wanted to go with Fisher Hamilton," Heger says.

instrument components.

A mobile lab cart is also located in each glassware room for moving glassware to and from the sink, sterilizer, washer and sterilizing oven.

Modular lab design

Each researcher has sit-down bench space and administrative space within the lab.

Lab benches have adjustable countertops so that the height can be adjusted according to individual researcher requirements.

Divider panels help define the bench space and also act as a physical barrier to prevent accidents such as spillage. The divider panels can be removed if needed.

Heger adds that mobile robotic tables were placed in the equipment rooms for large instruments. These are equipped with retractable levelers and heavy-duty casters.

Mobile carts and tables are integrated throughout the open lab areas allowing equipment to be shared between labs. Upper shelving on the carts provides space for vertical layers of

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FLEXIBILITY FEATURED The new building, thanks in large measure to the modular laboratory modules, will be 75% laboratory use and 25% office space.

To minimize the noise that often accompanies open lab spaces, the low-temperature freezers were confined to certain areas on each floor.

“We took as much noisy stuff out of the lab as possible,” Fox says.

Flexible lab space

The modular design of the lab allows the benches to be expanded or reduced as needed. Each lab module can fit up to four people.

“This is probably the only lab building on our campus that has enough space for all these people to sit in,” Fox notes.

To meet storage needs, moveable 12- and 18-inch long shelves were built into all of the walls that divide the lab areas.

“This is certainly the most efficient research space that we have on this campus,” Fox says.

The challenge for every medical lab is having the right mix of lab, storage, equipment and administrative space, Fox says.

This building, thanks in large measure to the modular laboratory modules, will be 75% laboratory use and 25% office space.

“It’s hard to combine both efficiency and pleasantness,” Fox says. “We hit that combination just right.”

Electrical outlets have been built in groupings of four throughout the

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open lab area. This eliminates the need to place outlet strips. There are also gas and vacuum outlets located throughout the area.

The open lab was specifically designed for modern molecular biology, genetics and cell biology.

There are fume hoods located centrally on every floor. The fume hoods tie into a ventilator that vents outside of the building.

There is about one fume hood for every five lab modules, which Fox says is the same ratio as in the new Louis Stokes Laboratories at the National Institute of Health. This will contribute to fuel efficiency since an open hood is one of the biggest wastes of energy in modern laboratories.

Each floor has four enclosed cell culture rooms. Each also has two walk-in refrigerators, conference rooms, lunch break areas, dark rooms and administrative offices.

Additionally, a large classroom is located on the first floor.

Limited access during construction

Building the facility in a congested area right next to existing buildings presented a unique set of challenges.

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FIT FOR FUNCTIONALITY "This is certainly the most efficient research space that we have on this campus," says Paul Fox of the Cleveland Clinic.

Fischback's team decided early on that a tower crane needed to be used to erect some of the larger construction materials, given the congested traffic in the area and the limited access to the building.

Many of the Clinic buildings depend on access from Carnegie and Cedar.

It was necessary to restrict some of these deliveries to times when people were not working in the nearby buildings for safety reasons. Some of the precast panels were as large as 8- by 30-feet.

The crane erected the steel building frame and lifted pre-cast panels and granite slabs, along with miscellaneous materials.

The entire roof top mechanical penthouse came in sections that had to be erected from outside the building via the tower crane.

As the caissons were installed, it became necessary to relocate most of the underground utility lines on East 96th Street, Fischback says. This needed to be done when the buildings didn't need to use these lines. Hence, scheduling was critical.

"We would only have a short period to shut down utilities, so we did not interrupt the Clinic's lab

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MEETING NEEDS Conference rooms, as well as lunch break areas, dark rooms and administrative offices, are located on each floor in the new Center for Genomics Research.

operations,” he says. “There was quite a bit of coordination with city officials, Cleveland Clinic officials and end users in adjacent facilities.

“The team did an excellent job identifying problem areas so that there weren’t any surprises.”

About three and a half floors are finished and in the process of being

filled. Each floor can hold about 120 people.

The entire building is secured from access to the outside, allowing open access to the adjacent LRI buildings.

“It really feels like the same building,” Fox says.

The hallways have a barrel-shaped ceiling with a concave structure that reflects the light that is suspended from the center. The hallways in the administrative areas also have hardwood floors. There is an emergency generator in the event of a power failure; the facility requires three times the amount of electricity as a normal six-story office building.

“We were able to do a project that turned out successfully for all parties involved in such a short amount of time,” Chris Kaczmar says. “There were very few change orders. We’re very satisfied with the outcome.” **P**



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Meet the Presidents

Regional mechanical, plumbing industry leaders share goals, approaches

Two presidents that serve as leaders of the mechanical and plumbing industry in Northeast Ohio share the same goals: to maintain high industry standards, while supporting their members towards success. Scott Wallenstein (left) is president of the Cleveland Plumbing Contractors Association (CPCA), which represents the ninety plumbing contractors signatory to Plumbers Local #55. David Katz (right) is the president of the Mechanical Contractors Association of Cleveland (MCA), which represents the 99 mechanical, sprinkler and service contractors signatory to Pipe Fitters Local #120. Two other things these presidents have in common - both of their organizations are affiliated with the Mechanical and Plumbing Industry Council located in Brooklyn Heights, and both have a burning desire to tell you more about their associations.

Wallenstein became president of CPCA in January of 2004. He is president of Neptune Plumbing and Heating Company, a second-generation, family-owned business performing plumbing installations in Northeast Ohio as well as various other areas around the country. Wallenstein freely admits that it is a challenge to lead an organization composed of successful business owners. He knows, however, that the industry and society are changing at a rapid pace, and the association is in a strategic position to lead the way.

