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View from the Roof



KEN KRYCH

With spring upon us (at last), we offer you our annual Roofing and Insulation issue. We have collected articles from some of the very best companies, locally and nationally, and other expert sources for information regarding this important field.

If you have ever had a leak... you know.

This year's selection of articles includes profiles of some key roofing projects, discussions of a variety of roof construction and maintenance techniques and an enlightening timeline of roofing materials and technologies used throughout history, as well as fine advice for those weighing whether or not to replace the roof of their building.

For our cover story, we are proudly showcasing Swagelok Company's new

Order Fulfillment Center in Solon, which was recently completed by Geis Companies. As you may or may not know, Swagelok is a major developer and global manufacturer in the fluid system components industry, is ranked by *Forbes* magazine as one of the largest privately held companies in the nation and is also one of Northern Ohio's larger employers.

This was a very complicated project overall, not just because of the actual construction of the roughly 360,000-square-foot building within a relatively short timeframe, but also because it required Swagelok to consolidate a variety of its company's divisions and move them into the new facility while never missing a beat in terms of product assembly and delivery.



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Also this month, we are highlighting a great new building for an older institution. Hiram College, which was founded more than 150 years ago, is enjoying its new Les and Kathy Coleman Sports, Recreation and Fitness Center. The athletics complex, built by Panzica Construction, is a large and beautiful facility that was built for students and the public alike.

As usual, we at *Properties* are always receptive to story ideas from you, our readers. If you notice a new structure going up in Northern Ohio and are curious to know the story behind it, let me know and we will look into it. And if you or your company are proud of work you have completed for an area project or have other news you'd like to spread throughout the local industry, we are more than interested. Just drop us a line at 216.251.0035 or fire an email my way at kkrych@propertiesmag.com.

Just a reminder: We encourage you to drop by www.propertiesmag.com. You can now download entire issues of *Properties* from our website.

Enjoy the warm weather at last!

Positively,

Kenneth C. Krych
Owner/Publisher

Letters

I would like to take a moment to personally thank you for such a nice article ["Building on a Good Reputation," March 2006].

Fred Geis
Geis Companies

I really appreciate you collaborating so quickly on the ["Reflecting Beauty," February 2006] article for your landscaping issue. Many thanks for your interest and support.

Ann Rosmarin
Rosmarin Landscape Design

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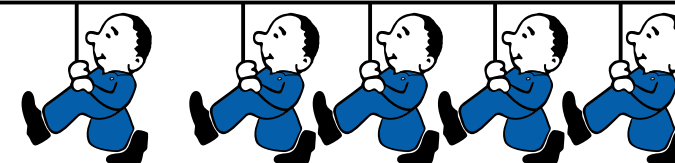
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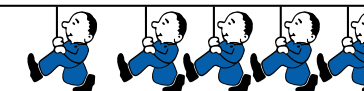
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PROPERTIES PEOPLE

Highlighting notable industry events



1 (Left to Right) Turfscape Inc.'s **Kim Bergmann**, **Joe Phillips** and **Rachael Labasdie** enjoy their first time attending the OLA award ceremony.



2 (Left to right) Taking in the evening's events are **Sandy Munley**, OLA executive director, and **Jim Weidner**, president of Weidner Lawn & Landscape Group, of Olmsted Falls.

OLA Landscape Ohio! Awards

Recently, Ohio Landscape Association (OLA) held its 9th annual Landscape Ohio! awards hosted by the Cleveland Botanical Gardens. There were a total of 87 entries in this year's competition. Forty-three awards were given in a total of seventeen categories.

Landscapes are judged by a panel based on the quality of design and workmanship, along with creativity and overall appeal. **P**



Dorsky Hodgson Parrish Yue Party

Dorsky Hodgson + Partners recently expanded its leadership team and changed its name to Dorsky Hodgson Parrish Yue (see page 50 for additional information). To celebrate the changes, the firm hosted a grand party at its Beachwood headquarters. **P**

1 (Left to right) **David Parrish**, partner; **William Dorsky**, chairman; **Cornelia Hodgson**, president; and **Victor Yue**, managing partner of the firm's Ft. Lauderdale, Florida office, celebrate in Beachwood.



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Heritage Lane Townhomes Grand Opening Signals Continued Growth

By Jessica Nelson

Recently, Heritage Lane Townhomes celebrated its grand opening at 1458 East 105th Street between Wade Park and Ashbury. When complete, the multi-family development will consist of two buildings with six units each. At present, one building is complete. Construction on the townhomes began in February 2005, on six lots of 40 feet by 150 feet each, explains Todd Wallace, Famicos Foundation's developer and project manager for the Heritage Lane Townhomes.

"Vacant lots have been transformed into a complimentary community of new townhouses that bring new residents into the neighborhood," says Principal Architect Ron Lloyd of RDL Architects. "It will serve as a foundation for the continued growth of housing north along 105th Street."

"Heritage Lane Townhomes fills a niche in the neighborhood," Wallace says. "There are very few new-construction homes available on the market at the moment, and there are no other townhomes currently available in this neighborhood."

The exterior of the development is modern and contemporary, but ties into the neighborhood's historic appearance with bright colors and large windows,

chimneys and front porches, explains Wallace. Brick and vinyl siding were used on the exterior. The hipped roofs are asphalt shingle and brick veneer.

Each one-and-a-half-story unit offers between 1,300-1,800 square feet of space, one-and-a-half to two-and-a-half bathrooms, and two to three bedrooms.

The interiors offer open space from front to back. The level change divides each unit.

"Kitchen and dining areas overlook the living areas," Lloyd says.

Other deluxe amenities such as fireplaces, hardwood floors and granite countertops are available. English basements are another feature of the Townhomes, as are two-car garages and private driveways. Despite the issues of

underground debris removal and water and sewer damage assessment and repair, construction was a success.

Units start at \$174,900.

Famicos Foundation, RDL Architects, City Architecture, General Contractor Circle Development and Sales and Marketing Agent Progressive Urban Real Estate worked well together.

"We are giving buyers a great design, good quality and good value for their money," Wallace says.

The project intends to serve as a springboard for neighborhood development, attracting more housing and businesses to University Circle as the area expands.

The townhomes are one part of a larger, two-phase undertaking by Famicos called



LOCAL LOOK The exterior of the development is modern and contemporary, but ties into the neighborhood's historic appearance with bright colors and large windows, chimneys and front porches.

the Heritage Lane Plan. The second leg of the project involves the restoration of the Heritage Lane Historic Homes. These will feature fully restored exteriors and modern, redesigned interiors.

"The plan is an attempt to plot strategy for the revitalization of the 105th Street corridor between Glenville and University Circle and this area is sort of in the way for new development, especially for housing and related services to follow," Lloyd says of the expected expansion of Case Western Reserve University, the Cleveland Institute of Art, the Cleveland Institute of Music, the Cleveland Museum of Art, and Veterans' Affairs Hospitals.

