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New View

Condominiums at Stonebridge offers fresh look at Cleveland

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Westwood Square
2412-2468 West State Street
Alliance, Ohio
OPENING BID: \$4,500,000
• 2005 Scheduled NOI over \$630,000
• 87% national/regional credit tenants
• Quality built in 1993
• Major tenants include Sears, Marc's, Blockbuster, Pet Supplies Plus and American General Finance

Parcel 102
100% Leased
13,815 Sq. ft. Shopping
Center



Wal-Mart Plaza
21878-21892 Route 119
Punxsutawney, PA
OPENING BID: \$1,100,000
• 2005 Scheduled NOI over \$185,000
• Quality built in 2003
• Attached to Wal-Mart Supercenter
• 90% National/Regional Credit Tenants
• 80 miles to Pittsburgh

Parcel 103
87% Leased
31,326 Sq. ft. Shopping
Center

East Cleveland Town Center
14325-14343 Euclid Avenue
East Cleveland, OH
OPENING BID: \$1,200,000
• \$269,129 NOI at 100% occupancy
• High Tenant Retention
• Major Tenants include Murray's Auto, Jackson Hewitt and Subway

Parcel 104
23,403 Sq. ft. Shopping
Center

Everhard Terrace
4603-4631 Everhard Road NW
Canton, OH
OPENING BID: \$1,000,000
• \$297,791 NOI at 100% occupancy
• Prime Belden Village location

Parcel 105
9,915 Sq. ft. Signature
Office Building With
Expansion Land



4100 Dressler Road NW
Jackson Township,
Stark County, OH
OPENING BID: \$695,000
• Highly Desirable Jackson Township location
• 1 Mile to Belden Village Retail Area
• User/Investor Opportunity

Parcel 106
Net-Leased Advanced
Auto Parts Single-Tenant
Freestanding Bldg.

4101 Cleveland Avenue NW
Canton, OH
OPENING BID: \$250,000
• Net Income over \$69,000 from a national retailer
• Quality constructed building built in 1998

Parcel 107
Net-Leased Wendy's
Anchored Shopping
Center



3220-3232 Cleveland Ave. NW
Canton, OH
OPENING BID: \$600,000
• \$234,355 NOI at 100% occupancy
• Heavy Trafficked Location

Parcel 108
New 16,800 Sq.ft. Net-
Leased Shopping Center

Romig Road Plaza
2050 Romig Road
Akron, OH
OPENING BID: \$800,000
• Gross Income of \$209,505 at 100% occupancy
• 5 and 10 lease terms with options
• National tenants; Household Finance & Check-N-Go

Parcel 109
16,125 Sq. ft. Shopping
Center

Aaron Rents Center
1490-1494 S. Arlington Road
Akron, OH
OPENING BID: \$450,000
• \$120,247 NOI at 100% occupancy
• 62% national retailers

Parcel 110
11,400 Sq. ft. Shopping
Center



1493-1509 S. Arlington Road
Akron, OH
OPENING BID: \$550,000
• \$94,657 NOI at 100% occupancy
• 67% national retailers

Parcel 111
Net-Leased Dollar General
Store Single Tenant Free
Standing Bldg.



2084 Mogadore Road
Akron, OH
OPENING BID: \$75,000
• Net Income over \$38,000 from a national retailer
• Excellent exposure from I-76
• High volume store; tenant in second renewal option

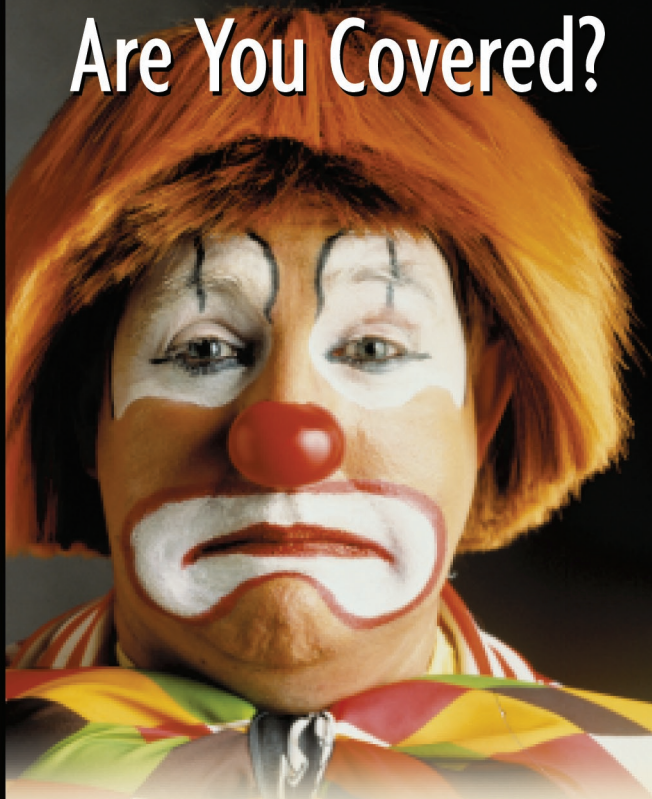
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"New View" Building in the Flats



KEN KRYCH

About eight years ago I was standing in a dilapidated room with Robert Corna and Doug Price looking at renderings of their vision for the Stonebridge development on the site.

"If you build at least half of this... it will be amazing," I said.

Well, eight years later they have done that and then some... and it is amazing.

Our cover features the latest "minds eye" to come to life in the Stonebridge Condominium Tower (Phase IV) and the stunning plans for the mixed-use structure incorporating the old Cantina Restaurant (Phase V).

Creating literally a "new neighborhood" on the west side of the

Flats wasn't easy in the beginning, but determination and positive focus have made Stonebridge a reality.

With potential changes in the management of Whiskey Island, hopefully Stonebridge will only continue to expand.

Take a tour with us of their latest accomplishments and future plans for this important part of our city.

Another project, the renovation of the Boy Scouts of America Service Center, which was years in the planning and is now completed, is a tribute to the devotion and dedication of many in the industry. Most notable among the many companies and people that made generous contributions of time and effort is Mike Marron of Baywest Construction

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Group who has worked for years with executive director Kenn Miller to totally renovate the interior and exterior. Mike volunteered his time and effort, as did many of the sub-contractors to complete Phase 2 for the interior renovation of the Boy Scouts headquarters that was sorely needed. The Boys Scouts honored the contractors by naming a second floor meeting room the "Contractors Meeting Room."

Again, I saw the before and now have witnessed the after and it is a remarkable transformation. We are happy to bring you the story of this contribution to one of Cleveland's best resources for establishing a solid value system for today's youth.

Lighting and Heating is our theme for August and we trust you will enjoy the informative articles we have gathered from some of the top local and national experts on the subject.

(Note: Our cover story for the Idea Center at Playhouse Square has been moved to October in order to take finished photos of all the details that will make this building the latest jewel of Playhouse Square.)

September is our Environmental issue and with it we will be focusing on the renovation of a former church into the unique Nottingham Spirk Headquarters, in Cleveland Heights, the award-winning Oatey Distribution Center, in Cleveland, Case Western Reserve's sustainable designed Village at 115 student housing complex, South Park Row Residential Development in Shaker Heights, the 515 Parking Structure

Letters

Your current issue arrived and we had it out on the store's counter. People were asking what it was because it caught their eye. The remarked how sharp it looked. Thought we'd pass on that info on a rainy day.

Thomas J. Mieval
President, The Designery

We received the Properties Magazine and really like the article on the Metzzenbaum Courthouse.

Nadine Lee
Marketing Associate, Dick Corp.

Just saw your July [2005] issue. I'm impressed! You've made big strides in making a good magazine a great one.

Thom Geist
President, The Geist Company
Board of Directors, Builders Exchange

and Retail complex downtown and many more.

Let us hear from you anytime (email me at kkrych@propertiesmag.com).

Enjoy the rest of the summer.

Sincerely,



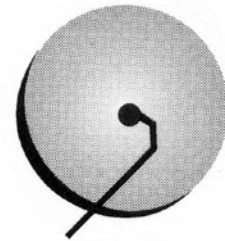
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PROPERTIES PEOPLE

Highlighting notable industry events



1



2



3

Marous Brothers Construction 25th Anniversary

Marous Brothers Construction held a gala open house at their corporate offices recently to celebrate 25 years of business. Some 500 who were greeted by MBC employees and provided a guided tour through their ever-growing headquarters facility in Willoughby attended the event.

A recognition ceremony was held to acknowledge key clients, long-term personnel and family members who have been instrumental in the success of the company. Master of ceremonies was Sue Marous Kado, sister of the three Marous brothers, Adelbert (Chip), Scott and Ken, who each spoke of their close bond as brothers and how it has been a factor in their success.

One highlight of the event was the introduction of their mother and families, all of whom were invited on stage.

A number of long-term employees, some who had been with them for over 20 years, were given plaques of recognition.

Marous Brothers Construction began operations as a carpenter contractor in 1980 by brothers Scott and Chip Marous. Through the years the company became involved in some of the most important construction projects in the Midwest. **P**



4

1 Cuyahoga County Commissioner **Jimmy DiMora**

2 **Ken, Scott** and **Chip Marous** celebrate with their proud mom.

3 **Scott Marous** (center) visits with **Mr. & Mrs. Jerome Schmelzer**

4 Mayor **Jane Campbell**



1



2

1 Over 300 attendees networked at the first ever Blue Book Cleveland GC Showcase

2 The Blue Book of Building and Construction crew coordinated the four-hour event, which included a plasma television door prize.

The Blue Book Cleveland GC Showcase

The Blue Book recently hosted a highly successful networking event call the GC Showcase at the Embassy Suites in Independence. The first of its kind in the area, the event featured 24 of the top general contractors who were on hand to meet and pre-qualify the over 300 local subcontractors who attended.

The general contractors exhibited their best work and signed up subs for future building opportunities. **P**



Star Inc. 50th Anniversary

Star Inc. celebrated its 50th anniversary recently with an open-house at its headquarters in Amherst, a old-fashioned picnic and a demonstration of their latest poured in place concrete techniques. The firm, which prides itself on its long-term relationships with clients and an in-house design staff, impressed many with a new remote-controlled cement truck in action.

Star specializes in all types of design-build projects including car dealerships, restaurants, manufacturing, industrial and their latest in healthcare project which is just underway. **P**

1 L-R, **Frank Restifo**, marketing director, and **Kim Mulder**, president, both of Star Inc.

2 **Kim Mulder** explains the process of the company's newest poured-in-place tilt-up panels, which are used in Star's latest design/build projects.

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HIGH NOTE The \$20 million expansion and renovation project will include a 36,000-square-foot addition with a 250-seat recital hall.

Donley's Awarded Cleveland Institute of Music Expansion

Donley's, Inc., a leading Cleveland-based construction management, design/build and general contracting firm, recently announced it has been awarded the contract for the Cleveland Institute of Music's expansion and renovation. Construction costs are approximately \$20 million. The project includes a 36,000-square-foot addition with a 250-seat recital hall, additional practice rooms, teaching studios and an expanded library, as well as a new distance learning center. The project will also feature a new main entrance on East Boulevard that architecturally blends with the existing facility.

As part of the expansion and renovation project, Donley's will self-perform on the architectural/structural concrete, a significant portion of the new facility's construction. For the Cleveland Institute of Music, the initial step in the expansion

process was selecting project manager/cost consultant Stewart Donnell of Donnell Consultants, Inc. Next CIM selected Akustiks, a firm located in South Norwalk, Connecticut, as the acoustician for the project.

The institute then began work with Theatre Projects Consultants, Inc., to review and verify the project's program. Charles T. Young, Architects, based in New York and San Francisco, was chosen as the project's architects.



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The expansion and renovation process is being coordinated by the Buildings and Grounds Committee of the CIM's Board of Trustees, under the leadership of Harold Stewart, and with the counsel of Stewart Donnell.

This project is being funded through The Campaign for CIM, which is aimed to ensure that CIM maintains its leadership position as one of the top music conservatories in the world.

Donley's, Inc. was the recipient of the 2004 National Associated General Contractors of America Construction Safety Excellence Award, Building Division. The firm was the only company in the U.S. to receive this award from a field of hundreds of entries.

This project represents the fourth major University Circle project performed by Donley's in the last five years. Donley's also served as the construction manager for the \$30-plus million Cleveland Botanical Garden Expansion, which opened two months ahead of schedule.

The firm acted as the concrete contractor for Case Western Reserve University's Peter B. Lewis Building, a complex structure designed by Frank O. Gehry.

As design/builder, Donley's also completed a 10-level parking deck for University Hospitals Rainbow Babies & Children's Hospital. **P**



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Realty One Real Living Moves Downtown

By Ken Krych

Northern Ohio's leading real estate firm, Realty One Real Living, has relocated its headquarters with its 140 home-office employees to the heart of Cleveland's Warehouse district at 800 W. St. Clair Ave. The site is the former Joseph & Feiss Building, and located next to Hoyt Block. Poised between downtown's Public Square and the east bank of the Flats, the Historic Warehouse District has emerged as downtown's premier residential and commercial area.

"This is truly an amazing time for Realty One Real Living," says Barbara Reynolds, president. "We want to be in the heart of our city and in doing so, reaffirm our commitment to downtown growth and to the economic development of Cleveland. From a base in the largest city in our region, Realty One Real Living will still continue to serve Akron, Canton and all the suburbs."

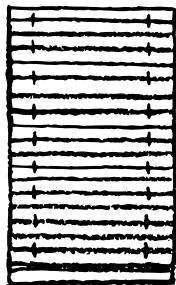


HOMEBOUND CEO/Managing Partner of Real Living Harlay E. Rouda, Jr. joins Realty One Real Living President Barbara A. Reynolds, Joe Aveni and company officials with Mayor Jane Campbell recently at the official opening of their new downtown headquarters.