CONTRACTOR CONNECTION
David Katz (left) and Scott Wallenstein (right) lead likeminded industry groups.

Collectively, CPCA members have sales in the \$150 million-dollar range and employ about 600 plumbers. Its members perform all types of plumbing work including new construction, renovations, service, medical gas, natural gas operator qualification and backflow prevention testing. This work takes place in all types of industrial, commercial, residential and institutional settings.

Katz, president of MCA, is also the president of E.B. Katz Inc., a full-service mechanical contractor performing heating, plumbing and process piping installations all over Northeast Ohio. E.B. Katz, like Neptune, is a second-generation, family-owned contracting business. Katz has his hands full as he

presides over this organization and its many committees, including the board of directors, collective bargaining negotiating committee, equipment pre-purchase committee and various fringe benefit and training committees jointly administered with Pipe Fitters Local Union #120.

MCA members collectively perform work valued at \$230 million dollars and employ approximately 1,200 pipe fitters. It would not be unusual to find an MCA member involved in residential, commercial, industrial and institutional projects performing process piping work in a factory, ink piping at a newspaper, or comfort heating and cooling in an office building, store or home.

Wallenstein and Katz lead organizations that represent professional contractors who, in turn, provide much needed services to individuals and businesses.

The following are some of the important areas on which Wallenstein and Katz see eye to eye:

Training

Training is one of the main factors that set union contractors above the others, according to both presidents.

Along with Local #55, CPCA administers the five-year plumbing apprenticeship program, which is housed in the new 20,000-square-foot, state-of-the-art training center located in Brooklyn Heights. In addition to the basic course of instruction, the center offers training and certification in the areas of natural gas operation, backflow prevention and, lastly, welding, brazing and medical gas.



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The Union Medical Gas Training Center is one of the hallmarks of the Plumbers' Training Center. It boasts a model hospital, including patient rooms, nurses' station, operating room and equipment room, much of which includes exposed piping and manifolds through Plexiglas for demonstration purposes, including medical gas piping and the associated outlets. CPCA and Local #55 have trained and certified hundreds of plumbers to meet the new mandatory medical gas installers' requirements of ASSE 6000.

The Plumbers' Training Center, with Sean Greller serving as training director, continuously offers new classes to upgrade a journeyman's skills.

As for MCA, Katz is proud to brag about the training that takes place at the Pipe Fitters Local #120 Training Center. It is a huge facility with seven classrooms, a large welding and brazing lab, a backflow room, fire prevention sprinkler area, plus

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much more. It is not unusual to drive by the training center and see the parking lot completely full of the cars of journeymen and apprentices eager to learn.

The State of Ohio Apprenticeship Council bestowed an award of excellence to the Pipe Fitters Training Center, which is directed by Terry Urbanek.

Labor relations

Both Wallenstein and Katz agree that in order for the industry to be progressive, it needs strong labor and management relations. Fortunately, those strong relationships exist and are bearing fruit. Katz's counterpart at Pipe Fitters Local #120 is Business Manager Ed Gallagher.

Both Gallagher and Katz concur that their goals are the same - to expand work opportunities for their members. Wallenstein works closely with Plumbers Local 55 Business Manager Robert Rybak to undertake the challenging job of promoting an industry during tough economic times.

Wallenstein and Katz credit their good working relationships with the unions as a promising outlook for a good future.

Equipment pre-purchasing

Both of our presidents acknowledge that the best way to assure the best value and a smooth-running project is for mechanical and plumbing contractors to purchase and schedule the mechanical and plumbing equipment.

Experience and research studies, they say, clearly suggest that the best and most cost-effective mechanical and plumbing equipment procurement method is purchasing this equipment directly from the mechanical and plumbing contractors.

Education

Wallenstein and Katz realize that education is key to the success of the individual contractor members as well as the success of the entire

industry. Their two associations last year collectively ran 41 educational programs designed specifically to enhance contractors' business and technical skills.

In fact, the contractors' training center was just expanded to accommodate the increasing number of attendees.

Safety

Both presidents are extremely proud of the safety programs that

their associations offer to their members, led by the Safety Director Dan Fousek. The following services are designed to help keep members and their employees safe and enhance productivity while reducing workers comp premiums: jobsite safety audits; 10-hour OSHA class; 30-Hour OSHA class; drug testing training; confined space; Hazcom; Hazwoper; CPR; first aid; representation at OSHA informal conferences - per-

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Drug testing

Both of the associations and unions participate in the Union Construction Industry Partnership's (UCIP) Construction Industry Substance Abuse Program (CISAP). This translates into a drug-free workplace for all MCA and CPCA projects.

National affiliation

Both CPCA and MCA are affiliated with the Mechanical Contractors Association of America (MCAA), which provides a vast selection of management services, publications and educational programs for each individual member.

Community involvement

Katz is proud of MCA's sponsorship of the Joseph M. Gallagher Middle School in the Cleveland school system.

MCA provides services and incentives that have helped the students in this school improve their test scores, attendance and behavior.

Wallenstein is proud of CPCA's new project with the Cleveland Clinic Children's Hospital. CPCA is partnering with the Clinic on an awareness program on newborn scalding avoidance. It will involve a brochure and a bath water thermometer.

According to Thomas Wanner, executive director of MCA and CPCA, "the community can rest easy knowing Wallenstein and Katz are at the helm."