Former Cleveland Mayor Michael White actually originated the plan. As a former resident of Glenville, he envisioned the neighborhood revived and rejuvenated. As Cleveland's renowned cultural centers in the area are growing, the plan will connect University Circle with a larger residential community.

"The variety is what makes this area so special, and it should be retained," Wallace says, referring to Famicos's belief that all types of housing should be available to families and individuals from all walks of life. "We feel strongly that this neighborhood should have a variety of products available at all price points, from affordable to market-rate, rental and home ownership, and single-family detached to multi-family."

The project is an indication that Clevelanders can expect to see more development in the neighborhood and surrounding areas, Wallace says.

"The location is terrific," he says. "We think this neighborhood is up-and-coming while retaining its unique sense of place, culture, and history." **P**

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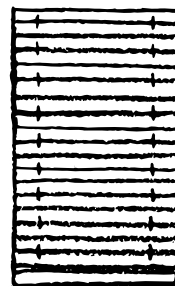


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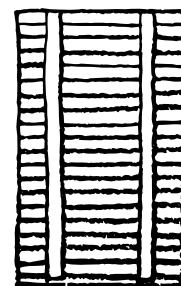
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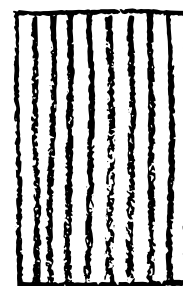
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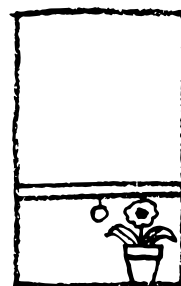
Mini blinds



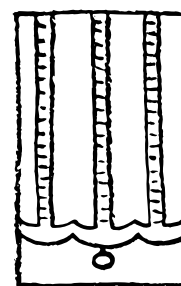
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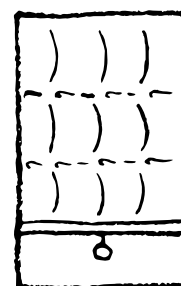
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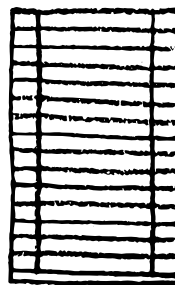
Plain shades



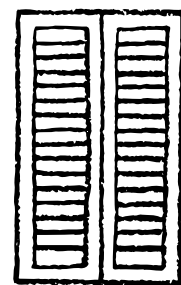
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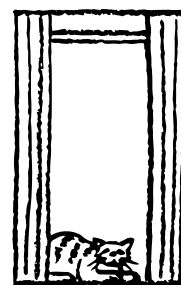
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February Construction Stays Even with January

At a seasonally adjusted annual rate of \$659.6 billion, new construction starts in February were basically unchanged from January, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building strengthened after a subdued January, and residential building showed modest growth. At the same time, nonbuilding construction (public works and electric utilities) fell back after January's elevated amount. For the first two months of 2006, total construction on an unadjusted basis came in at \$91.6 billion, up 9% compared to the same period a year ago.

February's data produced a reading of 139 for the Dodge Index (2000=100), the same as January.

After reaching its most recent peak at 149 in September 2005, the Dodge Index has settled back to essentially the average rate of contracting witnessed for all of 2005.

"While somewhat slower than the brisk pace last fall, the level of construction contracting can still be viewed as healthy," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "Nonresidential building in February showed some of the strength that's expected to take hold

this year, and residential building has yet to see much in the way of a slow-down. Although public works dropped back in February, the decline followed a strong January, and upcoming months should see the public works sector regain upward momentum. On balance, the first two months of 2006 have shown signs of the greater activity that's anticipated for nonresidential building and public works this year."

Nonresidential building

Nonresidential building in February climbed 6% to \$181.2 billion (annual rate). After a very weak January, the two largest institutional structure types rebounded sharply – educational buildings, up 45%; and healthcare facilities, up 48%.

"The construction start statistics during the winter can be volatile on a month-by-month basis, so it's not surprising when steep declines are followed by large gains," Murray says. "The picture that's emerging in early 2006 for educational buildings is that this structure type is continuing the moderate upward trend established last year, while healthcare facilities are holding close to the record pace of 2005."

The educational structure type in February was boosted by groundbreaking for the \$150 million addition to the Art Institute in Chicago, and healthcare facilities were supported by the February start of large hospital projects in Vacaville, California (\$100 million); Huntington, West Virginia (\$55 million); and Arlington, Texas (\$51 million). Other institutional structure types with February gains were amusement-related projects, up 14%; public buildings, up 13%; and churches, up 3%. On the down side, transportation terminals in February retreated 24%.

The commercial categories in February showed a varied performance. Hotel construction surged 69%, rebounding from a weak January, with the push coming from groundbreaking for the \$60 million hotel portion of a \$330 million hotel/casino in Detroit.

"The lodging sector over the past year has seen healthy growth in such measures as occupancies and room rates, and this should contribute to large construction gains during 2006," Murray says.

Store construction in February showed further expansion, rising 18%, while warehouses were up 4%. The office category in February dropped 44%, although this was due in large part to the comparison versus a January that included the start of the massive Goldman Sachs headquarters in New York City. If this project, with an estimated construction cost of \$1.8 billion, is excluded from the January statistics, then office construction in February would be up 14%. Large office projects reaching groundbreaking in February were located in Irvine, California (\$125 million), New York City (\$100 million), and Sacramento, California (\$60 million). The manufacturing plant category in February dropped 39%, slipping back from its improved activity in January.

Residential building

Residential building, at \$381.7 billion (annual rate), was up 2% in February. The dollar volume of new single-family homebuilding was unchanged from the previous month, while multifamily

February Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on February 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:

	2006	2005	Percent Change
Nonresidential	\$47,701,000	\$30,463,000	+57
Residential	\$70,086,000	\$93,754,000	-25
Total Building	\$117,787,000	\$124,217,000	-5

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

	2006	2005	Percent Change
Nonresidential	\$138,713,000	\$87,024,000	+59
Residential	\$134,136,000	\$178,859,000	-25
Total Building	\$272,849,000	\$265,883,000	+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.

housing jumped 14%. Lifting the multifamily category were the start of five large condominium projects, located in San Francisco, California (\$221 million), Jersey City, New Jersey (\$165 million), Las Vegas, Nevada (\$100 million), Chicago, Illinois (\$70 million), and Clearwater, Florida (\$55 million).

"Along with single family housing, condominium development is expected to cool down this year," Murray says. "Still, the continued presence of major projects in early 2006 suggests that the cooling down process will be a gradual one, at least initially."

The cost of financing for homebuyers in February edged up, with the 30-year fixed mortgage rate rising to 6.3% versus 6.1% in January. On a regional basis, February showed this pattern for residential building – the Northeast and West, each up 7%; the South Central, unchanged; and the South Atlantic and Midwest, each down 2%.