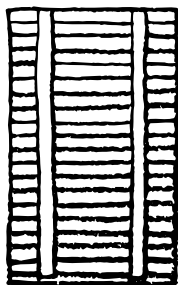
Realty One Real Living's Home Office will include its Corporate Offices, Mortgage, Title, Real Living University, Relocation Services, Builder Developer Services and a Residential Metro Office. The new

location features the most technologically advanced systems available, allowing Realty One Real Living to increase productivity and lower operating expenses. **P**

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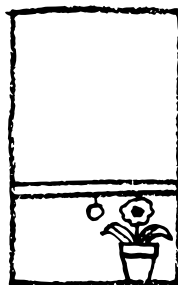
Mini blinds



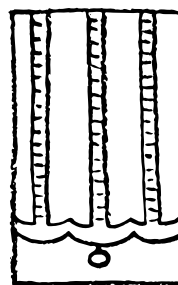
Venetian blinds



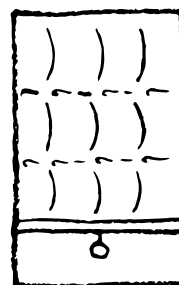
Vertical blinds



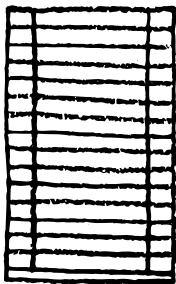
Plain shades



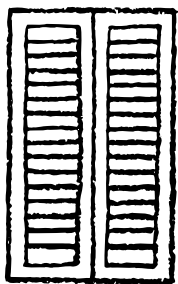
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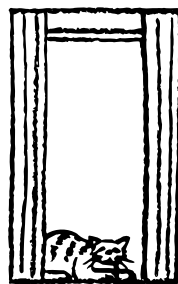
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Hilton Hotel Model Room Goes Mobile

Evolution Solution Express visits Twinsburg hotel

By Ken Krych

The Hilton Garden Inn in Twinsburg is transforming the hotel experience again with the Evolution Solution Express (ESE)[™], a 72-foot, 67,000 pound mobile marketing truck that features a full scale model guestroom offering the latest in comfort and sleep, ergonomic and entertainment technology.

The mobile guestroom comes complete with a fireplace and is traveling the country on tour to showcase the new look and features of Hilton Hotels. Some new guestroom amenities being highlighted on the ESE tour include the Garden Sleep System by VSS Sleep Systems, which features a special air cell system mattress that adjusts automatically for individual sleeping comfort, as well as a modified Mirra chair by Herman for more ergonomic comfort of the traveler who works in their room. Also highlighted are a flat screen hi-



ON THE MOVE The mobile hotel suite, showcasing Hilton's redesign plans, visits Twinsburg.

definition television, an innovative Hilton Garden Inn clock allowing travelers to hook up their MP3 or portable CD player, and a more open and comfortable use of room space.

The ESE will travel more than 26,000 miles during its six-month journey across the United States.

The Hilton Garden Inn in Twinsburg will begin the million-dollar remodeling project shortly which will provide a gold and burgundy color scheme with new bedding, wall paper, drapers, carpeting, wireless internet and other furnishings. **P**



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PLANNED TRANSFORMATION The project includes building a variety of condominiums on the site of the former Eveready Battery plant.

Building Battery Park

Former industrial site acquired for residential redevelopment

Marous Development LLC and Energizer Battery Manufacturing, Inc. (Energizer) recently announced the sale by Energizer of 13 acres in the Detroit Shoreway neighborhood in the City of Cleveland for an undisclosed amount to Battery Park Development LLC (a Marous Development affiliate).

Battery Park intends to redevelop the site of the former Eveready Battery plant into condominiums ranging in style from single-family homes to loft style units and town-

houses. The new development will be known as Battery Park.

Energizer and Battery Park have been working together on an overall development strategy for over two years. After Energizer received Ohio EPA approval for residential redevelopment of the site in 2000, Energizer completed the demolition of most of the old industrial structures on the site in 2004.

Battery Park has already received approvals from the City of Cleveland for the proposed development plan, as well as commitments from the

city for infrastructure improvements necessary to support the planned development, and expects to start construction later this year.

Battery Park intends to rebuild this section of the Detroit Shoreway neighborhood by providing new residential options of distinct character and quality.

Situated on a bluff overlooking Edgewater Beach, the site affords views of the lake and downtown Cleveland.

As currently conceived, the project will involve extending the grid



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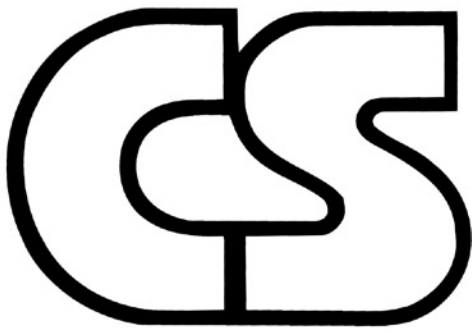
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of the existing neighborhood, with West 76th Street and West 73rd Street acting as the project's eastern and western borders.

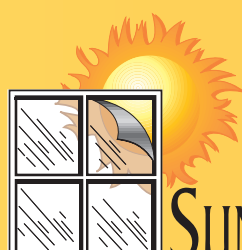
The development is envisioned as incorporating a broad range of residential unit types and price points, configured in a manner that builds in scale from the existing neighborhood to the south, allowing a complementary blending of new and old. Over 300 new homes are expected to be part of the development. Fifteen-year real estate tax abatement will be offered by the City of Cleveland, and discounted mortgage loans are expected to be available.

The plan will also create open green space overlooking the lake that will benefit both the new development and the surrounding residential neighborhood.

Battery Park also hopes to renovate the historic Eveready Powerhouse, with its landmark smokestack, into a restaurant, market and community meeting place.

The team believes recent housing projects, planned infrastructure improvements to the Historic District and the upcoming conversion of the West Shoreway in to a boulevard with a planned intersection at the West 73rd Street gateway to Battery Park create an excellent redevelopment climate.

The planned intersection will also connect Battery Park with Edgewater State Park and Marina. **P**




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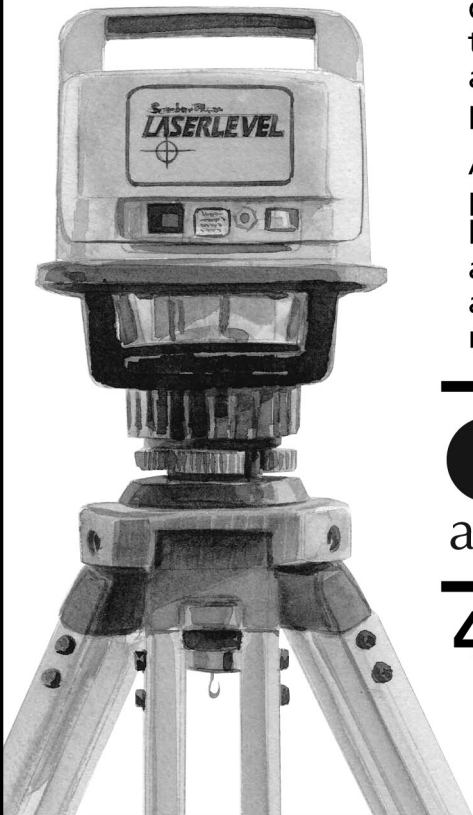
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Career Opportunities

The commercial real estate industry offers many career management opportunities, including property management, asset management and portfolio management. Historically, a property manager was responsible for just about everything – leasing, budgeting, maintaining and/or reconditioning properties – while a staff accountant would be responsible for the financial reporting for the properties. The property manager was a generalist in every sense of the word. Over the past ten to 15 years the property manager has had to become more specialized in areas such as energy conservation, environmental concerns, emergency preparedness, etc. There are different levels of property managers based on experience, performance levels, education and industry certifications.

Asset management has evolved over the past 15 years. The asset manager focuses on the financial performance of a property and globally oversees the property manager. The individuals filling these rolls normally have degrees in either accounting and/or finance and may have property management experience.

The following describes the similarities and basic differences between these two positions:

Property Manager	Asset Manager
Prepares budget and detailed operating plan	Reviews /approves budget /operating plan
Negotiates leases directly with tenants	Approves parameters for leasing, may deal directly with tenants on major leases
Prepares documents: leases, major contracts, etc	Reviews, approves, usually signs documents
Responds daily to building and tenant issues	Reviews results of routine issues in property manager's report
Prepares monthly accounting statements	Reviews, summarizes monthly accounting statements
Handles emergency situations directly with local emergency services or vendors	Is notified immediately of an emergency and coordinates ownership issues
Hires/discharges property management and leasing staff, vendors and contractors	Hires/discharges property management company and leasing broker
Resides in onsite office for large properties	Resides in a centralized region properties supervising numerous properties

The portfolio manager is responsible for the bottom line in all areas of real estate reporting, management and the profitability of a group of properties regionally and/or nationally. The portfolio manager may report directly to the investor or an executive in a company or a property management firm. Individuals in this position usually will have an advanced degree in finance and possess a real estate designation. The portfolio manager may have discretionary financial control with the ability to buy, sell, lease, improve properties and approve budgets based on his or her own judgment.

Real estate in general represents 8% of the total GNP of our country. It has been projected that 50% of today's existing real estate in the country will either go through a major renovation or be replaced over the next 30 years.

Careers in real estate management are attracting bright, aspiring college graduates and professionals in other industries looking for a challenge. Possessing the right credentials, multi-tasking abilities and the persistence in seeing things through are some of the main qualities sought in a professional for our industry. Those attributes, coupled with a passion to be the best at what you do, may be your ticket to success in a career in real estate management.



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

June Construction Jumps Eight Percent

New construction starts in June climbed 8% to a seasonally adjusted annual rate of \$647.9 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies.

Nonresidential building registered sharp improvement after a lackluster May, and strong growth was also reported for nonbuilding construction

(public works and electric utilities). Residential building in June edged upward, continuing to perform at an elevated pace. Through the first six months of 2005, total construction on an unadjusted basis came to \$309.6 billion, a 5% gain compared to the same period a year ago.

June's construction start data lifted the Dodge Index to 195

(1996=100), from a revised reading of 180 for May.

"The construction industry in June moved closer to running at full throttle," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "Single family housing continues to be robust, and the brisk pace of condominium development is boosting the multifamily side of the housing market.

"Public works construction is seeing healthy growth so far this year. At the same time, nonresidential building was unexpectedly sluggish during the early months of 2005, due in part to projects being deferred and redesigned as developers adjust to higher materials costs.

"The improved pace for nonresidential building in June, following gains during March and April, suggests that this sector is beginning to re-establish the moderate upward trend witnessed last year."



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Nonresidential building

Nonresidential building in June advanced 17% to \$169.9 billion (annual rate). School construction, the largest nonresidential category by dollar volume, grew 13%. Healthcare facilities increased 15%, with very large hospital projects started in Missouri (\$110 million), California (\$105 million), North Carolina (\$95 million), Georgia (\$88 million) and Arkansas (\$80 million).

The other institutional structure types were mixed in June – gains for amusement-related projects (up 16%) and churches (up 23%), but declines for courthouses/prisons (down 8%) and transportation terminals (down 16%).

On the commercial side, office construction jumped 45% in June, showing some strength following the weak activity earlier in the year. Large office projects reaching groundbreaking in June included the \$200 million One Pennsylvania Plaza in Philadelphia, Pennsylvania and a \$150 million renovation at the Pentagon in Arlington Virginia.

Hotel construction in June soared 155%, reflecting the start of these large projects – a \$200 million convention center hotel in Prince Georges County, Maryland, a \$91 million convention center hotel in San Antonio, Texas, and a \$77 million hotel in Brooklyn, New York. Both stores and warehouses in June held steady with their May pace, and manufacturing plant construction improved 24%.

During the first half of 2005, non-residential building was 6% lower than its year ago amount.

Sizeable declines relative to 2004 were reported for offices, down 16%; warehouses, down 19%; churches, down 21%; amusement-related projects, down 24%; manufacturing plants, down 25%; and transportation terminals, down 30%. In each case, the gap relative to 2004 is expected to narrow as the current year proceeds.

At the same time, store construction during the first six months of 2005 was down a comparatively modest 3%. On the plus side, these structure types showed growth

during the first half of 2005 – school construction, up 2%; healthcare facilities, up 2%; and hotels, up 3%.