"Together, they represent the best of our industry and offer progressive leadership that steers this ever changing industry into the future," Wanner says. "The talent and experience of our CPCA and MCA members coupled with the skill and productivity of our plumbers and pipefitters is an unbeatable plan for success." **P**

Hot Air Dispelling common HVAC myths

By Steven A. Lipson, CIH, CSP

Over the past several years, the media, private industry publications and IAQ product suppliers have gotten heavily involved in promoting and discussing products and methods for improving indoor air quality. Claims often center more upon sensationalism and marketing than on proven science, especially as pertains to mold; but also with respect to biocides, duct cleaning, air filtration, and others. The result often pains well-meaning property managers, as costly solution attempts either fail to solve the problem or result in the creation of new ones.

Nearly all of the items and products noted in this article can be effective tools for providing better indoor environmental quality in the proper setting, and with proper



WASTED WORK Damage to fiberboard ducts during cleaning procedures can result in fiberglass dispersion and increased complaints.

usage; however, their use in many situations is at best, questionable, and at worst: dangerous.

Stand-Alone Room Air Filters

A recent publication by Consumer Reports (May 2005) stated that Sharper Image's highly publicized Ionic Breeze and other "noiseless air

cleaners" do not efficiently clean indoor air and that several such units produce potentially hazardous levels of ozone. Sharper Image sued Consumer Reports in 2004 over a similar finding. Last month, the case ended with Sharper Image reimbursing Consumer Reports \$525,000 for legal defense fees, after a court found no reason to dispute the magazine's published findings.

The basic science behind the inefficacy of the Ionic Breeze is that the machine operates on a principal of electrostatic precipitation (the process can produce ozone), which efficiently removes particles from the air passing over the ionizing plates, but lacks a fan with which to circulate the cleansed air or to introduce new air to the filters: rendering

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the machine silent, but effectively useless. As a result, the unit provides very clean air in its immediate vicinity or in a controlled laboratory environment (basis for the manufacturer's statement that the unit is an efficient air cleaner), but does not clean the air in a real-world environment (per CR's findings). The Federal Government does not regulate the sale or usage of these items, since they only purport non-specific

health benefits. As such, they are simply appliances in the eyes of regulators.

Ozone, UV Lights & Biocides

Similarly, ozone, biocides, microbial growth inhibitors and UV light additions to HVAC systems have been heralded by their manufacturers for their ability to kill viruses and molds. Scientific data does not support their claims and the EPA has

placed restrictions on their usage due to potential health concerns. The issues are as follows:

Ozone is a strong respiratory irritant, as are many common biocides. In addition, since viruses are not scientifically classified as "living," claims of their death are at the very least, questionable. Furthermore, not only are the abilities of ozone, UV lights and other biocides to kill mold disputable, but evidence points to the uselessness of doing so. The media-induced frenzy regarding "toxic mold" is currently unsubstantiated by the medical and scientific communities. Proven health effects associated with mold are limited to allergic response in average, healthy individuals (healthcare facilities are entirely different issues and are not included in this article). Allergic response is generally believed to be caused by a protein on the outside of the fungal spore membrane. Living or dead, this protein is still present and capable of causing the same health effects. It therefore appears that injecting biocides into the environment - which can be unhealthy to humans as well - is likelier to cause more harm than good.

Regarding application of microbial inhibitors to HVAC systems (or anywhere else in the indoor environment), the concept is flawed. Nearly all such inhibitors clearly state on the container and/or instructions that their product may not be effective under conditions of excessive humidity or water intrusion. If the surface gets wet, mold can still grow. But common sense and experience state that if the surface remains dry, mold will not grow anyway. So why is an inhibitor necessary in such an environment? As with any chemical, adverse health effects and interference with building applications such as adhesives may also be a concern.

Duct Cleaning

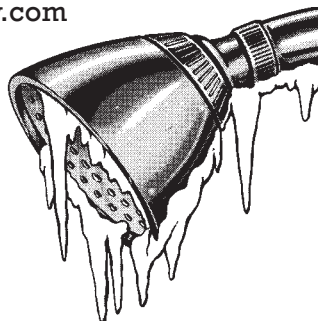
Although highly publicized for its usefulness and health benefits, duct cleaning is rarely a good idea (although not entirely without bene-

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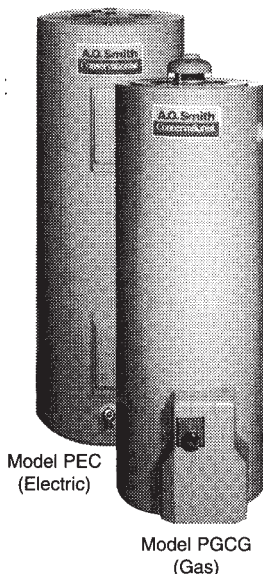


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fits in the proper setting). Inspection of the ductwork is required to evaluate the system's need and ability to undergo NADCA cleaning procedures. In most circumstances, duct cleaning is either unnecessary or outwardly problematic. Proper cleaning and maintenance of air handlers; appropriate filter media selection, installation and changing schedules; and general housekeeping procedures often eliminate the need for any such action.

HVAC system ducting in most newly constructed buildings is made of fiberboard. Other buildings have metal ducts with internal fiberglass insulation linings. These surfaces are fragile, and are coated with a thin layer of protectant to keep the underlying fiberglass in place. Standard industry methods of duct cleaning use abrasive brushes to remove the surface particulate. These brushes can damage the insulation surface, leading to fiberglass release, erosion of the duct interiors and a condition wherein ducts are more likely to accumulate and then release particulate buildup. This situation can result in more complaints of eye, sinus and respiratory irritation, itchiness, and other health complaints than were present prior to undertaking these expensive and well-meaning options.