Nonbuilding construction

Nonbuilding construction in February dropped 13% to \$96.7 billion (annual rate). Most of the public works cat-

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egories registered declines, including sewers, down 23%; bridges and river/harbor development, each down 22%; water supply systems and site work, each down 15%.

"With greater funding provided under the new multiyear federal transportation bill, plus the improved fiscal position of the states, it's expected that highway construction for the full year 2006 will see growth close to 10%," Murray says.

The February nonbuilding total also reflected a 42% decline for electric utilities, following a strong increase in January.

On an unadjusted basis, the 9% gain for total construction during the first two months of 2006 compared to last year was due to this pattern by sector – nonresidential building, up 14%; residential building, up 8%; and nonbuilding construction, up 4%. By geography, total construction in the January-February period of 2006, relative to 2005, was the following – the Midwest, up 21%; the Northeast, up 18%; the West, up 7%; the South Central, up 4%, and the South Atlantic, up 3%. **P**



Energy Education Series Powers Up

This month, BOMA International launched the first in a series of six education seminars offering solutions to rising energy costs in commercial properties. The BOMA Energy Efficiency Program (BEEP) was developed by the BOMA Foundation in partnership with the U.S. Environmental Protection Agency's (EPA) Energy Star Program. The training will provide no- and low-cost strategies for reducing the industry's annual \$24 million energy bill by as much as 30%, while continuing to provide tenants and owners with comfortable space.

The curriculum, developed and taught by seasoned industry practitioners, and designed for owners, managers, engineers and all commercial real estate professionals interested in saving energy costs, teaches you how to...

- Be more competitive – save your tenants and owners money
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BEEP courses are available nationwide via phone conference, supported by materials delivered over the Internet in real time. The programs, which began with a Friday, April 7 event titled "Introduction to Energy

Performance," run for two hours, beginning at 2 pm, ET. Upcoming programs include:

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Proud to have been Construction Manager for the Les & Kathy Coleman Sports, Recreation & Fitness Center at Hiram College



Hitting the Big Leagues

Coleman Sports Center energizes Hiram College with expanded sports, recreation, fitness offerings
By John Elliott | Photos by Sam Fentress

College is more competitive than ever these days, and not just for students. As students compete to get into the institution of their choice, colleges in turn vie for the best and brightest students. It's a competition that Hiram College, about 30 miles southeast of Cleveland, isn't losing out on.

This past year, the 156-year-old institution finished a new sports and recreation facility, the 165,000-square-foot Les and Kathy Coleman Sports, Recreation and Fitness Center. The \$15-million, multipurpose, state-of-the-art facility puts Hiram in the big leagues in its quest to lure the best and brightest students.

"A new sports, recreation and fitness center is a critical need for Hiram College," says Tom Mulligan, director of athletics. "It will enable us to attract more students and help us retain those students by expanding our opportunities to work and play together as a community. It will position us well in the academically elite Northern Athletic Conference."

The project was designed to combine the old athletic facilities with a new, state-of-the-art fitness and recreation center and will enhance Hiram's competitive position, putting the college's athletic facilities on a par with those of other institutions.

The Coleman Sports Center is named for the late Les Coleman and his wife, Kathy, both of whom were alumni and longtime members of the Hiram College board of trustees. Designed by Hastings Chivetta & Architects, a St. Louis, Missouri-based architectural firm that is nationally recognized for building athletic structures, the new facility includes new construction and renovated space that wraps around the Charles A. Henry

football field and is connected to the Price Gymnasium.

Among the amenities housed in the facility are a competition gymnasium, two multi-purpose field houses which have five tennis/volleyball/basketball courts, an indoor track, cardio fitness center, weight room, aerobics room, racquetball courts and an administrative office suite for the college athletic departments.

The project was built by Panzica Construction Co., based in Mayfield Village, in 16 months.

"The Coleman Sports Center will be a facility for all members of our campus community to utilize and enjoy," says Thomas Chema, president of Hiram

College. "Panzica has built many of the region's most talked about athletic facilities. I am pleased to be able to partner with them to complete this new addition."

"Coleman Center has been a real plus for us, both from a retention point of view and for recruitment," Chema continues. "Students today really want to have good workout facilities. They want to participate in a lot of sports."

He says the complex has benefited both the schools recruitment and retention initiatives.

"Recruitment and retention are what it is about," he says.

Augmenting the project

The campus community began planning for a new athletics and recreation center in 1990. When Chema was named president in 2003, the project was underway but gained some additional momentum, according to Mulligan.

Chema has been involved in Greater Cleveland developments for many years, including many high profile projects such as Gateway and Gund Arena.

In 2003, the board awarded the winning design bid to Hastings & Chivetta Architects. That company's expertise in college sports construction includes institutions such as the University of Colorado, Carnegie Mellon, the University of Wisconsin, University of Dayton, Virginia Commonwealth



PRIDE ON DISPLAY The main lobby is a large open area with modern furniture, decorative block columns and a glass encased display shelf bearing the college's many sports trophies. A key display is the gold medal that Hiram won in the 1901 Olympics.

University, Tulsa Community College, University of Missouri and many more.

In January of 2004, the board selected Panzica Construction Co. as construction manager.

"It takes experience to provide good quality leadership to any exercise as complex as this was," notes Mike Harwood, project manager for Panzica Construction.

He gives Hastings & Chivetta high marks for its communication throughout the process.

The project renovated the old Fleming Field House, which is adjacent to the football field, and added a series of new buildings in a radial design that wrap the border of the field, almost halfway around the field. The complex makes excellent use of the field, giving many of the rooms expansive views of the field and the surrounding woods.

The main buildings include two field houses (one old and one new), athletic offices and a sports complex that has a new gym and an indoor pool.

An access road surrounds the buildings, and there are parking lots on three of the four sides of the football field.

At first glance, a visitor would have to be told that Fleming Field House was the original structure, built in 1958.

The building's drab, concrete exterior has been covered with brick-colored masonry panels that allow it to blend in with the new buildings.

"With the new 'skin' it all looks like a new building," Mulligan says of the exterior panels on the old building.

The new surface is made of different color aggregates that give it a natural stone look, accomplished by the use of four-inch-thick blocks, 16 inches tall and 8 inches wide.



FIELD OF VISION New buildings wrap the border and offer views of the football field.

A challenging project

Joining the new with the old proved challenging once ground was broken. The locker rooms, offices, pool and gym in the existing building hadn't been upgraded in 50 years.

"Our existing construction was very aged," Mulligan says.

The old Fleming Field House was busy until 2 a.m.; people had to wait to use it.

"There were real big challenges in connecting the mechanical, electrical and plumbing systems," notes Mark Horton, principal at C.T., a Willoughby-based building consultant who acted as owner's representative on the project. He says this is often the case when a project involves both renovation and new construction. "As it unfolded, they found more and more surprises. The condition of the existing structures presented many challenges."

