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Turning on to Idea Center



KEN KRYCH

This month we bring you a wide array of features on many different types and sizes of projects. Our cover story on Idea Center was many months in the making and we would like to thank Turner Construction, Playhouse Square Foundation, Westlake Reed Leskowsky and URS Inc. for their help and cooperation in bringing to you this comprehensive piece on the latest jewel at Playhouse Square.

In addition, we focus on a unique project for the Akron Zoological Park: the recently opened Komodo Dragon education center, which combines dining spaces, reptile exhibits and educational resources under one roof. The center completes a series of additions and improvements at the zoo over the past five years.

We also provide an inside look at Precision Environmental's headquarters, which features some of the most impressive millwork I have seen to date.

Happily, I was introduced to Robert Maschke Architects, who recently renovated a fire gutted building on the west side into their new headquarters. The space is quite beautiful and unique, complete with an art gallery.

Lastly for October we bring you insights and advice from a variety of the top experts in the security and fire protection field.

We are proud to announce a special upcoming feature to celebrate the 125th anniversary of the Cleveland Engineering Society and plan a close look at this great association with some fun and historic facts.

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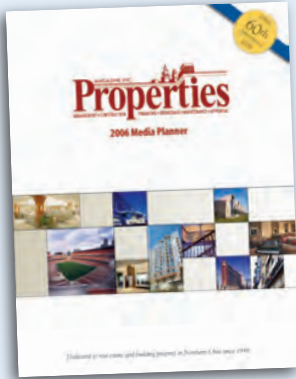


Properties Media Planner 2006

This time of year we receive a great deal of calls from individuals and companies who are planning their budgets and strategies for the upcoming year. We have included our new and revised "2006 Media Planner" in this issue as a convenience for you to review to contact Properties regarding both editorial and advertising opportunities for the coming year.

It will give you a very clear idea of who is reading Properties, our new and improved editorial calendar, as well as advertising rates.

We also wanted to announce the 60th anniversary of Properties, which we will celebrate in 2006. We will be sharing more information on our special anniversary issue very soon. You can also learn more by checking www.propertiesmag.com.



With a simple click of the mouse on the bottom right hand side of each page, the pages will turn ... or you can search by story in the table of contents, by page or by a single word search. You can also enlarge the typeface or any image for easy reading.

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We invite you to take a test run and email your thoughts or questions directly to

Properties is celebrating its own 60th anniversary next year and soon I will share with you our plans for a unique Anniversary Issue!

Last but not least, we are experimenting with putting the entire issue of Properties on the web in a dynamic PDF format utilizing a service called ePro.

We believe Properties is the first magazine in Ohio to convert an entire issue (August 2005) into such a readable, usable and flexible format online.

me at kkrych@PropertiesMag.com

Requested feedback:

1. What were your thoughts? Did you find it easy to use?
2. If you are an advertiser, how important is the "web link factor" to you?

Sincerely,

Kenneth C. Krych
Owner/Publisher

Letters

Thank you for wonderful article [on the 515 Euclid Ave. parking garage and retail building]! Our parking garage looks neat in your September [2005] issue.

Richard Fleischman
Richard Fleischman Architects

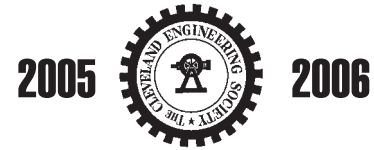
Thanks for the great article on the renovation of the Boy Scout Service Center [August 2005]. Positive publicity is always welcomed!

Kenn Miller
Director, Greater Cleveland Council of
Boy Scouts of America

Thanks! You've outdone yourself with [the September 2005 issue]!

John Nottingham
Nottingham-Spirk Design Associates

We welcome your feedback at Properties Magazine. Letters can be directed to kkrych@propertiesmag.com or by mail to Properties Magazine, P.O. Box 112127, Cleveland, Ohio 44111



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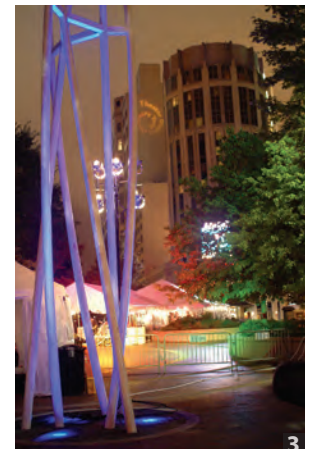
Highlighting notable industry events



59th Annual BOMA Greater Cleveland Clambake

A good time was had by all recently at BOMA (Building Owners and Managers Association) Greater Cleveland's 59th annual clambake held this year at The Manor in Euclid. Over 200 members and associate members enjoyed the great weather, food, door prizes and a 50/50 raffle. The raffle winner, Bob Wykoff of Jones Lang LaSalle, won the pot of \$250 and graciously donated \$50 back to the fund to be donated to the victims of Hurricane Katrina. Additionally, the BOMA Greater Cleveland trustees approved \$1,000 to be added to the pot. **P**

- 1 There was plenty of good food for everyone at BOMA's 2005 clambake
- 2 BOMA Executive Director Janice Parham and her husband Dwight
- 3 Victoria Morgan (left) and Joannie Neff (right) of BFI Karas Trucking Company soak up the sun with *Properties* publisher Ken Krych.



- 1 (Left to right) Jim Wickert, of Wickert Engineering, Laurene E. Smith, CEO of Satellite Data Ohio Inc., Leila Krych, Peggy Stout, of Arbor Industries, and Ingrid Halpert, CEO of Weiss Movers and Storage, spent the evening marveling at the many destinations of the Playhouse Discovery Tour.
- 2 (Left to right) Christine Zust, of Zust & Company, Jackie York, Theater District marketing & events manger and Tom Einhouse, executive vice-president of the Cleveland Playhouse Foundation, enjoy the festivities.
- 2 Live music, special exterior lighting effects and games at Star Plaza added to excitement of the evening.

Theater District Discovery Tour

Recently, more than 300 people took part in the latest Theater District Discovery Tour. The night began with food, music and martinis at Star Plaza. "A Toast to Success" included a Dance Showcase at the Palace Theatre and tours of the new Idea Center (full story, page 19), The Business Center and Vinea Wine Bar, Pease & Associates offices in the Hanna Building, Gallagher Sharp Attorneys offices in the Keith Building as well as an architectural scavenger hunt. **P**

Photo by Amy Weber



1 Robert and Debbie Darden, of The Darden Company in Warrensville Heights, enjoyed the evening and viewed the art and newly renovated center.



2 (Left to right) Architect for Nottingham-Spirk Innovation Center, Paul Volpe, of City Architecture, and Properties publisher Ken Krych enjoy the beautiful and creative festivities.

Nottingham-Spirk Innovation Center Tour, Reception

Nottingham Spirk Design Associates recently held an exclusive first peek at their spectacular new Innovation Center (Properties, September 2005) for the benefit of The Cleveland Institute of Art. Over 400 guests participated in the creation of an interactive work of art, complete tours of this tremendous facility and a lavish spread of food and drink. All proceeds were gathered to support The Cleveland Institute of Art's Scholarship Fund and its Industrial Design Department. **P**



Seminar speakers included (left to right) David Tavolier, partner and chair of Kahn Kleinman's Tax Practice Group; Dominic DiPuccio, partner and chair of Kahn Kleinman's Corporate and Securities Practice Group, Special Guest Jill Sicking, senior principal of Syndicated Equities; and Bruce Gaynor, partner and chair of Kahn Kleinman's Real Estate Practice Group.

Kahn Kleinman's "TIC Phenomenon" Seminar

Recently, Kahn Kleinman LPA held a special seminar event entitled "The TIC Phenomenon" at The Club at Key Tower. More than 125 business investors, CEOs, CFOs, real estate owners and developers attended to listen to the latest information from top experts on TICs and the evolving investment opportunities for 1031 participants.



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The Avenue District Slated for 2006 Start

Development agreement sets in motion \$200 million plus

By Ken Krych

After 40 years, action has been taken to develop the site on the corner of East 12th Street and St. Clair Avenue, originally part of the Erievue Development in the 1960s.

Mayor Jane L. Campbell, Chicago Mayor Richard M. Daley, Zaremba Companies President Nathan Zaremba and Ward 13 Councilman Joe Cimperman held a meeting at the site and announced plans for the three-phase development to begin in early 2006 with 44 townhouse units.

The Avenue District is expected to generate over \$5.5 million per year in new property taxes

City Architecture has been tapped to provide the architectural design. The cost of the units will vary from \$150,000 and up with an average of \$300 to \$350,000.

The Avenue District is expected to generate over \$5.5 million per year in new property taxes.

The development team sees the Avenue District as a way to:

- create 400-plus new for-sale vibrant, new, walk able downtown units taking advantage of the sites strategic location
- convert under-utilized land in downtown to a higher and better use by creating a critical mass of residents



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Courtesy Zaremba Companies

Signed, Sealed, Delivered Cleveland Mayor Jane Campbell looks on as Nathan Zaremba, president of Zaremba Companies, inks a \$200+ million agreement with the city to purchase city-owned parking lots along East 12th Street and St. Clair Avenue, creating The Avenue District, 400+ residential units, retail and green space downtown.

and energy that would support existing and create need for new retail opportunities

- attract more new homebuyers into Cleveland by providing comprehensive housing with unique designs, finishes and amenities at competitive sales prices
- Support and encourage more investment in other Near East site endeavors, such as the Tower Press Building, 1850 Superior Avenue and the Mueller Condominium project

Zaremba has built a reputation for building fine homes in the City of Cleveland, including Mill Creek, Beacon Place and the Villas of Woodhaven. **P**



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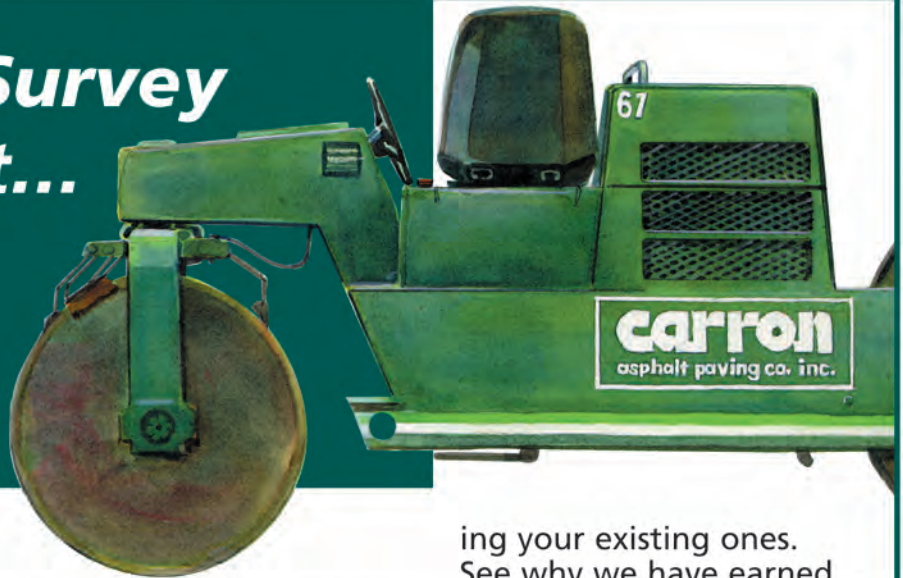
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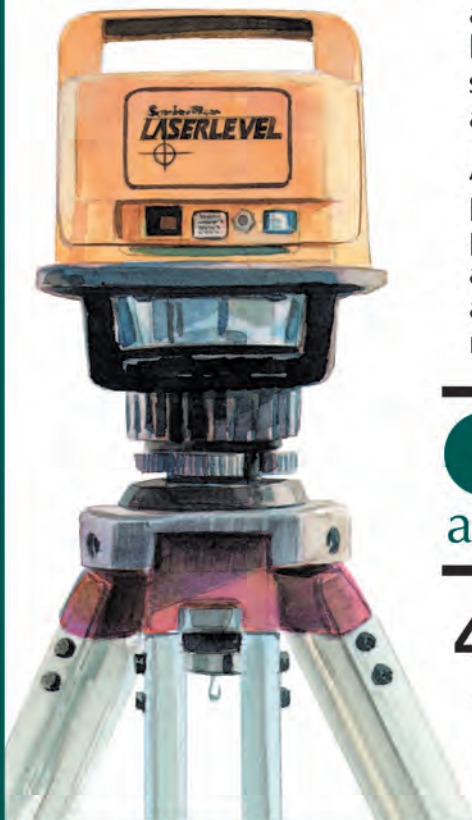
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August Construction Advances 2 Percent

At a seasonally adjusted annual rate of \$667.6 billion, new construction starts in August increased 2% compared to the previous month, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. The upward push came from nonresidential building, which continued to strengthen after its weak volume earlier in the year. The construction industry's other two major sectors, residential building and nonbuilding construction, were essentially unchanged in August. During the first eight months of 2005, total construction on an unadjusted basis was reported at \$434.4 billion, a 7% gain versus the same period a year ago.

The August statistics lifted the Dodge Index to 201 (1996=100), up from a revised 197 for July. In the second quarter of 2005, the Dodge Index averaged 191, while the first quarter averaged 181.

"The early reading for the third quarter showed construction starts still on a rising trend, prior to September and Hurricanes Katrina and Rita," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "In the near term, that rising trend will be dampened by the disruption caused by Katrina and Rita, as the impacted areas in Louisiana, Texas, Mississippi and

Alabama focus on cleanup work. Going into next year, construction activity will get a boost from rebuilding efforts in the Gulf region. However, a major uncertainty for the broader U.S. construction market is what effect the hurricanes will have on the price and availability of building materials. Nonresidential building in recent months had picked up the pace, following its lackluster performance at the outset of 2005 related to the re-evaluation of projects in the face of higher costs. Further increases in the price of materials will make it more difficult for nonresidential building to maintain the improving trend

that seemed to be taking hold during the spring and summer."

Nonresidential building

Nonresidential building in August rose 6% to \$181.5 billion (annual rate). Gains were reported for most of the commercial and industrial structure types. The long-depressed manufacturing plant category soared 192%, due in large measure to the start of a \$900 million semiconductor fabrication plant in Arizona. If this large project is excluded from the August data, the manufacturing plant category would still be up



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24%, while total nonresidential building would be unchanged from the previous month (instead of the 6% increase). Hotel construction in August jumped 39%, led by the start of a \$125 million hotel tower in Las Vegas, Nevada and a \$112 million hotel expansion in Seattle, Washington.

The office building category registered a 10% advance, helped by the August start of the \$165 million Federal Reserve Bank building in Kansas City, Missouri and a \$60 million corporate headquarters in Dallas, Texas. Store construction in August also climbed 10%; in contrast, warehouse construction for the month fell 17%.

On the institutional side of the non-residential market, the educational building category grew 3%, as August included the start of eleven high school projects valued each at \$30 million or greater. The public building category (detention facilities and courthouses) increased 17%, while both churches and amusement-related projects posted 3% gains.

On the negative side, healthcare facilities dropped 27% from an exceptionally strong amount in July; even so, August did include the start of four large hospital projects in these locations: Downey, California (\$150 million), Cincinnati, Ohio (\$93 million), Toledo, Ohio (\$90

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million) and Bolingbrook, Illinois (\$85 million). New starts for transportation terminals were down 37% in August.

Residential building

Residential building, at \$381.2 billion (annual rate), was up 1% in August. Multifamily construction jumped 21%, aided by the start of several large apartment projects plus the continuation of this year's boom in condominium development.

August included fourteen multifamily projects valued at \$50 million or greater. Of the fourteen, five were located in New York City, four were located in Florida, two were located in Las Vegas, Nevada, and the remaining three were located Jersey City, New Jersey; Portland, Oregon, and Philadelphia, Pennsylvania.

Single family housing in August slipped 3%, retreating from a July that was the strongest month so far this year.

"Single family housing remains on track to establish a new record high in 2005, but this market may now be starting to settle back from the robust activity shown earlier in the year," Murray says.

The cost of financing is still supportive – the 30-year fixed mortgage rate averaged 5.8% in August, up only slightly from the 5.7% for July.

"At the same time, the surge in homebuyer demand related to the sharp rise in home prices could now be nearing a peak and demand will likely be

August Construction Contracts for Cleveland Area

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

| | 2005 | 2004 | Percent Change |
|-----------------------|---------------|---------------|----------------|
| Nonresidential | \$112,237,000 | \$94,049,000 | +19 |
| Residential | \$137,393,000 | \$156,371,000 | -12 |
| Total Building | \$249,630,000 | \$250,420,000 | 0 |

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

| | 2005 | 2004 | Percent Change |
|-----------------------|-----------------|-----------------|----------------|
| Nonresidential | \$807,158,000 | \$771,713,000 | +5 |
| Residential | \$995,656,000 | \$1,078,752,000 | -8 |
| Total Building | \$1,802,814,000 | \$1,850,465,000 | -3 |

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

dampened by faltering consumer confidence in the face of higher energy costs," Murray says.

By region, August showed this pattern for residential building – the Northeast, up 11%; the West, up 4%; the South Atlantic, up 2%; the Midwest, down 5%; and the South Central, down 7%.

The 7% increase for total construction during the first eight months of 2005, compared to last year, was the result of the following performance by major sector – residential building, up

12%; nonbuilding construction, up 7%; and nonresidential building, down 1%.

While nonresidential building over the January-August period was still behind last year, the gap in the year-to-date statistics has narrowed considerably during the most recent three months.

By geography, total construction in the January- August period of 2005 reflected this pattern – the South Atlantic, up 10%; the West and South Central, each up 9%; the Northeast, up 8%; and the Midwest, unchanged from last year. **P**

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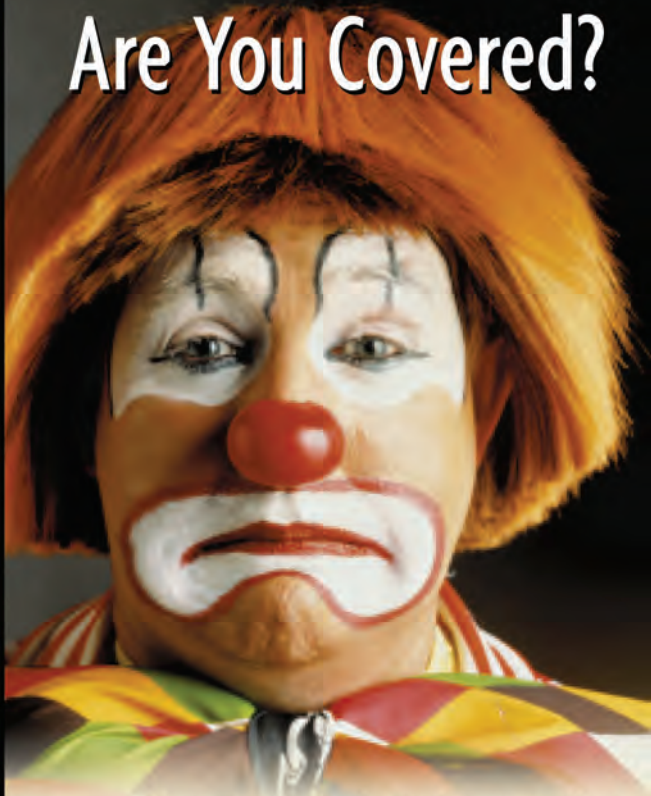
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On the local front, BOMA Greater Cleveland has played a key role in the development of the City of Cleveland Downtown Evacuation Plan and is active in the Euclid Corridor Transportation Project and the Cleveland Inner Belt Study Scoping Committee. The organization is equally active with suburban members and their specific issues.