Nearly all of the items and products noted in this article can be effective tools for improving indoor environmental quality when used appropriately. Problems commonly stem from a rush to throw money at the issue, before properly selecting the best option. Common sense, and addressing of the cause rather than the symptoms, generally leads to the best solution. **P**

The author Steven A. Lipson is director of technical services for Air Quality Consulting, Inc. (AQC) (www.airqualityconsulting.com). He has 15 years experience in the field of industrial hygiene and evaluation of indoor air contaminants. AQC specializes in the evaluation of indoor air quality in commercial facilities. Personnel from AQC's Florida offices have performed IAQ and mold evaluations for projects encompassing 47 states and much of Canada.

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Cooling Down Energy Costs

Comparing conservation capabilities of spectrally selective and conventional window film

By Marty Watts

About 30% of a building's cooling requirements are a function of heat entering through existing glass, according to California Energy Commission. Stopping heat at the window is the most effective means of lowering temperatures and reducing HVAC operating cost. In new construction, reducing heat at the window can mean the need for smaller and less expensive HVAC systems, says Bridget Cunningham, general manager at Suntrol & Custom Tint, a Cleveland-based window tinting company and local dealer of V-Kool products.

The solution to overheating through windows is to specify solar control glass or applied window film,



BRIGHT SOLUTIONS Clear spectrally selective applied window film offers the best ratio of visible light transmission to heat rejection. Spectrally selective refers to the ability of the film to select or let in desirable daylight, while blocking out undesirable heat.

though even the best solar control glass performs no better than the best applied window film. Solar con-

trol glass can be selected for optimum energy performance in reference to the geographic orientation of any given building or section of a building. However, even in new construction the cost of solar control glass often exceeds the cost of standard glass to which a solar control film is later applied.

For existing buildings experiencing problems from heat through windows, certainly the most expensive option is to replace existing glass and frames with a new window system designed to block heat and deal with a building's energy performance needs. Less expensive is keeping existing frames and replacing only



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the glass. In either case, building managers understandably may be reluctant to replace existing windows or glass whose performance is generally adequate though not optimum in the case of blocking unwanted heat.

For all existing glass and in much new construction, applied window film is the least expensive and preferred solution to mitigate the impact of too much solar heat entering windows.

The good news is conventional dark and reflective applied window films successfully block a significant amount of solar heat thereby reducing the use of HVAC systems.

The bad news is that these same films reduce a significant percentage of visible light through the glass. Most of these films are highly reflective in daylight, giving them a mirror-like appearance when viewed externally. In artificial light and at night, they appear mirrored internally as well. In the case of retail establishments, visible light is reduced inside the store and shoppers outside cannot clearly see inside.

Most conventional window films transmit less than 34% of visible light, a good 36% less than the 70% necessary to be undetected by the naked eye.

The result is building interiors are correspondingly darkened, often requiring the use of increased illumination. This leads to higher electricity consumption that may increase inside temperatures requiring more air-conditioning. Increased utility costs defeat the major benefit of the film: cost savings.

The best solution to overheating

Clear spectrally selective applied window film offers the best ratio of visible light transmission to heat rejection. Spectrally selective refers to the ability of the film to select or let in desirable daylight, while blocking out undesirable heat.

An additional advantage, Cunningham notes, is that it also

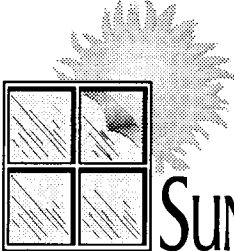
has a heat-loss reduction of about 15%.

“This means that in the winter-time, for instance, when you have the heat turned on, some of that is lost through windowpanes,” she says. “The film keeps a certain amount of heat in.”

While some manufacturers call their films spectrally selective, the definitive test is how much visible

light does a film transmit? Most so-called spectrally selective films transmit no more than 54% of visible light. If a window film looks tinted and not clear, it is not optimally selective in the all-important category of visible light transmission.

Building managers should consider the following points when evaluating spectrally selective vs. conventional window film:



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How do they compare in clarity?

The ideal film would be totally clear yet able to significantly block unwanted solar heat and reduce glare.

Most dark and reflective films transmit less than 34% of visible light and correspondingly appear unclear.

However, even a film with light transmission 36% below normal does not achieve maximum heat rejection, as darker reflective films block more heat.

Spectrally selective film, which blocks heat equivalent to the darkest films, transmits 70% of the visible light and in so doing possesses a clear appearance.

How do they compare in blocking heat?

Most conventional tinted films transmit over 65% of solar energy giving them an unacceptable shading coefficient of over 0.70 (The

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lower the shading coefficient the lower the solar heat gain). Some reflective films with a shading coefficient as low as 0.28 transmit as little as 15% of visible light. When considering both heat rejection and light transmission, spectrally selective films out perform conventional competitors.

How do they compare in mitigating heat loss in cold weather?

Both conventional and spectrally selective window films are designed primarily to block near infrared or solar heat. However, both conventional and spectrally selective window films will enhance the ability of existing glass to insulate against heat loss by as much as 15%.

How do they compare in applicability to different types of glass?

Both conventional and spectrally selective films can be applied to single pane and insulating fixed glass, windows and doors. Always identify existing glass and follow the advice of a qualified film installer.

According to tests conducted by independent laboratories under the auspicious of the Association of Industrial Metallizers, Coaters and Laminators (AIMCAL), applied window film properly installed on insulating glass does not cause seal failure.

Accordingly, most window film manufacturers offer an insulating glass warranty in the event of seal failure. For further information on the use of window film on insulating glass consult AIMCAL online (www.aimcal.com).

How do they compare in requiring special care?

The best applied films require no special care. They can be cleaned just like the surface of glass using no abrasives, just soap and water.