Horton had previously worked as project manager for Jacobs Field downtown in the early 1990s, where he reported to Chema, the executive director of the Gateway Economic Development Corporation. He also teamed up with Chema on the Cincinnati Bengals' new stadium and the Geneva Lodge & Conference Center.

Mulligan says the board considered tearing down the old building altogether, but decided that it made sense aesthetically to preserve some of the old character, in addition to making more sense financially.

The large vaulted roof in the Fleming Field House, for instance, consists of small, thin timbers arranged in diamond shapes that are repeated over and over.

"Before we did the renovation, you didn't even know those roofs were even there," Mulligan notes.

The arched, wood ceiling was kept

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DIAMOND DESIGN The original vaulted roof in the Fleming Field House consists of thin timbers arranged in diamond shapes. "Before we did the renovation, you didn't even know those roofs were there," says Tom Mulligan, director of athletics at Hiram College.

intact. Translucent panels have now replaced the building's glass windows, removing the sun's glare.

"It really was a glare that was very difficult to deal with," Mulligan says.

The ornate diving boards in the old pool also have a lot of character not found in modern swimming pools.

A new drainage system was installed. The entire structure was re-roofed. Foliage around the old field house was uprooted, and the elevation was enhanced.

"The existing building was completely renovated," Mulligan says.

The interior of the old building was repainted to be consistent with the grays, beiges and creams of the new building.

The old building had a lot of colors that had distracted people from seeing the intricate, vaulted roof. Now it's more noticeable.

Simple colors make sense in athletic complexes, says Al Wolf, the project designer for Hastings & Chivetta Wolf.

"Gymnasiums get so large and you have to break them down," he says.

An unforeseen landfill

Three weeks after ground was broken for the new construction, Horton observed that the backhoes were pulling up soft dark soil that would not support

"WE WERE PULLING OUT OLD BOTTLES, WAGON WHEELS, ALL KINDS OF ODD STUFF [DURING THE SITE EXCAVATION]. THAT'S NEVER A GOOD THING."

MARK HORTON
C.T. CONSULTANTS

the new building's foundation. The initial soil tests had not revealed something that only the long-time faculty and residents knew about: the site was an old landfill.

"They knew they had hit something that would not support the weight of

the gymnasium," Horton says. "We were pulling out old bottles, wagon wheels, all kinds of odd stuff."

"That's never a good thing," Horton notes. "We had to go from a shallow foundation to a deep foundation solution in the Martin Field House."

This necessitated the services of an engineering specialist, Cleveland-based Applied Construction Technology, and sidelined the construction activity for six weeks while the project incurred an additional \$150,000 expense.

"[The landfill] wasn't on anybody's plans," Horton says. "We had six weeks on the critical path we had to make up."

Applied Construction Technology determined a solution. Cast-in-place concrete poles were driven 12 feet into the soil using an augur drill rig, which formed a surface of pole heads on which concrete was poured.

"It was a pretty standard way of taking care of it," says Lynton Price, director



“Coordinating that was a challenge,” he says. “Tom Mulligan and his staff remained cooperative and productive through each move.”

“This job went very well, construction-wise,” agrees Tim Johnson, project administrator for Hastings & Chivetta Architects.

Mulligan says the project succeeded because all players in the process put their own needs aside for the good of the project.

Versatile facilities

Mulligan says intercollegiate athletics wasn't the only thing the college was concerned about in designing the new buildings. Besides intramural and collegiate sports, it wanted to offer recreational amenities for students and

faculty, and for the local community as well.

Mulligan notes that colleges today are cognizant of the need to offer students the chance to be successful both inside and outside of the classroom.

“For years, Hiram was deficient in that area,” he says.

For example, the gym in the old field house wasn't the right size for every type of activity that people wanted.

High schools are providing a greater variety of sports and exercise programs nowadays, and kids expect to have these

MOVING UP An indoor track with protective rails is elevated in the center of the new athletic complex, which is located adjacent to the administrative offices.

of engineering at Applied Construction Technology, a geotechnical engineering, construction, inspection and testing firm. “We simply went with deep foundations in that area.”

“Once Lyton determined the extent of the unacceptable soils, we did not have to pull out any more of the refuse,” Horton says.

Flexible response works

Horton gives Panzica Construction high marks for adapting to the need to accelerate the work to make up the lost time.

The building was completed in time for the October homecoming game, which Hiram won against Earlham College.

One challenge was to accommodate the schedules of the many organizations that use Hiram's grounds.

“The building had to be built in certain phases,” Harwood says. “There was a lot of close coordination with the college, the architect and the construction team. It's not a cut and dry process.”

The athletic offices had to be relocated three times as the new building was built, Horton notes.

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same opportunities in college.

“Everything is ratcheted up today,” he says. “We are all about student success. Success outside the classroom is becoming more important today.”

Preserving the character

Al Wolf, the project designer for Hastings & Chivetta, says the design team wanted the new buildings to blend in with the old one, which he described as a 1940s-era “moderne” style.

The vast roof arch provided a basic shape for the new buildings.

“We used those arch forms in the roof in the major spaces of the new building,” Wolf says.

This is most obvious in the entrance to the administrative offices, which has a grand, tall entrance and an arched roof. With three sections of glass in its facade, the entry has a commanding



PHYSICAL FEATURES There are wall-length windows along the fitness room and the weight room (above), and a room with wall length mirrors for dance, aerobics and martial arts.

presence and acts as a focal point to the entire complex for visitors arriving from the access road.

The main lobby is a large open area with modern furniture, decorative block columns and a glass encased display shelf bearing the college's many sports trophies.

A key display is the gold medal that Hiram won in the 1901 Olympics.

“We attempted to open it up with the use of the glass,” Mulligan says, pointing to the massive windows on both sides of the lobby. “You can see through the windows inside and see the field.”

Horton used the design/build process to purchase the furniture.

The college serves more needs

The new complex allows the college to bring more activities to campus than ever. This past summer, the college hosted several sports tournaments. The facility can host high school foot-

ball, soccer, field hockey, basketball and volleyball. They recently hosted 36 elementary and secondary school volleyball teams in a series of tournaments.

The new multipurpose building allows them to have seven volleyball courts in operation at one time.

Tim Johnson, project administrator for Hastings & Chivetta, says the mul-

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tipurpose area was built to enable the college to expand it in the direction of the parking lot, should the need arise.

The versatility of the new buildings allows for non-sports events as well, such as receptions and dances.

"It's a great opportunity to bring people to campus," Mulligan says.

Once inside, it's easier to tell which buildings are new.

Bell Plaza, an outdoor plaza, overlooks the football field.

The focal point of the plaza is an antique, five-foot 1,000-pound ringing bell that spectators ring whenever Hiram scores a touchdown.

"It's turned out to be a patio for the events that we have inside and a nice complement to the lobby," Mulligan says.

Bell Plaza features about 4,000 bricks with names of donors engraved in them. This was a fundraising tactic Chema used in the Gateway development.