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optional event in January, the much-anticipated Office Building & Industry Trade Show in May, the annual Golf Outing in July, an activity-packed Clambake in September and the Annual Business Meeting, Awards & Installation Luncheon in November. In addition, general membership meetings held throughout the year focus on timely topics such as AED awareness, a briefing on terrorism and security and numerous building tours.

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The benefits of BOMA membership far outweigh the cost of joining. From the Group Purchasing Plan to networking and everything in-between, a BOMA Greater Cleveland Membership is a wise investment for you and your building.

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"The benefits of BOMA membership far outweigh the cost."

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Collaborative effort results in shared home for ideastream, Playhouse Square Foundation

Story by Mark Watt • Photos by Jim Maguire & URS



Shortly after Cleveland-based public broadcasting stations WVIZ/PBS and 90.3 WCPN merged to become ideastream in 2001, the resulting multiple media organization began hunting for a site for its new headquarters. With several studio and office locations situated throughout the Cleveland area, it sought to centralize operations. This would take advantage of the possibilities afforded by the merger, allowing the organization's television and radio arms to efficiently share and enhance its combined resources. For ideastream, the benefits of synergistic relationships wouldn't stop there.

Although the organization was initially looking into pursuing new construction, discussions with Playhouse Square Foundation steered its sights toward One Playhouse Square at 1375 Euclid Ave. The nearly century-old building, which had been mostly vacant for decades, required extensive updates, but its centralized location in the heart of the city's downtown Theater District made it a highly desirable target.

For years, the Playhouse Square Foundation had planned to create an arts and education center on the first

of One Playhouse Square's seven floors, according to Tom Einhouse, vice president of Playhouse Square Foundation Management Company LLC. With ideastream interested in moving in, the foundation determined that it was ready to make its own plans a reality.

While the two nonprofit entities worked together on developing ideas for renovating the building, the original approach was one of parallel development.

"The original idea was that they'd have their space and we'd have ours, and we would each have our program and

budget," Einhouse says. "Paul Westlake with the architectural firm Westlake Reed Leskosky drew plans for the original programs. But then, we looked at ways with Paul and his firm to combine our programs to save areas and costs. This became the solution."

As ideastream Chief Operating Officer Kit Jensen explains, there was a moment of realization during a discussion between members of both organizations; Playhouse Square and ideastream had each included a multifunctional theater in plans for their respective spaces.



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LIT UP The elevator lobby features a translucent plastic scrim lit from behind by LED light generators. The ColorBlast™ wall slowly changes color every few minutes.

“We learned that we had some of the same needs for such a space,” Jensen says. “And we thought, why not combine our ideas into one? There was more to gain for both organizations if we joined together.”

Neither Playhouse Square nor ideastream would need constant access to theater space anyway, Einhouse adds.

“We thought that surely we could blend our plans together and share space as needed,” he says. “The idea of sharing resources just grew from there.”

Before long, the organizations realized they could share not just the theater but also numerous classrooms, reception areas and versatile studio spaces.

Today, as a result of the partnership, the newly opened Idea Center at Playhouse Square is a uniquely integrated facility, highlighting the possibilities of a relationship that is as practical as it is creative. By sharing physical resources, both nonprofit organizations have access to more resources at a smaller cost than otherwise possible; overlapping usage of space brought the original plans for 140,000 square feet of space down to 90,000 square feet, which Westlake says

resulted in combined savings of \$5 million to \$7 million. At the same time, as arts and education are central to both organizations, the programming possibilities afforded by joining forces will have immediate and far-reaching positive implications for the organizations and their audiences.

Supporting cast

Two separate architectural firms were involved in the \$42-million project. URS Corporation, a San Francisco-based firm whose local offices now reside on the building’s 5th and 6th floors (see *Properties*, May 2005), handled the design of the building’s core, all structural components and the renovation of the building’s exterior, as well as the building’s entry sequences on Euclid Avenue and Dodge Court. Westlake Reed Leskosky, with Principals Paul Westlake and Ronald Reed managing the project, developed the design of the shared studios, theater and the tenant fit-out on the first two floors and lower level of the building, comprising the new 90,000-square-foot Idea Center.

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A Brief History of 1375 Euclid Ave.

The seven-story structure at 1375 Euclid Ave. was originally designed by Walker & Weeks, the noted Cleveland architectural firm whose work included such area landmarks as Cleveland Public Library, Cleveland Public Auditorium and Severance Hall. Predating those structures, the building now known as One Playhouse Square was built in 1912 as a home for home furnishings department store Kinney & Levan.

The structure was expanded with a northern addition in 1932 and in the following years would be developed into the corporate offices of Stouffer's.

In the '50s, the building would also become home to radio station WJW, where famed disc jockey Alan Freed became the first to say the phrase "rock 'n' roll" on-air.

Despite its rich history, the building had grown obsolete and largely vacant as the end of the century neared, and in 1999 the property was donated to Playhouse Square. —*MW*

Playhouse Square, the architects confirmed the feasibility of incorporating combined spaces into the design as well as the plausibility of updating a historic building to support the requirements of modern, state-of-the-art technologies.

"There was no template for this type of project," Westlake says. "It's the first time anything like this has ever been done — the convergence of two public entities into a shared broadcast and performance complex — so one of the main challenges was overlaying the operational and physical needs of the formerly separate television and radio organizations into plans for the space and then overlaying that combined entity with the needs of Playhouse Square."

With Turner Construction acting as general contractor for the project, demo-

lition began in September of 2002 with construction starting in November of 2003. All structural work was completed by the end of 2003 with the balance of the contracted work continuing through the summer of 2005 for a September opening.

Built on an idea

Approaching Idea Center at Playhouse Square from its main entrance along Euclid Avenue, visitors are immediately met by elements representing Idea Center's mission of education, cultural enrichment, discovery and innovation.

At night, the building's terra cotta façade, which was restored by VIP Restoration under contract with Turner Construction, is lit by a series of theater-style lights above the entryway;

the programmable lighting system allows washes of color to move across the exterior in a simple and subtle sequence.

Moving closer, visitors are met with two large glass storefronts that frame views of activity inside.

To the right is a street-front dance studio, which will be used primarily for professional rehearsals and masters classes.

To the left is Studio Two, which is equipped for television and radio broadcasting.

"The idea here is that what you see from the street pulls you in," Jensen says.

Christopher Diehl, vice president and director of design with URS, explains that part of his firm's goal was to restore the original proportions of the exterior and create a clean, simple proscenium into the spaces inside, much like a stage.

"We considered that feature as the building's Today Show moment in that passersby will be able to view live radio and television broadcasts from outside, as well as dance rehearsals in action," Diehl says.

Inside the common entryway, a corridor leads past glass walls that peer into the flanking studio spaces; providing versatility, one large section of the western wall can be slid open to provide entry into Studio 2 for special events.

A mezzanine overhead, which originally was used to showcase furniture when the building was occupied by a home furnishings department store in

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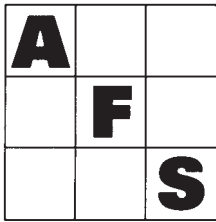


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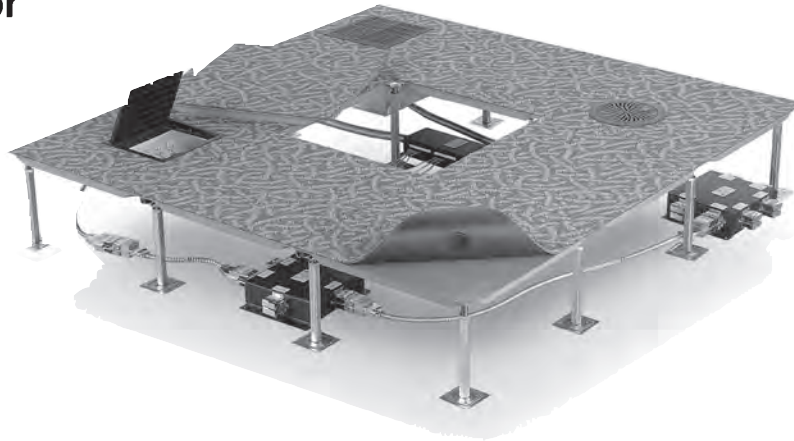
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BALANCING ACT Just above the entry corridor (left) is a remnant of the building's past. A mezzanine space (right), originally used to showcase furniture when the building was occupied by a home furnishings department store, was converted to house a fire control center.

the early 1900s, has been converted to house a fire control center. Just ahead along the corridor is an elevator lobby, which now features a translucent plastic scrim lit from behind by LED light generators. Like the uplighting outside, the ColorBlast™ wall slowly changes color every few minutes.

“When elevators arrive on the floor, sections of the surrounding wall are lit green,” Diehl says. “The area was designed playfully to give you a destination as you [move along the corridor] but at the same time not compete with the studio spaces on either side.”

Center stage

From the elevator lobby, the corridor continues and opens to a central concourse. Within this spacious section of the building are a reception desk along the western wall, a stainless steel grand staircase and a visitors' resource center. Along the eastern wall is a series of studios, beginning with KeyBank Studio, which has been designed for high-quality audio recording and will host ideastream guests for performances and discussions.

These studios, as well as all others in the facility, benefit from specialized acoustical engineering. Large HVAC

ductwork, allowing large volumes of air to move slowly and thus quietly, and double-glazed glass wall systems reduce audio interference. Studio floors rest on their own individual slabs, so that even if a heavy camera rig is rolled along a corridor outside of a particular studio, no sound will bleed into the studio spaces.

Although the studios are devoted for high-quality recording or broadcasting use, all spaces within Idea Center have been provided with plug-and-play audio-visual connections, allowing the ability to easily broadcast from anywhere within the building.

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Just ahead is the multi-functional, 300-seat Studio One, which is the sole piece of new construction in the facility.

“One of the biggest challenges of the design was that broadcast studios typically require a large open space for full functionality, not a space filled with columns,” says Ronald Reed, principal with Westlake Reed Leskosky. “As it was a loft building with columns placed at a close grid, we needed to figure out the best way of working around them throughout the structure. There was a need for a large, column-free studio and theater. Our solution was to take advan-

“We made probably one of the most complicated studios in the country.”

Jack Kellogg
Turner Construction

tage of an open notch near the middle of the building. We filled in the notch with a brand new, wide open black-box studio.”

Accessible from the building’s first, mezzanine and second floors, Studio One is designed to accommodate anything from television programs and educational classes to live theater and dance recitals. Supplementing fixed balcony seating is a series of versatile, movable banks of theater seats.

“We made probably one of the most complicated studios in the country,” says Jack Kellogg, project manager for Turner Construction. “For one example, television cameras require rigid floors while performers need to have flexible flooring, and both needed to be accommodated. Throughout the building, the flooring is very customized, utilizing isolated slab construction for acoustic isolation in the broadcast studios and a spring floor system in the streetfront dance studio.”

Into the light

Beyond the first floor entrances to Studio One and a series of editing suites is a large, open newsroom for WVIZ/PBS & 90.3 WCPN ideastream. The northern wall of the newsroom features large



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Amy Weiser Photography

MODERN MOVEMENT Within the central concourse is a stainless steel grand staircase, allowing movement between the three floors comprising Idea Center.

windows, allowing generous amounts of natural light into the space.

“When we arrived, vertical corrugated metal siding on the exterior was covering most of the windows,” Diehl says. “There were 12-foot by 15-foot bays that had been reduced to 3-foot by 5-foot windows. We were happy that we could get that siding removed and have the façade restored. There’s wonderful daylight in the here now.”

Idea Center’s second level consists primarily of administrative offices, most of which are situated at the southern end of the building.

“There’s a democratization of light,” Jensen says. “The building is long and narrow which meant that natural light was limited, so we tried to move people to the ends of the building. The control rooms and studios are mostly located in the center of the building where there is no natural light. You wouldn’t want natural light in those settings anyway.”

Moving down

Offering access to Idea Center from the north is the Dodge Court entrance, opening to the building’s lower level. From this entrance, visitors walk past windows looking into a series of broadcast radio studios as well as the technology core.

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ART IN ACTION A dance studio (above) and a broadcast studio flank the Euclid Avenue entrance to Idea Center, allowing passersby to view live activity inside. “We considered that feature as the building’s *Today Show* moment,” says Christopher Diehl with URS Design.

While technology cores in most buildings are typically situated “out of sight and locked up like a fortress,” Einhouse says, Idea Center’s technological infrastructure is put on display and lighted so as to bring attention to it.

“It fits the goal of transparency and education that can be seen throughout the building,” he says.

Near the technology room is a loading dock, accessible from an alleyway to the west. While there was originally a full elevator shaft in the vicinity of the docks, it was determined that there wasn’t a need for another elevator system in the building. So instead of updating the elevator, it was replaced with a new lift to transport materials between the ground floor and the first floor.

“That decision was a bit of value engineering that saved at least \$100,000,” Kellogg says.

Situated on the southern end of the ground level are educational rooms focused on Playhouse Square’s arts and education services. Several of the rooms have been optimized for video con-

ferencing with specialized lighting and technology systems. The video conferencing systems, in tandem with other broadcasting capabilities, allow teachers

“To bring these organizations together into a landmark building on the most important street in Cleveland is a hopeful sign for the area.”

Paul Westlake
Westlake Reed Leskosky

and students located offsite to take part in educational programs remotely.

Updating the infrastructure

As a major component of the project, the building’s infrastructure has been dramatically updated, which was no small feat considering the age of the building and the demands of modern technologies, Diehl says.

Due to the extraordinary requirements of ideastream’s multiple media services, the brand-new technology infrastructure is complex but has been designed for easy access.

“We had to be flexible enough with our design to allow the building to be an armature that could take on future needs and demands and a lot of that is in the cable and wire management,” Reed says. “We were working with a systematic distribution of cable guided from the dense technology core in the center of the building and branching out like arteries to the surrounding areas.”

Voice, data and power cables – more than 22,000 miles of them, Westlake says – are circulated throughout Idea Center, some exposed with cable trays and runs on the ceiling level and others hidden from view using 30,000 square feet of specialized access floors.

“The access flooring allows for quick access to the voice, data and power cables below, so future adjustments to the systems should be made easier,” says



SYNERGY CENTRAL By sharing physical resources, Playhouse Square Foundation and WVIZ/PBS & 90.3 WCPN ideastream have access to more resources at a smaller cost than otherwise possible.

Dave Carbone, of Hudson-based Access Flooring Specialists, LLC, which provided the flooring.

Idea Center was also outfitted with new elevators, plumbing and HVAC systems. With a pair of generators and updated electrical systems, Idea Center is equipped to be powered 24 hours a day without interruption.

Green screen

Adding to the complexity of the project, each facet of the design and construction was viewed from a conservational standpoint, as ideastream and Playhouse Square are seeking Leadership in Silver level certification by the U.S. Green Building Council's LEED (Leadership in Energy and Environmental Design) rating system.

"It was very important to our organization and our constituency to support the idea of sustainable building practices," Jensen says. "Idea Center is actually part of the pilot project for the LEED for Commercial Interiors program [LEED-CI], which was new when we began our planning for the project."

Practices employed to gain points in the LEED-CI grading system, which is focused on tenant fit-outs of rented spaces in office, retail and institutional buildings, included the use of recycled or otherwise ecologically responsible materials, from carpeting and ceiling tiles to steel doors and frames.

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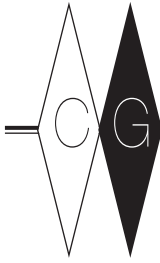
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vibrant manner, using inexpensive materials in an interesting way," Westlake says. "It's a great model for a recycled building in the city."

Innovative Financing

"Financing for the project was done very creatively," says Michael Taylor, president of National City Community Development Corporation, which was senior loan component in the deal and structured the financing with Huntington, KeyBank and Sky Bank acting as participating lenders. "We had to be very innovative in pulling it together."

A key to the deal was that the team "was able to get equity through historic tax credits and conservation easements," says Martin Rodriguez, vice president of Investment Real Estate at National City Community Development Corporation.



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“Without that equity, the project didn’t work,” he says.

“Any time you do a renovation of an older building, costs typically exceed the value of the property,” says Bob Sawitzke, senior vice president of KeyBank Real Estate Capital. “You have to find a balance between the cost and value, and you do that through tax credits and conservation easements as well as additional equity.”

Of the project’s \$42 million price tag, \$27.4 million needed to be raised by ideastream and Playhouse Square. To raise this money, ideastream and Playhouse Square conducted a joint capital campaign drive in 2002 that pulled in checks from major Cleveland entities and personalities, such as Peter B. Lewis, Parker Hannifin Foundation, KeyCorp, the George Gund Foundation and the Kresge Foundation.

Curtain call

While the synergistic partnership of Playhouse Square and ideastream is still in its early stages with a multitude of programming possibilities yet to be discovered or implemented, the newly completed Idea Center is “a wonderful example of what’s possible with such a creative collaboration,” Kellogg says.

Einhouse agrees, noting that for him the adaptation of One Playhouse Square stands as a key accomplishment.

“As vice president of the Cleveland Restoration Society in addition to my role with Playhouse Square, I’ve heard a lot of people say, ‘Tear down the old,



Courtesy Kevin Reeves Photography

OPEN TO ANYTHING Studio One, a newly constructed space capable of seating up to 300 guests, is designed to accommodate anything from television programs and educational classes to live theater and dance recitals, as well as special events.

build new,” Einhouse says. “[Idea Center] is a perfect alternative to that kind of thinking though. The building was constructed in 1912 but now houses a state-of-the-art technology and multiple media center. It’s a pretty astounding transformation.”

Westlake points out that the pairing of Playhouse Square, the second largest performing arts organization in the country, with ideastream, the greatest provider of distance learning in the state of Ohio, is a powerful combination.

“To bring these organizations together into a landmark building on the most important street in Cleveland is a hopeful sign for the area,” Westlake says.

In a similar way, Diehl sees the success of the project as a foundation for the future of the area.