Residential building

Residential building in June rose 2% to \$370.8 billion (annual rate),

continuing the upward movement reported during the earlier months of 2005. Single family housing grew 1%, and is on track to post a new annual record in terms of both dollar volume and the number of dwelling units. Multifamily housing in June



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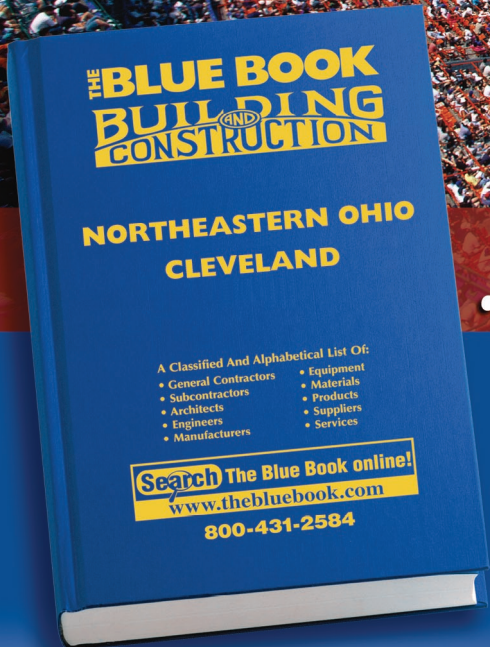
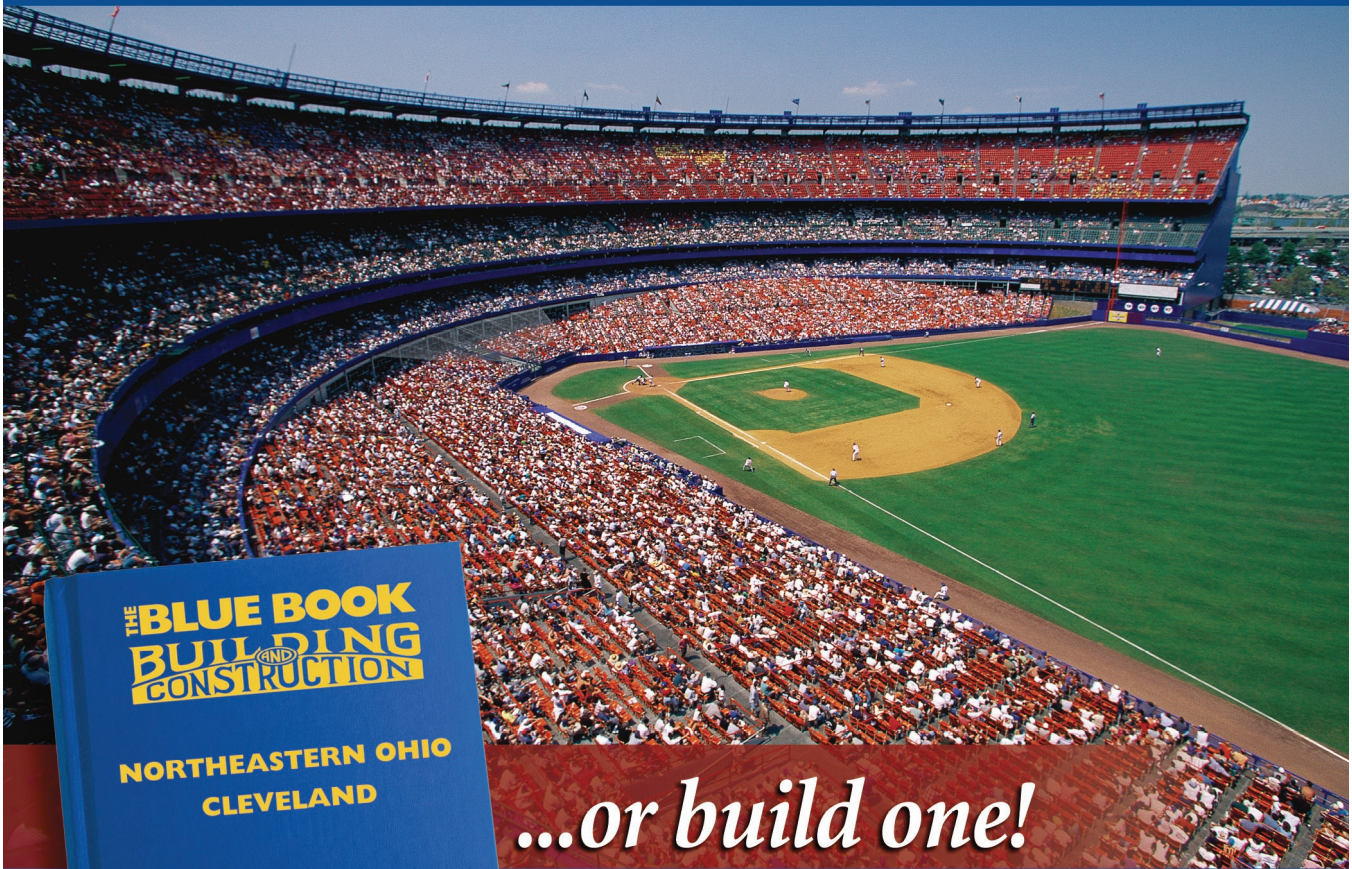
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climbed 11%, reaching its highest level so far this year.

Homebuyer demand for both single-family housing and condominiums continues to be supported by the low cost of financing (the 30-year fixed mortgage rate slipped from 5.7% in May to 5.6% in June), as well as the growing use of instruments like interest-only mortgages.

For this year's January-June period, residential building increased 9% compared to last year. By structure type, single-family housing was up 8% while multifamily housing climbed 17%.

By region, total residential building in 2005's first six months showed this pattern compared to last year – the South Atlantic, up 14%; the West, up 11%; the South Central, up 9%; the Midwest, up 3%; and the Northeast, unchanged. For total construction, the 5% increase reported for the U.S. in the first half of 2005 was due to this performance by major region – 7% gains for the South Atlantic, South Central, and the West; a 6% increase for the Northeast; and a 3% decline for the Midwest. **P**

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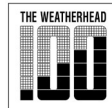
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The Great Indoors

Boy Scouts Service Center on Woodland Avenue completes interior renovation, bringing modern amenities to a historic building

By John Elliot

The interior renovation of the Boy Scouts of America Service Center on Woodland Avenue downtown marks the completion of a two-stage, \$1.5 million upgrade of one of Northeast Ohio's most revered historic institutions. The outpouring of volunteer services involved in the effort was among the most generous for Greater Cleveland's construction industry, thanks to the role the Boy Scouts have played in the lives of so many civic and business leaders.

Both the exterior and interior of the two-story, Georgian Colonial building presented a unique challenge to the renovation team, given the need to meet the needs of expanding Boy Scout activities and at the same time preserve the service center's architectural legacy.

The original service center was built in 1961 and was designed by architects Copper, Wade & Associates to remind Scouts of their American heritage. Complete with a cupola and clock on its dome, the rectangular-shaped brick building is modeled after Philadelphia's Constitution Hall. The patriotic architectural theme continues inside with a meeting space named the Heritage Room as well as the Valley Forge Conference Room, a replica of George Washington's headquarters at Valley Forge.

Original purpose continues

The building was intended to serve as a meeting place and headquarters for Scouting in Cleveland and surrounding areas, and over the years, it has served this purpose

well. Situated just off the Woodland Avenue and East 22nd Street exit on I-77, the center is no more than a half-hour drive for any of the Scouting troops located throughout the area, from as far west as Bay Village to as far east as Chagrin Falls, and as far south as Twinsburg.

By the end of the '90s, the Greater Cleveland Council realized the service center was in need of repair. The effects of aging and a flood in the late '90s had taken their toll.

Besides repairs, the building needed more electrical power to handle the demands of modern audio/visual equipment, Internet accessibility and new utilities, as well as enhancements to help the handicapped. The utility demands were much different when the original building went up, as there were

no computers and few audiovisual tools in use.

The building renovation was part of a comprehensive plan that also included improvements to the Scouts' other properties, the Beaumont Scout Reservation in Ashtabula County, and Tinnerman Canoe Base in Ontario, Canada.

Properties committee takes shape

The renovations were overseen by a properties committee, consisting of roughly 20 members, each of whom brought his own area of expertise to the project. Overseeing this committee was Kendrick Miller, the council's executive director, who was fairly new in his position but not new either to Boy Scout council administration or overseeing capital improvements. Miller previously held a similar position for a Boy Scout Council headquartered in Findlay, which underwent a renovation during his tenure there.

Mike Marron, Sr., president of Westlake-based Baywest Construction Group, Inc., served as

Many of those involved in the renovation donated time and effort to the project.

construction manager for the project at no cost to the Council. Offering free services through his company's work allowed him to contribute "as much as some of the big guys," says Marron, who has been involved with the Boy Scouts for many years.

But Marron is reluctant to take more than his fair share of the credit; many of those involved in the renovation donated time and effort to the project.

The Boy Scouts National Council, which operates the store in the center, was quick to come forward with a plan of its own. The National Council had the original architect-

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COLOR CONTRAST A bright blue paint was chosen for use in the lobby to complement the wood and green shades that are pervasive throughout the area.

tural drawings to work with. Marron, however, had other ideas.

“Being more familiar with our council’s needs and talking to the executives in the office, I came up with a modified version, then had Bill Davison (president of Cleveland-based Davison Smith Certo Architects Inc.) do a floor plan with the changes I made to the National Council’s plan and went back to Ken Miller for any changes he wanted to make, such as the

open bullpen area in the executive wing and enlarging the scout store,” Marron says.

The first phase, the exterior work, was completed in the winter of ‘04, as reported in the February 2004 issue of *Properties Magazine* (online at www.propertiesmag.com).

Interior phase begins

The lobby’s brick floor was replaced by ceramic tile, including the BSA insignia in red, white and blue.

A major change was bringing the museum, a key portion of the service center, from the second floor into the lobby. This gives the visitor a sense of history and a multi-faceted view of the various activities the Boy Scouts are involved in.

Miller suggested making the main program and reception area an open space that provides an instant connection for customers who enter the Service Center between the museum area and the store. Hence, the focal point of this lobby area is a large

wood desk and cabinets. The wall behind the front desk is a bright blue, which contrasts well against the wood and green color that is pervasive throughout the lobby. The organization’s title is announced in silver, four-inch letters on the wall right behind the main desk.

The museum, known as the Dauby Museum, actually begins in the lobby with a series of display cabinets along the eastern walls.

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“Now we have a viable museum where all the public gets to see it,” Miller says.

Most of the displays are memorabilia such as uniforms, jamboree pennants, books, plaques, equipment and uniformed mannequins. The walls have vertical shelving in some areas for current activity literature.

There are pictures and signatures of the early founders, including a portrait of the late Sir Robert Baden-Powell, the British Scout leader who is considered to be the movement’s founder.

A wall-length mural shows Boy Scouts of all ages in action, with exceptional detail in the faces.

Modern technology mixes with history

In the midst of the memorabilia, modern technology brings the visitor to the present day. On the eastern wall hangs a plasma screen announcing all of the building’s



SCOUTS HONOR At a special ceremony this summer, the contractors were given plaques in appreciation for their efforts. Additionally, a special area on the second floor was named the Contractors Meeting Room.

activities. That list is updated daily by computer.

In addition to the more than 100 daily visitors, local organizations rent meeting space in exchange for donations.

Having the museum in the front of the building allows the organization to put its best foot forward, notes Scott Merriman, museum committee chairman and curator.

“Nobody went up there to look at it,” he says of the old arrangement.

In addition, the displays are more spread out. The new museum area comprises about 1,500 square feet, more than double the amount of space it had on the second floor.

The museum gets people emotionally connected to scouting, Merriman said.

“It’s a lot of fun when we have our meetings to talk about history,” he said. “We were fortunate to have a lot of old timers who had a lot of stuff to donate.”

Opposite the museum is the Boy Scouts store where today’s generation of scouts goes to buy official apparel, accessories, gear and insignia.

New HVAC system

A new heating and air conditioning system was a major improvement. The older ductwork system was replaced with a new boiler system on the building’s perimeter, along with



Pleased to share the vision with the Greater Cleveland Boy Scouts of America Council as part of the Service Center renovation project team with Baywest Construction.



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an emergency ductwork system. The new boiler system saves about 65% of the HVAC bills. Additionally, the new windows installed through-

out the building with one-inch-wide insulated glass with ultraviolet shades save another 25%, Miller says.

"Our utility savings are really kicking," Miller says. "That's the value plus, without a doubt."

Asbestos was removed from the plaster ceiling and walls. New beams were hung. A dark carpet replaced the 1950s style grey and brown carpeting.

"Everybody that participated in this did their utmost," Marron says.

Another major change was the additional meeting space offered by four dedicated meeting rooms. None of the old building's three meeting rooms were large enough for the training meetings that were being held, Miller says.

"We now have more meeting space than we've ever had," he says,

A classy boardroom

The first floor boardroom, named after Dr. Ted Castele, a local TV celebrity and an Eagle Scout, befits any Fortune 500 company. The conference table, one of many donated pieces, has a cut-in granite top. There are black leather armchairs, Victorian burgundy window curtains, and a variety of wood paneled

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walls, none of which were prefabricated.

"This is something you don't have in the drawings," Marron explains.

The boardroom also has a high grade burgundy colored carpet with a regal gold outline. Historic paintings are to be found throughout the building, but the conference room features one of William Dickson Boyce, who started the Boy Scouts of America in 1910.

There is also a framed mayoral proclamation.

Old mixes with new once again as you step outside the conference room to the printing station, with modern photocopying equipment.

Most of the walls are painted green, the Boy Scouts' main color. There are reproductions of framed covers from Boys Life magazine on the walls.

"We wanted to make it look Boy Scouty," Marron says.

The meeting rooms have audio-visual screens built into the ceiling,



DOWN TO DETAILS The first floor boardroom features leather armchairs, Victorian burgundy window curtains and a variety of wood paneled walls, none of which were prefabricated.

modern furniture and hardwood floors.

Modern executive offices

The eastern end of the building houses the executive offices, six in total, which now have actual walls

instead of merely partitions. There is a common area with a receptionist's desk, file cabinets and copy machine. Close by is a new kitchen, complete with modern appliances.

"We're able to do our job better," says Thomas Gamble, council

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finance director. One of the most important changes in his view is the expanded training room area. “The center now is easier to get into. It’s more functional, more attractive, and provides more service.”

Sherry McFall, business manager, was in charge of interior decorating. She says her goal was to maintain the traditional look but give it a modern twist. The treatment of the wood

was important. In some instances, the wood had to be treated several times to get the deep cherry stain the way they wanted it. The cherry wood theme extends throughout the halls, which have wainscoting extending about three feet high in most of the corridors. The cherry wood suggests a forest, reinforcing the Scouts’ emphasis on nature and the great outdoors.

The budget allowed for more uniform design of the office furniture, McFall says. This marked a big improvement over the piecemeal look they previously had. Furniture was provided by Today’s Business Products and Working Office LLC, both in Cleveland.

Most of the wall art was donated, but much of it needed to be reframed. McFall says Janna Lutz, of Lutz Interiors in Chagrin Falls and a mother of a Cub Scout, donated her services.

Donated services made a difference

Two-inch faux wood blinds in the windows were provided by Don and Eileen Zimmerman of Well Dressed Windows Inc., based in Solon, McFall says. All windows have the blinds, and some also have upholstered cornices with side panels.

Jim Swartwood of MGT Networking in Valley View got some of his suppliers to donate cabling equipment and installed all of the computer cables and telephone lines. The new electrical system also allowed them to remove the extension cords that cropped up throughout the building.

“There were not enough outlets,” McFall says. “We had extension cords everywhere.”

By adding more cable lines and phone lines, there will be more flexibility in reconfiguring rooms, McFall says. She adds that the new

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fluorescent lighting upgraded the lighting in the lobby significantly.

Lakewood-based Clock Electric installed new breaker boxes and many new light fixtures. Dave Rohman was the head electrician.