Faculty, students and alumni were invited to have their names engraved in bricks in the plaza in exchange for a donation.

Four-inch by 12-inch bricks memorialize founders, eight-inch-square bricks

memorialize other donors, and four-inch by eight-inch bricks memorialize students.

"It was a great idea that President Chema had," Horton says.

Memorials can be found throughout the project. A wall inside of Price Gym has several memorial plaques.

"We were able to brand it and create sponsorships everywhere," Horton says. "The faculty and alumni really got behind the project."

"Fundraising was really a big challenge," says Chema. "We had more wants than we had dollars to accommodate."

He says donors are typically less inclined to support sports projects than academic ones.

The administrative suite houses eight offices, all overlooking the football field.

Adjacent to the administrative offices is the new athletic complex. An indoor track with protective rails is elevated in the center of this area.

Beneath it is a multipurpose area for basketball, volleyball and tennis.

There are wall-length windows along the fitness room and the weight room, and a room with wall length mirrors for dance, aerobics and martial arts. All are equipped with fans and track lighting. There are two modern racquetball courts.

"You see into the performance and gym areas," Wolf notes. "You immediately understand what's offered in the facility."



NEW LIGHT "The views from inside the buildings out to the field and woods are just terrific," says Thomas Chema, president of Hiram College. "That is something most sports facilities don't have."

The gym easily converts into a party room.

"It's not just about sports and recreation," Mulligan says.

The new, Martin Field House has large fabrics that can drop from the ceiling and divide the room into three separate spaces.

Both the old and new field houses are two-story buildings and have elevators.

A terrific accomplishment

Chema is proud of the total project.

"The views from inside the buildings out to the field and the woods that we

have are just terrific," he says. "That is something most sports facilities at colleges and even the professional teams don't have. That's a real plus. That was done extremely well."

The new complex is part of a master plan to add even more sports facilities, Mulligan says. This will include moving the existing track north and east and have a synthetic surface installed. There will also be a new field for soccer and other sports.

"The building has been a great plus for us," Chema says. "It is working better than anyone's expectations." **P**

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Swagelok consolidates Northern Ohio operations at new Order Fulfillment Center

By Mark Watt | Photos courtesy Swagelok Company

Taking the Solon Road exit off of 422 East in Solon, one drives along rolling hills where former farmland has been transformed into industrial parks in recent decades. Passing the Stouffer's world headquarters, ERICO International Corporation's headquarters and countless other corporate facilities, drivers may notice one new, sizeable building filling out the landscape near the intersection of Solon and Cochran roads. Its exposed aggregate concrete panel façade conveys a sense of strength and permanence, and an angled glass curtain wall at one street-facing corner provides a visually enticing, easily found entrance for visitors. Still, the massive building was not intended to call too much attention from passersby. From outside, it was not designed to dazzle. But then you step inside.

An expansion to the existing 67-acre campus of global manufacturing corporation Swagelok Company, the new \$25-million, 350,000+-square-foot Order Fulfillment Center was built to bring multiple operations together under one roof for the powerhouse of the world's fluid system components industry. That it does.

Inside the building's plant area – which is partially framed by two stories of office space – orderly and tightly arranged

racks of metal components rise several levels from the ground floor and an enormous conveyor system collects packaged goods for delivery, all looking out across a large expanse of manufacturing cells that stretch across two exposed floors.

The scale is impressive – and necessary for a company that delivers thousands of unique, specialized products through a network of more than 200 authorized sales and service centers on six continents.

For Swagelok, the new facility is a landmark structure, the product of a focused effort to improve the efficiency of the nearly 60-year-old company's Northern Ohio operations.

“Historically, we’ve been a company that had a lot of small manufacturing plants and would bring together components manufactured in those plants within separate assembly plants and finally ship finished goods,” says Matthew LoPiccolo, director of customer service



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and logistics. "As we continually look at our operation from an efficiency manufacturing standpoint, we started getting to a point where we were limited in what we could do by having everything separate."

Swagelok determined that it could increase efficiency and flexibility by bringing its Northern Ohio inventory, assembly and shipping functions together under one roof.

A plan is drawn

The genesis of the project occurred in the early 2000s as Swagelok began looking at its options for a new facility under the guidance of LoPiccolo and Edward Bayer, director of facilities and risk management.

"We did an assessment to see if, how and where we should do this," LoPiccolo says. "Initially, Swagelok's primary goal

"The design was leading the construction, but wasn't completed until the project was done. That's the beautiful thing about design/build. The project took off and then quickly took on a life of its own."

Jen Dotson Geis Companies

was focused on distribution and customer service - we knew we wanted this to be the company's most customer-focused building."

Although Swagelok considered other sites, it finally decided upon building a new structure on property it had owned for the past 50-plus years, right next door to its corporate headquarters.

As program director, LoPiccolo carried ultimate responsibility for seeing the project through.

"One of my responsibilities was to put the project team together with key people like [Bayer]," LoPiccolo says. "From a project side, a lot of it was based around designing the building so [Bayer, an architect by trade] was key to that. He, along with CFO Frank Roddy, also led the way in negotiations with the city, state and port authority that ultimately allowed this building to be designated a foreign trade zone, which makes the site work well for the company economically."



TOP PICKS Located in the plant area is a complex inventory space where racks of components are arranged in tight rows, each reaching several levels high.

The high-level project team, which would include local architectural firm Christian & Klopper, Inc. who provided preliminary drawings based off of early sketches, was put together near the end of 2003. Geis Companies was hired as a design/build contractor with Fred Geis acting as senior project manager, Jeff Martin as project coordinator and Jen Dotson as the project's construction drawing architect and coordinator.

"Halfway through 2004, after Christian & Klopper had put together a preliminary design of the exterior and site plans, Swagelok came to us with a

need to have a full set of construction documents completed and submitted for approval within a month and a half," Geis says. "It was a tight timeframe but that is one of our specialties. We pride ourselves on having a fast track culture and everyone here has the ability to move quickly and accurately."

This goal was accomplished and the team broke ground in August.

Early site work included removing a small foundation for a farmhouse from the site and tree removal. ("We actually planted more trees than we tore down, which was nice," Geis says.)



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MULTIPLE METHODS A variety of building techniques were incorporated for the project. The larger assembly and distribution area utilizes precast concrete load-bearing walls (above), while the office space is steel-framed with exposed aggregate concrete panels.

With winter around the corner, the team determined a need to have the building enclosed by December, a goal which was accomplished partially due to beginning work before all drawings were completed.

"The design was leading the construction, but wasn't completed until the project was done," Dotson says. "That's the beautiful thing about design/build. The project took off and then quickly took on a life of its own."

Geis Companies would eventually complete work ahead of schedule and the building was occupancy-allowable in August of 2005.

"We give Geis a lot of accolades for making that happen," Bayer says. "As a total project, we are right on schedule and right on budget. And this is probably the largest project we've ever done in the history of the company."

The majority of move-ins occurred between September and December of 2005 and will be complete in the coming months.