“Early in the project, it was a question of, ‘how do you take this drab and nearly empty 91-year-old building and turn it into a state-of-the-art technology center?’” Diehl says. “To see the result of everyone’s work here is pretty amazing. And in my mind, it doesn’t stop here. I look at this as almost a microcosm of the city of Cleveland. Can the approach used at Idea Center be translated to other projects in the city or for the city as a whole? Although I’m an eternal optimist, I’d like to say the answer is ‘yes.’” **P**

Proud to be part of the team for the Idea Center at Playhouse Square project



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Robert Maschke Architects Gives 6421 Building Modernist Makeover

Story and Photos by Ken Krych

The building at 6421 Detroit Avenue had been vacant for many years. Built in the early 1900s it was home to many tenants, the last being a restaurant before a fire gutted the interior.

Robert Maschke realized it still had potential and has converted it into an art gallery, 1point618, and the new headquarters of his firm, Robert Maschke Architects (RMA).

He also is aware that with the projected change to the West Shore way, the area will open up to more development and growth.

The 3,500-square foot building is two stories with a basement. Extensive demolition had to be done on the interior due to the fire. The results are stunning.

Maschke's five-person team works on the second level, which has a unique and enclosed yet open space connection to the adjacent building, which he also owns. It also allows more natural light into the east side of the design studio.

Basically keeping the existing façade, RMA restored the entryway to its original character and design during the eighteen-month construction schedule.



HARMONY HEADQUARTERS Robert Maschke displays the 1point618 art gallery on the first floor.

The first floor level encompasses 1point618.

“Combining an art gallery and a studio is a passive way for RMA to market its architecture through various gallery events,” Maschke says. “This was a natu-

ral progression as the firm has always sourced art for its clients.”

The gallery's name comes from the Greek word 'Phi' (1.618) which means 'harmony' and the number signifies the 'DNA of Nature.'

The space includes a kitchenette and a white Italian marble restroom facility. Robert Maschke Architects incorporated black porcelain tile from Italy for the flooring while keeping the core light and open.

“RMA wanted to convey in the design basic materials in their pure state,” he says.

Maschke intends to have four exhibitions per year, striving to exhibit high quality art. The first was held on July 30th with more than 300 attending to view the work of critically acclaimed Greek artist Christos Koutsouras.

An open steel staircase leads to the second floor open loft studio and architectural library with views to the gallery below.

Maschke, a graduate of Kent State University, has worked with some top architectural firms such as Gaede-Serne Architects, Inc. and Richard Fleischman Architects on such projects as The Center For Contemporary Art, North Coast Harbor Design Guidelines, and the Gateway Master Plan.

He also spent six and a half years as Chief of Design for CMHA, working on over \$400 million dollars worth of work before deciding to start his own firm in November of 1997.

Maschke describes his style as elegant-modernism and is currently exploring Blob Architecture, which is architecture of more organic, structural shapes using computers to create three-dimensional models. Additionally, Robert Maschke Architects maximizes the use of computer technology as projects have been designed and coordinated between the Cleveland studio and satellite studios in Columbus, Ohio and Jining, China.

“RMA has clients from Florida to California, from Spain to China, and with today's communication... one can be anywhere while still being creative and productive,” he says.

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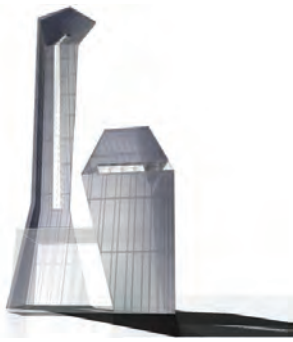
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Rendering courtesy Robert Maschke Architects

SLEEK SIGHTS A rendering of the outdoor plaza connector for Cuyahoga Community College East showcases Mashke's elegant modernism architectural style.

Robert Maschke has traveled extensively, working on projects in Italy, China and Spain, and has toured parts of Vietnam to gather information on the upcoming Saigon Plaza, a 20,000-square-foot combination restaurant and marketplace which is currently under construction at West 54th Street and Detroit Avenue.

"Most of my work is by referral," Maschke says. "RMA cultivates clients by being responsive to their needs. The firm's projects are like our children. It is a process of learning, energy and collaboration."

Current and future projects

Currently, the firm is also working on Swingos Grand Tavern in Avon Lake, which is scheduled to be open next spring, and the restoration of the old Franklin Castle into the Franklin Castle Club, a planned sophisticated private club with off-street parking.

Robert Maschke Architects is also working on an upscale, three individual unit housing development on West 54th Street called the "Residences of Kings Hill" that is sited on three acres. Plans call for a modern and urban design with a two and a half-acres area set apart to create a passive park setting. The residences range in size from 3,500 to 5,500 square feet each.

Another large project in the early design stage is an outdoor plaza and connector for Tri-C Eastern Campus. Taking on the role as co-developer as well as architect, Maschke is also working on the projected conversion of the Euclid Shore Cultural Center into 60 condominium units and live/work spaces. Marous Brothers Construction has been tapped as the builder. **P**

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KEYS TO THE KINGDOM

SUSTAINABLE BUILDING PRACTICES NATURAL FIT FOR NEW AKRON ZOO EDUCATION CENTER

BY MARK WATT • PHOTOS BY DAVID BARNHARDT

Although they spend much of their time just lying around and people-watching, the recently moved-in tenants at Akron Zoological Park's newest facility seem content in their new surroundings. Those tenants, including two Galapagos tortoises, five Chinese alligators and two Komodo dragons, are now showcased as permanent endangered species exhibits at the new 35,000-square-foot Komodo Kingdom education center, which also includes an interactive exhibit hall and a cafeteria for visitors.

Fitting with the zoo's mission to educate visitors not just on wildlife but also on humankind's impact on the natural world, the \$9.3 million building was designed and constructed with environmentally conscious materials and practices, such as geothermal heating and cooling system, a storm water runoff basin and the use of an abundance of recycled building materials.

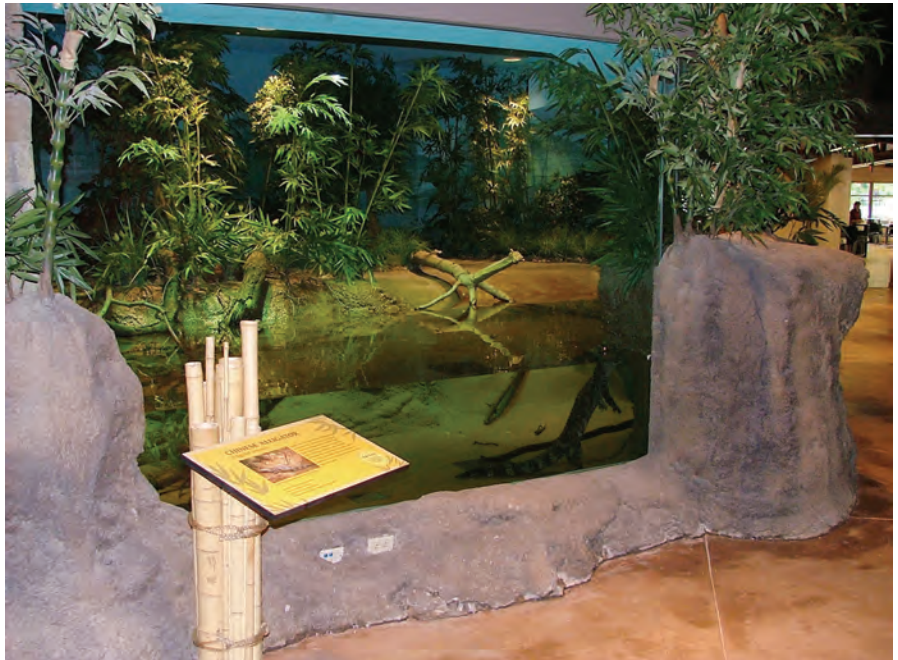
"Komodo Kingdom is the first truly green building here at the zoo," says Linda Troutman, the zoo's vice president of communications.

The zoo is now seeking Leadership in Energy and Environmental Design (LEED) certification for the facility, which was designed by TC Architects, Inc. and constructed by Welty Building Company, both of Akron.

BUILDING ON CHALLENGES

The design of Komodo Kingdom began in the fall of 2002 with drawings finalized and the project bid in the spring of 2004, according to Susan Allen, project architect and interior designer with TC Architects, Inc. and a LEED-certified green designer. Construction began that summer under the direction of Welty Building Company and was completed this September for an October 1 public opening.

Designing for a zoo environment presents unique challenges, Allen says, noting that TC Architects' work on the Legends of the Wild project last year was the firm's first experience in building for zoological animals.



THICK-SKINNED The Chinese alligator exhibit includes one-inch thick, laminated and tempered impact-resistant glass, utilized to withstand 2,500 pounds of blunt force.

"In a zoo environment, you need to design for a wide range of users, from the animals themselves to visitors, young and old," Allen says. "We have to take into account what the typical kid in a stroller will be able to see and move up from there. It's an exciting challenge to focus on how you show the animals to the public while also meeting the needs of the animals themselves. And when you're designing for animals, there is a very narrow margin for error. It's a lot more complicated than designing for humans. If you and I are cold, we can put more clothes on or take our jackets off, but animals cannot."

As Troutman explains, the Komodo Kingdom exhibits were particularly challenging as they house reptiles.

"Reptiles can't regulate their body temperature, so support systems are essential to their overall health," she says.

Although Welty has been involved with projects at the zoo for a decade, starting with Tiger Valley which opened in the mid-'90s, this project was challenging from a building standpoint as "every zoo project is unique since all of the animals have different needs," according to Chief Estimator Jim Regan.

"The zoo's goal to pursue LEED certification with Komodo Kingdom presented its own set of challenges as well," Regan says, noting that to achieve points on the LEED certification's scale, the project team kept sustainable practices in mind during each stage of construction, from the selection of locally manufactured materials through the disposal of waste products. "We're confident that the goal will be achieved."

A CLOSER LOOK

Located along the southwestern border of the zoo's property along Edgewood Avenue, Komodo Kingdom educational center is accessible by foot from the park's main concourse or by vehicle via a parking lot reserved for school busses and other special visitors.

The main pedestrian entrance opens to a landscaped outdoor dining area, seating 140, and then into an indoor dining area, seating 130, all part of the Komodo Kingdom Café, with its kitchen situated inside. The indoor dining area features a tall, vaulted roof with visible trusses and pressed wood, recycled content beams.

Beyond the dining area is the center's



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SUSTAINABLE SYSTEMS The facility's five boilers are assisted by a geothermal heating and cooling system, which includes 64 vertical wells filled with water and glycol.

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living exhibits area, with fully enclosed habitats for the Chinese alligators and Komodo dragons and a partially enclosed habitat for the Galapagos tortoises. Both the Chinese alligator and Komodo dragon exhibits feature one-inch thick, laminated and tempered impact-resistant glass, utilized to withstand 2,500 pounds of blunt force.

Interior environments incorporate artificial plants and gunite (a concrete mixture that is sprayed on for the illusion of natural rock), as well as pools. Heat lamps, specially selected for their ability to operate in humid conditions, are located in heat and moisture tolerant, plaster EIFS (exterior insulation and finish systems)-built ceilings. Ground surfaces of the environments are kept warm by an in-slab heating unit.

Behind the Chinese alligator and Komodo dragon exhibits are access-restricted holding areas for the reptiles, allowing handlers to have private access for feedings or to administer medical care. Heavy-duty, steel caging is used for the Komodo dragon holding area and cost-efficient, aluminum-dipped chain-link fencing is utilized in the Chinese alligator holding area. Pools in each area can be filled with water when needed. Guillotine shift doors, controlled by cables and pulleys, allow handlers to provide passage for the reptiles.

Across from the exhibit areas is a large exhibition hall that features a horizontal climbing wall and is also home for

traveling exhibits, arranged as a series of learning kiosks, which will change every few years.

“The kiosks in the exhibit hall offer a lot of hands-on opportunities,” Troutman says. “[Currently] there are workshops where you can design environmentally conscious automobiles or eco-friendly clothing. The whole area is focused on how humans’ everyday choices have an impact on the world in which we live and how we can make choices to improve our environment. Since [Komodo Kingdom] incorporates so many examples of green building, that focus on being environmentally conscious is illustrated in the building as a whole too.”

The building’s lower level incorporates further educational resources, primarily for visiting schoolchildren. Three classrooms, with seating for up to 30 students in the smallest room and up to 50 students in the largest room, are available to schools and community groups on a reservation-only basis. A research library and holding areas for the zoo’s community outreach animals are located nearby.

Also situated on the lower level is the facility’s utilities room, containing two boilers for domestic water and three boilers for the pools in the exhibit area. All five boilers are assisted by a geothermal heating and cooling system.

Comprising the geothermal system are 64 vertical wells, located beneath an asphalt parking lot southwest of the building, that reach approximately 350 feet down, deep enough to where the earth is at a constant temperature of about 55 degrees Fahrenheit.

“The wells are bundled into groups of eight and topped with a global positioning system [GPS] device so that we



DIVERSE MENU In addition to its reptile exhibits and various educational spaces, the facility also includes the Komodo Cafe, which provides the first indoor dining space at the zoo.

can find them if the zoo ever needs to make adjustments,” Allen says. “Each bundle of eight is filled with water and glycol and pumped in and out of the building.”

By having a consistent temperature of 55 degrees as a base point for heating and cooling, the boilers don’t need to work as hard as they otherwise would to heat or cool down the interior of the building, Regan says.

SEEKING LEED CERTIFICATION

Pointing toward LEED certification

In addition to the building’s geothermal heating and cooling system, a variety of additional sustainable building practices were utilized in the design and construction of Komodo Kingdom, Allen says.

The building, which was constructed of masonry, concrete and steel with a standing seam metal roof and some areas of flat rubber roofing, incorporates

a minimalistic design, with little in the way of artificial coverings or ornamentation.

“We tried to leave much of the guts of the building open,” she says. “Not only is the amount of materials minimized then, which is important conservation-wise, but it also encourages educational curiosity. Visitors can look up at the ductwork and visually follow where it goes.”

Part of the design approach is that “the materials are what they are,” Allen says, noting that some of the floors in the building are simply colored, sealed concrete with recycled content.

“The innovative design strategies that were incorporated, such as the geothermal heating and cooling system and the humidity control sequence, allowed the mechanical systems to meet the zoo’s desire for sustainable design while at the same time working within the visual parameters of the architect,” says Joshua



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NATURAL GROWTH

Komodo Kingdom education center is the latest in a series of new exhibits at the Akron Zoo, all part of a five-year expansion project begun in 2000. Among the other new offerings:

2001

New Parking Lots

The new lots at the zoo holds up to 300 vehicles.

2002

Wild Prairie

River otters, prairie dogs & bald eagles reside in the American prairie-themed exhibit.

2003

Barnhardt Welcome Center

Providing a new entrance to the Akron Zoo, the welcome center includes a gift shop, public restrooms & a guest service area.

Lehner Family Zoo Gardens

A butterfly maze & bunny yard are included for children in the landscaped gardens, which include fountains, native wildlife & hundreds of flowers & other plants.

Penguin Point

Underwater viewing areas bring guests face to face with penguins at this exhibit, which includes Humboldt penguins, an endangered species that finds its natural home in warm water, South American locales.

2005

Legends of the Wild

The largest expansion project in the zoo's history, Legends of the Wild encompasses 16 exotic exhibits, featuring sika deer, llamas, lemurs, fruit bats, hyacinth macaws & more.

Roehm, P.E., mechanical project manager with Scheeser Buckley Mayfield, Inc. "This enabled the Akron Zoo to have a truly intriguing building, both from an aesthetic and a building systems standpoint."

Troutman notes that the zoo should become the first LEED-certified building in the Akron area; the certification process takes a year to complete.

"As conservationists and people who educate others about conservational practices, we felt it was important to set an example of how to be energy responsible," Troutman says. "This was the first facility where we had enough information in advance for us to plan for green. Going back and changing a building out is much more difficult than incorporating those practices into new construction. As this is an education center, we felt this was a perfect opportunity for us to pursue green building practices."

STEADY EVOLUTION

As the latest new construction at the zoo, Komodo Kingdom is the culmination of a \$38 million capital expansion and the first phase of a three-part master plan developed in 1999 with a scheduled completion in 2020.

"The zoo is operated as a private, nonprofit organization that is run by a board of trustees," Troutman says. "In 2000, the zoo went before the voters for a countywide property tax to support the master plan and it passed. That capital improvement levy brought in

roughly \$30 million and those funds, coupled with private donations, paid for the projects. We made promises and we're proud to say that we delivered on those promises."

The list of completed projects includes the Southwest-themed Wild Prairie exhibit, the Barnhardt Welcome Center, Penguin Point and Legends of the Wild, the latter of which opened in May and showcases more than 380 exotic animals, including jaguars, snow leopards, Andean condors and lemurs.

The park also boasts new parking facilities, a new concession stand and support areas for incoming animals, which are required to be quarantined for 30 days before going on exhibit.

"This first phase has been particularly productive," Troutman says. "Within the past six years, the zoo has built 36 new animal exhibits and its collection has increased from 400 to more than 700 animals, reptiles and birds."

With the new Komodo Kingdom educational center now open, the Akron Zoo has even more to offer visitors. Beyond the reptile exhibits, the new facility offers the first indoor dining available in the zoo and its educational offerings have been significantly enhanced, Troutman says.

"From the Akron Zoo's standpoint, we are very mission-driven," she says. "We want to provide a great place where people can get close to wildlife and which provides a great deal of educational opportunities. We are also very concerned about being environmentally friendly. We're proud to say that

Komodo Kingdom makes a great statement for each of those three goals." **P**





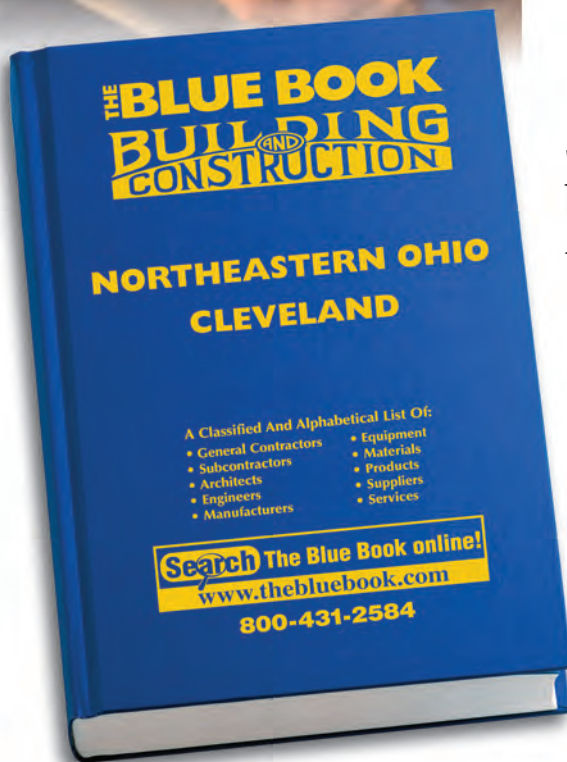
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Local Roofing Manufacturer Delivers Hurricane Relief

W.P. Hickman Systems, Inc., a manufacturer of premium roofing and waterproofing products located in Solon, recently initiated a program to deliver supplies to areas in the South worst hit by Hurricane Katrina. Hickman is shipping materials to hospitals that suffered roof damage in a coordinated effort to repair or replace those roofs and return the facilities to a functional state as quickly as possible. While doing so, it is also working to deliver supplies that will help victims.