During the exterior renovation, Clock Electric installed a breaker box panel in the basement and ran electrical lines outside, built cement pole basis and installed pole lights and ground lights, notes Mark Zell, vice president of the company.

For the interior upgrade, Clock Electric installed a new breaker box panel on the first floor opposite two existing panels, providing a total of three. Zell says all outlets, switches and light fixtures were replaced in the building.

"All the guys who worked on it thought it was pretty neat because they were in the Boy Scouts or have kids in the Boy Scouts," Zell says. "It was a fun job as well as meaningful. It meant a lot to us to help out with an organization like that."

Staff accommodates construction

The renovation required a tremendous amount of sacrifice on the part of the staff, but everyone was too excited about the improvements

to mind. The eight-month project was completed in three phases, each of which required the staff to move to another part of the building. But the service center continued to host visitors from the community throughout the duration of the project.

The subs met weekly to allow Marron to keep tabs on things.

"It was the best way for us to do this," says Dave Truax, director of support services, who managed the process. "It's wearing, but it's exciting," he said. "It was as well planned as a project can be."

Truax noted the importance of having modern office equipment for

an organization that conducts a lot of training. The comfort enhancements, such as modern HVAC, are also appreciated by the staff, he says.

"We couldn't keep up with the humidity in the summer," he says. "When you're not worried about your environment, your work is so much better."

From the outside, the building stands proud and strong as ever, a testament to one of the oldest Boy Scout Councils in the United States. Inside, the staff enjoys the benefits of state-of-the-art amenities, enabling the council to continue serving the needs of Northeast Ohio's growing Boy Scout community. **P**

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Drawing Forward

Technology provides eBlueprint/Lakeside leading edge in industry

By Jeanne Bluffstone

Storage of bulky blueprint drawings may be a problem for some companies, but not for customers of eBlueprint-Lakeside. Utilizing advanced technology, eBlueprint-Lakeside provides customers with more than ordinary blueprinting and storage. The company offers a multitude of other services, including complete document solutions and a wide range of digital services, CAD plotting, scanning, vectorizing and file storage to a variety of output and finishing options such as large format color output, mounting, binding and laminating.

Over a five-year span, eBlueprint-Lakeside has transformed itself to become an industry leader with a digital printing platform based on information distribution. In an industry that historically has relied on volumes of documents and paper drawings, eBlueprint helped move toward a paperless environment.

“We didn’t try to change what we do, we just changed the way we run the business,” says Andrew Ziegler, president of eBlueprint. “We used to be strictly a blueprinter. Now we provide this whole field of document management and document database.

“Our purpose is to meet the growing needs of our customers, and make ourselves more transparent,



BLUEPRINT FOR SUCCESS The company has helped move the industry toward a paperless environment.

with everything available to everyone involved, online.”

Information, 24/7

Current and accurate information is crucial to construction projects and because of eBlueprint’s technology, architects, engineers and other executives involved in a project can log onto the eBlueprint website and retrieve complete information any time of the day or night. They can find out exactly where their order

is, check the database, pull up receipts and whatever information they require, find out where drawings are and exactly where everyone is in the process – all in real time. They can track FedEx shipments, make sure drawings have been delivered, find out where and when they are needed, and view and order documents online. Everyone – customers, eBlueprint sales staff, architects and engineers – has instant access to all of the current and complete information.

When eBlueprint receives documents from architects and engineers, they make them available in a variety of different ways, including CDs and electronically.

Information gathered by architects and engineers is carefully tracked throughout the construction process – from the time it leaves their hands – so everyone involved can tell exactly who got what and when.

“That’s so important in construction,” Ziegler says. “It makes for a better quality of bids when everyone can tell the timeframe, and it saves the owner, architects and construction manager time and money.”

And, it’s not just blueprints that are handled in this fashion. All of the paperwork needed to construct and maintain a building can be handled electronically.

Technology driving growth

Customers appreciate the efficiency and accuracy of eBlueprint’s high-tech approach to business, and their use of the Internet has increased business dramatically. Sixty-five percent of eBlueprint’s documents are now received digitally – and the other 35% are hard copy pick-ups that are converted and made viewable and orderable



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online. Most importantly, all of the documents are ready to be delivered whenever and wherever the customer wants and, if they have to be delivered to 50 different places, it can be done as well.

The enhanced efficiency provided by eBlueprint's technology has also resulted in rapid growth, driven primarily by its use of the Internet. This year alone, sales have increased 20% says Brett Scully, CEO of eBlueprint, and much of that business has come directly from the company's website. Online orders have grown steadily this year, and in June alone, they accounted for 52% of its 8,184 orders, as compared with 10%-15% of online business for the

largest companies in its industry. Business is up 20% so far this year.

Although the company can do more with less people and they are more productive because of the technology, eBlueprint's workforce has not been reduced.

"We still need good, skilled people to maintain and administer our hardware and software, work behind the scenes, and report back to customers," Ziegler says. "We just work easier and more efficiently because of the technology backbone that we have. No matter how much technology we install, we still need people to provide our customers with service day in and day out in order to get them what they need

when they need it. That sets us apart from competitors. We do everything possible to make our relationships with customers the best they can possibly be."

Serving a niche market

Founded in 1971 as a small family business, eBlueprint is now in its second-generation and is still family owned, family operated and expanding. Scully, who is majority owner, is the son of founder, Tony Scully, and Ziegler is a cousin who has been in the business for 19 years. The family focus may be one of the reasons eBlueprint has been able to keep its original philosophy of maintaining an honest approach to business and its mission of meeting the needs of each individual customer.

Customer service is still what drives the business although the company has grown dramatically and now has branches in Beachwood, Westlake, downtown Cleveland, Akron and Denver, Colorado. eBlueprint is headquartered at 4507 Lorain Ave. and currently has 98 employees, 66 in the Greater Cleveland area.

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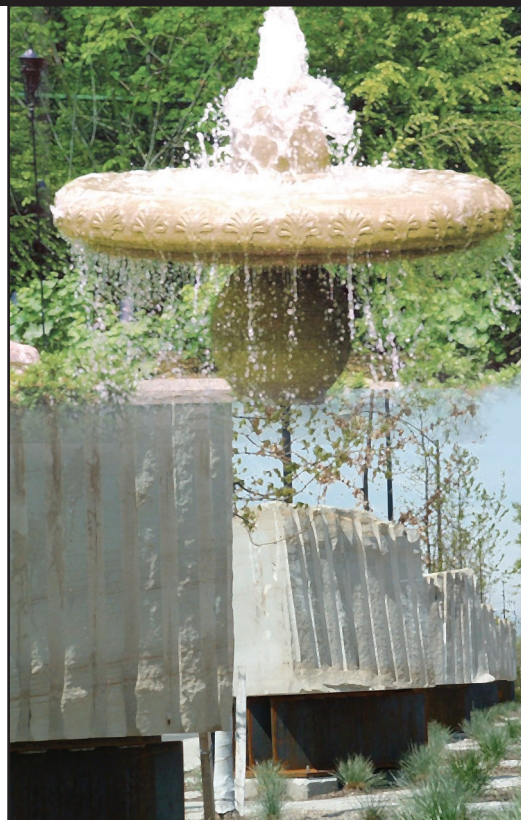
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Although eBlueprint's market niche is still primarily municipalities, governments, major developers, construction companies and homebuilders, its customer base is ever growing. They now handle database document management, information maintenance, and scanning for hospitals, universities and school districts. In those instances all of the critical information and images of scanned documents are stored on hard drives, as a back-up, in case the original is destroyed. In these functions they also are acting as an off-site storage unit for the institutions.

More services

eBlueprint also has a service that converts paper drawings into electronic CAD files which are easy for customers to store themselves and then retrieve.

As part of Lakeside Blueprint's document management approach to business, it also provides customers with a plotter service and sell supplies. Its trained staff of professionals can repair and service Hewlett Packard plotters and blueprint machines and Xerox large-format copiers to make sure equipment is quickly functioning again and schedules are not compromised.

Lakeside Blueprint's innovative approach to customer needs has produced new services like eBlueprint, an online document database and printing system, and eSupplies, a fast, reliable way to order paper and plotting supplies. The eSupplies service enables customers to conveniently order supplies and paper online, 24 hours a day, seven days a week. The system is easy to use and since access to the system is password-protected, information is always safe and secure.

Through its new online document database and printing system, eBlueprint has become an internet-based system that provides online access to past and current project drawing and document files. Prints can also be quickly ordered and tracked electronically. **P**

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Ohio Real Estate Businesses Pay for Tax Changes

By Jim Komos, CPA

We are all aware of the state of Ohio's economy. Ohio business owners are finding it harder to compete with businesses from neighboring states. Our antiquated tax structure provided a disincentive for businesses to either move into Ohio or, in many cases, stay in Ohio. Most will agree that Governor Taft and the Ohio legislature needed to take bold steps to fix our tax structure.

The problem is that the tax changes necessary to attract and retain businesses in Ohio must be offset by additional sources of revenue. Where could they find the additional revenue? They decided to get it from a source that can't so readily pick up and move out of state. Specifically,

real estate businesses have been hit hard by the new tax rules.

Tax benefits

First the good news: The Ohio budget that became effective on July 1 provides a number of benefits to Ohio taxpayers. The benefit to those in the real estate industry varies based upon each business's situation. Two key factors include your legal structure and level of profits.

The personal property tax is being phased out over the next four years. Although this will have a significant positive impact to manufacturers in the state, its impact on the real estate industry is minimal. We can only hope that the repeal will attract more business into Ohio, increasing

demand for our properties.

The corporate franchise tax will be phased-out over a five-year period. This may benefit many in the industry that are still holding property in C corporations. But, the bulk of us have long ago begun using S corporations, partnerships and, more recently, limited liability companies. The benefit of this provision on the industry is therefore expected to be small.

The most significant tax benefit to our industry is a 21% reduction in personal income tax rates. This will be phased-in over a five-year period, or 4.2% per year, beginning in 2005. The impact of this provision can be significant but will depend of course on your level of



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profits. Highly profitable businesses will receive substantial benefits, while struggling or highly leveraged businesses will benefit little.

Tax burdens

A relatively simple provision in the new law has the biggest impact on real estate. This provision takes away the 10% rollback for real property if the property is used primarily in a business activity. Only a few "businesses" avoid this repeal. They include: farming; single-family, two-family and three-family dwellings; and vacant land that will be used for farming or a one- to three-family dwelling. For most business property owners, this is an 11% increase for your real estate taxes.

A new Commercial Activity Tax (CAT) became effective on July 1. This is a broad-based tax on Ohio business receipts, including rental income. Once fully phased-in, it will apply to all businesses with taxable gross receipts in excess of \$150,000. The annual tax will equal \$150 on taxable gross receipts up to \$1 million, plus 0.26% of taxable gross receipts in excess of \$1 million.

This tax is applicable to most taxpayers, including individuals, corporations, S corporations, partnerships, joint ventures, limited liability companies, trusts, associations, estate and clubs. As you can see, this new tax will apply to many entities not subject to an income tax or personal property tax.

Related entities must file a combined return, thereby minimizing your ability to take advantage of the lower tax on the first \$1 million of taxable gross receipts. To avoid paying the tax on transactions between related entities, taxpayers may elect to file a consolidated return. Taxpayers subject to this new tax must register with the Tax Commissioner by November 15.

The temporary income taxation of Ohio trusts was scheduled to stop in 2005. The new budget makes taxation of trusts permanent. Again, this has a disproportionate impact on the real estate industry since our industry tends to make use of trusts more than most other industries. Lastly, half of the 1% temporary sales

tax that was supposed to expire on July 1 has been made permanent.

Overall impact

Analysis of the new tax structure reveals two key items. First, the real estate industry is being hit hard. This is a direct result of the repeal of the 10% real estate tax rollback for businesses, and somewhat from the commercial activity tax. In our current market, it is unlikely that we will be able to pass this additional burden down to our tenants. Second, your taxes are becoming even less dependent on your level

of income. The commercial activity tax and real estate tax do not distinguish between a profitable business and one barely making it. We are therefore losing that cushion that would often help us struggle through the lean years.

For additional info on the new tax law, along with dates for the phase-in of the various provisions, visit the Ohio Department of Taxation's website at www.tax.ohio.gov or simply send me an e-mail. **P**

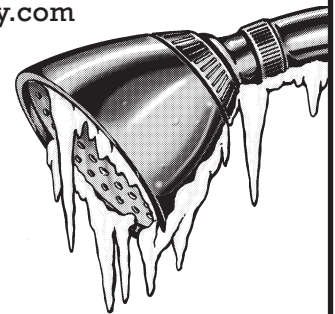
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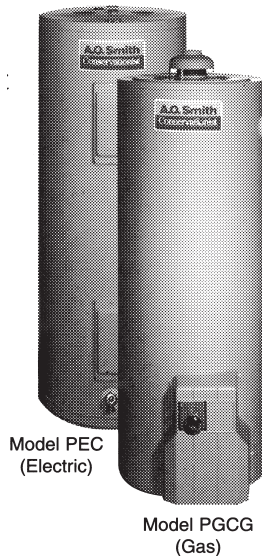


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2005 Mid-Year Review



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Over the last several issues, we have discussed some of primary concepts used to value income-producing real estate. But with many people now firmly in ‘vacation’ mode, it seems an appropriate time to take a break and look back at some of the overall trends from the first half of the year.

2005: Blockbuster in the making

No, we are not talking about Star Wars and Fantastic 4 but rather a blockbuster year for the investment market. The highest volume ever for investment sales in northern Ohio was reached in 2003, when just under \$600 million dollars in investment-grade product was transferred. At the halfway mark for 2005, we stood at approximately \$380 million. Along the way, we have seen some hallmark deals. The top transaction in terms of size was the sale of BP Tower for \$141.25 million in June. This was not only the largest sale in 2005, but also the largest in nearly 10 years. Another key transaction was the sale of University Square in University Heights for \$55 million.

Looking forward over the second half of the year, it is possible that BP Tower’s time as top dog will be short-lived, eclipsed by the sale of Key Tower, which could fetch close to \$300 million. Another potential large-scale sale candidate is Reserve Square, which, assuming it transfers, will be among the largest multi-family sales in Cleveland history.