A look inside

As the building's functions would be varied, multiple building techniques were incorporated. The two-storied office space, at 89,662 square feet, is steel-framed with an exterior of attractive exposed aggregate concrete panels. The larger assembly and distribution area, at 212,511 square feet with a 61,126-square-foot mezzanine area, utilizes precast concrete load-bearing walls. An additional 6,750-square-foot connector was built between the new facility and the company's headquarters next door. Covering the entire 363,300-



PRODUCT PLACEMENT Swagelok's reputation for precisely cut stainless steel is showcased as a design element, such as in a cut-out logo hanging on a wall of the visitor entrance.

square-foot structure is a rubber roof system.

A variety of advanced HVAC systems are used throughout the facility, including four massive air-handling units located in the plant area – an amenity not overly common in manufacturing facilities, LoPiccolo notes.

"The temperature-controlled environment is outstanding," he says. "You know it's good when you don't notice it."

Climate control is most important in a highly specialized clean room, built on the mezzanine level of the plant. Required for the assembly of high-end stainless steel and plastic products used in the semiconductor industry, the clean room includes a plenum beneath its floor and fan-filtering units that serve as ceiling panels.

"The clean room is a ballroom-style space, which means it's an open area with no vertical dividers whatsoever," LoPiccolo says. "This allows us to take principles of efficiency learned on the shop floor and apply them in a clean environment."

Elsewhere in the plant are an enormous conveyor system, which is supported from below by I-beams instead of being suspended from the ceiling because of its weight, and a complex inventory space where racks of components are arranged

Who is Swagelok?

Ranked among the largest privately held companies by *Forbes* magazine, Solon-based Swagelok Company is a major developer and manufacturer of fluid system component technologies for the research, instrumentation, pharmaceutical, oil and gas, power, petrochemical, alternative fuels and semiconductor industries. Its manufacturing, research, technical support and distribution facilities support a global network of more than 200 authorized sales and service centers in 54 countries. For more information about Swagelok, visit the company's website at www.swagelok.com.

in tight rows, each reaching several levels high and easily accessed for fast picking.

Throughout the plant area, countless assembly cells are arranged in a tight grid.

"Before moving in, we had to design every single location of these cells," LoPiccolo says. "Within this area we had to have the footprint for the machinery, electrical and process utilities that had to be dropped at a specific spot in the building for the work center."

All the tubing end connections and valves used in these process utility drops are Swagelok products, LoPiccolo notes, as are those used in the plant's lab and testing room.

"We wanted to make sure we showcased our products throughout the entire facility," he says. "Because we knew this would be our most customer-focused

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building, we made sure that our products are not only used but also highly visible to customers and other visitors.”

The showcase of products is a theme not just in the plant area, but also throughout the entire facility. Highlighting a reputation for precisely cut stainless steel products, the Swagelok logo has even been cut into steel coat rack supports in the employee restrooms.

The logo treatment and stainless steel features can be seen in the office space as well.

“The fact that this would be a primary customer-facing facility drove some of the design decisions,” LoPiccolo says. “There are some rooms here that were designed specifically with customer visits and customer workshops in mind.”

The office space includes more than a dozen conference rooms, multiple training rooms and an open work area where most of the office employees tend to their duties among various small ficus trees and with plenty of natural light provided by a broad windowed wall on one side.

“In the open office area, we went with lower walled cubicles to facilitate communication but raised the ceiling so that the noise level is kept within a comfortable range,” LoPiccolo says. “We tried to use green space areas, just tables set up in open areas where associates can gather to solve a customer’s problems.”

Carpeting, furniture and window treatments throughout the office areas are all new, selected by the project team.

“There is a consistency to the design and furnishing of equipment throughout the building, which should leave visitors with the impression of orderliness and consistency in the entire facility,” LoPiccolo says. “The idea was to make

sure everything is congruent and cohesive, down to small details like phones and flat screen computer monitors.”

An employee lunchroom is brightly colored and includes informal meeting spaces as well as a series of Internet kiosks for associates. (The entire building is wireless enabled.) When the weather’s pleasant, associates can dine at one of four picnic areas outside.

Associates access the building through two dedicated entrances. One opens into a corridor lined by locker rooms and human resources offices, leading to the plant floor. Another entrance is two-storied and glass-walled with a second-floor lobby area overlooking a heated sidewalk and the parking lot outside.

In addition to the building itself, work included the installation of a 900-space parking lot – accounting for approximately 700 employees working at the facility, plus room for a growth capacity of 15-20% – and 1,845 linear feet of new roadway, named F.A. Lennon Drive in honor of the company’s founder.

Keeping order

As one of the largest industrial buildings to be built in Northern Ohio within



FRESH AIR When the weather is pleasant, associates can dine at picnic areas outside.

the past decade, the new Swagelok Order Fulfillment Center was a project that presented particular challenges, Bayer says.

From the design and construction of a larger-sized facility in a tight timeframe to the logistics of moving in a 24/7 manufacturing business without hiccups, the team members simply could not afford

to make mistakes and needed to rely on each other throughout the project.

“The term ‘team’ is very loosely used in this country, but this really was one,” Geis says. “It had to be. Everyone had a common goal and had input on the same goal. This was a project where the advantages of the design/build process were quite clear as well. Often there



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Photo by Scott Pease

Fluid Organization

The layout of operations within Swagelok's new Order Fulfillment Center showcases ideas learned after nearly 60 years of success in manufacturing fluid system components. For instance, at first glance, one area of its office seems perfectly ordinary: clusters of low-walled cubicles stretching across a large open room. But there's more going on in this space than meets the eye, explains Matthew LoPiccolo, director of customer service and logistics.

"Swagelok continually looks for ways to serve our customers better," LoPiccolo says. "In the new facility, we decided to apply the lean cell concept, which you usually see in a manufacturing plant, to the office environment. We found that by co-locating our associates in teams, we were able to increase efficiency."

The lean cell concept is an organizational tactic, which is centered around grouping various key components for a particular process into a small "cell" that is focused on achieving a specific project goal as efficiently as possible. In a manufacturing plant, this could involve a small group of people and their tools whose primary purpose is creating, for example, a specific valve or fitting. Swagelok's strategy of creating lean cells in an office environment works essentially the same way.

"For example, we'll have a quoting cell, which brings together all of the key people needed to quote a special item who will see such quotes through to completion," LoPiccolo says. "So instead of having a customer service representative receiving a phone call in Building A who must then contact someone else in Building B by email or phone, who in turn must contact someone else in Building C, we bring those various people together in a small, orderly physical space."

"Using the lean cell approach in the Order Fulfillment Center's offices, all of those key people are now physically located together," LoPiccolo says. "So when an issue comes up, someone can lean over a desk and say, 'Hey Matt, you know that order we got for San Diego? They just called and we need to make this change.' Email will never be as efficient in those situations. So that concept of co-location, we've done it here in a very large scale and it will increase our efficiency greatly." —MW

can be friction between architects and contractors but here we performed these duties, so there was no such tension. There's no doubt in my mind that this would have taken three to four times longer and certainly would have been more expensive if it was not design/build."