Whenever a shipment of material is scheduled for areas of Mississippi, Alabama, Louisiana or Western Texas, Hickman tries to find room on trucks to load water and other needed supplies.

The humanitarian program is the brainchild of President/CEO Dave D'Anza.

"Our goal is to deliver much needed aid into the area without adding stress to the already massive relief effort," he says. "We accomplish this by topping off loads of material already earmarked for delivery into the area with donated items. By doing so we can provide vital resources to the victims without tying up limited access into the area with extra shipments or burning unnecessary fuel."



HELPING HANDS Employees join the aid effort for Biloxi Regional Medical Center (in Mississippi) as the first shipment of roofing material and bottled water is loaded.

Courtney Behm, sponsorship chair (Gilbane Building Company).

Wausau's Regional Manager Expands Territory

Merle Glaser, Wausau Window and Wall Systems' regional marketing and sales manager, has expanded his territory. He will continue to work closely with Wausau's architectural representative Michael Augustine to service Ohio, northern Kentucky and northwestern Pennsylvania.

Part of Wausau's regional sales management team for 16 years, Glaser directs and supports the company's representatives providing glazing contractors, general contractors, architects, consultants and building owners with commercial window and curtainwall systems for new construction and renovation projects.

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SMPS Northeast Ohio Announces 2005-2006 Board

The Northeast Ohio chapter of the Society for Marketing Professional Services (SMPS) recently announced its directors and committee chairs for the 2005-2006.

The Board of Directors includes Nicole Nashar, president (Kahn Kleinman, LPA); Jeff Dentzer, past president (Donley's Inc.); Patrick Robbins, president-

elect (Sanctuary Software Studio); Kim Niro, secretary (ThenDesign Architecture, LTD); Brett Neff, treasurer (R.E. Warner & Associates Inc.); Linda Koch, board member at-large (ka architecture); Margaret Boswell, board member at-large (Thorson-Baker & Associates, Inc.); and Jennifer Wahl, board member at-Large (Collins-Gordon-Bostwick Architects).

Committee Chairs include Margaret Boswell, program

co-chair (Thorson-Baker & Associates, Inc.); Allison Copeland Levine, program co-chair (Schmidt Copeland Parker Stevens); Laura Franks, student outreach chair (Donley's, Inc.); Linda Koch, liaison chair (ka architecture); Diana Kole, membership chair (Donley's, Inc.); Kathy Bast, public relations co-chair (KS Associates, Inc.); Corwin Thomas, public relations co-chair (The Staubach Company); and



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Diane Featherston

Featherston has joined Realty One Real Living's Amherst Office. The announcement was made by Amherst Office Manager Liz Concar.

Featherston joined the Amherst Office in May. She is a member of the National

Association of Realtors, the Ohio Association of Realtors, and the Lorain County Association of Realtors. Northern Ohio Regional Multiple Listing Service and the Fireland's Multiple Listing Service and the American Society of Quality.

Early West Side Homes Projects Completed

Community leaders and stakeholders recently celebrated the completion of the West Side Homes project with a ribbon cutting ceremony at The Bank Building, 6503 Detroit Ave. The West Side Homes project is an \$8.6 million rehabilitation of four historic apartment buildings – in the vicinity of

Cleveland's Ohio City and Detroit-Shoreway neighborhoods – creating 52 units of affordable housing. The project also included the renovation of seven storefronts for commercial space. The buildings include the Miller Building, 3200 Lorain Ave.; the Clinton Building, 3607 Clinton Ave.; the Bank Building, 6503 Detroit Ave., and the Dehner Building, 1403 West 65th St.

The City of Cleveland awarded the development project \$940,000 in Housing Trust Funds for construction costs and tax abatement at 100% for 12 years. The city also awarded two of the development projects – the Miller Building and the Bank Building – \$50,000

in Cleveland Storefront Renovation Program Rebate Funds. An additional \$300,000 in lead hazard control funds was awarded to the project through Cleveland's Department of Public Health.

The West Side Homes project began in 2002 with acquisition of properties and financing. Construction began in September 2004. The ribbon cutting celebrated the completion of the finished housing products – the preservation of two affordable housing buildings, renovation of two vacant/dilapidated buildings, and 38 replacement housing units for Carver Park.

Rental prices per month range from \$50 to \$425 for

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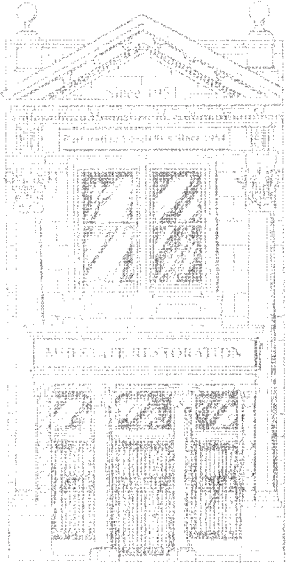
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market rate units. One- and two-bedroom units are available.

The general contractor was Marous Brothers Construction, the project architectural consultant was City Architecture and the historic consultant was McQuillin & Associates.

NAWIC Selects Founders' Trophy Winner

Toni Walker, of Construction Employers Association, won the National Association of Women in Construction (NAWIC) Founders' Trophy Award for the second year in a row. The Founders' Trophy award recognizes the member of NAWIC who has recruited

the most members during the past year. Walker received her award at NAWIC's 50th Annual Convention in Grapevine, Texas in September for recruiting 16 new members. This is the fifth Founders' Trophy awarded to Walker, a member of NAWIC for 17 years. At the convention, she was also awarded her sixth gold star for recruiting an additional group of 18 members within a three-year period.

NAWIC was founded 50 years ago by 16 women working in the construction industry and now has a membership of approximately 5,800 with close to 200 chapters in the United States. NAWIC also has international affiliates in Australia,



Toni Walker

Canada, New Zealand, South Africa and the United Kingdom. Presently there are seven chapters in Ohio. The Cleveland Chapter #156 was founded in 1968 and currently has 104 members. This is the only women's association that unites all phases of the construction industry.

Howard Hanna Smythe Cramer Names Associate Manager

Kristine M. Burdick has been named associate manager of the Akron office of Howard Hanna Smythe Cramer. In her new role, Burdick, who has been a respected member of the real estate industry since 1991, will work with Vice President and Branch Manager William P. Askin in leading the day-to-day operations of the company's Akron office. The branch, regarded as among the top in the company, has approximately 72 Realtors.

Burdick has been honored by the company as a mega-million dollar producer and has been recognized by the Realty

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BILLBOARD

News about people, products, places & plans

Alliance as being among the top 5% of all Realtors nationally. As a real estate agent, Burdick, recently elected as Vice President of District 3 of the Ohio Association of Realtors, has earned the company's Quality Service Award for being recognized by her clients for providing outstanding real estate service. In 2002, she was named REALTOR® of the Year in the state of Ohio.

The new associate manager joined Howard Hanna Smythe Cramer in 2004, after being with Realty One.

Introducing the Chaplin Block Company

Chaplin Block Company, a new concrete block manu-

facturing company, recently opened its doors in Bedford Heights.

"We are very excited about the formation of our company," President and Founder Scott Chaplin says. "We are looking forward to providing dealers, contractors, owners and architects with our quality line of products."

The Chaplin Block Company offers a full line of concrete masonry products, including normal-weight, medium-weight and light-weight concrete block. The company also offers a full line of custom color split-face and smooth colored masonry units. The Chaplin Block Company has innovative ideas for new products that they will be introducing as



Chaplin Block Company

they finish up their research and development, Chaplin says.

"We have some exciting new concepts to bring to our Ohio market," Chaplin says.

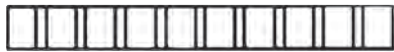
"We have a great team with a lot of experience, but at the same time we have new ideas

and new energy to bring to the industry," says Director of Production Bob James.

Chaplin Block will bring sales leadership back to the industry, Chaplin says.

"We are poised to revitalize our industry by bringing many innovative products

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| \$1,025,000 <i>Land Development Avon, Ohio</i> | \$1,000,000 <i>Garden Apartment Norwalk, Ohio</i> | \$675,000 <i>Office Condominium Elyria, Ohio</i> |

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to our local marketplace," Director of Operations Ryan Staats says. "We are building our company around a strong set of core values and our line of time-tested masonry products. And we are adding creative concepts to move our industry forward."

The Chaplin Block Company is located at 26481 Cannon Road in Bedford Heights. Chaplin, James and Staats can be reached at 440.786.8508 and would welcome your call. Chaplin Block Company's order line is 440.786.8939.

Garland Company Opens New Training Facility

The Garland Company, Inc., a manufacturer of



Cleveland Mayor Jane Campbell (right) tours the Garland facility.

high-performance roofing solutions with headquarters on East 91st Street in the heart of Cleveland's inner city, recently celebrated the opening of its new Soliday Center training facility.

"The new center includes state-of-the-art audio and video equipment and a new

application lab, allowing our sales representatives, contractors and other members of the Garland team new opportunities for classroom and hands-on learning," says Scott Craft, director of recruiting and training for Garland. "With this new facility, Garland can continue to aspire to ever-higher levels of training."

The center is named in honor of Elmer Soliday, one of the seven men who helped revitalize the new Garland in 1974. Prior to his death in 2001, Soliday had been with the company 27 years, most recently as its director of training.

With 109 years of history in Cleveland, the company was particularly

gratified by an August 23rd visit by Cleveland Mayor Jane Campbell, who shared her enthusiasm for Garland's decision to expand its operations within the city, stating, "Entrepreneurship is key to the success of any community. Businesses such as The Garland Company support this city through the creation and retention of jobs."

According to the company's director of engineering, Mike Huber, Garland currently employs 88 people at its Cleveland location.

"It is our people have who have fueled our outstanding company growth," Huber says. "Annual sales growth has averaged nearly 15% for the last few years."

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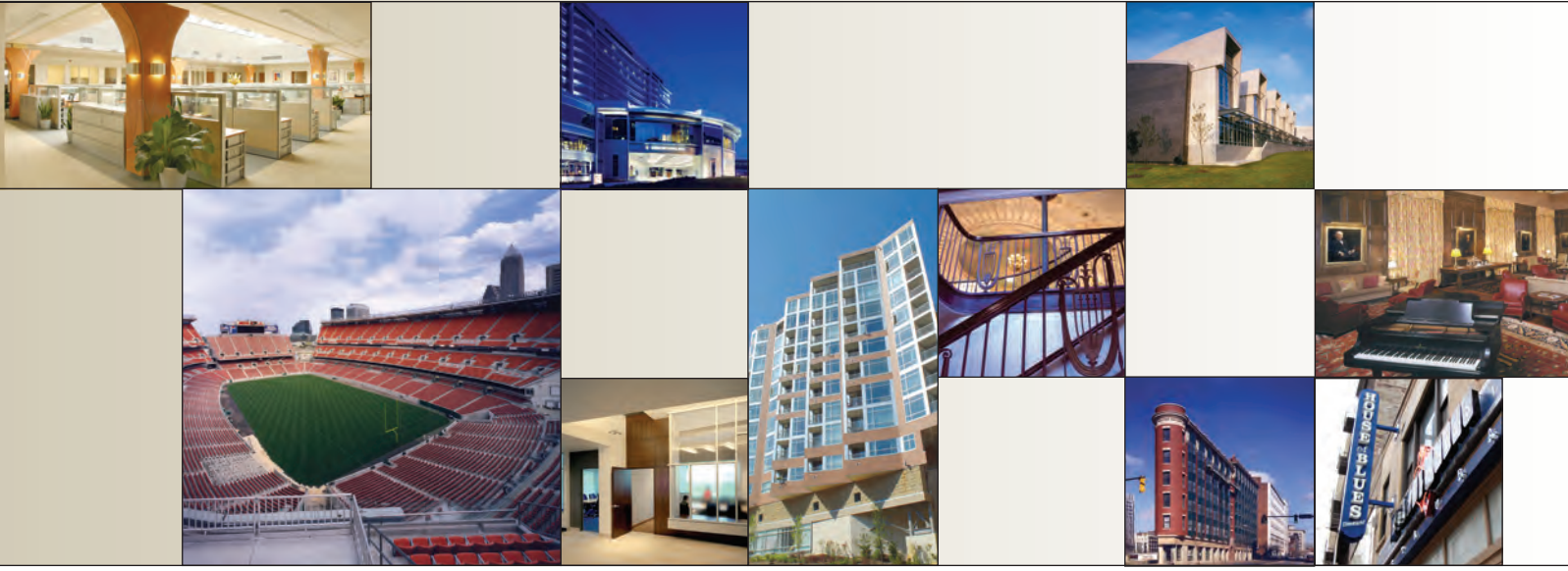


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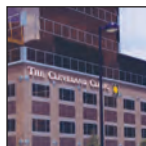
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 - Home Builders Association (HBA)
 - North Coast Building Industry Association (NCBIA)
 - Cleveland Area Board of Realtors (CABOR)
 - Northeast Ohio Apartment Association (NOAA)
 - National Association of Industrial & Office Properties (NAIOP)
 - Cleveland Engineering Society (CES)
 - Construction Employers Association (CEA)
 - International Facilities Managers Association (IFMA)
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| 1/2 Page | \$395 / \$942 | \$335 / \$885 | \$297 / \$832 | \$260 / \$783 |
| 1/3 Page | \$300 / \$705 | \$250 / \$667 | \$205 / \$632 | \$185 / \$599 |
| 1/4 Page | \$250 / \$585 | \$205 / \$556 | \$170 / \$530 | \$150 / \$506 |
| 1/6 Page | \$199 / \$473 | \$150 / \$357 | \$120 / \$285 | \$95 / \$226 |
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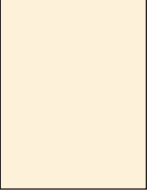
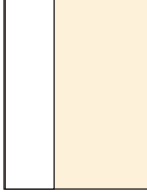
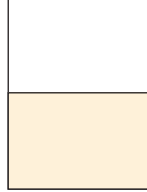
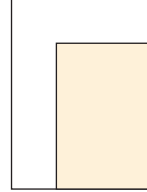

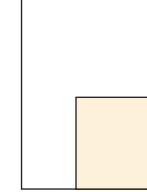
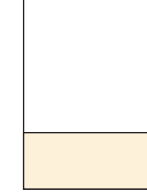
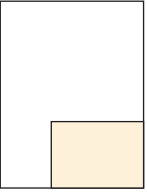
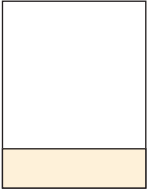
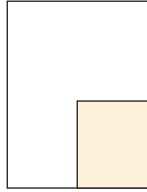
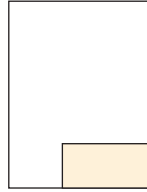
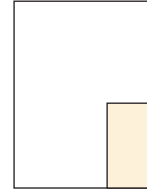
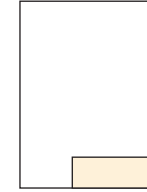
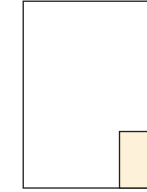


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*Note: Full page ads can contain bleed at no extra cost. Specifications are as follows:

Live area: 7.625" x 10.25" (7 5/8" x 10 1/4") • Trim: 8.375" x 10.875" (8 3/8" x 10 7/8") • Bleed: 8.875" x 11.375" (8 7/8" x 11 3/8")

Mechanical requirements

Properties accepts ads designed in the following electronic formats: Adobe Acrobat PDF (with all fonts and images embedded); Adobe Photoshop; and QuarkXPress (containing EPS or TIFF image files and Adobe Type 1 fonts). Sorry, we cannot accept ads in Pagemaker format. Colors must be converted to CMYK (or grayscale if ad is b/w). Properties Magazine operates in a Mac OS X and Mac OS 9.2 environment, but can accept PC files in most instances.

Design assistance

Basic ad layout is covered in the advertising cost. Digital art: photographs and artwork must be at least 300 dpi. Photoshop or Adobe Illustrator formats preferred. Materials should be delivered by email to mwatt@propertiesmag.com or to Properties Magazine, P.O. Box 112127, Cleveland, OH 44111. For technical assistance, contact Mark Watt at 216.251.2655.

Editorial Calendar

Editorial due by the 20th of the month prior to which it will appear • Ad space must be secured by the 25th of the previous month
For further information, contact the Properties Magazine staff at 888.641.4241

| JANUARY | FEBRUARY | MARCH |
|---|--|---|
| <p>FINANCIAL REVIEW & FORECASTS National & local experts weigh in on industry trends & issues of the past 12 months and those coming in the new year, with a focus on legal & financial affairs.</p> | <p>LANDSCAPING The latest information in a growing field, from how to create curb appeal for your property to selecting the best maintenance contractor.</p> | <p>DESIGN/BUILD A thorough look at top design/build firms & their work in Northern Ohio.</p> |
| APRIL | MAY | JUNE |
| <p>ROOFING An overall report on managing this important building asset, from a focus on new products, techniques & systems to designing maintenance programs.</p> | <p>MECHANICAL SYSTEMS With summer around the corner, we'll explore how engineering and service play an essential role in keeping buildings comfortable.</p> | <p>ENVIRONMENTAL PROTECTION & WASTE DISPOSAL From land assessments & lead paint to the selection of waste management services, we'll ask the experts for advice & answers.</p> |
| JULY | AUGUST | SEPTEMBER |
| <p>INTERIOR DESIGN An inside look at the design & selection of furnishings, including windows, doors, appliances, lighting fixtures, paints & coatings, furniture, millwork, carpet & floor coverings.</p> | <p>HEATING & WEATHERPROOFING The important details of choosing proper heating & insulation systems with insights into the newest trends, products & techniques.</p> | <p>SUSTAINABLE DESIGN & ENVIRONMENTAL SOLUTIONS From brownfields redevelopment to deconstruction, we highlight the latest approaches to green building.</p> |
| OCTOBER | NOVEMBER | DECEMBER |
| <p>SECURITY & PREVENTION A focus on the products & services that prevent crime and accidents, from sprinkler systems & surveillance technologies to workplace safety programs.</p> | <p>LAW & INSURANCE An indepth look at the real estate lawyers that help create & manage projects behind the scenes, as well as insurance & bonding issues in the built environment.</p> | <p>PLANNED BUILDING MAINTENANCE & PREVENTION The critical elements, solutions & strategies of keeping real estate in prime condition.</p> |

"Properties has always been the best source for learning who the players are and what's happening in our commercial real estate community."