How do they compare aesthetically?

Conventional dark and reflective window film changes the appearance



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of existing glass and therefore the external appearance of a building. Clear spectrally selective film does not change the appearance of existing glass, which allows for application on the entire building or on as few windows as necessary to deal with a localized over heating problem. For limited applications, spectrally selective film is competitive in price with conventional film.

How do they compare in price?

The price of dark, tinted and reflective window film ranges from \$6 to \$9 dollars per installed square foot. Depending on the particulars of the installation, the best spectrally selective applied window film ranges in price from approximately \$12 to \$15 a square foot installed. Installed prices are volume dependent, therefore on larger projects such superior

performing films may be installed for less.

How do they compare in payback?

Less expensive conventional window films have a shorter payback compared to more expensive spectrally selective films. However, when you add on the cost of extra energy used for lighting and HVAC operation due to conventional films' inability to transmit sufficient visible light, the payback for conventional film and spectrally selective film becomes comparable. Given rising electricity and natural gas rates, the rate of payback for spectrally selective film is always improving, averaging less than four years.


How do they compare in guarantees?

The best applied films are guaranteed not to peel, discolor, blister, bubble or demetalize for at least 10 years on a commercial installation. Look for a guarantee from the manufacturer in addition to any by the installer.


Where can I find more information on conventional and spectrally selective window film?

The International Window Film Association (www.iwfa.com) and the Association of Industrial Metallizers, Coaters and Laminators (www.aimcal.com).

Real life installations of spectrally selective window film

Both company owned and franchise properties of the following retailers use spectrally selective window film in selected establishments: Hallmark Cards, McDonalds and Exxon. 

Author Marty Watts is president & CEO of V-Kool, Inc., a Houston, Texas-based sales and marketing distribution company of spectrally selective applied films for architectural, automotive and specialized vehicular applications. For information contact V-Kool, Inc., at 800.217.7046 and at www.v-kool-usa.com. Locally, V-Kool products are available through Suntrol & Custom Tint (www.suntrol.com; 216.663.0801 or toll free 800.466.8468).

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◆ New Construction	◆ Industrial Machines										
◆ Motor Control Work	◆ Computer Wiring										
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What To Expect From a Full Service HVAC Mechanical Contractor

By Pete Kaplan

A full service mechanical contractor will be a single source for all your mechanical systems needs. Whether in a design/build concept or the traditional plan/spec arrangement, experience, responsiveness to scheduling and integrity are most important. Design/build combines the services of mechanical engineers with those of mechanical construction. It gives you a single source of responsibility for all the work on your project. The plan/spec concept separates the duties of engineers and contractors wherein the consulting engineer designs a system and the contractor simply installs the system per the plans and specifications.

Whether in a design/build or plan/spec framework, mechanical contractors are an extremely important part of constructing a building.

Coordination of all trades start with the space allotted for the ductwork, and the major equipment that provides the heating, ventilating and air conditioning for the building. It is very important to include the mechanical contractor in the pre-planning phases of construction.

Unfortunately, this is not always a standard practice in the industry. I believe the reason for this is because the HVAC is something you can't see, feel or touch.

The attitude is, when the schedule is ready for you, that is when we need you.

The HVAC is looked upon as another subcontractor, whereas




really we are a general contractor for the mechanical system.

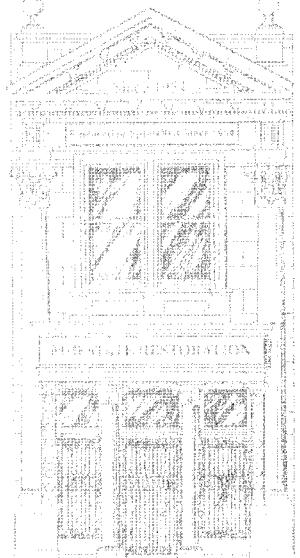
I look at it as the general contractor creates the skin and we are the organs that keep the building alive. Without organs the beautiful body would simply be a shell. We are just as important to the process

as a general contractor. "Beauty is in the eyes of the beholder, comfort is in the brain of the beholder."

You may not see it, you may not feel it and you may not be able to touch it, but if you are uncomfortable due to temperature swings you will complain about it. A quality HVAC contractor will be proactive in being an integral part of the building process and not just another sub.



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Expect all phases of the project to be handled in-house or through quality subcontractors under the direction of the mechanical being the lead contractor, from engineering and construction to sheet metal and piping, from controls and building automation to service, maintenance and warranty.

These capabilities, combined with the ability to coordinate scheduling, minimize job costs and reduce construction coordination problems to ensure that the project is completed on time and within budget.

The best system design is only as good as its installation. Expect a full service contractor to have sheet metal and piping capabilities. The staff should be thoroughly knowledgeable in all aspects of sheet metal, piping, fabrication and installation.

Sheet metal capability includes:

- Computerized fitting layout
- Complete fabrication equipment

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Too often, low bids are based on plans to cut corners and hire inadequately trained workers.

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Proper design, installation, start-up and on-going service and maintenance are the essential elements for a quality control system.

Quality control design includes:

- Comfort
- Simplicity
- Investment protection
- Energy conservation
- Multiple systems integration
- Serviceability

Whether it's designing a control system for a new installation or retrofitting an existing system to reduce energy consumption, a full service HVAC mechanical contractor will have the capability to provide you with the most cost effective solution. **P**

Pete Kaplan has been in the HVAC Construction industry for 13 years. Collectively with his father Sanford Kaplan, the Kaplans have over 50 years of industry experience. Kaplan Mechanical Corp. was founded in 1980, specializes in HVAC installation of office, medical, retail and government buildings and has installed more than 750 commercial HVAC systems in the greater Cleveland market.