Dotson notes the size of the project still led to organizational challenges that were ultimately overcome.

"We had multiple disciplines, vendors and suppliers, as well as the teams from Swagelok and everything had to be incorporated into one design," she says. "There was information coming at us from 20 sources and to bring that all together in a short period of time was tricky. For example, our weekly meetings here usually involved about 40 people, whereas meetings for most other projects we've worked on have included maybe three or four people."

Swagelok's primary challenge centered on making its move-ins invisible to customers. Bayer notes that under LoPiccolo's management, not one order was missed during the move-in process last year. He credits his colleague's focus on communicating with associates as instrumental to the success.

"We are extremely happy with how smoothly this project has come together," LoPiccolo says. "It couldn't have happened without the exceptional flexibility and consideration that our associates afforded us. And we also must credit the City of Solon for its determination in making this project succeed." **P**

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Putting Lives Back Together

Servpro of the Heights offers cleanup, restoration services when businesses need it most

Story and photo by Ken Krych

It doesn't have to be a giant catastrophe like Hurricane Katrina to disrupt your life and/or business. Fire, water and smoke damage affect people every day whether it is from a malfunctioning sprinkler, broken pipe, faulty wiring or other malady. This is where Servpro of the Heights comes in.

Carolyn French and husband Tom form a team, which includes over 40 years of management and ownership experience in the Servpro system, with their loyal staff of over ten who handle the cleanup and restoration of residential and commercial properties.

"We are well equipped to handle any size job but the big difference for us is our people, [who] are truly our most important assets," Carolyn says. "They come to work every day ready to make an impact, a difference."

Every day, 24/7/365

If you have ever experienced a fire or smoke or water damage, you know how devastating it can be, especially to important documents and cherished items. Servpro is there 24 hours a day, seven days a week and 365 days a year,

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Carolyn French
Co-President/Owner

performing vital services to help return offices, businesses and homes back to preloss condition as quickly as possible.

"Usually it is an emotional time for most people," Tom says. "Each opportu-

nity to cleanup is unique. Our services are tailored to the needs of each and every customer."

"No two jobs are ever the same," Carolyn adds. "Each environment is different."

The two colors that count

The company's headquarters in Bedford Heights contains some 6,000 square feet of office/warehouse space. The large inventory of equipment, along with those familiar green vans with the orange Servpro logo, is available for a wide array of possible services required. The Servpro professional, trained and experienced, arrives with a van full of clean.

The crew has the experience it takes to restore valuable items such as antique paintings and documents. The exposure

to heat and/or humidity is taken into consideration during the restoration process. Indoor air temperature and relative humidity are monitored during the drying process.

Post-construction cleanup

With growth and an expansion of total services, Servpro of the Heights successfully provides many of the area's leading builders/developers with the vital service of after construction cleanup. It is cost effective and, as usual, Servpro handles the job professionally and swiftly.

Some of the company's major projects over the years have been restoring portions of two dormitory towers at the Ohio State University and the French Market in Columbus to Eaton Center and the Penton Media building in Cleveland. However, regardless of the size, Servpro of the Heights is available and capable to assist with any size cleanup.

Expansion of services

Servpro of the Heights has expanded its services beyond the traditional fire and water cleanup and restoration. Its inventory of equipment, line of franchise-specific cleaning products, expertise and experience enables its to handle any situation today. The company's expanded services now include vandalism and biohazard cleanup, air duct cleaning, carpet, upholstery and drapery cleaning. Plus, it offers a wide array of CE classes.

Mold remediation

Servpro of the Heights knows how to create healthy living spaces in both offices and homes. It has the experience, training and certification for any mold mitigation/remediation services. And oftentimes, it partners with the best area indoor air quality/industrial hygienist professionals to assure its performance and work.

"No day is ever the same," Tom says.

For Servpro, it is all about people and putting their lives back together as quickly as possible. And the company always strives for assured satisfaction. Period. **P**

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Financial Yardsticks, Part II



ALEC J. PACELLA

Last month, we had the first installment of a three-part series discussing financial measures. The initial focus was on static measurements, whose common characteristic is that they are all based on a single year of data. This month, we are going to step it up a notch and tackle multi-year measures. Although the goal is to make this as simple as possible, multi-year analysis models are, in a word, a bear. The real estate analysts that typically employ these models often possess advanced business or finance degrees bolstered by years of experience “running the numbers.” So rather than get lost in all the minutia, we will take a big-picture view of the underlying concepts. This month, we will look at how the models are constructed. And next month, we

will discuss the most common resultant measures from these models.

Get into the flow

The cornerstone of a multi-year analysis is the net stream of cash flows that a property generates over a time horizon. There are several characteristics of this stream of cash flow that should be noted. First, the length of the time horizon will vary depending upon the goal of the analysis but it usually ranges between five and 10 years. Second, the time horizon is almost always looking forward into the future. Third, the cash flows are typically broken down into one-year increments within the longer overall time horizon. Lastly, and this is the critical one, the cash flows are net numbers, down to the net operating income (NOI) level at a

minimum and more often to cash flow (more on this important distinction in a bit).

One of the best analogies is a stock that pays a regular cash dividend. Suppose that we are contemplating the purchase of some shares of ABC Company and they pay their dividend once a year. Looking at the stock's history, we know that in good years, the company elects to pay a higher dividend and during lean years, it elects to scale it back. We now want to evaluate how this stock's dividend will perform over the next 10 years, so we put together an analysis that uses the stock's current dividend as a starting point. We then adjust it in future years, increasing it when we anticipate good years and decreasing it during the years that we think will be tough ones. Once complete, we will have constructed a model that shows an annual series of net cash flows over a time horizon.

Sound familiar? A real estate analysis is more elaborate but conceptually the same. The “dividend” is now NOI but getting there is much more involved.

Beauty and the beast

Harkening again back to our discussions last summer about NOI, we know that income less expenses yields NOI. Now, instead of looking at the income and expenses as verified by an operating statement for the previous year, we want to predict what these incomes and expenses will be in future years, over our time horizon. The expense side is usually

Heard Thru the Grubbvine

Lakefront property The State Teachers Retirement System of Ohio has put LakePoint on the market for sale. Considered one of the top buildings in the Eastern office submarket, the offering should be a bell-weather deal for the local investment market. **Happy trio** Cleveland-based Coral Company, an innovative retail and residential developer, has put three of its retail centers on the market. One of the centers, Puritas Park Plaza, was among Coral's initial re-development projects more than a decade ago. —AP

straightforward. They are based on the actual regular expenses from the most recent year and increased by a moderate, inflation-driven amount each year going forward.

The income side can be much trickier, for two primary reasons.