Foiled again

At the beginning of the year, the consensus among the experts regarding interest rates was to expect an increase of between 100 and 200 basis points (in English, 1% to 2%). Six months into the year and rates have actually decreased about 50 basis points. So much for the expert opinion. Although the Federal Reserve has continued to increase



the prime rate, the 10-year treasury rate (which most lenders use to price their debt) has tumbled. As a result, real estate loans continue to be readily available in 5% to 6% range.

Taking the good with the bad

Oftentimes, borrowers insist on obtaining financing that is non-recourse, meaning that they are not personally financially liable should issues arise with the loan. However, this freedom comes at a price, most often with a very high penalty associated with paying off the loan early. These loans were very popular in around the turn of the century and many of these owners are now looking to recycle out of these properties. Unfortunately, they are being forced to try to sell the properties with the debt being assumed by the buyer, as it is prohibitively expensive to retire the debt early. More unfortunate is the fact that most buyers do not want to assume the debt, as it often is at a low amount as compared to the sale price and carries a high interest rate as compared to the current market.

The end result is that many of these property owners are coming to the realization that, despite the red

hot investment market that we are experiencing, their particular properties are unsellable due to the debt.

TICing along

Tenant-in-Common (TIC) buyers continued to add to their investments in Cleveland. Most recently, this buying segment purchased the ICI Research facility in Strongsville, paying \$27.5 million for this 203,000-square-foot facility leased to ICI/Glidden on a net basis. Other TIC-owned properties include One Cleveland Center, the Ceres Building and Severance Towne Center.

Nationally, TICs have been the fastest growing buying segment of investment properties. Last year, they purchased a total of \$4 billion in real estate and are on track to double that amount this year.

This structure allows multiple investors to each own an undivided interest of a property's title and has become a very popular vehicle for buyers in need of a 1031 tax-deferred exchange.

As an aside, the ICI complex was purchased by its previous owner in 1999 for \$14 million, showing the

strength of the current investment marketplace.

Condo-mania

If your summer vacation destination takes you to a place like Florida or the Carolinas, you may hear about the condo explosion. New construction and conversation activity has surged in these coastal markets and pricing has skyrocketed. The practice of flipping, or buying a unit or entire complex with the sole intent of reselling at a higher price within a short period of time, has become commonplace. Although the words 'flipping' and 'Cleveland' clearly do

not belong in the same sentence, the downtown condo market has nonetheless begun to gain some traction. The most popular areas have been the Warehouse District and Historic Gateway neighborhood, but newcomers such as Cleveland Heights and Lakewood have also seen activity. And while pricing has certainly not spiked, there has been steady appreciation to go along with steady demand. **P**

Alec J. Pacella is a vice president of investment sales at Grubb & Ellis. He can be reached at alec.pacella@grubb&ellis.com or 216.453.3098.

	
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Indicators suggest that the industrial market is set for continued growth through 2005 and into early 2006

National Industrial Market Improving

By Matt Parnell

Inventories, new orders and shipments have all been improving steadily over the past few months. The level of new orders jumped significantly between April and May of this year, rising 2.9%, which on an annualized basis represents a 41% increase. One sign that the health of the industrial market is getting stronger is that new orders for manufactured durable goods rose 5.5% between April and June. These indicators suggest that the industrial market is set for continued growth through 2005 and into early 2006.

Key markets located near a major coastal port have the lowest vacancy rates in the nation. Southern California, South Florida and the area serviced by the Port Authority of

New York and New Jersey continue to lead the way in terms of lowest availability of industrial space. The forecasted national vacancy average for the third quarter of 2005 is 10.1%. West Palm Beach, Florida leads the nation with a forecasted third quarter industrial vacancy rate of 4.7%. Following West Palm Beach are Orange County and Los Angeles, California at 5.4%, and Long Island, New York at 5.6%.

Rents are expected to grow by a modest 0.35% by the end of the third quarter 2005. As would be assumed, the markets with a low rate of availability will be more likely to experience rent growth. This holds true in the case of markets like Long Island, New York and Los Angeles.



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But, markets like St. Louis and Salt Lake City are also anticipated to have higher than average rent growth even though their vacancy rates are in double digits.

The volume of industrial building sales transactions increased by more than 83% for the first five months of 2005 compared to the same time period last year. Flex space increased by 109%, while general industrial, warehouse or distribution space increased by 70% over the first five months of the year. In terms of pricing, the average has been \$63 per square foot, up from the average \$52 seen 12 months earlier.

The West continues to dominate building transactions during the course of the last 12 months, accounting for 30% of all transaction volume. The Greater Los Angeles area accounted for almost half of the volume recorded in the West.

Chicago has accounted for almost 60% of the transactions in the Midwest. Philadelphia is the leader in the Mid-Atlantic region, Dallas in the Southwest, and Atlanta in the Southeast. Both Boston and

Northern New Jersey are the most active in the Northeast.

The National Association of Realtors forecasts the Cleveland industrial market to have a year-end 2005 vacancy rate of 10.3%. Cincinnati leads the major met-

ropolitan Ohio market with a forecasted 8.6% vacancy rate. The national average is forecasted to be 9.9%. **P**

Since January, Matt Parnell has served as the chairman of the board for the Cleveland Area Board of Realtors (CABOR).



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Omni Realty Companies, Pride One, Inc. to Unite

Two leading companies in local real estate will now formally join forces to create one of the fastest growing companies in Northeast Ohio.

Omni Realty Companies is a recognized brand leader in the Northeast Ohio commercial real estate market. Managing Partner Patrick Finley has played a major role in Omni's growth. Pride One, Inc., a regional leader in residential development, is led by managing partners, Jerry Fiume and Doug Leohr.

Twenty years ago, these three were college classmates at the University

of Akron and got started in the real estate business by pooling their money together to purchase a small apartment complex and office building.

Finley, Fiume and Leohr are now in the process of integrating both companies into one single brand.

"We've been working together on different projects for years," Fiume says. "At this point, it just seems to make sense, especially for our customers, to make it official and combine both businesses under one name.

"We have a product line of real estate services, both commercial and residential, which gives us the ability to go into a commu-



Keith Carson

"By combining companies, our customers benefit on all levels," Leohr says. To meld the two real estate entities, Omni/Pride One hired new CEO, Keith Carson, to oversee the integration.


The management team of Omni/Pride One believes Carson's two decades of experience in commercial real estate will allow him to focus on continuing the growth and profitability of the two companies as they integrate.

Work Underway for CiTiRAMA Home Show

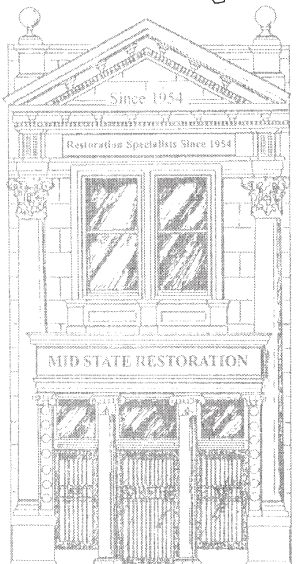
The sights and sounds of hammers, power tools and other construction

nity and efficiently create a development that best reflects the long term land use plans that are in everyone's best interest."

Leohr agrees that customer service and satisfaction are at the heart of the integration.



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equipment are evident as the City of Cleveland, the Home Builders Association (HBA) of Greater Cleveland, and the Glenville Development Corporation build toward the opening date of Cleveland's 2005 CiTiRAMA home show.

Eleven homebuilders are working simultaneously in the construction of 11 market rate homes along East 101st Street/East 100th Street and East Boulevard, off of Superior Avenue.

"We're entering the home stretch of CiTiRAMA's home construction phase, and this is the opportune time to capture the mid-point progress of the

City of Cleveland's and the HBA's second massive urban development effort," Cleveland Mayor Jane Campbell says.

The City of Cleveland has partnered with the Home Builders Association of Greater Cleveland and the Glenville Development Corporation in the second new home construction showcase in Cleveland.

"The Home Builders Association of Greater Cleveland's mission in part is to promote the residential construction industry to the homebuying public," says Nate Coffman, executive director. "The HBA has had decades of success in promoting new construction through home

shows, albeit primarily suburban. That changed with the inaugural and extremely successful 2003 CiTiRAMA home show along Linwood Avenue in Cleveland's Hough neighborhood."

Hard Hatted Women to Host Breakfast Fundraiser

Hard Hatted Women's fifth Annual "Women on the Rise" breakfast fundraiser will be held on Monday, September 12 from 8 to 9:30 a.m. at Crowne Plaza Cleveland City Centre Hotel (formerly the Sheraton Hotel Centre) at 777 St. Clair Ave. in downtown Cleveland. Congresswoman Stephanie

Tubbs Jones will provide the keynote address.

Corporate sponsorships are available, or individual tickets are \$35. For more info, call 216.861.6500 ext. 207 or visit www.hardhattedwomen.org. Proceeds benefit Hard Hatted Women's education and career development services.

Atwell-Hicks 100th Year Includes New Partners

One hundred-year-old award-winning development consulting firm Atwell-Hicks recently named five new partners.

"It is my distinct pleasure to announce the new partners and recognize their

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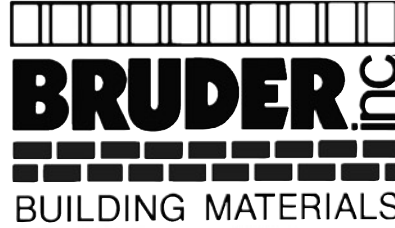
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contributions to the firm," CEO Robert G. Macomber, says. "They will ensure continued growth and development for Atwell-Hicks as we prepare for our next 100 years of dedicated service."

The new partners are Robert W. Beaugrand, Patrick T. Bell, David E. Call, Steven A. D'Anna and Jeffrey S. Evans.

Robert W. Beaugrand, American Institute of Certified Planners and Cleveland's team leader of residential services group, initially joined Atwell-Hicks as project development manager in Ann Arbor, Michigan.

Patrick T. Bell, professional geologist and team

leader of environmental services group in Shelby Township, is a member of the Air and Waste Management Association and the National Brownfield Association.

David E. Call, professional engineer and team leader of the Brighton residential services group, was previously employed at Crosswinds Communities.

Steven A. D'Anna, Ph.D., regional vice president of Chicagoland, earned his undergraduate degree in Civil Engineering from Michigan State University and his doctorate from Wayne State University.

Jeffrey S. Evans, professional surveyor and Ann



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Arbor's team leader of field services, first joined the firm as a staff surveyor.

Theater District Corporation Hosts Tour

The Cleveland Theater District Development Corporation will host a celebratory event focused on the Theater District and its newest developments on a tour next month. To take place on Friday, September 16 from 5:30-11:00 p.m., "A Toast to Our Success" will provide a behind-the-scenes look at featured sites throughout the district.

The event includes self-guided tours and special performances, as well as a martini bar

and food throughout the evening. Ticket information is available by calling 216.348.7911.

Acrilex Unveils Emergency Lighting Product

Acrilex, Inc., producers and distributors of high-end, custom-colored acrylics, recently introduced Acriglo. Designed to provide illumination without a back-up power source during the loss of electricity, Acriglo is charged completely by the luminosity omitted during the normal operation of a light.

The glow emitted from a fixture with Acriglo lasts several hours, while



Acriglo

providing a lighting capacity equivalent to that of moonlight.

In addition, Acriglo can be charged and discharged indefinitely, without any

degradation to the performance of the acrylic.

Offered in several colors and textures, Acriglo combines aesthetic appeal with a practical and low-maintenance safety device. Under normal conditions, Acriglo serves as a decorative light fixture, while during blackout conditions it provides the illumination needed for safe passage.

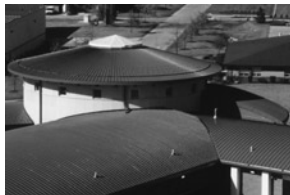
Acriglo sheets are available in a variety of sizes, and in thicknesses ranging from 1/8" – 3/8." All sheets can be custom cut or configured to meet all specifications.

Additional information can be found on the Acrilex company website, www.acrilex.com.

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Supreme Court Decides Key Eminent Domain Case



JOHN P. SLAGTER

By now you should have heard that the United States Supreme Court decided the case of *Kelo v. City of New London*. In a 5-4 decision, the majority of the Court (consisting of Justices Stevens, Kennedy, Souter, Ginsberg and Breyer) held that local governments may seize an individual's home or business for private economic development. The *Kelo* case has been hailed as one of the most important eminent domain cases to reach the Supreme Court. This case has created a tremendous amount of controversy from property rights advocates who believe that this power will be abused.

The *Kelo* case addressed a municipality's use of eminent domain power to acquire property for redevelopment projects to be carried on by private developers. Although the taking of private property is authorized under the United States Constitution, governmental entities may only do so if it is for a "public use." As cities become active participants in economic revitalization efforts, the nature of the debate between private rights and public needs has evolved, along with the definition of "public use."

The central issue before the U.S. Supreme Court in *Kelo* was whether a city's condemnation of non-blighted, private property for the purpose of developing private residential and office space is a valid "public use." Justice Stevens, writing for the majority, noted that the Court has defined the term "public

use" commensurate with the concept of "public purpose," reflecting a "longstanding policy of deference to legislative judgments in this field."

The majority specifically rejected the idea that economic development does not qualify as a public use. Rather, the Court noted that promoting economic development is a traditional and long accepted function of government. Moreover, the Court noted that there is no way of distinguishing economic development from the other public purposes that the Court has recognized as proper in the past.

Although analysts are raising concerns about the potential for abuse of this power, the Supreme Court stated that it does not and has never sanctioned taking property from one private owner and giving to another without a proper and legitimate public purpose.

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As a result, municipalities exercising the power of eminent domain for economic development purposes should still be cautious.

First, the Court approved the City of New London's actions on the basis that it was supported by a carefully considered, comprehensive development plan that was not adopted to benefit a particular class of identifiable individuals.

Second, the Court noted that nothing in the decision was meant to preclude a State from placing more stringent controls on the exercise of eminent domain.

Some states immediately reacted to Kelo by introducing legislation designed to nullify the Supreme Court's decision.