Kenneth M. Lapine
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On September 14th, Garland accepted a NorthCoast 99 award as one of Northeast Ohio's best places to work. Garland has been so-honored for six consecutive years. NorthCoast 99 is sponsored by the Employment Resource Council (ERC), which is Northeast Ohio's largest employers' association, serving over 900 organizations representing nearly 400,000 employees.

Gilbane Properties Becomes Gilbane Development

Gilbane Properties, Inc. recently announced that, effective September 12, 2005, it has changed its name to Gilbane Development

Company. This change took place to more accurately reflect the company's growing real estate development services and activities across an expanding geography.

"Our new name better positions us in the marketplace and acknowledges that real estate development is our primary business," says Robert Gilbane, president and CEO of Gilbane Development Company. "We offer clients complete solutions that simplify the real estate business."

Gilbane Inc. is one of the largest privately held family-owned companies in the country.

Founded in 1870, Gilbane Inc. comprises two operating companies, Gilbane Building Company and Gilbane

Development Company, which consistently deliver top-tier construction and development solutions to clients nationwide.

R.E. Warner Welcomes Senior Structural Engineer

Mario N. Bais, P.E., has joined R.E. Warner & Associates, Inc., a multi-discipline consulting engineering and architectural firm headquartered in Westlake, as a senior structural engineer.

Bais has more than 15 years experience in the design of structural systems and project management for a wide variety of buildings and facilities.

His experience includes malls and shopping centers, department and large



Mario N. Bais,

specialty stores, public/institutional facilities, and office and hospitality suites. He is particularly proficient in using a wide variety of foundation and framing systems.

Prior to joining R.E. Warner, Bais was with Thorson Baker & Associates.

Bais currently resides in Solon. **P**

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Congratulations to Precision Environmental Company, Inc. and Precision ProCUT on the completion of their newly renovated headquarters.

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New Atmosphere

Precision Environmental headquarters boasts state-of-the-art amenities, modern design

By John Elliott | Photos courtesy DAS Construction

Who says building and construction contractors have to work in gritty environments? Tony DiGeronimo, president of Precision Environmental Co. doesn't think so, and his company's new 100,000-square-foot headquarters on Old Brecksville Road in Independence proves it in spades.

From the outside, the two-story building's beige brick rectangular shapes, in conjunction with a blue logo and a curved metallic archway, convey a strong sense of aesthetic awareness, which is more than fitting for a company involved in high technology. Once inside, the same shapes and colors are found throughout the administrative offices. It isn't until you go in the back to the shop, warehouse, project support and maintenance areas that you come face to face with the heavy construction activities the company is involved in.

Precision Environmental Co.'s new headquarters takes the visitor on an adventure in design ideas, which ties in perfectly with the multi-faceted disciplines that this growing company offers the Greater Cleveland building industry.

Founded in 1987, the company specializes in demolition, asbestos removal, lead removal, air quality services, site remediation, industrial services, floor and surface preparation – fields that are quickly progressing and utilizing increasingly sophisticated technology.

In seeking a new base of operations for the growing company, whose customer list reads like a who's who of Northeast Ohio's corporate and institutional royalty, DiGeronimo saw an opportunity to demonstrate his company's mission through example.

Company mission

Precision Environmental strives to be the best environmental, construction, engineering and management team that has ever worked in its clients' facilities.



STARTING POINT The blue pennant lights and the corrugated metal utilized for the reception desk carry the key design elements from the front of the building.

Since its founding, the company has performed more than 10,000 projects, for such clients as the NASA Glenn Research Center, International Steel Group, the Catholic Diocese of Cleveland, University Hospital Health Systems and Severance Hall.

The headquarters looks new, but the building is actually the former home of The Efficient Die and Mold, a stamping plant which mainly produced dyes for the auto industry. Built in 1955, the structure underwent a series of additions through the mid-1980s.

Precision Environmental Co. was using three nearby buildings for office and warehouse space when The Efficient Die and Mold put the property up for sale. DiGeronimo saw potential for a warehouse, office and garage space, combining his three locations into one. The DiGeronimo family bought the building in May of 2002 and began remodeling

in October 2004. The remodeling was completed in eight months, an impressive accomplishment considering the amount of detail in both the interior and exterior design.

Acting as his own general contractor, DiGeronimo was able to move the job along fairly quickly. Which is not to say there weren't challenges.

Building challenges

An unrecorded, 20-inch gas line rerouted during the I-77 freeway construction was in the front parking area, which necessitated a major front entrance redesign.

In addition, "the utility services were inadequate to outdated," DiGeronimo says, so new water, gas, storm and sanitary sewer lines were installed. HVAC units were installed in the rooftop of the main office building.

To heat the spacious shop area behind the office area, portions of the concrete are heated with 14,000 feet of hot water tubes, which are heated by a waste oil boiler. Other portions of the shop are heated by infrared tube heaters engineered by Enerco, Mr. Heater.

A two-row parking area was built in front of the building. But the real challenge was in the design. The building was expanded in stages over the years, and it lacked a cohesive appearance.

"It was kind of a hodgepodge of different colors and different heights," says Rick Burke, a graduate architect at Cleveland-based RCU Architects, which did the exterior design and the interior layout. "It wasn't a very appealing sight."

But Burke, who served as the exterior architect, saw that a lot could be done with the beige brick earth tones.

Classy but comfortable

DiGeronimo expressed his desire for a building that would have a classy design, yet be comfortable and unpre-

tentious. Having worked in thousands of buildings on high-ticket projects, DiGeronimo knew the type of employees and clientele he wanted to bring to his headquarters and make comfortable. He shared his aspirations with the design team.

Burke didn't start from scratch. The interior work actually began first, with a gutting of the lobby, an area that DiGeronimo wanted to get started on quickly, due to its importance.

The front desk has a corrugated, galvanized metal front that forms the shape of a big teardrop. A series of blue-colored, bullet-shaped, pennant lights hang down from the ceiling, separating the reception desk from the incoming visitors. The blue pennant lights and the corrugated metal carry the key design elements from the front of the building.

"You see the metal on the reception desk and it immediately ties in to the metal out front," Burke says. "We really wanted to draw the interior and exterior together somehow, even though it was an existing building. Once I saw the interior design, [the exterior design] came out pretty quickly."



MOVING UP The stairwell, which is the building's centerpiece, required a major tear out of the existing second floor.

The blue bullet-shaped lights gave Burke the idea for a horizontal blue panel across the front entrance that serves as a backdrop for the building's address letters. The company's name is also in blue letters against the beige

brick on the very top of the front exterior wall.

Reception desk carries design

Beige and blue set the color pattern for the lobby area, which opens up right next to the reception desk. The interior flooring, painting and wall coverings were designed and installed by Lou Ritenour Decorators of Twinsburg.

A sense of space immediately dominates the lobby, thanks to a huge open stairwell leading to the second floor in a series of steps and suspended landings.

"It's a very big space, but it doesn't look overwhelming when you walk in," says Tom Narduzzi, the cabinet shop manager at Garfield Heights-based DAS Construction, which did the millwork, interior build-out and drywall. "It gives you a coziness feel."

The stairwell, which was constructed by Independence Fabrications, another DiGeronimo company, and is the building's centerpiece, required a major tear out of the existing second floor.

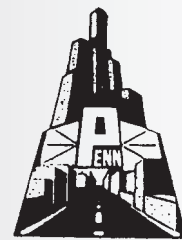
The stairwell's metal railings are supported by a series of maple wood beams, which are connected by long horizontal

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aircraft cables. The stairwell ascends in square-shaped pattern that ends in a large second floor balcony.

The stairwell, located in the center of the office area, dominates the building by connecting the first and second floors and connecting Precision's office staff. The metal decking from the building's exterior and the reception desk emerges again in a decorative, rectangular, structure that hangs from the second floor ceiling.

Stairwell serves as focal point

"That's where the most independent 'feel' would be," says Julia Wilson, an interior designer at RCU Architects, who worked with DiGeronimo on the stairwell. "I'm very proud of how that turned out. The first floor produces a more relaxed atmosphere."

Narduzzi notes that the maple hand brackets for the stairwell rail were custom made.

"The starting point was the hard part," Narduzzi says. "You had to grasp what Tony [DiGeronimo] wanted. Conveying it from his head to a piece of paper was the hard part. He was very specific in what he wanted."

The maple wood walls and lobby furniture is intentionally subdued, but comforting for visitors.

There is also an ADA-certified elevator in the lobby for handicapped access.

The perimeter of the first floor is lined with private offices, each with large vertical windows and maple furniture. There are copy and facsimile machines positioned along the gray-carpeted hallway, creating an efficient, pleasing work environment.

The main training classroom on the first floor has a complete stainless steel kitchen appliances in the back, including a stove, refrigerator, dishwasher, sink, cabinets and microwave oven, allowing meetings to be held at any time of the day or night. The maple wood counter and kitchen table were custom built by DAS Construction.

The room's main purpose is for employee certification training, but it has provided for some entertainment opportunities.

The first floor "bid" room has state-of-the-art audio/visual equipment, including a video projector built into the wall, wireless Internet access and a "smart board" that enables a presenter

to draw on it and print using just his or her fingers.

A second first floor conference room has maple wainscoting on the walls, along with the audio/visual accessories.

Second floor has serious look

Ascend to the second floor and things get a bit more serious. The furniture takes on a darker hue and the wood switches from maple to cherry. There is also a large aquarium.

The second floor's ground surface features a tumbled marble tile that has a roughed over look to it, giving a more serious foundation than the smooth tile surface found on the first floor.

"Upstairs, he wanted that dark, rich look for a higher appeal," Narduzzi says.

He says DiGeronimo wanted the room to be warm and comfortable without being too stuffy.

"[DiGeronimo] needed a space to accommodate a lot of family members," notes Wilson, the interior designer. "Tony wanted a more dressed up and polished feel to it."

DAS custom built the cherry boat-shaped table, which seats 24 black leather chairs. Outlining the table from

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above is a boat-shaped hanging ceiling structure, from which three lights extend.

Key room: the conference area

The focal point of the second is the main boardroom, which hosts decision makers not just for Precision Environmental Co., but other companies owned by the DiGeronimo family. In the hallway outside the main boardroom, an unassuming alcove offers a coffee brewer, a microwave oven, a sink and a small refrigerator.

There is also an open workroom with a drafting table and office equipment.

Behind the administrative offices, hidden from the front, is an expansive garage that Precision Environmental shares with Precision ProCut, a sister company that offers state-of-the-art sawing and drilling services, and Independence Equipment. The garage houses a variety of vehicles and off-highway equipment, including forklifts,



MEETING SPACE On the second floor is the main boardroom, which hosts decision makers for all DiGeronimo family companies.

skyjacks, construction cranes, compactors, mixers, backhoes, dumpsters, shot blasters, hydraulic surface grinders with diamond cutting heads, hydraulic floor scrapers, skid-steer front-end loaders with custom fabricated floor scrapers, prep masters, saws, drills and more.

The garage is located right underneath the I-77 bridge, which was built over the original structure. The I-77 bridge's huge support beams actually run between some of the garage's bays.

The storage area extends hundreds of yards beneath the bridge.

Train rail tracks were poured into the outside concrete pavement to allow the crews to move some of the larger off highway track equipment around without tearing up the concrete.

Equipment is "stacked" several hundred feet high throughout the storage area.

"It was exciting," Narduzzi says, reflecting on the project. "There was a challenge every day. It's very rewarding to do a job like that."

"It was really a smooth project overall," Wilson says. "[Precision Environmental] was very hands-on with it."

The new Precision Environmental Co. headquarters proves that the most specialized construction industry disciplines work best in a visually pleasing environment, and provides the mindset for bringing quality to the company's customers. **P**

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The Hidden Expenses



ALEC J. PACELLA

Last month, we took a good look at cash expense items typically incurred by real estate investors. These expenses are directly related to the operations of a property and the casual investor can easily relate to them, as many – such as insurance, electricity, water, maintenance, etc. – are also incurred by the typical homeowner.

However, there is another set of expenses that the savvy investor must also consider, often referred to as non-cash expenses. As the name implies, these are expenses that do not result in a regular cash expenditure but can prove to be very costly if and when they do occur.

There are five basic types of non-cash expenses. A brief discussion of each follows:

Vacancy loss

This is an allowance or contingency that acknowledges general market vacancy. Although the specific building may be fully leased, the market in which it is located most likely has some vacant space. This concept can be a bit confusing, especially if the property is fully occupied by a single tenant. Adding to the confusion is the fact that the market vacancy rate can vary depending on how it is defined (by geography, by product type, by size, etc.). As a result, vacancy loss is one of the most subjective of the non-cash expenses.

There are two general rules of thumb. First, the vacancy loss for a property follows the trend of the vacancy rate in a market; the vacancy loss will be higher during times of a soft market and lower

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during times of a tight market. And second, the vacancy loss applied will be higher with multi-tenant properties and lower with single-tenant properties. So as you can see, determining a vacancy loss is a bit more of an art than a science. Generally, vacancy loss is expressed as a percentage of gross income. It can range from as low as 2% to as high as 15%, depending on type of property and the status of its corresponding market.

One last thing to remember about vacancy loss. If a property's existing actual vacancy is either equal to or higher than the contemplated vacancy loss for that property, no vacancy loss should be taken. For example, if 15% of a property's rentable space is actually vacant and the contemplated vacancy loss is 10%, no vacancy loss would be applied. As George Costanza found out, you should not double dip.

Credit loss

This is an allowance or contingency that a tenant or tenants within the property will not fulfill their lease commitment and stop paying rent due to bankruptcy or other unexpected closing. This concept is a bit clearer than vacancy loss and has everything to do with a company's credit. Large companies with strong financial footing, such as Wal-Mart, General Electric and IBM, carry strong credit ratings as it would be highly unlikely that they would become insolvent and renege on their lease commitments. But smaller, privately-owned companies have no credit rating and their ability to fulfill their lease commitment can be a bit more questionable.

When evaluating a property and its tenancy, an investor will consider the likelihood of the contracted rent being interrupted due to a tenant "going dark." The higher this likelihood is, the higher the credit loss. Similar to vacancy loss, credit loss is most often expressed as a percentage of rental income but unlike vacancy loss, the current actual vacancy of a property has no impact. Credit loss typically varies from 1 percent to 10 percent of rental income.

Maintenance reserve

This is an allowance or contingency that an owner will have to complete repairs or replacements that are capital

Heard Thru the Grubvine

A long and winding road 6200 Oaktree Blvd, formerly known as the CEI Building, is formally for sale. This follows an extended legal dispute between a lender, Freemont Investment, and former owner, Lew Walner, which was settled over the summer... **Mall shopping** One of the East Side's original enclosed malls also has a "for sale" sign on it. Richmond Town Square, which was built in 1966, is currently owned by Indianapolis-based Simon Property Group, the nation's largest owner of enclosed malls. It is expected to fetch around \$75 million. —AP

in nature. Items such as roof, structure, parking lots and building mechanicals most often fall into this category. Think of it as a rainy day fund, as an investor would not withhold the entire amounts for potential repairs, but rather a portion of it. Maintenance reserve is typically expressed as an amount per square foot and varies depending on the age, condition and type of property. Amounts range from \$0.05 per square foot to \$0.40 per square foot for office, retail and industrial and from \$100 to \$300 per unit for multi-family.

Tenant improvements

This expense acknowledges that, as tenant leases expire, improvements will need to be made in order to re-lease the space. For example, walls may need to be moved, carpeting and wall coverings replaced, new docks cut in, etc.

Office buildings tend to offer the highest amounts for improvements, often \$10 to \$20 per square foot. Retail is next, in the \$5 to \$15 per square foot range. Industrial is at the low end, with improvements ranging from nothing to \$1.00 per square foot. Finally, improvements for multi-family are usually confined to new paint and carpet.

Leasing commissions

This expense goes hand-in-hand with Tenant Improvements and assumes that, as tenant leases expire, leasing commissions will need to be paid to real estate brokers that are representing those tenants. Commission theory can get dicey, since commission rates vary and depend on a variety of factors. Rather than get into all of the intricacies, we will simply say that commission is a cost that needs to be considered. The exception is for apartment properties, where commission costs are typically not incurred.

So as you can see, non-cash expenses are certainly subjective and may or may not actually occur. However, the prudent real estate investor needs to not only recognize but also acknowledge them when valuing a property. **P**

Alec J. Pacella is a vice president of investment sales at Grubb & Ellis. He can be reached at alec.pacella@grubb&ellis or 216-453-3098.

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Developments in Commercial Real Estate Taxation



JOHN P. SLAGTER

When most people think of real estate, they think of the land beneath their feet. But many structures attached to the land are considered real estate for most purposes. For example, a house built on a piece of land is classified as part of the real estate. One of the most significant implications of this designation is that an owner's real estate taxes are generally assessed on not only the value of the land, but also the value of any buildings, structures and improvements attached to the land.

In the residential context, it is generally easy to determine what constitutes real estate.

The real estate consists of the land, a house, and perhaps a detached garage or storage building. In the commercial context, however, disputes can arise as

to whether a particular piece of property is considered real estate.

In *Funtime, Inc. v. Wilkins* (2004), 105 Ohio St. 3d 74, the owner of Geauga Lake Amusement Park argued that three of its rides, which were affixed to the ground and immovable, should be treated as real property for tax purposes. The Tax Commissioner disagreed, and classified the rides as "business fixtures," which are considered personal property. As personal property, the rides were subject to Ohio's use tax. If the rides were instead classified as real property, they would have been exempt from the use tax.

The case eventually reached the Ohio Supreme Court, which held that the rides were in fact personal property and subject to the use tax. The Court determined that in order for fixtures such as

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the rides to be considered “structures” and therefore real property, the Ohio Revised Code requires “(1) a permanent fabrication or construction other than a building that is attached or affixed to land and, (2) increased utilization or enjoyment of the land as a result.”

The determinative question was whether or not the rides “increased utilization or enjoyment of the land.” In order to answer that question, the Court had to determine whether the rides were devoted primarily to the business conducted on the land, or whether the rides were devoted primarily to the use of the land upon which the business is conducted. The Court pointed out that a fixture such as a heating furnace in a building is considered real property because it benefits the land no matter what type of business is conducted on it. In contrast, the Court found there was no evidence that the amusement park rides would be of any benefit to an owner who conducted a different type of business on the same land. As such, the rides were properly classified as personal property.

In the wake of the Funtime decision, a number of commercial property owners have appealed their real estate tax assessments, arguing that their tax valuation improperly takes into consideration “business fixtures” that should be classified as personal property. For example, fixtures on a golf course may have previously been considered real property. If, however, those fixtures have no value except to the golf business being conducted on the property, they should arguably be reclassified as personal property for tax purposes. The classification of fixtures has become more significant since Ohio recently repealed the 10% rollback on commercial real estate taxes. The decision as to whether or not it would be advantageous to seek a reclassification, however, still requires careful analysis by your tax advisor and attorney. **P**

Editor’s note: The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact John at jslagter@bdblaw.com or 800.686.2825. Special thanks to David Lindner of Buckingham, Doolittle & Burroughs, LLP for his contribution to this article. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2005.