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Saving Energy in Small Office Buildings

ASHRAE guide offers recommendations to reduce operating costs


Designing a green efficient building in Cuyahoga County just got easier. As did designing one in Aroostook County, Maine or Douglas County, Nebraska. In fact, designing green buildings in all of

the 3,042 counties in the United States is now as simple as following recommendations on a single page.

Advanced Energy Design Guide for Small Office Buildings, offered by the American Society of Heating,

Refrigerating and Air-Conditioning Engineers (ASHRAE), provides a sensible, hands-on approach to design through use of products that are practical and commercially available as “off-the-shelf” technology from major manufacturers, according to Ron Jarnagin, chair of the committee that wrote the guide.

“Opportunities exist for owners of small buildings to lower operating costs through use of off-the-shelf technology,” Jarnagin says. “The guide will help designers, contractors, architects and building owners create a truly energy efficient small building. It presents a clear methodology with adequate technical support. While every building is unique and there are numerous ways to make each one more energy efficient, the guide presents specific

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approaches that can be applied directly or modified to a particular situation.”


The guide focuses on office buildings of up to 20,000 square feet, which make up the bulk of the office space in the United States. It features energy-savings recommendations for each climate zone in the U.S. on a single page, making it easier to achieve energy savings.

The guide includes specific recommendations for energy-efficient improvements in the areas of building envelope, lighting, HVAC equipment and systems and service water heating. Bonus savings strategies to improve energy efficiency beyond 30% are included for exterior façade lighting, parking lot lighting and plug loads.

The book is the first in a series of documents designed to provide recommendations for achieving 30% energy savings over the minimum code requirements of ASHRAE’s

energy conservation standard, Standard 90.1. Standard 90.1 is the basis for building codes across the United States.

The book was written by ASHRAE, the American Institute of Architects (AIA), the Illuminating Engineering Society of North America (IESNA), the New Buildings Institute (NBI) and the U.S. Department of Energy (DOE).

The cost of the Advanced Energy Design Guide for Small Office Buildings is \$59 (\$47 for ASHRAE members). To order, contact ASHRAE Customer Service at 1.800.527.4723 (United States and Canada) or 404.636.8400 (worldwide), fax 404.321.5478, by mail at 1791 Tullie Circle NE, Atlanta, GA 30329, or visit the ASHRAE.org Bookstore at www.ashrae.org. 



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Updated info on important projects in the region

NAME Career & Technical Center
\$5,800,000
LOCATION Warren, OH -- Trumbull County --
Educational Highway
OWNER Trumbull Career & Technical Center
-- 528 Educational Highway NW --
Warren, OH
44483 -- 330-847-0503 -- Gary
Ghizzoni
ARCHITECT GPD Associates -- 520 2 Main
Street -- Akron, OH 44311

330-572-2100 -- Andy Cygan
DESCRIPTION 50,000 sq ft
STATUS Architect selected - very early
stages

NAME Bedford Condominium
Development \$7,000,000
LOCATION Bedford, OH -- Cuyahoga County --
Talbot & Willard Avenues
OWNER/BLDR Thomas Holdings LLC -- 21403
Chagrin Boulevard -- Beachwood,

OH 44122
216-292-7616 -- Dick Thomas
ARCHITECT Plans by Owner/Builder
DESCRIPTION 34 Buildings - One Story --
170,000 sq ft
STATUS Early planning stages

NAME Western Campus Building A
LOCATION Parma, OH -- Cuyahoga County --
11000 W Pleasant Valley Road
OWNER Cuyahoga Community College --
700 Carnegie Avenue -- Cleveland,
OH 44115

216-987-4781 -- Roger Robertson
ARCHITECT Robert Madison International ---
2930 Euclid Avenue -- Cleveland,
OH 44114

216-621-5738 -- Robert Harmicar
ARCHITECT NBBJ -- 1555 Lake Shore Drive --
Columbus, OH 43204
614-224-7145 -- Allen Schaffer

DESCRIPTION One Building -- 26,000 sq ft
STATUS Early Planning Stages 2006 target
advance

NAME Retail/Office Building renovations
\$4,000,000
LOCATION Cleveland, OH -- Cuyahoga County -



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American National Group -- 1220
Huron Road E -- Cleveland, OH
44115

ARCHITECT 216-472-4000 -- Ron Wassun
City Architecture -- 3634 Euclid
Avenue -- Cleveland, OH 44115
216-881-2444 -- Amy Chrysler

DESCRIPTION One Building -- 1 story -- 11,000 sq
ft
STATUS Final Plans underway

NAME Target Store
LOCATION Sandusky, OH -- Erie County
OWNER Target Stores -- 1000 Nicollet Mall -
- Minneapolis, MN 55403
612-304-6073 -- Marc Steadman

ARCHITECT Plans by Target Stores
GEN/CONTR Elford Inc -- 1220 Dublin Road --
Columbus, OH 43215 -- 614-488-
4000
330-832-1040 -- Steve Smith

DESCRIPTION One Building
STATUS Proposed

NAME New Police Station
LOCATION Ashland, OH -- Ashland County
OWNER The City of Ashland, OH -- 206
Claremont Avenue -- Ashland, OH
44805
419-289-8622 -- William Strine

ARCHITECT KZF Inc -- 655 Eden Park Drive --
Cincinnati, OH 45202 --
513-621-6211 -- Doug Marsh

Description To be determined
Status Architect recently selected - very
early stages

NAME South Park Office Development
LOCATION Seville, OH -- Medina County --
Panther Parkway