State legislators in Connecticut (the State where Kelo originated) declared a moratorium on July 11, 2005 on the use of eminent domain in Connecticut, stating that no municipality, including New London, should be permitted to exercise such powers until the laws are changed to protect the rights of private homeowners.

Eight other states (including Arkansas, Florida, Illinois, Kentucky, Main, Montana, South Carolina and Washington) already forbid the taking of private property unless it is to eliminate blight.


The U.S. House of Representatives, just days after the Kelo decision was announced, approved a non-binding

resolution expressing "grave disapproval of the decision." Moreover, the House of Representatives approved an amendment to the FY 2006 Transportation-Treasury-JUD appropriations bill to "prohibit funds from being spent on enforcement" of the Kelo decision. Likewise, the U.S.

Senate also introduced a bill that would limit federal use of eminent domain for "public use" which the bill defines as not to be construed to include economic development.

Whether these legislative efforts will be enacted into law remains to be seen. **P**

John P. Slagter has written several articles discussing Kelo v. City of New London and has been interviewed by a number of radio networks throughout the country concerning his opinion on this U.S. Supreme Court case. Material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact John P. Slagter at jslagter@bdlaw.com or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2005.



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“On Time Snow Removal – No Matter What”

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By Dave Larkin

Last winter was a snowfall record-breaker, reaching a peak on that memorable April 25 storm that dumped up to 18 inches of heavy wet snow throughout Northeast Ohio. Through it all, though, Reliable Snow Plowing Specialists had its customers protected.

“We were organized to handle the 2004-2005 snow season for our more than 320 client sites in Northeastern Ohio (south to Canton, east to Mentor, and west to Bay Village),” President Norm Detrick says.

Reliable Snow Plowing Specialists, headquartered in Macedonia, has been in the commercial snow removal business for nearly 20 years. When two or more inches of snow accumulate, they have 180 people hit the streets to make customers – and its customer’s customers – feel safe, secure and free from worry about snow accumulating on sidewalks, and in parking lots.

Like fighting fire

According to Norm, snow plowing is one of the most demanding



READY TO ROLL The company has a fleet of up to 120 vehicles situated throughout the area.

business in the world. A fireman cannot be late to the fire because people can be hurt or die. Your snow removal provider cannot be late because people can be hurt walking through snow and ice. When choosing an Account or Lawyer you look for the most prepared, reliable, reputable, knowledgeable, experienced firm for your industry. The accountant and lawyer are “almost always late.” The fireman cannot be

late and either can your snow plow vendor. That’s why Reliable Snow Plowing takes pride in its “on time service no matter what” philosophy to keep your business running smooth and worry free.

Snow plowing is all about timing

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well-organized fashion. For example, they have at least 120 vehicles – from pick-up trucks to five-ton dump trucks (wheel loaders with plows) – situated at 17 strategic locations (zones) in Northern Ohio, which minimizes the drive time to customer facilities. Better response often gives them the edge in a competitive situation.

“If we can drive to a location within 15 minutes, it is a good fit for us and we will make our customers happy,” Norm says.

The company’s three command vehicles allow zone managers to monitor storm temperatures and conditions to determine how many people and vehicles are required to handle a storm-in-progress in a particular zone.

Reliable employs a private meteorological firm (just like having your own Dick Goddard on staff) to accurately forecast two hours in advance threatening snow and ice storms; lake effect snow is difficult to predict and there are 14 micro weather centers and several snowbelt regions within Reliable’s service area.

Zone managers also take digital photographs to relay weather conditions and information back and forth in real time. When clients have multiple sites, this information is extremely important. They also use infrared sensors that record ground, pavement and air temperature which are critical as indicators of when the snow will start to accu-



DEPENDABLE SERVICE Reliable Snow Plowing takes pride in its “on time service, no matter what” philosophy to keep businesses running smooth and worry free.

mulate. This also helps determine exactly how much ice melt will be required to melt the ice and snow. This helps to avoid having residue left on the surface, causes less tracking into the building and allows Reliable Snow Plowing Specialists to use the correct amount of ice control. It also helps to avoid damaging the surrounding vegetation.

Field personnel wear reflective vests as a safety precaution to increase their visibility when working in spots where they need to be seen. It also lets tenants know at 4:00 a.m. who is outside their building and why.

The company uses a combination of different training techniques – including interactive DVD instruction – to teach loader/operators, hand shovelers and truck drivers how they do business and also to detail customer expectations. Site diagrams and digital photos are part of every customer production report. It contains written instructions on when to arrive and exactly what needs to be done. This ensures that the property will remain safe and accessible to employees, customers and tenants. Reliable Snow Plowing Specialists calls this its Automatic Pilot System. **P**

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The Viaduct Park offers access to vintage trolley rail cars used for recreational tours. The adjacent five story building offers office space and future retail shopping. The Viaduct Park is open to the residents of Stonebridge and provides picnic areas to enjoy the superb views of Downtown and Nautica.



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LOOKING FORWARD A digital composite shows the entire Stonebridge development, including the yet-to-be-built phase five.

New View

Condominiums at Stonebridge offers fresh perspective on Cleveland

By Nancy Loyan Schuemann | Photos by Mort Tucker

Stonebridge is more than downtown Cleveland's premier residential address. It is an exclusive neighborhood of luxury condominiums, restaurants, shops and entertainment. Stonebridge Partners, architect Bob Corna and developer Doug Price have turned their vision for the Flats into reality.

Beginning with a seven-story, 30-suite apartment building at the foot of the Swing Bridge, the development

has expanded to include Stonebridge Center, the renovation of an historic brick building into offices and the Ponte Vecchio restaurant. The latest entry is the Condominiums at Stonebridge.

Located on the west bank of the Cuyahoga River, next to the Old Superior Viaduct (see related story, page 65) at 2222 Detroit Rd., the Condominiums at Stonebridge blend the ambiance of an historic

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CLEAR VISIONS The proliferation of glass and outside balconies in every suite offer breathtaking views of the Cuyahoga River and the Cleveland skyline from the new condominium tower.

neighborhood with the amenities of contemporary construction. Easily accessible from I-90 or I-71, Stonebridge is within walking distance of Ohio City with its West Side Market and the new Whiskey Island MetroPark.

Dramatic architectural details of stone, brick, and angled glass lend the structure a distinctive, modern appearance.

The proliferation of glass and outside balconies in every suite, offer breathtaking views of the Cuyahoga River and the Cleveland skyline. These views are so unique that the current State of Ohio postage stamp features a photograph taken from a balcony at Stonebridge.

In real estate, the mantra is, "location, location, location." At Stonebridge, location is everything, from the breathtaking cityscape views to the unique surrounding neighborhoods contributing to the metro lifestyle.

Ohio City is around the corner with its eclectic mix of shops and restaurants, in addition to the historic West Side Market. Tremont is nearby with its art galleries, coffee shops, wine bars and restaurants. Downtown,



Scott Pease Photography

Public Square, sports venues, the Warehouse District and Playhouse Square are just minutes away. The Flats with its entertainment and nightlife is in the neighborhood, as is

the new Whiskey Island MetroPark for outdoor recreation.

In August 2003, construction began on the Condominiums at Stonebridge and the first tenant

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BOLD BRACE The structural steel frame that supports the first three floors has been covered with wood finishes in the lobby of the new condominium tower.

of factory pre-assembled metal panels shipped onsite, bricked and lifted into place by crane.

No scaffolding was required and an entire floor was put up in a week and a half, at substantial cost savings.

Construction took two-thirds less time than using conventional construction techniques.

The first three floors were built with a conventional structural steel frame system with the remaining floors light gauge with poured in place concrete floors to reduce noise and add stability.

In the lobby and gymnasium areas the exposed steel frame system has been covered with wood creating a dramatic effect.

moved in February 2005. The building is nearing completion.

Situated on the site of Peterson Nut and Cleveland Metal Stamping Plants, the building is constructed on the same footprint and incorporates the old stamping plant floor and back wall in the parking garage.

“Originally, it was marketed as an apartment building,” Doug Price, president and CEO of the K&D Group and Partner in Stonebridge, says. “We did a model and the project gained momentum.”

Building techniques utilized are unique. The building is comprised

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MATERIAL MIX Interior features include all natural hand-cut stone countertops and maple cabinetry.

“We’ve taken this light gauge steel system and helped perfect and develop it,” Bob Corna, architect and partner in Stonebridge says of the 12-story building, which is the tallest light gauge structure in the world using this construction technique. “The biggest challenge was that we had to build the entire building, a high-rise complete with sprinkler system, et cetera, before tenants could move in.”

“It’s the first building in Cleveland to be occupied top and bottom at the same time,” Price says.

The Condominiums at Stonebridge feature 90 condominium units and 60 rental units with two levels of indoor parking. The building has two lobbies (one on Detroit and the main lobby on the Viaduct) and features a state-of-the-art fitness center with complete cardiovascular and weight training equipment as

well as sauna and shower facilities, party center with wet bar and business center with wireless remote. Condominiums have their own dedicated elevator and concierge service. Three elevators (ThyssenKrupp), including one for freight, service the building.

Materials used for the interiors are all natural hand-cut stone and maple cabinetry. Furnishings in public spaces are contemporary.

Stonebridge offers one-bedroom, two-bedroom and two-story penthouse luxury suites with luxury amenities like central heating and cooling, granite countertops and floors, all electric stainless steel appliances, Amish handmade maple cabinetry with display cabinets, granite vanities and tub surrounds, mirrored closets and en-suite laundry with stacked Kenmore washer and dryer. All suites feature spectacular views from floor-to-ceiling windows. Thick insulation buffers units from noise and a trash chute adds to convenience.

Condominiums at Stonebridge are customized to suit the individual owner, whether traditional or contemporary, unique room configurations

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and desired materials, finishes and amenities. Some owners have combined two units to create a larger living space. Some have added hot tubs to roof decks. Some have pets. With reduced interest rate financing, a 100%, 15-year tax abatement and reasonable prices (units range from \$170,000-\$500,000), the Condominiums at Stonebridge offer affordable luxury. Tenants and owners are comprised of young professionals and many empty nesters moving back into the city from the suburbs.

"We had to create a downtown housing market. The most successful part of the package are people who live here first," Corna says.

"We had to develop the neighborhood first. About 25% of those who rent here, buy here," Price adds.

The neighborhood continues to grow with the recent groundbreaking of Stonebridge Plaza. Construction is set to begin on October 1 with completion expected in early 2007. The Plaza will feature 60 condominium and 48 rental units as well as redevelopment of the former 180-year-old Cantina Del Rio Restaurant building into retail and office space. Included will be a 150-space parking garage.

This new luxury address will feature contemporary design with customized gourmet kitchens and stainless steel appliances.

Private balconies and penthouses with rooftop decks will offer sweeping views of Cleveland. In addition, access to Superior Viaduct Park allows for outdoor relaxation. The building will also offer amenities like concierge services, party and social rooms, conference rooms, a business center and state-of-the-art fitness center with complete cardiovascular and weight training equipment as well as sauna and shower facilities and a two-level heated parking garage. Other incentives are tax



BUILT TO SUIT Condominiums at Stonebridge are customized to suit the individual owner, whether traditional or contemporary, unique room configurations and desired materials, finishes and amenities.

abatement and reduced interest rate financing.

Dramatic walls of glass will differentiate Stonebridge Plaza from adjoining Stonebridge properties. The red brick Cantina building will

add a hint of the location's historical past, accenting the new contemporary construction. A 12-story atrium in the center of the structure will allow in natural light and a glass-backed elevator will add to the drama.



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GLASS HOUSE Dramatic walls of glass will differentiate Stonebridge Plaza (Phase Five) from adjoining Stonebridge properties.

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"This is our crown jewel," Corna says. "I approached it as a pure piece of architecture. I was able to do two things: One, I built the model ahead of time. Two, this is the first piece of architecture no one touched, nothing was changed. I worked on the design with Doug. The Cantina is like a jewel in a glass case. This is my most significant piece of architecture to date."

One of Price and Corna's longterm business supporters is Geoff Coyle, senior vice president at Colliers Ostendorf-Morris, the region's largest full-service commercial real estate firm. Coyle has been working with them for the past six years.

"Colliers and I have been fortunate to partner with Doug [Price] and Bob [Corna]," he says. "They are true visionaries. Stonebridge is a great example of the type of innovative development that will make the downtown area more attractive and inspire its growth."

"It's nice to have something in Cleveland that self-perpetuates itself," Price says. "We've become smarter as we move along. We understand the housing and rental market in Cleveland."

After all, K&D is the largest landlord in Cleveland with 9,000 units and is the largest downtown Cleveland landlord as well.

The team of Price and Corna are formidable as developers (financing their own projects 100%), architects and contractors successfully planning a common vision for Cleveland.

"Doug and I aren't done," Corna says. "This is just the beginning." **P**

The Detroit-Superior Viaduct: Cleveland's First High Level Bridge

By Nancy Loyan Schuemann

Today, only a short span of the Detroit-Superior Viaduct remains as a testament to its tumultuous past. The near miracle is that the bridge was ever built.

Crossing the Cuyahoga River had been a challenge since Cleveland's founding. Through the years, bridges utilizing rope, logs, pontoons and wood were constructed. Flooding swept most of them into Lake Erie.

The need for a permanent bridge, though, was met with controversy. Settlers east of the river were considered in Cleveland, those west of the river in Ohio City. Neither could agree on the location of a bridge and a "bridge war" erupted in June of 1836, with injuries and arrests. Two bridges, appeasing both sides, were built (the Center Street Bridge and the Columbus Street Bridge).

In April of 1870, J.F. Holloway, invited by east of the river residents, presented the idea of a high level bridge across the Cuyahoga River. In 1871, the idea was revived but the city didn't have the authority to approve the plan. A bill was drawn up and presented before the Ohio House of Representatives. The bill passed the house but failed in the senate.