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NEWS FROM NAIOP

Commercial real estate happenings

2005 NAOIP Bus Tour Showcases "Extreme Makeovers" of Area Buildings

By Ken Krych

Recently, more than 150 members of NAOIP took a bus tour, which featured some of the Cleveland area's most successful adaptive reuse real estate projects.

Featured stops included Shaker Square/Cedar Center (The Coral Company), Legacy Village (First Interstate), Stanley Tool (Omni Realty/Panzica Companies), Chagrin Highlands Marriott Hotel (Richard Jacobs Group), Interchange Corporate Center (SnaveleyDevelopment), Overlook Court (Chartwell Group) and Harvard Crossing Business Campus (Duke Realty Corporation), ending with a party at the new Brulant Center (Omni RealtyCompanies/ORG Real Property)



ON THE GO Enjoying the tour are (Left to right) David Browning, of CB Richard Ellis, Susan Rapacki, of S. Rose Company, Brian M. Owendoff, of Duke Realty and 2005 president of NAOIP, and Tom West, Cresco Real Estate.

which is currently under construction, designed by City Architecture.

Not only did members tour each facility but they were also met by many of the developers such as Peter Rubin of

The Coral Company and Mitchell Schneider of First Interstate Company for presentations and discussions.

"While many in our community focus on the bad news about Cleveland, this year's NAOIP bus tour showcased projects built by local developers and organizations with a vision to transform obsolete or decaying properties into successful real estate projects that respond to the needs of our area's retail, office and warehouse tenants," says Brian Owendoff, of Duke Realty Corporation and 2005 president of NAOIP Northern Ohio Chapter.

"These are the positive stories that reflect a spirit of renewal in Northern Ohio," he adds. **P**

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Eminent Domain and Just Compensation

By Lester O. Brown

The recent United States Supreme Court decision in *Kelo, et al. v. City of New London, Connecticut*, et al., 125 S. Ct. 2655 (June 23, 2005) has pushed the boundaries of the law of eminent domain about as far as they can go. It has been clear for some time that governmental agencies have the ability to take property for "public use" where that taking is consistent with a municipality's development plan that serves "a public purpose." Under *Kelo*, the Court made clear that such a taking is appropriate even for economic development purposes where, in essence, the state intends to transfer ownership to another private party that will provide greater revenue to the government.

Although this progression in the law of eminent domain may be viewed as yet

another assault on the rights of private property owners, it is important to look beyond this holding. The Court did not merely expand the rights of governments to take land for a public purpose. The Court also reaffirmed the most important property right in this context: the right to just compensation. Indeed, it is the requirement that the government provide just compensation that forms the very Constitutional basis for the expansion of the law embodied in *Kelo*.

The expanded power of the state to take private property must now be tempered by an increased effort to ensure that private property owners receive just compensation. Courts must be even more vigilant in protecting a private property owner's compensation rights. Given the almost universal and rapid increases in

the value of land, particularly in urban and urban environs, courts need to hold governments to a higher standard: to provide just compensation more rapidly and efficiently. The government should not and cannot be allowed to intimidate landowners into accepting lowball offers of compensation that do not reflect rapidly increasing market values, in the face of time and resource consuming eminent domain proceedings.

One way to help ensure that just compensation is provided is for Courts to penalize governmental agencies that fail to provide true market value offers up front. A review of several California appellate court decisions indicates that some courts are beginning to increase their scrutiny of government behavior in this regard. One issue in particular is

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receiving special attention. That issue involves the date to be used for the valuation of the property. Courts are beginning to be concerned about whether just compensation can be obtained if there is a significant delay from the time an offer is made for the property and when the government actually turns over the "just compensation."

A private property owner's right to just compensation is so fundamental that it is contained in the United States Constitution: "Nor shall private property be taken for public use, without just compensation," U.S. Const. Amdt. 5 (most recently cited in *Kelo* at footnote 1, page 1). This requirement is also applicable to states through the Fourteenth Amendment. *Chicago B. & Q. R. G. v. Chicago*, 166 U.S. 226 (1897). In California, the right of just compensation may also be found in the state constitution. California Constitution Article 1 § 19.

Both the United States Supreme Court and California courts have recognized that strict adherence to the statutory valuation date in an eminent domain action is improper if the resulting compensation to the property owner falls substantially short of constitutionally required "just compensation." See *Kirby Forest Industries, Inc. v. United States* (1984) 467 U.S. 1, 17 ("However reasonable it may be to designate the date of trial as the date of valuation, if the result of that approach is to provide the owner substantially less than the fair market value of his property on the date the United States tenders payment, it violates the Fifth Amendment"); *Redevelopment Agency v. Gilmore* (1985) 38 Cal. 3d 790, 799, n. 9 (California Supreme Court observing that the Kirby court "recognized that any substantial increase in fair market value between the dates of valuation and taking must be paid in order to provide 'just compensation'"); *Community Redevelopment Agency v. Force Electronics* (1997) 55 Cal.App.4th 622, 633 ("[A]t least since *Gilmore* it has been the law in California that state statutory provisions must fail if they conflict with this constitutional requirement. This element of 'just compensation' is constitutionally required and 'cannot be made to depend upon state statutory provisions'").

Recent California cases further demonstrate that courts have the inherent power to set a valuation date other than the date specified by statute. In *Saratoga Fire Protection Dist. v. Hackett* (2002) 97 Cal.App.4th 895, the plaintiff district filed an eminent domain action. The owner of the property alleged that California's eminent domain law was unconstitutional as it applied to him because the mandatory use of the date the complaint was filed as the valuation date denied him just compensation. Specifically, the owner appealed the

decision of the trial court to exclude evidence of the fair market value of his property at the time of trial.

The court in *Saratoga* reasoned that the policies behind the requirement of just compensation were not met in the circumstances the case presented, which among other things included a consideration of the principles of statutory construction (finding "courts have eschewed a literal application of our eminent domain statutes if such application 'ignores' the purpose behind the statute," *id.* at 905) and an examination

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of statutory intent (finding “courts have refused to apply eminent domain statutes where their application would give the condemnee a ‘windfall’ not intended by the Legislature,” *id.*). The Saratoga court reversed the previous judgment of the trial court which had excluded evidence of the fair market value at the time of trial, finding that the owner should have been allowed to establish that there was a significant increase in his property value in the fourteen month period before trial. “Just as the rules are not to be applied to give the condemnee a ‘windfall,’ they should not be applied to give the government a windfall. Thus, section 1263.120--like all condemna-

tion law, procedure and practice [--] is but a means to the constitutional end of just compensation to the involuntary seller.” *Id.* at 906 (citations omitted).

Likewise, in the very recent case of San Diego Metropolitan Transit Development Board v. RV Communities (2005) 127 Cal.App.4th 1201 (hereinafter “RV”), the court of appeals considered whether the trial court properly changed the date of valuation of the condemned property from the date the board deposited probable compensation to the date of trial, pursuant to Cal. Code Civ. Proc. § 1263.130. In RV, the plaintiff had deposited \$79,357 as probable compensation for the owner’s

property. A year and a half after making this declaration, the appraiser prepared a revised appraisal in which he stated the date of valuation was September 27, 2001, which was the date the of probable compensation deposit, and also stated the fair market value of the acquired property was \$300,000. The property owner filed a motion to increase the deposit of probable compensation to at least \$300,300 and to set the date of valuation as the date of trial. The plaintiff agreed to increase the deposit but did not agree to set the date of valuation as the trial date.

Relying on much of the same rationale as the Saratoga court, the RV court determined that the change in the valuation date was necessary to satisfy the constitutional requirement of just compensation. “RV was effectively denied use of a substantial portion of the probable compensation money it should have received at the time [the plaintiff] took possession of the property. Changing the valuation date of the property to the time of trial was a proper remedy for the lost use of that money.” *Id.* at 1221. Additionally, the RV court considered the insufficient amount which the plaintiff deposited for the owner’s property. “An obvious purpose of the simultaneous exchange of probable compensation for condemned property is to enable the condemnee to obtain similar or comparable replacement property of approximately equivalent value in the same market.” *Id.* at 1220. Accordingly, the RV court found that “the deposit of \$79,000 was insufficient to enable RV to buy comparable property at the time of the deposit.” *Id.* at 1221.

“[J]ust compensation is the ‘full and perfect’ monetary equivalent of the fair market value of the land paid at the time the taking occurred.” *Gilmore*, 38 Cal. 3d at 801 (citation omitted). More specifically, just compensation includes the fair market value of the property as of the date of valuation. Fair market value is the highest paid price for the property that a willing buyer would have paid in cash to a willing seller assuming that there is no pressure on either side to buy or sell and that the buyer and seller know all the uses and purposes for which the property is reasonably capable of being used. See Cal. Code Civ. Proc. 1263.320; CACI No. 3501 (California Judicial Council jury instruction on “fair

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market value”). Fair market value is based on the property’s highest and best use, which is that use that is the most profitable legally permissible use for which the property is physically, geographically, and economically adaptable. See *County of San Diego v. Rancho Vista Del Mar, Inc.* (1993) 16 Cal. App. 4th 1046, 1058; CACI No. 3502 (California Judicial Council jury instruction on “highest and best use”).

The clear teaching in the line of cases upholding the constitutional right of just compensation is that the government has a constitutional duty to ensure that any property owner whose property is condemned receives adequate and appropriate compensation for that taking. Where the government is found to have failed to provide the landowner with such just compensation, it should not be allowed to argue that it met its statutory obligation in setting aside an inadequate amount. If a jury finds an inadequate amount was set aside by the government at the date it made the deposit, it would be absurd for the government to be rewarded by a finding that the date the inadequate deposit was made must serve as the date of valuation, particularly in a market where prices are increasing daily. This would merely perpetuate the harm to the landowner. A finding by the trier of fact that the property was worth more than the government’s deposit would make clear that the property owner could not have purchased a comparable property at that time even if he had accepted the government’s deposit monies.

To ensure that governments are discouraged from depositing unfairly low amounts in eminent domain cases and then using the post-deposit expense of litigation and trial to “negotiate” a more just amount, the law requires that the government not only offer to pay what was just compensation at the time of deposit, but pay just compensation at the time of trial.

As in *RV*, changing the date of valuation from the date of the government’s insufficient deposit to the date of trial will be necessary in order to ensure that the property owner is compensated properly for the loss of his/her property. **P**

Les Brown is an attorney with the Los Angeles office of Howrey LLP, an international law firm frequently used among Fortune 250 companies.



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"I congratulate our new Board members and Chairman of the Board, and look forward to serving with them in the upcoming year."

New CABOR Representatives Elected

By Matt Parnell

The Cleveland Area Board of Realtors' (CABOR) general membership elected five new representatives to the real estate association's Board of Directors at its annual awards and installation breakfast on October 6.

Joining the leadership team for the 2006 year are:

- Barbara Caldwell of Realty One Real Living
- Lynne Folz of Prudential Preferred Properties
- Ed Hazners of Western Reserve Real Estate
- Dianna Hosta-Stickney of Century 21 Trammell-O'Donnell

- Peggy Machesky of Grand Slam Properties

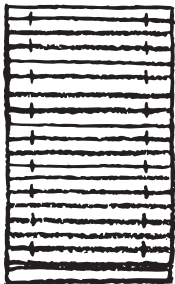
Additionally, CABOR installed 2006 Chairman of the Board, Jolyn Brown of Prudential Preferred Properties.

I congratulate our five new Board members and Jolyn, and look forward to serving with them in the upcoming year.

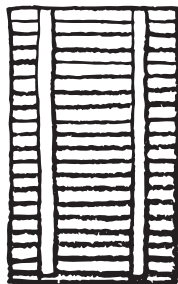
They each bring a strong professional background to our association, which will help ensure a clear voice for north-east Ohio's real estate industry. **P**

Matt Parnell is the chairman of the board for the Cleveland Area Board of Realtors (CABOR).

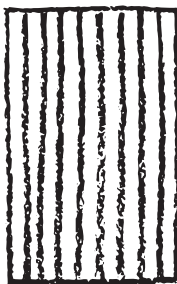
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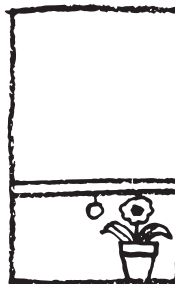
Mini blinds



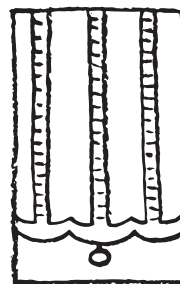
Venetian blinds



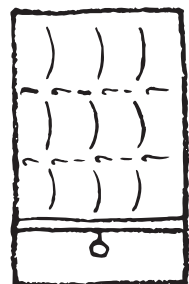
Vertical blinds



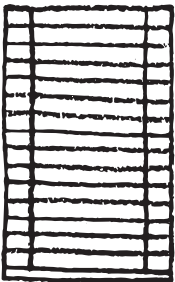
Plain shades



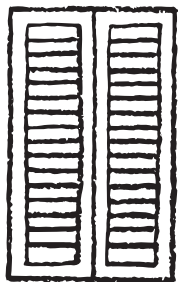
Fancy shades



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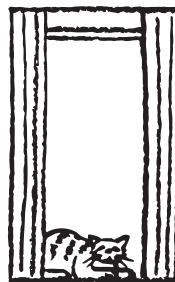
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Finding a Reputable Web 'Development' Company



MARILYN DACHNER

Typically, decision makers rely heavily upon experience and project cost to assess whether or not to hire a particular contractor. We have all made the same mistake trying to cut costs, only to be inundated with additional costs to repair a poor or incomplete job. The mistake is usually not the result of simply selecting the lowest priced contractor, but rather not understanding the project scope, nor realizing pertinent questions to ask to allow for an informed decision.

Sure, it is simple to take written words, add a few images, plop in some navigation and upload files to a server so this masterpiece of a website can be unveiled for the entire world to see. These sites are typically designed by a nephew who just graduated with an accounting degree, a graphic artist who

creates websites on the side, or an IT guy who "really knows computers." Sadly, so-called website design companies are also included in this group. Are they reputable? Yes! That is of course if you take the literal definition of reputable to be "well thought of: considered respectable or trustworthy." By any other definition, the answer is no.

Understanding the project scope and gearing your site content to your target market is of particular importance for a successful website. Additionally, strategic planning prior to website development is critical for a successful online presence. Therefore it is very important to understand the difference between website design and website development. Nine chances out of 10, you never realized nor even considered the differences.

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Website development is a complex undertaking regardless of project size or target market (local, regional, national, international exposure). Successful businesses are not built without long-term strategic planning; the same is true for website development. Websites are just the foundation for a profitable online presence. A good design does not yield profitable results. Ultimately, it is the strategic plan accompanying your site that determines the effectiveness of your online presence.

A significant number of critical components must be in place prior to website exposure. If these elements are not present within your site, it has not been positioned to move forward. If your Website doesn't address

the needs of your potential customers/clients, of what value is it to you? If your site is not built for top ranking on search engines or marketability, of what value is it to you?

It is an eye-opening experience for most decision makers to realize the selection of a contractor is not based on what he/she can provide, but rather on the services they do not or cannot provide.

If you are in the midst of a website development or re-development project, it is not too late to ask the following questions. If you have not yet selected your website development company, these questions will help guide you to the selection of a truly reputable website development company:

- What specific elements will you integrate in my site to ensure optimal search engine ranking?
- What services do you provide to ensure I am targeting my content around effective keywords?
- What services do you provide to ensure my content is exactly what my customers want to know?
- What evaluation techniques do you utilize to determine whether or not my site is performing optimally?
- If I am not pleased with my website activity, what services can you provide

to bolster my results and improve my Return on Investment (ROI)?

Ask them to produce a list of clients they have successfully ranked within the top 10 on search engines. Be sure they provide the specific keywords and search engines. The key is to identify whether or not the keyword itself is of value. An ineffective keyword phrase ranked in the top 10 will still deliver ineffective results.

Inquire as to the type of services they provide post-website design.

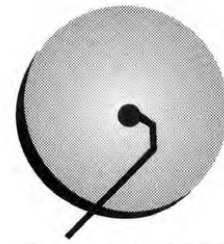
Early warning indicators

- No discussion prior to development regarding target market

- No discussion prior to development regarding keyword research
- No discussion prior to development regarding longterm goals
- No discussion prior to development regarding future website performance and statistical analysis
- No discussion prior to development regarding effective website promotional vehicles
- No discussion prior to development regarding website usability studies that ensure optimal website performance

Know what questions to ask – knowledge is a wonderful thing! Define your longterm objectives. Do not allow price to dictate/derail you from reaching your objectives. And ensure the website development company you ultimately select will deliver a marketable, search engine- ready website. **P**

Author Marilyn Dachner is president and managing partner of The InterCon Group. Since 1996, The InterCon Group, Inc. has guided hundreds of businesses, both large and small, to a powerful and successful online presence. As an industry leader, TICG was instrumental in bringing Search Engine Optimization and Internet Marketing Services to Northeast Ohio. For further information call 216.831.6742 or email ticg@intercongroup.com



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Fire Sprinklers: Four Factors to Consider For Maximum Protection

What is the impact of not being able to operate your business for the next six months? How valuable are the lives of your tenants? What is the factor of high insurance premiums over a seven-year period? The answers and values associated with these questions are not only without calculation, but unfathomable. Are you losing market share to your competitors or losing revenue while your facility is closed due to fire or water damage?

As concerned landlords, owners and tenants, the answers to saving lives and property may reside with your fire protection system. Mark Bassett, president of Bassett Sprinkler Protection, Inc., offers the following four factors you should consider when designing, installing or maintaining your system.

Be sure to hire a full service, state-certified professional fire sprinkler contractor.

Design, installation along with and complete inspection services are three key service areas your contractor should provide. The contractor should be familiar with all National Fire Protection Association (NFPA) codes, insurance requirements and state and municipal codes.

Designers, preferably working in-house, should be certified by the Board of Building Standards and/or Nicet Level III certified.

Professional fire protection contractors work exclusively in this field; make sure the company you hire is experienced, is recommended by the "Authorities Having Jurisdiction" and has a long history of satisfied customers.

When installing a new system, carefully consider the proposed occupancy use.

Make sure to discuss any anticipated changes to the building or storage that could affect occupancy use. The system designer should walk you through a specific use audit. A detailed plan, prepared according to NFPA standards as well as insurance specifications, and the subsequent cost of this critical plan will often depend on the hazard(s) classification you need to cover. Multi-tenant office/flex space vs. light manufacturing or higher hazard warehousing will undoubtedly require different protection systems; thus requiring different design parameters. Your sprinkler system should be tailored specifically to your use; not a "one size fits all" approach.