OWNER/BLDR Beacon Development Company --
3298 Brecksville Road -- Richfield,
OH 44286
440-659-2050 -- Rick Jesionowski

ARCHITECT ADR & Associates -- 195 Union
Street -- Newark, OH 43055
740-345-1921 --

DESCRIPTION 90 Acre site to be developed
STATUS Very Early Stages

NAME Cedar Center Retail &
Condominium Building

LOCATION South Euclid, OH -- Cuyahoga
County -- Cedar Road

OWNER/BLDR Contrende -- 22 W 735 Poplar Road
-- Glen Ellyn, IL 60137
630-469-7900 -- Jon Bauman

OWNER/BLDR Catlin Development -- 3620 Fair

Oaks Boulevard -- Sacramento, CA
95864
916-485-8900

ARCHITECT Cupkovic & Associates -- 1500
Hamilton Avenue -- Cleveland, OH
44114

216-802-0047 -- Noel Cupkovic
DESCRIPTION One Building - 5 stories -
STATUS Proposed

NAME Town Center Shopping
LOCATION Kent, OH -- Portage County

OWNER Greenbriar Corporation -- 4265
Kellway Circle -- Addison, TX 75244
910-377-3228 -- Lonnie Yarbrough

OWNER/BLDR Zaremba Group LLC -- 14600
Detroit Avenue -- Lakewood, OH
44107

216-221-6600 -- Gary Pollack
ARCHITECT Dorsky Hodgson + Partners ---
23240 Chagrin boulevard --
Cleveland, OH 44122

216-464-8600 -- Craig Stephens
DESCRIPTION 375,000 sq ft

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STATUS Early Planning Stages

NAME Condominium Development
LOCATION Mentor, OH -- Lake County -- Garfield Road

OWNER/BLDR Gross Builders -- 14300 Ridge Road -- North Royalton, OH 44133 440-237-1681 -- Tony Stevens

ARCHITECT Cawrse & Associates -- 547 East Washington Street -- Chagrin Falls, OH 44022 440-247-7003

DESCRIPTION Seven Buildings - Single Story
STATUS Preliminary Plans

NAME Self Storage Buildings
LOCATION Parma, OH -- Cuyahoga County -- Brookpark Road

OWNER Parma Self Storage -- 9425 Brookpark Road -- Parma, OH 44129 216-621-4344 -- Dominic Violi

ENGR Chagrin valley Engineering -- 22999 Forbes Road -- Oakwood, OH 44146

440-439-1999
DESCRIPTION Six Buildings - 1 Story each - Total 58,000 sq ft
STATUS Seeking City Approvals

NAME Hemisphere Industrial Park
LOCATION Cleveland, OH -- Cuyahoga County - Kinsman Road & 80th Street

OWNER/BLDR Kinbess LLC -- Chagrin Boulevard -- Beachwood, OH 44122 216-464-4105 -- Todd Davis

ARCHITECT Richard Bowen Associates -- 13000 Shaker Boulevard -- Cleveland, OH 44120 216-491-9300 -- James Buell

DESCRIPTION Develop 25 acre industrial site
STATUS site preparation work underway

NAME Mayfield Heights Shopping Center \$10,000,000
LOCATION Mayfield Heights, OH -- Cuyahoga County -- SOM Center Road

OWNER/BLDR RJNB Development -- 6030 Mayfield Road -- Mayfield Heights, OH 44124

440-666-3399 -- Larry Ottino
ARCHITECT City Architecture -- 3634 Euclid Avenue -- Cleveland, OH 44115 216-881-2444 -- Glen Murray

DESCRIPTION Two Buildings - 1 story - 75,000 sq ft
STATUS Early Planning

NAME Coitman Road Apartment Building
LOCATION Cleveland, OH -- Cuyahoga County - Coitman Road

OWNER/BLDR Kinbess LLC -- Chagrin Boulevard -- Beachwood, OH 44122 216-464-4105 -- Todd Davis

ARCHITECT Richard Bowen Associates -- 13000 Shaker Boulevard -- Cleveland, OH 44120 216-491-9300 -- James Buell

DESCRIPTION Multi unit project
STATUS Very Early -- site prep underway

NAME Shoreway Shopping Center
LOCATION Sheffield Lake, OH -- Lorain County -- Lake Road

OWNER/BLDR Paran Management Company -- 2720 Van Aken Boulevard -- Cleveland, OH 44120 216-921-5663 -- Joe Shafran

ARCHITECT Plans by owner
DESCRIPTION Alterations to existing buildings
STATUS Early Design Stage

NAME Hudson Drive Business Campus
LOCATION Stow, OH -- Summit County-- Hudson Drive



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ARCHITECT AOKD Inc -- 1382 W 19th Street -- Cleveland, OH 44113 -
216-771-1920 -- David Krebs
DESCRIPTION Convert existing space to offices
STATUS Proposed -- Very Early

NAME Spicer Village Retail -Residential Development
LOCATION Akron, OH -- Summit County -- East Exchange Street

OWNER/BLDR ASW Properties -- 473 Brown Street -- Akron, OH 44311
330-376-5514 -- Bob Flaherty

ARCHITECT Plans by owner
DESCRIPTION Over 100 townhouses - Apartments
STATUS Early Planning - City approvals

NAME Bridgewiew Crossing Retail Development \$50,000,000
LOCATION Garfield Heights, OH -- Cuyahoga County -- 480 & Transportation Boulevard

OWNER/BLDR Snider-Cannata Interests -- 5595 Transportation Boulevard -- Garfield Heights, OH 44125
216-587-0900 -- Dave Mranchko