On April 18, 1871, a resolution was adopted by Cleveland's City Council to appoint a committee to resolve communication between residents east and west of the river. West of the river residents wanted the bridge while those east of the river opposed it. A petition was presented requesting surveys, estimates and plans for a proposed high level bridge. Council member John Huntington, Vice President of the Cleveland Stone Co., introduced the resolution for the construction of the Viaduct and was a member of the construction committee. Public meetings were held assuring the

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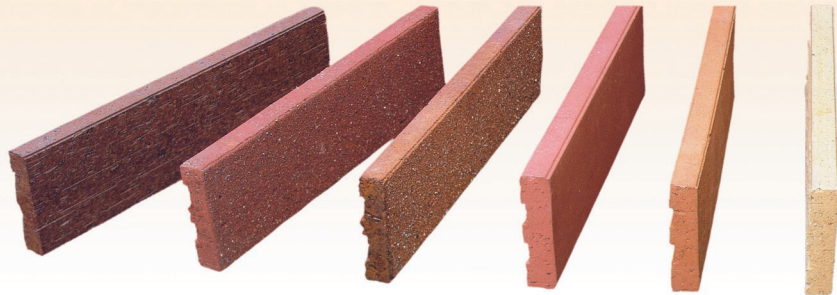
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citizens that tolls from pedestrians, streetcars and vehicles would make the bridge pay for itself.

In January of 1872, the Dennis Bill passed the Ohio legislature, granting the right to build the Viaduct. Later a provision was added to vacate part of the Ohio Canal in the City of Cleveland for the bridge's construction. In April the bill became law.

The proposed location of the Viaduct was at the corner of Merwin and Superior Avenue on the east with the intersection of Pearl and Detroit streets on the west. The question of whether to charge a toll was also raised. Approval of the location and issue of tolls was presented to the electorate. The election in April of 1872 resulted in 7,548 in favor with 2,623 opposed to the estimated \$759,328.78 project. A formal protest to the project was filed on January 28, 1873 claiming the cost as excessive.

An ordinance authorizing the issuance of bonds of \$117,893 for land for the Viaduct project came before Cleveland City Council and was soundly defeated. West of the river residents sent Council the signed petitions of 4,000 voters.

Finally, on October 7, 1873, the contract for the masonry construction was awarded to EW Ensign of Buffalo, the lowest bidder, for \$512,720.

In order to construct the Viaduct, three miles of the Ohio Canal bed had to be vacated and locks moved, and Cincinnati, Columbus and Cleveland railroad tracks lowered.

During construction, city council asked the legislature to authorize the collection of tolls once the bridge was completed but a toll was never collected. To pay for construction cost overruns, a bond issue was approved by voters.

The bickering between those living east and west continued. Those living east felt that taxes would be excessive to pay for the bridge. Those living west feared merchants would lose trade to the east side.

After four and a half years of objections, complaints and changes, the Detroit-Superior Viaduct was completed.

Ten arches of Berea sandstone supported the 3,211-foot long, 64-foot wide span. Masonry was 1,382 feet in length and 72 feet above the pile foundations that had a depth of 20 feet into clay. Pile, timber, and concrete were used.

The river section of the bridge operated on a rotating base and pivoted sideways for incoming tall masted freighters, an inconvenience to bridge traffic as boats passed beneath.

This draw span, in the middle, was 332-feet long and stood 68 feet above the water.

The total cost of the Viaduct was \$2,170,000.

On December 28, 1878 at dawn, the Cleveland Light Artillery fired a salute dedicating the Detroit-Superior Viaduct. A morning parade was followed by a gathering of dignitaries, guests and the governors of both Ohio and West Virginia at the Tabernacle. After many speeches, a banquet was held at Weddell House. The Viaduct was the first high-level passage from east to west.

In 1880, the West Side Street Railroad was given permission to cross the Viaduct. At the time, vehicles drawn by horses on metal



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tracks had traversed the downtown Cleveland business district.

In 1883, a special train carried 77 of the country's leading engineers, in town for The Society of Mechanical Engineers convention, on a tour of Cleveland, including inspection of the Viaduct. It was considered one of the country's remarkable engineering achievements.

Three decades later, though, the Detroit-Superior Viaduct had become a relic of the horse and buggy era. In 1918, the Viaduct was condemned and gradually dismantled, replaced by the new Detroit-Superior High Level Bridge, the largest double-deck, reinforced concrete bridge in the world at the time. It carried its first streetcars on December 24, 1918.

As the old Viaduct had lost its usefulness, it was torn down in 1922 except for seven Berea sandstone arches on the river's west side. They were unused until the '70s when a nonprofit organization, Viaduct View, was formed to restore the western end of the Viaduct and turn it into a park with a panoramic view of the Flats. By '79, Viaduct View had received grants totaling \$289,000 from Cleveland, Gund, and Mather foundations, the Community Development Fund and the Ohio Historic Preservation Society.

Though some beautification of the bridge was completed, safety (particularly the deteriorating rails) and drainage issues came about for which additional financing was needed and not secured. The city closed the bridge as a hazard.

Only when the Stonebridge development came about, was new life breathed into the structure. With a 40-year lease on the Viaduct, Stonebridge Management called in consultants and engineers. Repair and replacement of railings and landscape work was undertaken, transforming the Viaduct into a backyard park for residents and tenants of Stonebridge as well as the general public. Plans call for trolley cars to once again troll the bridge. Like the legendary Phoenix, the Old Detroit-Superior Viaduct is rising from the ashes sparked to life once more. **P**

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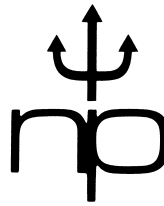
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The Life and Times of a Package Roof Top Unit

Optimizing mechanical systems efficiency with proper maintenance plans

By William R. Vadakin

This article is written to explain to owners of package/unitary gas electric air conditioning and heating systems also known as Roof Top Units or RTUs, the importance of maintenance and the life span of these pieces of equipment.

Role of the RTU service company

Twenty years ago, RTUs, like many of the automobiles and various other equipment we buy today, were built with heavier gauge steel, stronger components, solid state electronics, and overall built to last much longer than the equipment we buy today. Historically you could purchase and install this equipment and do very little maintenance and

they would last 15-20 years. Today that is not the case.

The manufacturers have, like in many other industries, realized that in order for the product to be competitive in the market, they must find ways to reduce the costs of production and increase the profit margin of the product. For this reason much of the equipment has lighter casing, fewer standard safety devices for preventing prime component failure, computerized circuit boards, less expensive components and more vulnerability to abuse.

For this reason, you, the end user must be prepared to have qualified personnel, not for maintaining but also repairing this equipment.

I often use the analogy of the automobile to explain to customers the challenges we as a service firm face. Twenty years ago, changing spark plugs, oil and filters was a “do-it-yourself” job for anyone who didn’t mind spending an evening and getting dirt under their nails. But with the cars we drive today, only a mechanic with the right tools can get the job done properly.

These products are mechanical pieces of equipment with moving parts and fairly technical components. Our technicians undergo continuous training on these units as we are called upon to repair them. We, in turn, must be able to diagnose the problem’s cause, not simply the

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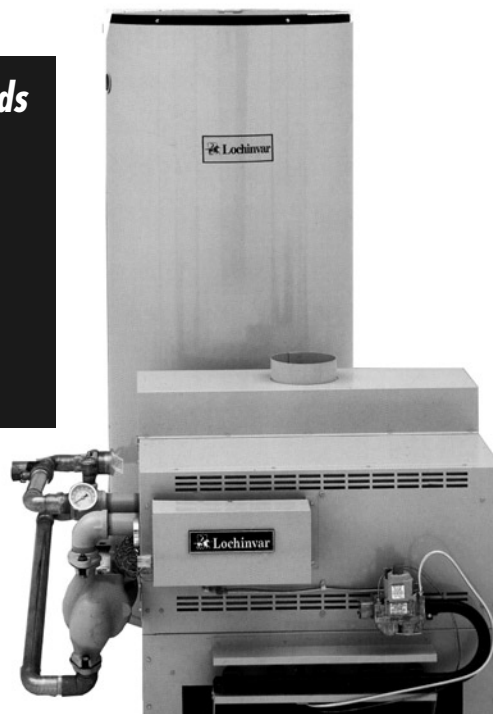
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effect of the problem but why did this component fail. We do this as a professional service organization to alleviate the problem from reoccurring in the near future and causing more headaches and expenses to our customers. Many times it is due to improper installation or improper application of the product, however more often than not it is due to improper or no maintenance of the equipment.

RTUs are probably the most commonly used and most commonly abused types of equipment in our industry. They are forced to work with plugged coils, rusty contactors and relays, failed fan motors, rusted heat exchangers, blocked filters, loose belts, etc. While many of these symptoms are caused simply by the fact that these units are installed on roofs and must operate with external conditions such as cottonwood, salt off freeways, dirt in the air, smoke from chimneys, etc., many of the conditions can be prevented by having an experienced person check out and properly maintain the equipment on a regularly scheduled basis.

Recommendations

We recommend to our customers the following general preventative maintenance. These are basic considerations to be given when you own a RTU. As your service organization we tend to modify them based on the application but the following are absolute "bare bones" maintenance.

1. Replace filters no less than twice a year
2. Replace belts no less than once a year
3. Replace rusted contactors and components immediately upon discovery. Do not try to lubricate them to get a few more days out of the component.
4. Always have a fused disconnect attached to your unit with prop-

erly sized fuses. Hopefully you will blow a \$10 fuse instead of a \$1,000 circuit board.


5. Lubricate all motors no less than once a season (heating and cooling) as the units are typically equipped with motors for both heating and cooling. The exception to this is RTUs that are for cooling only.
6. Check for proper refrigerant pressures and temperatures to determine proper system charge. (Note: The clean air laws prohibit any owner from knowingly venting CFCs into the atmosphere. If leaks are found in a

system they **MUST** be repaired or the unit must be shut down.)

7. Wash coils with coil cleaner to remove any dirt or corrosives that may be present.
8. Check gas line for leaks and repair immediately due to the eminent danger of explosion.

The numbers

RTUs are expensive to buy, install and maintain. Let this article serve as a courtesy to our customers to allow for the following inevitable circumstances. The equipment on your roof is an asset on your books; protect it! Budget \$500 to \$1000



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per year, per RTU under 10 tons to maintain it. This budgetary figure represents, inspections, filters and belts and in no way is "cast in stone" figure. It does not include major component failure and can usually be used for equipment that has been maintained since the day it was put on the roof and started. Needless to say, if the unit has not been main-

tained, you can often double or triple this number.

If the above maintenance has been performed regularly and the equipment has been maintained we have seen customers that are getting 17-20 years out of the equipment. Again, this equipment is 17-20 years old and was built under different circumstances. By today's standards we

are seeing the typical RTU last 10-15 years with proper maintenance. Once the unit reaches this point, we tell our customers that the units are living on borrowed time. They will start to have compressor failures, cracked heat exchangers, condenser fan motors and combustion motors fail, usually one after the other. By the time they put the money in repairs to the equipment, they could have purchased a new one.

We often tell our customers to start budgeting replacement costs five to 10 years in to the life of the machine. The average cost to replace a RTU is \$1500 per ton of air conditioning. This number does not include controls, ductwork, power, etc. This is not catastrophic for the customer that only has five to 10 tons of cooling in the building. For the customer who has 80-100 tons, it can be quite a shock. Planning ahead is critical, because if you have RTUs that are roughly the same age, you are far better off to replace them all at once and not have deal with continuous repairs to one unit after you just replaced another. Rest assured, they are all going to have the same problems at one time or another.

As a professional and reputable service organization, we have an ethical duty to be conscious of our customer's resources. The following is a brief list of ideas that can often save our customers some resources when analyzing operating costs.

Preventative maintenance

Like an automobile low on oil, or with a clogged air filter, your RTU does not operate efficiently under less than design conditions. Inefficient machines need more power to produce the same output. Simply keeping your equipment in optimal working condition can substantially lower your fuel bills.

Programmable thermostats

Simply put, you will reduce wear and tear, and save on fuel costs if the machine if it is not operating

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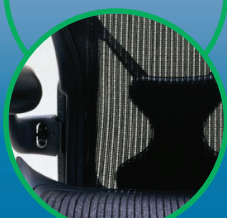
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when it does not need to be. Yes, the thermostats are expensive and often require some rewiring of the system, but they typically have a quick payback. The payback varies based on unoccupied time, fuel costs, efficiency of the unit, and what you have in place currently. If you are like many customers who have thermostats locked up, remember that while they cannot be readily adjusted, they also cannot be readily turned off. Many customers like to shut the circuit breakers off to the units at night. The only problem with this is that the building needs time to get up or down to temperature. Furthermore, there is a safety factor involved if the temperature gets too high or low. Think about this if your inventory (or even your plumbing) is temperature-sensitive.

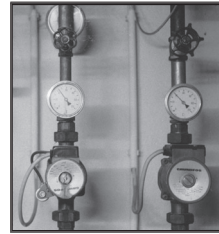
Hire the best

We see many customers spend too much money with people who do not know what they are doing. Would you rather hire someone who can diagnose and solve your problem quickly and pay a higher labor rate, or pay a lower labor rate for two to three times the amount of billed hours?

Purchase your own filters and belts

Buy these items yourself and have them all onsite and ready for installation. Like every for profit business, we do not sell our service or our parts at cost. There is time and resources involved in knowing what to buy, buying, receiving, storing, delivering and installing maintenance type material. (If you are a customer of Vadakin Refrigeration, we have on file a list of all of your materials. You have paid us to generate this list and it can be furnished to you at any time upon request.) **P**

Vadakin Refrigeration does not recommend any person outside of the employ of our firm attempting to take care of the above recommendations under any circumstances. Nor can Vadakin Refrigeration be held liable for any issues, which arise by attempting to do any form of work on your own equipment.



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Energy Saving Tips for Landlords

By William R. Vadakin

Hot water controllers

For owners of commercial and residential buildings, paying to heat hot water can be a large expense. But you can take advantage of the patterns of hot water usage. There are devices that record usage patterns and control the output of your boilers to match the demand from your building and to minimize unnecessary water heating.

Economizers

Many systems have built-in economizers that use sensors, controls and dampers to decide how much outside air to bring into the building. When working properly, these systems can save up to 10% of energy costs, but when they malfunction they can cost you just as much.