Local fire department officials often visit facilities only to find that changes affecting occupancy use have occurred. Oftentimes building modifications or changes in the type of warehouse storage including Commodity Classifications or Rack Storage of materials are the root problem. As part of the Fire Prevention Bureau's code enforcement of their cities' stringent codes along with NFPA requirements, costly modifications may be required. Experienced contractors consult with and routinely interface with their municipal fire prevention peers during the initial design phase of a project. A good working relationship and reputation for quality work is a must.

Existing systems are mandated by code to have an annual "Sprinkler General Inspection."

A seasoned, professional contractor will be able to spot problems and remedy any deficiencies found in the system. A general inspection should include checking for complications such as faulty or closed valves, and poor placement of sprinklers, including areas that are not properly protected thus placing your facility at significant risk during a fire. Water damage is another concern

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when “Preventative Maintenance” of critical items is omitted from the annual inspection. Main control valves become inoperable and can result in excessive water damage if not properly maintained. Additionally, insurance inspectors often are able to spot shoddy work and will often raise premiums if the problems are not corrected.

Become your own trouble-shooter.

After all, you spend a third of your day trusting these safety systems. On your daily travels through the halls, maintenance areas and exterior of your facility, be on the look out for closed valves, trouble alarms, blocked heads, closed PIV's (post indicator valves), and damaged or broken Fire Department. Siamese Connections. Report anything that looks out of the ordinary. Changes such as new offices, plant separation walls or improper placement of storage will dramatically affect sprinkler coverage and protection. Your contractor should help train your staff on basic safety and maintenance. At the minimum, you and your staff should be able to properly shut off and drain the system during an accident or broken pipe.

Become familiar with the various alarm codes and how your system indicates where and what kind of problem is occurring. If an alarm with notification to the fire department has occurred, NEVER just reset the alarm. If an alarm is reset without determining the cause, the fire department will not be able to help you assess the initial reason for the alarm. If there is an actual fire, you may even delay the fire departments initial attack of the fire. Lastly, if you do have a fire, make sure a qualified sprinkler company is contacted. Your designated sprinkler contractor will be in the best position to replace sprinklers, check the system for damage and restore it to the proper working order. **P**

Bassett Sprinkler Protection, Inc was established in 1977. The firm maintains and exceeds all required certifications. Bassett employs their own, full-time CAD certified design staff and union installation crews. Besides design and installation, Bassett routinely provides their loyal clients with annual inspections, fire pump installation & testing, fire line repair and excavation and backflow testing for domestic & fire water. Mark Bassett can be reached via email at mark.bassett@sbcglobal.net or by phone at 216-475-2500.



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Window Films for Safety and Security

By Lou Kren

Last month, *Properties Magazine* discussed how window films can reduce energy costs, cut glare and dress up the exteriors and interiors of buildings. This month, we'll focus on the safety and security benefits of these protective films, so named because while protecting from the harmful rays of the sun, they also protect against flying glass due to impacts from hard objects, wind or explosions.

Security film is specified for a number of reasons, says John Susnik, manager of Sunray Window Films LLC, an Independence-based authorized dealer of 3M window-film products for commercial, institutional and residential clients.

"The film can provide protection against severe winds, earthquakes and bomb blasts, for example," he says. "A

lot of municipalities are installing these types of films to protect employees and

The films have been tested for severe winds, bomb blasts and simulated break-ins

visitors in areas with exposed glass. Also, airports across the United States are installing the films using federal funds."

Installation aids security

Susnik's company sells and installs 3M safety films and also provides an Ultraflex installation where the edges of the film are caulked and bonded

to the framing structure. This provides enhanced protection in the event of an explosion outside the window, which can fragment and project the glass into the building at high speeds

"Ultraflex installation anchors the film to the frame unit so that the film flexes within the unit. With this installation, the film prevents glass from shattering and eliminates projectiles. In fact, 99% of the fragments are held within the film."

The security film can be installed as clear and also tinted to act as a solar film, filtering light and enabling building managers and owners to lower energy costs.

3M recommends its Scotchshield Ultra Safety & Security window films for areas particularly susceptible to extreme weather or vulnerable to crime. The

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films have been tested for severe winds, bomb blasts and simulated break-ins, and security cameras have filmed failed break-ins (due to the film) during actual attempts, according to company officials, noting that in all test cases, the film has significantly contained sharp-edged glass shards that are the primary cause of injuries. For severe windstorms and other violent weather, the Scotchshield Ultra films also help seal out water, the primary cause of property damage.

How it works

The 3M safety and security films sold and installed by Sunray Window Films adhere in a similar manner to energy-saving films. Installers place a film overlay on glass panes from the inside, and if Ultraflex installation is desired, the film is bonded to frame units. The film is available as rolls in widths to 72 inches and typically in lengths of 100 feet. Most films are installed as one piece, but if seams are required, they are most likely placed in the horizontal direction. If the film is installed correctly, says Susnik, seams should be practically invisible and will hold up throughout years of use. Installed film can be cleaned with any type of non-abrasive over-the-counter cleaning solution. The Scotchshield commercial security films supplied by Sunray have a 10-year warranty.

For more on window films for safety and security, visit www.sunrayfilms.com. **P**

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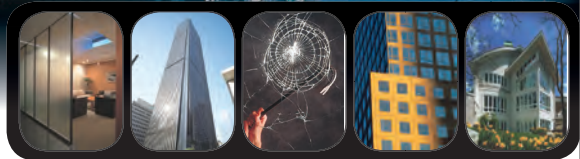


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A Safe Haven for Critical Data

BlueBridge Networks specializes in IT security

By Diane DiPiero Rodio | Photos by Mort Tucker Photography

The question gets asked again and again in this country: Are we safe? At BlueBridge Networks, LLC, the answer is yes, if you're talking about IT systems. The nascent but fast-growing company specializes in securing its clients' critical data and IT assets and keeping them available before, during and after a disaster.

BlueBridge is located in the Sterling Building, at 1255 Euclid Ave., in downtown Cleveland. In addition to its corporate offices, BlueBridge provides secure areas for clients to check and update their data systems. Several other IT companies are also currently leasing space in the Sterling Building, making the structure a hub for tech activity downtown.

BlueBridge fills an important and often overlooked niche in the IT world: servicing small- to medium-sized businesses and municipalities that probably could not afford to invest in a plan offering continuity, disaster avoidance and recovery.

With BlueBridge, clients can buy services "a la carte," choosing only the options that fit their needs.

Options include BlueHost™, secure data center hosting; BluePipe™, dedicated Internet and network access; BlueSecure™, managed network security; and BlueStrategy™, disaster avoidance services. BlueBridge can also assist with security as it relates to compliancy issues, such as HIPAA, which involves patient privacy.

How it works

The BlueBridge facility has access to diverse fiber networks, and can remain self-sufficient for up to six days without outside power or refueling. Clients placing IT equipment inside the carrier-class facility receive power, bandwidth redundancy and security and environmental controls to protect data 24 hours a day. Depending on their needs and budget,



ALL SYSTEMS GO BlueBridge Networks, LLC's CTO Dan DeSantis showcases the joint use collocation area.

clients can have a large staging area for their equipment, a segregated steel cage, a dedicated cabinet, a half cabinet or a shared cabinet. A number of security options — from a standard locked key to a dedicated proximity card — ensure physical security.

BlueBridge helps clients build a comprehensive security model that goes beyond firewalls.

The layered defense model involves managed routers and firewalls, managed proxy systems, virtual private network, HIPAA network systems, intrusion detection and protection services and network monitoring services designed to give early detection of network problems.

The Sterling Building is well equipped to handle the challenging task of IT security and recovery. Three battery rooms contain over 300 wet cell batteries that are constantly being charged. Twelve 20-ton Liebert air conditioners maintain constant temperature and humidity control.

In the electrical systems room, CPI and Public Power provide redundant power to the facility. Additionally a 6,000-gallon diesel generator has enough juice to keep things running smoothly during an emergency.

If that isn't enough to convince you about the power housed within the Sterling Building, consider this: during the blackout in the summer of 2003, it



was the only building in the city that didn't go down.

History of a building

Originally home to Sterling Department Store, the building at the corner of Euclid Avenue and East 13th Street became regional headquarters for Bank One in the 1960s. The dot com boom in the 1990s led the Sterling Building to become a "telecom hotel." At its peak, the building boasted 97% leased space.

As that industry floundered, tenants quickly moved out of the building.

"BlueBridge is an important foundation for our security architecture at Case."

Lev Gonick

Case Western Reserve University

"We went to about 55% occupancy overnight," says Mark Munsell, president of Munsell Realty Advisors Inc. and owner of the building since 1999. "It was definitely hard 18 months ago."

Long-time occupants such as 911 Emergency Services and the Cuyahoga County Board of County Commissioners remained, but who would fill the rest of the building's 90,000 square feet?

Some consideration was given to tearing down the building. But then Munsell and his partners looked down and realized they were surrounded by an IT gold mine.

Fiber and connectivity, features that date back to the days when rail cars rolled past the building, ran underground along Euclid Avenue and East 13th Street.

"There was an infrastructure," Munsell says. "It was a viable building because of the fiber underground."

And since much of the interior was already configured to house tech companies, there would be no need to retrofit

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the building.

Through this realization, BlueBridge was born. Seeing a need to reach small- and medium-sized businesses with services that would ordinarily be out of their reach, BlueBridge quickly began to gather clients and breathe new life into the building.

Local ties

"We're region-minded," Munsell says about the focus of both BlueBridge and the Sterling Building. "We want to reach out to surrounding counties."

Tours and "webinars" educate local business people about the need for a smart IT security system and the important tools located inside and underneath this building.

It hasn't taken long for individuals involved with technological services to realize the benefits of teaming with BlueBridge.

"BlueBridge is an important foundation for our security architecture at Case," says Lev Gonick, vice president for Information Technology and chief



LEADING THE WAY President/CEO Richard E. Taton meets with his staff in the Intellinet Board room, which was the old Bank One boardroom.

information officer for Case Western Reserve University. "Case's tier-one applications like ERP and email run both at University Circle and downtown at BlueBridge. Basically, every data entry or email is written twice. This is our baseline strategy for business continuity. Having BlueBridge here in Cleveland is valuable not only for Case but to every

organization that understands the value of data replication and disaster recovery."

Brulant, Inc., a leading IT and business solutions consulting firm headquartered in Beachwood, has formed a mutually beneficial partnership with BlueBridge.

The collaboration allows BlueBridge to provide e-business, web consulting and IT strategy services from Brulant, while Brulant can extend to its clients throughout the Midwest BlueBridge's comprehensive service portfolio.

Brulant's managed services group occupies space in the Sterling Building.

"We're excited to be a part of this," says Rich Kirkpatrick, manager for Brulant, adding that the company has an unofficial goal of growing its presence at the site.

Recently, Munsell lured a long-time suburban tech firm to the Sterling Building. IntelliNet Corp., an information technology firm that monitors computer networks for security breaches,



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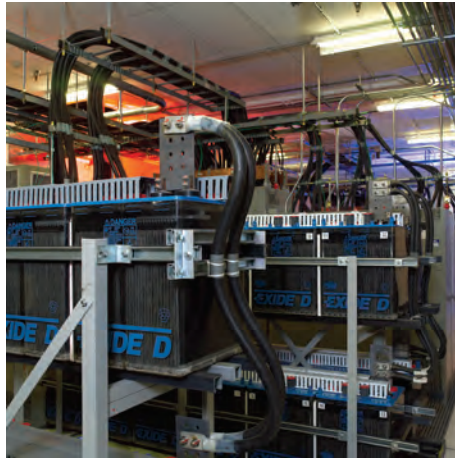
moved its headquarters from Richmond Heights to nearly 10,000 square feet of space in the downtown building. Intellinet, which has 70 employees, has a five-year lease with two option years.

Richard Taton, president and chief executive of IntelliNet, says that he had never really considered a downtown location, but the fit is great.

“We are the help desk for some of the companies downtown,” he says, seated in his cream-paneled office that once served as a private office for a Bank One higher-up. Because of the infrastructure and built-in capabilities of the Sterling Building, “we never lost five minutes of productivity,” he says.

Taton is also enjoying what he hopes other suburban companies will come to discover: an area where business, entertainment and the arts happily converge.

He already has a membership to a downtown athletic club, tries out area restaurants and likes setting up out-of-town visitors in downtown hotels.



“I’m having a great time,” he says.

Seeing the future

Currently, the Sterling Building enjoys about 86% occupancy, and its halls come alive with about 600 employees. Munsell declares the building’s turnaround a collaborative effort.

“I have a great team around me,” he says. “We’re all growing together.”

PUSHING POWER Three battery rooms contain over 300 wet cell batteries that are constantly being charged.

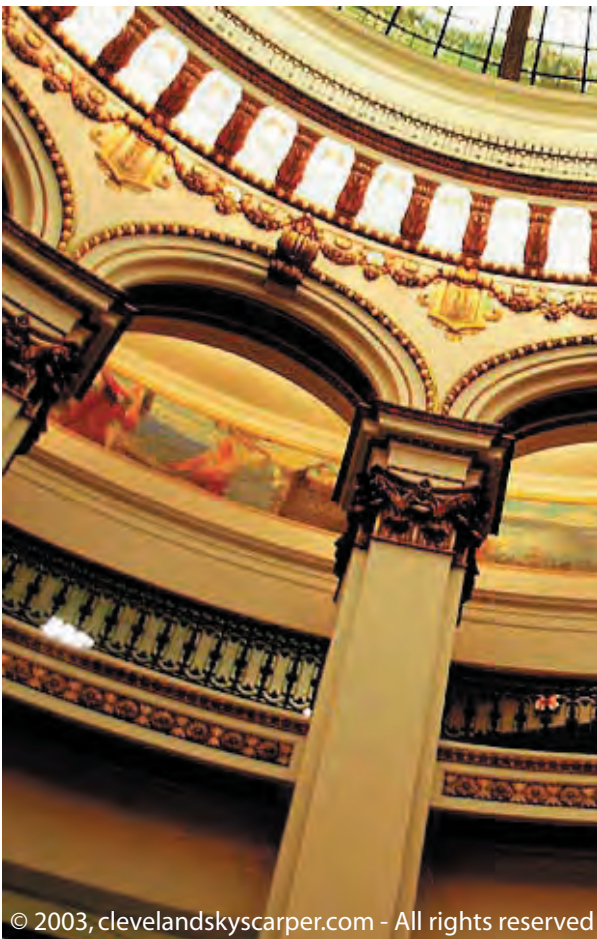
And the plan is to keep growing. “We want to expand this facility and when we fill it up, move first regionally and then nationally,” says Neil Adelman, CEO of BlueBridge. “We want to expand into Dayton and Columbus, selling the same story: to help companies grow as technology changes.”

Adelman sees the progress at the Sterling Building affecting the Euclid Corridor.

“Property owners will be drawn to be near this facility,” he says. “We can run fiber and deliver services in their buildings, too.”

Munsell is also optimistic about the future.

“I believe BlueBridge will double its occupancy in two years,” he says. **P**



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Want to Save Your Property in Case of Fire?

Story and Photos by Robert E. Taylor, FPE - CA.

Want to save your property in case of fire? Then how do you protect it? Have you considered smoke as perhaps your biggest destroyer – not flame? People have been led to believe that flame is their greatest worry. Not true in many cases! In most building environments, smoldering smoke alone will move over 100 feet a minute. With smoke from a flaming item the smoke will often move over 150 feet a minute.

Most fire departments consider sprinkler systems as the number one protection for many properties. Often this is not true. Smoke is the first destroyer, then flame. In the old wood era the saying was that fire control in the first 10 minutes made the difference of control or loss. Today with modern contents and construction often it is three minutes or less.

Unless you not only have early warning (smoke detectors), but also a designed smoke management system as well as sprinklers, your losses may be huge. The different gases in smoke may make it

extremely toxic as well as a destroyer of goods.

If one can zone a building, smoke management is practical as well as inexpensive.

With sprinklers alone, you must have substantial radiant heat at the level at which they are placed for them to operate. By then many fires are often already out of control.

Usually the higher off the floor sprinklers are mounted, the greater the amount of combustibles already burning it takes to cause them to activate. And unless fast response sprinkler heads

are used, the fire may already be out of control

Add too that many fire departments today are under-staffed and may not know the inside of your building and operation.

It's great that most departments have inspectors that check over your systems. But how often have you had each shift of your local department go through your entire operation?

If you haven't had such tours, it would pay you to start now. It's the difference of firefighters forced to stay in the street versus going in and getting the fire/

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CLEVELAND FACTORY FIRE AT EAST 63RD STREET It's an old story that need not happen. Vast open spaces, few self-closing fire doors or doors that operate with "fusible links" that are too slow to stop hot smoke and fire spread. One more reason for a working smoke management system with automatic closing of critical doors.

smoke incident out with limited interior damage.

Structure-wise, ask yourself these questions:

How close are you to the next building? How many floors do you occupy? What are the construction materials?

How and where do you store highly combustible items? What is the water pressure to your building and where are the nearest fire hydrants? These are just some of the critical factors. What too about loading docks, vehicle storage and internal doors?

The list goes on and on. And very important, what kind of separations are there between different areas and floors of your structure?

At the great McCormack Exhibition Hall fire in Chicago the sprinklers were at the wrong height and the fire spread so rapidly a guard died before he could go several hundred feet to pull an alarm. There was no smoke detection system.

At the MGM Grand Hotel fire in Las Vegas, most of the 89 people who died at the scene never made it down the steps and at the top of the building (about 20 stories) elevator doors melted out of shape and one elevator plunged into the basement. The culprit: fast burning plastics. Smoke killed. There was no fire in the stairwell.

At the Our Lady of Angel school fire in Chicago, children in two classrooms never put down their pencils because the toxic smoke killed them so quickly. That was partially from the varnish used on corridor walls.

Right here in the Cleveland area, except for some quick thinking by several students, in my opinion, as many as a 100 could have been killed in a school auditorium fire. The boys kept the rest of the students from exiting from an upper floor, which could have led directly to the fire. Then there were

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Next is your staff trained in what to do should an alarm sound? Has your fire department helped you establish a procedure? Have you had drills regularly? For instance if a piece of equipment starts to smoke, what do your people do?

Are you building or moving to a new building? Does it have an HVAC system? If it does, have you had the system designed on how to operate if a smoke detector operates? Easy to make changes to your fire control system can do wonders from keeping hot or cold smoke from causing major losses.

The systems work so well that one rarely hears about the fire and the fire ends up as an incident.