ARCHITECT ThenDesign Architecture Ltd -- 4135 Erie Street -- Willoughby, OH 44094

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ADVERTISER INDEX

Action Vacuum.....	79	Lucky Sand & Gravel Co.....	91
Active Plumbing & Supply Company.....	74	Mason Structural Steel, Inc.....	91
AIA.....	69	Mechanical Contractors Association.....	72
Akron Glass Tinting.....	30	Medical Mutal Inc.....	9
All Erection Crane.....	2	Medina Glass Block.....	69
Anderson Industrial Construction Co.....	75	Michael Technologies.....	10
Anderson-Bolds, Inc.....	9	Mid State Restoration, Inc.....	85
Apartment Guide.....	14	Mike McGarry & Sons, Inc.....	63
Architectural Product Sales Company.....	70	Myers Appliance Service & Sales Inc.....	7
ARCO Heating & Air Conditioning Co.....	79	National City Bank.....	82
Art Window Shade & Drapery Co.....	31	Nelson Contracting.....	92
Atwell-Hicks.....	96	Neptune Plumbing.....	89
Bashian, John Photography.....	51	North Coast Concrete, Inc.....	63
Baywest Construction Group, Inc.....	56	North Coast Paving.....	43
Beauty Craft Metal Fabricators.....	67	Northern Ohio Savings Company.....	80
BFI/Karas Rubbish Removal.....	24	Otis Elevator.....	66
Brickman Group, The Ltd.....	56	Pease, Scott Photography.....	52
Brilliant Electric Sign Co.....	21	Pete & Pete Container Service, Inc.....	34
Bruder Building Materials, Inc.....	47	Pharoah Glass Systems Inc.....	37
Carey Roofing Corp.....	54	PlanCycle.com/SE Blueprint, Inc.....	6
Carroll Glass & Maintenance.....	29	Power Alarm.....	87
Carron Asphalt Paving, Inc.....	23	Precision Environmental Co.....	64
Cascade Capital Corporation.....	24	Precision Mulching.....	46
Certa ProPainters.....	47	Pring Roofing.....	93
Cleveland Quarries.....	4	Prochazka Plumbing & Heating.....	31
CNC Construction News Corp.....	4	Professional Roofing Service Inc.....	45
Colliers International.....	36	PSI Engineering, Consulting & Testing.....	68
Columbia Building Products.....	67	R W Sidley Precast.....	62
Commercial Interior Resources.....	68	RAF Building Maintenance.....	42
Community Assn of Underwriters Of America.....	38	RMS Investment Corporation.....	88
Com-One Sound Inc.....	39	Royal Landscape Inc.....	68
Construction Employers Association.....	48-49	S. A. Comunale Co., Inc.....	33
Courtad Construction Systems, Inc.....	39	S. A. Comunale Co., Inc.....	82
Cuyahoga Siding, Windows & Gutters.....	92	S.M.I.L.E., Inc.....	83
D-A-S Construction.....	18	Salle, Frank Photography.....	76
Delta Industrial Services, Inc.....	81	Schneider-Dorsey & Rubin.....	77
Dunlop & Johnston, Inc.....	32	Schuemann Architectural Photography.....	95
EA Group.....	26	Schulz, Charles Building Company.....	92
Ebersole Structural Engineers Ltd.....	63	SecuriTec.....	84
eBlueprint.....	3	Security Access and Parking Systems, Inc.....	88
Euclid Industrial Maintenance & Cleaning Contractors, Inc.....	40	Security Techniques, Inc.....	50
Frost Building Maintenance Inc.....	8	Service-Tech Corporation.....	42
FW Dodge.....	16	SMACNA.....	86
Geist Co., The.....	13	SMPS Northeast Ohio.....	95
GEM Electric, Inc.....	84	Sobol Sales Co.....	90
General Electric.....	41	Space Comfort Co.....	93
Gerwitz Wood Floor Refinishing.....	74	Spectra Contract Flooring.....	94
Giambrone Masonry, Inc.....	89	Stark Group, The.....	17
Giorgi Interior Systems.....	29	Stout, R.B. Inc.....	13
Givens Geotech.....	16	Strano Construction Co.....	65
H Leff Electric.....	22	Stump Services.....	22
HavSCO/W.F. Hann & Sons.....	37	Sunray Window Films LLC.....	12
HealthSpace Design Consultants.....	60	Suntrol Co.....	81
HMH Restoration Inc.....	57	Svec, Charles Inc.....	93
Infinity Construction.....	86	Teufen Architectural Photography.....	71
Infinity Paving Company.....	67	Thorson Baker & Associates, Inc.....	58
Integrated Control Solutions, Inc.....	64	US Title Agency, Inc.....	75
InterCon.....	55	Wall to Wall Design.....	53
Interstate Kitchen Supply.....	44	Warren Roofing & Insulating Co.....	69
J.V. Janitorial Services, Inc.....	76	Weidner Group, The.....	11
Jance & Co., Inc.....	83	West Roofing.....	53
John F. Gallagher Plumbing Company.....	87	Western Waterproofing.....	35
Kaczmar Architects Inc.....	71	Weston, Inc.....	20
Kaplan Mechanical.....	85	Westview Concrete Corp.....	51
Kern Landscaping Inc.....	90	Whitehouse Construction Company.....	91
Korfant & Mazzone.....	42	Window Cleaning Specialists.....	25
Krill Co., Inc., The.....	61	Woodhill Supply, Inc.....	78
Kurtz Bros.....	35	Workplace Resource.....	57
Lawler & Crowley Constructors, LLC.....	89	Zinner & Co. LLP.....	87



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