To ensure that your economizer is working, it should be tested at least twice a year.

Programmable thermostats

Heating a building through winter isn't cheap. A programmable thermostat can automatically operate your heating and cooling systems. When the residents leave the buildings during the days, the system can set itself back a few degrees. Then, in the evenings, the temperature will return to original levels. Many people with programmable thermostats don't even use the features – so if you have one, remember to set it.

Equipment efficiency

When was your furnace manufactured? How about the air-conditioner?

Units manufactured before 1993 are less efficient than contemporary models, and therefore use more energy to produce the same amount of heating or cooling. Depending on your current model, replacing your furnace or other equipment could save you up to 50% on your energy bill each month.

Duct sealing and cleaning

Gaps and holes in your air ducts leak air, and dirt and dust in ducts slow down the air speed. Have a professional check your air ducts, seal any holes and clean out any dirt. You'll enjoy the benefits of a more efficient and cost-effective system.

Duct insulation

Without insulation, ducts are just metal tubes carrying the heated or cooled air from the furnace to the vents. Along the path, the some of the heat is "leaked" through the duct metal. To get the same amount of heating to the rooms, the furnaces have to work harder. If the ducts are insulated, the heat won't get a chance to leak out of the system.

Clean coils

An air-conditioning unit with dirty coils is less efficient in two ways. First, it reduces the system's airflow, making it more difficult for air to circulate throughout the system. Secondly, it decreases the system's heat-transfer efficiency. The good news is that the coils can be checked and cleaned fairly easily by a trained technician with the right tools.

Change filters

Depending on the equipment and environment, filters should be replaced three to four times a year. Clean filters not only improve the



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quality of your building air, but they help protect downstream system components from dirt and dust.

Adjust belts

Like other motors, HVAC equipment motors have belts that transfer energy to the parts. If the belt is too loose, it will slip. If it is too tight, it puts excessive pressure on the bearings, increases wear-and-tear, and causes sooner failures. Belts are cheap to replace, but motors are not!

Roofing insulation

To make most efficient use of heating and cooling systems, make sure that the building is well insulated. This helps keep the heat in during winter and out during summer. Insulation options include cellulose or fiberglass (installed in attic in "blanket" and/or loose form) and foam board (installed under the roof covering).

Tubular skylights

Skylights provide a natural light source during days. But traditional skylights can increase heat-loss in winter or allow the sun to "cook" the room in the summer. Tubular skylights with dome tops can provide the same amount of lighting through, while conducting less heat (into or out of) the building.

Solar panels

Why not make use of a free and abundant energy source? Governmental grants, loans and tax credits paired with low maintenance solar panels, batteries and inverters, can yield a system cost payback over the life of the system.

Low-flow showerheads and faucet aerators

Using less water can significantly reduce water consumption and sewage charges. Low-flow showerheads can maintain the same water pressure while reducing volume of

water used. When taking showers, the difference may not be noticeable, but when you get your water bill, you'll see the results.

Low-flush toilets

One of the biggest water guzzlers in any building is the toilet. In traditional toilets, each flush cycle cost four to five gallons of water. The good news is that it isn't necessary to

purchase and install a new toilet to reduce water used. There are various products and accessories that can be easily installed to gain immediate water savings. These devices fall into three general categories: water displacement (water bag or bottle), water retention (toilet dams) or alternative flushing (early closure or dual flush). **P**

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Answers to common lighting questions

What's the easiest way for my company to cut our energy demand during Stage 2 and Stage 3 power emergencies?

Turn off unneeded lights. Most new buildings have "bi-level" switching, which means that all but the corridors and small spaces have two switches to control the lighting in a room. In most cases, you can turn off one of the switches and still have relatively uniform lighting. Use task lighting if additional light is needed at the tasks. Flipping that switch cuts your lighting energy in half. If you do it throughout the building, you can cut your demand by 15 or 20%. It's a no-cost way to save, and often it has no adverse effects on the occupants. Give it a try before the next power crisis hits.

If your company is really organized, put stickers on the switches that should be turned off when you need to save power. Also consider turning off or enabling power saving features of computers, monitors, printers, fax machines, copiers, and other office equipment.

Is there an inexpensive way that I can save a lot of lighting energy right away?

Of course, that depends on the type of building and hours of use. Here are a few of the easiest and least expensive ways to reduce energy consumption immediately:

1. In office buildings and other places where people work at desks, buy table lamps and equip them with compact fluorescent lamps. A

30 to 40 watt compact fluorescent produces about the same amount of light as a 150-watt incandescent lamp, and will produce over 50 foot-candles in an area near the lamp. Use light colored shades to produce ambient light. Then, use bi-level switching to reduce the overhead lighting system in the space. If you buy smart, the cost per employee will be less than \$100, and there is virtually no cost for electrical labor. Look for Energy Star Label for all CFLs to ensure maximum savings and performance.

2. Also consider buying motion sensor plug strips. These are plug strips with built-in surge protection that have a small motion sensor that is attached to an individual's desk or monitor. The motion sensor turns off



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task lights, the monitor, and other non-essential office equipment if the worker is away from their desk. Again, this can be installed easily at any time.

3. In hotels, homes and many other building types, screw in compact fluorescent lamps in place of as many incandescent lamps as possible. This may take some research and professional assistance to find the proper lamp, but it is now possible to screw in a dimmable lamp as well as many different types of non-dimmable lamps. Remember, the proper ratio of incandescent to compact fluorescent is between 3:1 and 4:1. In other words, each watt of compact fluorescent replaces between 3 and 4 watts of incandescent. Also, consider buying compact fluorescent adapters that permit you to replace the lamp without replacing the entire assembly in the future. Look for Energy Star Label for all CFLs to ensure maximum savings and performance.

4. Look for lights that can be turned off permanently or groups of lights that can be controlled by a time clock or photoelectric switch. For instance, in a space with a skylight, turn lights off by day. Have the control device installed by a qualified electrician.

5. Review maintenance and operating procedures of every property. Identify how energy use can be reduced through smart procedures.

When I am renovating a commercial building, should I upgrade to more efficient lamps and ballasts or replace the existing lighting fixtures?

The decision depends on your particular situation, which is discussed below. Renovations of buildings often involve numerous code issues, including Title 24, which will affect this decision. Your architect, engineer or contractor should be able to advise whether new lighting fixtures will be less expensive than retrofitting your existing lighting system.

Generally, if your renovations are modest and you are not changing your lighting system in any major way, most older lighting systems can be retrofitted to use less energy.

You should probably RETROFIT your lighting system if:

- The fixtures are not being moved and your architect or contractor recommends retrofitting the

fixtures in place. This may be due to cost savings or for seismic or asbestos management reasons.

- You have a relatively modern lighting system, such as parabolic troffers, that require simple cleaning and retrofitting of T-8 lamps and ballasts. Retrofit reflectors may permit delamping, which is often suitable and saves additional energy.

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• You have an open commercial or industrial lighting system that can be easily retrofitted in place. Because of seismic hangers and other issues, removing and replacing a fluorescent fixture is not quite as easy as it appears.

You should probably REPLACE your lighting system if:

• It is an old style lighting system, such as one with plastic lenses, that is no longer suitable for the use of the space. Modern office space with computers generally should be updated to either parabolic trofers or suspended indirect lighting systems, and the energy savings will often pay for the cost of the new lighting system.

• The existing lighting system is sufficiently old, worn, broken or damaged to warrant a new system. For example, in a 20-year-old troffer a retrofit should include a complete disassembly, replacement of lens, complete washing, new reflector and sockets, new wiring, new ballast, and new lamps. Often the cost of removing the fixture, proper disposal and a new fixture installed is less.

This is a common decision facing almost all building owners and managers. You should be able to obtain competent and effective advice from your architect, engineer, lighting consultant, contractor, lighting management company, or energy services company. Regardless of which you do, some utility companies may also offer a rebate if you reduce your lighting energy use. **P**

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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-Q0712020

BATTERY PARK CONDOMINIUM DEVELOPMENT

Cleveland, OH (Cuyahoga Co.) Detroit Shoreway

ESTIMATED AMOUNT: \$7 million

CONTRACTING METHOD: D/B Subcontracts

STATUS: Planning is preliminary; D/B to seek planning commission approval; bid schedule has not been determined.

OWNER: Battery Park LLC

1702 Joseph Lloyd Parkway

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D/B: Marous Brothers Construction

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(440) 951-3904 FAX (440) 951-3781

DETAILS: Convert former Energizer Battery Manufacturing facility into 300 condominium units; units will be a combination of Chicago-style, loft, single-family and townhomes.

PN-K1013005

BUSINESS PARK

Diamond Business Park

Mentor, OH (Lake Co.) Diamond Center Dr.

CONTRACTING METHOD: G.C. Subcontracts (By

Invitation Only)

UPDATE: Project is on hold until 2006.

DEVELOPER: Trask Properties Ltd.

9260 Progress Parkway

Mentor, OH 44060

(440) 352-1900

G.C.: JTO, Incorporated

6011 Heisley Rd.

Mentor, OH 44060

(440) 352-1900 FAX (440) 357-1855

DETAILS: 91 acres; 30 lots, office space.

PN-L0827074

PERFORMING ARTS CENTER

North Olmsted, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Announcing architect; C.M. SOQs received June 17, 2005; award to be made shortly; owner to seek November 2005 bond issue.

OWNER: North Olmsted School District

24100 Palm Drive

North Olmsted, OH 44070

<http://www.northolmstedschools.org>

(440) 779-3549

OWNER: City of North Olmsted

5200 Dover Center Road

North Olmsted, OH 44070



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DETAILS: Options include: renovate former senior center, renovate former library, renovate cabin in North Olmsted Park, construct new facility or convert existing middle school.

PN-Q0706004

RESIDENTIAL DEVELOPMENT

Cuyahoga Valley National Park
Brecksville, OH (Cuyahoga Co.)

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

STATUS: Planning is underway; developer seeking site purchase.

DEVELOPER: Granite Development LLC
18661 Comstock Circle
Middleburg Heights, OH 44130
(440) 234-9822

DETAILS: 12 single-family homes

PN-M1016020

COMMUNITY RECREATION CENTER

Mentor, OH (Lake Co.)

ESTIMATED AMOUNT: \$21-24 million

CONTRACTING METHOD: Public Bids

UPDATE: Planning is very preliminary; owner seeking funding; project is on hold.

OWNER: City of Mentor
8500 Civic Center Boulevard
Mentor, OH 44060
<http://www.cityofmentor.com>
(440) 255-1100

PRELIMINARY ARCHITECT: Braun & Steidl Architects
- Akron

1041 West Market Street
Akron, OH 44313
<http://www.bsa-net.com>

(330) 864-7755 FAX (330) 864-3691

CONSULTANT: Barker, Renker & Seacat Architects

2300 15th Street
Denver, CO 80202
(303) 455-1366 FAX (303) 455-7457

DETAILS: 62,500 SF recreation/aquatic center; leisure pool, competitive pool, track and weight-lifting room.

PN-P0525017

COMMUNITY CENTER EXPANSION

Beachwood, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$3,300,000

CONTRACTING METHOD: C.M. Subcontracts

UPDATE: Announcing architect and C.M.; bidding to advance shortly.

OWNER: City of Beachwood
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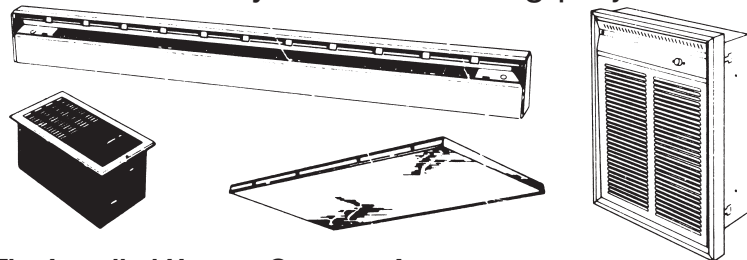
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CONSULTANT: City Architecture Inc.
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& Meister Road

ESTIMATED AMOUNT: \$870,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount, additional owners and architect; planning is underway.

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OWNER: Frontier League Baseball Club
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(618) 667-8000

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

OWNER: City of Lorain
200 West Erie Street
Lorain, OH 44052
<http://www.cityoflorain.org/>
(440) 204-2011 FAX (440) 246-2276

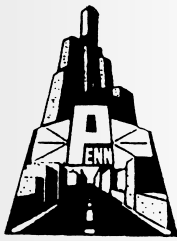
ARCHITECT: Arkinetics Inc. - Lorain
201 1/2 Fifth Street
Lorain, OH 44052
<http://www.arkinetic.com>
(440) 246-3100 FAX (440) 246-5017

DETAILS: Renovate existing ballpark to be a 4,000-seat minor league ballpark; offices, locker rooms and showers; constructed using recycled materials such as concrete, fencing and steel supports.

PN-Q0629029

RESIDENTIAL DEVELOPMENT

Twin Creeks
Independence, OH (Cuyahoga Co.) Hillsdale Road
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
STATUS: Developer seeking planning commission approval.



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DEVELOPER: Granite Development LLC
18661 Comstock Circle
Middleburg Heights, OH 44130
(440) 234-9822

ENGINEER: Fultech Consulting Engineers
9885 Rockside Road #130
Valley View, OH 44125
<http://www.fultech.net/>
(216) 524-9098 FAX (216) 524-3845

DETAILS: Eight acres; 12 single-family homes; wood frame, shingle roofs.

PN-Q0707068

RESIDENTIAL DEVELOPMENT

North Olmsted, OH (Cuyahoga Co.) Stearns Road & I-480

CONTRACTING METHOD: Developer Subcontracts
STATUS: Developer seeking planning approval; a bid schedule has not been determined.

DEVELOPER: Arbor Homes, LLC
P.O. Box 137
Grafton, OH 44044
(440) 458-5113

ENGINEER: Bramhall Engineering & Surveying Co.
37307 Harvest Drive
Avon, OH 44011
<http://www.bramhall-engineering.com>
(440) 934-7878 FAX (440) 934-7879

DETAILS: 5.6 acres; 12 single-family homes; wood frames.

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