When the new theater was added to the old part of the Cleveland Playhouse (the Bolton Theater), a complete smoke management system was installed. To test it the day before the theater opened,



CLEVELAND PLAYHOUSE The Cleveland Playhouse Bolton Theater has one of the most advanced life safety, smoke and fire systems in the country. When it was developed the construction was basically steel frame with other non-combustible construction. The smoke management system is one of the best. In addition combustible materials, including seats, were thoroughly tested for fire resistance.

a test smoke incident was created near the main entrance. The smoke management system operated so efficiently in about 12 seconds that very few in the building even knew there had been a test run. Contrast that to the Rhode Island nightclub where there was no system and an extremely toxic material was used for decoration. That material's

smoke was so toxic that many close to the stage probably took less than several breathes before dying.

Yes, smoke is the killer and major destroyer! The flame finishes the act. Sound prevention does pay. **P**

Author Robert E. Taylor is a retired vice chairman of Smoke/Fire Risk Management, Inc.

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So You Want to Hire a Contractor?

Looking at safety side of construction business saves headaches and, yes, money

By Dan Fousek

So you're in a position to mandate, specify, require or otherwise influence which contractors work on projects you're involved with? Quite a lot of responsibility. And unraveling contractor submittals, work history, and the turmoil of public project bidding can be mind-boggling. So is there anything you can do from a safety standpoint to at least partially guarantee that the players that make it to the final table (yes, a little play on the current "Texas Hold 'em" craze) are serious about safety? Yes.

Presented below are some simple mandates for your project, in addition to a few ideas that are appropriate for Responsible Contracting and Best Value Contracting principles.

Hardhat and safety glasses

These "should" be just another tool of the trade. I say "should" because even today some workers choose not to wear this personnel protective equipment. Fortunately, in the Cleveland market, the hard hat has generally been accepted, and safety glasses are finally starting to

catch on. But to really make these two basic pieces of equipment a mainstay in the short term will require action on your part. And I say that to not only the contractors and their foremen or stewards, but to the owners as well. Make it a requirement on your project. And make sure your general contractor or construction manager enforces it.

Substance abuse testing

It's no longer a question of whether to test or not, but what to test for and when. It is no longer that "thing" on

the horizon; substance abuse testing is here and it is here to stay. Most private owners are requiring the 10-panel test. The federal government programs require a five-panel test – no more, no less. In this case, more is generally better. While it is agreed that the five drug classes represent the majority of positive drug tests, the five-panel test misses 14.3% of current positive tests, according to 2004 data from Quest Diagnostics, one of the nation's leading providers of diagnostic testing, information and services. A huge advantage of using union

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contractors in the Cleveland area is that we can provide a drug-free workforce for your project through our Construction Industry Substance Abuse Program (CISAP) and its partnering groups, in addition to meeting the requirements of the federal government programs.

If you are in a position to include language in a specification for substance abuse testing, I recommend the following be included, some of which is impacted by state and federal requirements:

- Written policy
- 10-Panel drug test for non-federal government program tests
- When to test: pre-employment, annual, random, for-cause/reasonable suspicion and post-incident/accident. Alcohol would be included in the latter two, compared to the current state-of-Ohio level (currently 0.08%)
- Annual training for workers and supervisors
- Discipline
- Counseling and rehabilitation options
- Safety training

The OSHA Outreach Training Program is a proven method of training workers in the basics of occupational safety and health. Two tracks are available: general industry and construction. For the construction workforce, the 10- and 30-hour courses are invaluable tools to introduce or re-educate the students in the requirements of not only the OSHA or state regulations, but also in generally accepted practices and local polices. Remember, OSHA and state safety and health regulations are minimum standards.

The trend is starting with requiring at least one decision-maker present at the project site hold the OSHA 30-hour card. This course is better suited to journeypersons and "competent persons" who have worked in the construction trades for a longer period and already have a basic understanding of construction worksites and safety requirements. And this individual will likely have influence on the workforce and be able

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OSHA citations

If you are in front of a computer with an internet connection, do this right now. Go to www.osha.gov and, on the right side, near the bottom and under "Statistics," click on "Inspection Data." In the middle of the page, click

on "Establishment Search." From this page, you can type in the name of any contractor, pick the state for which you want coverage, choose the date span, and click on "Submit." Go ahead. Pick a contractor. If nothing comes up, try simplifying the name of the company.

Once you have the right data, the webpage will list the OSHA inspection history of that contractor. You can

click on the individual inspections, find out where the inspection took place, for what the contractor was cited (you can use the OSHA website to look up the regulatory references), and how much they paid. While the numbers can be deceiving (you would expect a large, national company to have more citations than a small, local company), suffice it to say that a small contractor (25 or less employees year round) with yearly citations is obviously not paying as close attention to safety as a large contractor with very few citations.

Injury, illness statistics & the EMR

The application of injury/illness statistics and that three-headed monster, the workers' compensation Experience Modification Rate (EMR), into contractor evaluations (and many cases pre-qualification) has been under fire in safety circles for many years.

While evaluating the Days Away from Work, Restricted, or Transferred (DART) rate gives you an indication of serious injuries/illnesses at a company, it doesn't give the reviewer an indicator of how many people at the company received injuries and illnesses over the review period; that's what the Recordable Incident Rate (IR) does. And both rates are calculated to a common value: the number of cases per 100 full-time workers. The lower the numbers, the less injuries and illnesses. Having values below the national averages for the contractor's industry class is ideal. Of course both these numbers rely on contractors to accurately record the data. There is no watchdog.

In many cases, an EMR is a good evaluator of actual injuries and illnesses, because it represents workers' compensation cases. An EMR of 1 is the neutral; an EMR over 1 indicates the contractor has more dollars being spent on work-related injuries/illnesses than similar contractors in their trade; with an EMR that is less than 1, the opposite is true. Of course there are end-a-rounds on the system, but a company can't change the number once the claim is made and validated until the claim comes off its experience several years later. The negatives about the EMR is that a single

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large claim for a small contractor might unfairly skew the number high, and thus give the reviewer a false reading on the company, when in fact the EMR is caused by only one bad incident.

It's why I believe looking at all the numbers is critical. And ask for the past five years of data (claims are figured into a company's EMR for a rolling four-year period). This way you'll be able to see the company's past and current progress. A contractor that is above both OSHA indicators and has an EMR over 1 deserves further scrutiny.

These suggestions are already being implemented by some of the larger owners, general contractors and construction managers. But if you are an owner, "requiring" some of the suggestions will help push this industry towards making your project safer, more productive and ultimately more cost-effective. And that is a win-win for everyone. **P**

Daniel G. Fousek, CHST, is the safety and education director for the Mechanical Contractors' Association of Cleveland and the Cleveland Plumbing Contractors' Association. He can be reached at 216.459.0770, dfousek@mapic.org, and www.mapic.org.

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Computer-based management system boasts versatility, user-friendliness

Security in the workplace and multi-tenant residences continues to be a high priority consideration to building owners and security directors. Door access systems, closed-circuit surveillance cameras, personnel life safety panic systems and traditional door and area monitoring are still popular solutions to the aspects of security. But, as the technology of these individual systems evolves, the trend continues toward integrating their operation under a common control.

Computer-based management of various building systems from one platform has been changing and progressing for many years and their capabilities today are nothing short of incredible. These advances give the end user the ability to control almost every facet of their control systems, whether on-site or from a remote location. No longer do the security, heating and cooling, lighting and other systems need to operate and be managed separately. There are many choices with this type of management system, but the considerations facing

most users are cost, compatibility and the fact that most solutions only address a portion of their overall needs. Most existing buildings do not have the basic infrastructure to facilitate the control options, and, even if they do, the cost proves to be prohibitive for many. For this reason, a new, easier and affordable control system was needed and has finally arrived.

The EV2 Operating System available from Medina-based Securitec Security Systems is an easy-to-use, yet powerful integration platform offering possibili-

ties that other products can't begin to compare with.

End users now have the option to combine operating budgets of basic building controls, security and life safety systems, asset tracking, patient wandering or inactivity, expensive artwork and cultural property protection and much more under one umbrella.

EV2 is affordable because the product is completely scalable, allowing a user to start out by addressing the most immediate concerns and then growing as their needs change and budget allows.



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According to Securitec's Terry Mack, "EV2 allows an end user to turn simple warning lights or electrical contacts from existing equipment into 'smart outputs' by connecting them to EV2 input-output modules or fully supervised wireless transmitters." Mack explains that by using wireless transmitters and receivers, the costly installation of cabling is reduced or eliminated. Today's wireless devices are as reliable as hardwired and, best of all, portable. Depending on the outputs available from the various systems throughout an existing building, alarm and trouble conditions and their eventual restoral can be reported immediately to the appropriate person or agency. By incorporating a number of transmission capabilities, the EV2 system does not require a proprietary network in order to send its signals.

Mack explained that once the system has been designed, a plan can be developed on how the system's information will be distributed when a situation occurs. Getting the information to the proper person in a timely fashion can mean the difference between a simple inconvenience and a major problem. EV2 allows notification of events via computer terminal, pager or text message, email, alarm company central station or a combination of all options. By using "escalated" notification, EV2 can send a message to a primary recipient and then make subsequent notifications to additional personnel if the condition is not acknowledged. The flexibility of EV2's notification software allows a user to customize the distribution of information and notifications in almost any way desired. This control means that different information can be sent to different people who can handle a specific event without disturbing others. EV2 can be accessed from off-site, allowing a responder to review and possibly correct a condition without actually traveling to the premises. Access to the system can be controlled by passwords and authority levels.

EV2's history and event filters allow a user to customize reports to meet the need for visitor logs, maintenance records and all other events programmed to report to the system. All information

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is collected and stored into EV2's main server and all associated client computers, regardless of their location.

Depending on the system's design, personnel at one location can access information and records from another location. Mack says that by using various filters, reports can be generated to

determine, for instance, how many times a piece of equipment was out-of-service in the last two years; how long a repair took and when it was put back into service; and who was notified and what the response time was.

"By using simple to generate reports, a building manager can determine if it's

time to replace a piece of equipment rather than repair it," Mack says. "The reporting possibilities are endless."

Mack predicts that EV2 will become a benchmark standard when it comes to integration of various systems found in a variety of applications. In addition to building control and life safety, EV2 is being used in hospitals to track valuable assets such as emergency response and surgery carts; maternity wards for protection of newborns; assisted living facilities to provide wander control, nurse call and inactivity monitoring; museums for the protection and accountability of cultural assets; and in correctional facilities to provide pinpoint response to officers needing assistance.

"EV2 is a revolutionary product with unmatched capabilities," Mack says. **P**

Securitec Security Systems was founded in 1990 and is a leader in providing customized solutions to its customers' security needs throughout Northeastern Ohio. For an overview of the EV2 system, visit Securitec's website at www.securitec1.com. Terry Mack can be reached at 800.860.7413 or via email at terrym@securitec1.com.



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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-L0827074

PERFORMING ARTS CENTER

North Olmsted, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Announcing C.M.; owner seeking a 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

www.ci.north-olmsted.oh.us/

(440) 777-8000 FAX (440) 777-5889

ARCHITECT: ThenDesign Architecture

4135 Erie Street

Willoughby, OH 44094

www.thendesign.com

(440) 269-2266 FAX (440) 269-2277

CONSULTANT: Architectural Vision Group

31150 Center Ridge Road

Westlake, OH 44145

www.avgl.com

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

C.M.: Turner Construction - Cleveland

1422 Euclid Avenue, Suite 1400

Hanna Building

Cleveland, OH 44115

www.turnerconstruction.com/cleveland

(216) 522-1180 FAX (216) 522-0540

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-Q0913057

WEST CREEK RESERVATION SITE IMPROVEMENTS

Cleveland, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

STATUS: Engineering RFQs due September 23, 2005.

OWNER: Cleveland Metroparks

4101 Fulton Parkway

Cleveland, OH 44144

www.clemetparks.com

(216) 351-6300 FAX (216) 351-2584

DETAILS: RFQ No. 5012

Various upgrades and site improvements to the West Creek Reservation.

PN-N0310002

COMMERCIAL DEVELOPMENT

Bridgeview Crossing

Garfield Heights, OH (Cuyahoga Co.) I-480, Granger Road & Transportation Boulevard

ESTIMATED AMOUNT: \$45,000,000

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

UPDATE: Planning is underway; construction possible 2007.

OWNER: City of Garfield Heights

5407 Turney Road

Garfield Heights, OH 44125

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(216) 475-1100

DEVELOPER: Snider-Cannata Interests

5595 Transportation Blvd.

Garfield Heights, OH 44125

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

DETAILS: Commercial complex containing several retail, office and restaurant spaces.

PN-P0407018

CHURCH EXPANSION

Cleveland Heights, OH (Cuyahoga Co.)

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

UPDATE: Bidding possible spring 2006.

OWNER: Church of the Savior-Cleveland Heights

2537 Lee Road

Cleveland Heights, OH 44118

(216) 321-8880 FAX (216) 321-3019

ARCHITECT: Irie Kynyk & Goss Architects Inc.

2216 Lee Road

Cleveland, OH 44118-2902

www.ikgarch.com

(216) 371-1500 FAX (216) 371-0640

DETAILS: Gothic-style addition to south side for child care, Sunday School classrooms, worship services, recreation space and library.

PN-Q0914001

SHAKER SAAB OF BROOK PARK

Brook Park, OH (Cuyahoga Co.) 4980 W. 150th Street

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

STATUS: Owner has received planning commission approval; bid schedule has not been determined.

OWNER: Shaker Saab of Cleveland

10299 Shaker Blvd.

Cleveland, OH 44104

(216) 231-7222

ARCHITECT: Lowenstein-Durante Architects

3109 Mayfield Road, Suite 201

Cleveland Heights, OH 44118

www.lowesteindurante.com

(216) 932-1890 FAX (216) 932-1891

DETAILS: 8,642 SF; former Pinky's Saloon; convert adjoining junkyard into a parking lot.

PN-Q0913045

TARGET STORE

Fairview Park, OH (Cuyahoga Co.) Center Ridge Road

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

STATUS: Developer seeking planning commission approval; bid schedule has not been determined.

OWNER: Target Stores

1000 Nicollet Mall

Minneapolis, MN 55403

(612) 304-6073

DEVELOPER: New Plan Excel Realty Trust Inc.

1120 Avenue of the Americas

New York, NY 10036

(212) 869-3000 FAX (212) 869-3989

DEVELOPER: Transwestern Commercial Services

150 N. Walker Drive Suite 800

Chicago, IL 60606

(312) 499-7655

LEAD DEVELOPER: Richard E. Jacobs Group

25425 Center Ridge Rd.

Westlake, OH 44145

www.rejacobsgroup.com

(440) 871-4800 FAX (440) 892-2308

DETAILS: 125,000 SF; one-story building; steel frame; concrete block and brick; masonry; concrete slab; mechanical; electrical; plumbing; HVAC; fire equipment; painting; drywall; finishes.

PN-L0612005

RETAIL DEVELOPMENT

Parkwood Place

Brecksville, OH (Cuyahoga Co.) Miller Road

CONTRACTING METHOD: Negotiated G.C. or


Developer Subcontracts (By Invitation

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UPDATE: Planning is preliminary; bid schedule has not been determined.

OWNER: J. Harvey Crow
6809 Miller Road
Brecksville, OH 44141
(440) 546-1624

DEVELOPER: The Dalad Group
6200 Rockside Woods Blvd
Independence, OH 44131
(216) 447-0070 FAX (216) 447-5028

DETAILS: 90+ acres; residential, retail & offices.

PN-Q0916002

CONVENTION CENTER (Option 2)

Cleveland, OH (Cuyahoga Co.) Huron Road & Cuyahoga River

ESTIMATED AMOUNT: \$368,400,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount; project is being considered by the Cleveland-Cuyahoga County Convention Facilities Authority.

OWNER: City of Cleveland
601 Lakeside Avenue, Room 128
Cleveland, OH 44114
www.city.cleveland.oh.us
(216) 664-2628 FAX (216) 664-2177

DEVELOPER: Forest City Enterprises
720 Terminal Tower



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

Cleveland, OH 44113
(216) 621-6060

DETAILS: Approx. 300,000 SF convention center attached to Tower City Center by skywalks.

PN-N0721101

FERRY TERMINAL

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$10,000,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount and architect; planning is underway; bid schedule has not been determined.

OWNER: Cleveland Port Authority
1375 E. Ninth St., Suite 1650
Cleveland, OH 44114
www.portofcleveland.com
(216) 241-8004 FAX (216) 241-8016

ARCHITECT: Desman Associates - Cleveland
50 Public Square #824
Cleveland, OH 44113
www.desman.com
(216) 736-7110 FAX (216) 736-7140

DETAILS: 30,000 SF terminal on Dock 28; space for U.S. Customs, other federal agencies, the terminal manager, ferry operator, a public lounge and restrooms.

PN-Q0527010

HEALTH CLUB

East Bank of the Flats

Cleveland, OH (Cuyahoga Co.)

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

UPDATE: Announcing architect; bid schedule has not been determined.

OWNER: Bally's Total Fitness
8700 Bryn Mawr Avenue
Chicago, IL 60631
(773) 380-3000

DEVELOPER: The Cordish Co.
601 East Pratt Street, 6th Floor
Baltimore, MD 21202
(410) 752-5444

DEVELOPER: Developers Diversified
3300 Enterprise Pkwy.
Beachwood, OH 44122
www.ddrc.com
(216) 755-5500

ARCHITECT: Forum Architects
1240 Huron Road
Cleveland, OH 44115
(216) 363-0000

DETAILS: SF to be determined.

PN-Q0512017

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ESTIMATED AMOUNT: \$230,000,000

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

UPDATE: Announcing architect; bid schedule has not been determined.

DEVELOPER: The Cordish Co.
601 East Pratt Street, 6th Floor
Baltimore, MD 21202
(410) 752-5444

DEVELOPER: Developers Diversified
3300 Enterprise Pkwy.
Beachwood, OH 44122
www.ddrc.com
(216) 755-5500

ARCHITECT: Forum Architects
1240 Huron Road
Cleveland, OH 44115
(216) 363-0000

DETAILS: 300 condominiums and apartments; a theater, grocery store and retail shops.

PN-Q0609001

MIXED-USE DEVELOPMENT

The Avenue District

Cleveland, OH (Cuyahoga Co.) E. 12th & 13th and St. Clair & Superior

ESTIMATED AMOUNT: \$150,000,000

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

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UPDATE: Developer is finalizing site purchase; planning is preliminary; bid schedule has not been determined.

DEVELOPER: Zaremba Inc.
737 Bolivar Road #4000
Cleveland, OH 44115
(216) 274-0099 FAX (216) 861-2199

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

DETAILS: Mixture of condominiums, townhomes, coffee shops and galleries.
Site 1: Northeast corner of St. Clair and E. 12: Nine live/work units, 11 townhomes, 168 lofts, 287-space parking garage and 12,153 SF of retail space.
Site 2: Southeast corner of St. Clair and E. 12: Specifics to be determined.
Site 3: Northeast corner of Superior and E. 13: 40 townhomes, 90 lofts and 176 parking spaces.

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