First, if the property's tenant(s) have leases that expire prior to the end of the time horizon, a whole host of assumptions need to be made that have an impact on the NOI. Decisions include items such as the renewal rent if the existing tenant elects to renew or, if the tenant vacates, how long the space will take to release as well as what the rental rate will be, not to mention the underlying probability of the tenant renewing upon expiration.

And second, if there is existing vacancy within the property, assumptions need to be made concerning this vacancy, such as how much (if any) is leased during the time horizon and how long it takes to lease. How assumptions such as these are handled can have a

dramatic impact on the resultant series of NOIs and cash flows.

Also of primary importance is the type of property being analyzed. A single-tenant, net leased property with a long-term lease is fairly easy. The income is certain (as dictated by the lease), the majority of expenses are not a factor (they are handled directly by the tenant) and renewal assumptions are not a concern so long as the term of the lease is longer than the time horizon of the analysis. Multi-tenant properties are much more complicated, as a whole host of assumptions likely will come into play.

NOI vs. cash flow

One last item of note. The majority of multi-year measures are based not on NOI but on cash flow. This is a subtle but critical characteristic. NOI deducts regular property expenses from income. Cash flow further deducts non-regular items such as tenant improvements, leasing commissions and capital repairs. These items may or may not occur each year and again depends on the type of property being analyzed as well as the assumptions being used by the analyzer. Next month, we will see what all of this ‘analysis-paralysis’ tells us. **P**

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

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Exhaust Other Remedies Before Litigation



JOHN P. SLAGTER

Before authorizing litigation, a business owner should consider other available means to resolve a claim. The decision to file a lawsuit must be made with careful consideration of the facts of the particular case. Litigation also involves risks. Litigation may be expensive and could also result in claims asserted against your company. Because of these and other factors, it is always a good idea to make sure you have exhausted your other remedies before pursuing litigation.

The litigation process is time consuming. A lawsuit will typically take from six months to two years or more to complete. Additionally, you and your employees may be devoting a tremendous amount of time to preparation and working with

the lawyers before and during the litigation, resulting in lost production.

Other available means to resolve a claim may include:

Demand letters

A demand letter, which could be forwarded by either the business owner or the attorney, is a letter requesting that payment be made. Although you may have historically relied on oral promises to pay, many times a simple written demand along with a notification that a lawsuit will be filed if payment is not made within a certain time period will work. Sometimes failure to pay is the result of a clerical error or mistake and the letter will be sufficient to prompt a payment. Additionally, demand letters serve as evidence that you provided the

debtor every opportunity to pay before pursuing litigation.

Liens

Many states permit contractors, material suppliers or tradesmen to file mechanics' liens. Because there are many technical requirements for filing liens, an attorney should be engaged to ensure that your lien rights are properly secured. In addition to a lien securing the payment of your claim, the filing of a lien may interrupt the debtor's financing or create a contractual breach and force the satisfaction of your debt.

Notice to third parties

If you have performed work for a lessee or if you are a subcontractor, many times notice to the owner, lender or other individuals who may have an interest in the project will force payment of your claim or cause those individuals to pay you directly.

Stop work

If you are providing services over a period of time, you may have the right to stop work or alternatively, if you are working on other separate projects, stop work on those projects. You must con-

sider whether your contract permits you to stop work. Simply refusing to do work is many times very effective in causing payment to be made.

In-person visit

It is amazing how effective a personal meeting with your invoice in hand can be with someone who has been avoiding your phone calls or letters. If you take

this approach, make sure that you act in a professional manner.

The above methods are by no means exhaustive, but provide some practical pointers that may be utilized prior to litigation. Once you have exhausted all the other remedies that might be available, your determination of whether or not to file a lawsuit must be made in consultation with your attorney. **P**

John P. Slagter is a member of the board of managers, vice president at the law firm of Buckingham, Doolittle & Burroughs, LLP. 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. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2006.



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Commercial Real Estate Improves with Record Investment



JOLYN BROWN

Rising demand for space is improving commercial real estate markets and investment dollars flowed into commercial sectors at record levels in 2005, according to the National Association of Realtors (NAR).

Investment in commercial real estate rose 44% in 2005 to a record \$268 billion of investment grade real estate, not counting transactions valued at less than \$5 million.

The NAR forecast, expanded to five major commercial sectors, includes analysis of year-end data for various tracked metro areas.

Office market

By the end of this year, office vacancy rates are projected to drop to an average of 11% from 13.6% in the fourth quarter

of 2005. Office rents are expected to rise 5% in 2006.

Office vacancies are at the lowest level since 2001. Markets with a wide pool of skilled workers will experience the strongest demand for space in 2006, as will areas with a rapid in-migration of population.

Net absorption of office space in 56 markets tracked, which includes the leasing of new space coming on the market as well as space in existing properties, is forecast at 93.4 million square feet in 2006, up from 89.1 million last year.

Industrial market

Trade with China continues to stimulate the industrial sector with burgeoning traffic at ports, both traditional and inland. This traffic is causing increased

demand for warehouse and distribution facilities, especially for markets near major ports of entry or distribution hubs. Congestion is being reported at major West Coast ports, with some traffic being diverted through the Panama Canal to Florida.

New industrial construction should rise 20% this year to accommodate specific distribution requirements and to replace structures that are now obsolete.

Industrial vacancy rates are likely to fall to an average of 8% in the fourth quarter of 2006 from 9.6% in the last quarter of 2005. Industrial rents are expected to grow 3.8% this year.

Net absorption of industrial space in 54 markets tracked is projected at 270.1 million square feet in 2006, compared with 279.1 million in 2005.

Investment transaction volume increased 65 percent in the industrial sector to \$34.5 billion in 2005.

Retail market

The retail sector has undergone significant changes recently with mega-mergers that will continue to impact markets across the country. This includes mergers of Sears and K-Mart, and May

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Department Stores with Federated Department stores. In some areas, new space is being built without sufficient demand, but retail space absorption will slightly outpace the amount of new space brought to market this year.

Retail vacancy rates are forecast to decline to an average of 7.8 percent by the end of the year from 8.0 percent in the fourth quarter of 2005, and average rent should rise 4.0 percent in 2006.

Net absorption of retail space in 54 tracked markets is likely to be 31.4 million square feet in 2006, down from 43.8 million last year.

Multifamily market

The apartment rental market – multifamily housing – is tightening, and vacancy rates are forecast to drop to an average of 4.5 percent this year from 5.2 percent in 2005. Average rent is projected to increase 5.3 percent in 2006.

Conversion of apartments into condos accounted for 34 percent of the multifamily properties that traded hands in 2005. NAR expects condo conversion to slow this year, coinciding with an increased demand for rental housing.

Total investment in multifamily property rose 72 percent in 2005 to \$86.9 billion, with \$29.4 billion spent by condo converters who took 191,400 units out of the active rental market.

Multifamily net absorption is forecast at 289,100 units in 59 tracked metro areas in 2006, compared with 319,400 absorbed last year.

Hospitality market

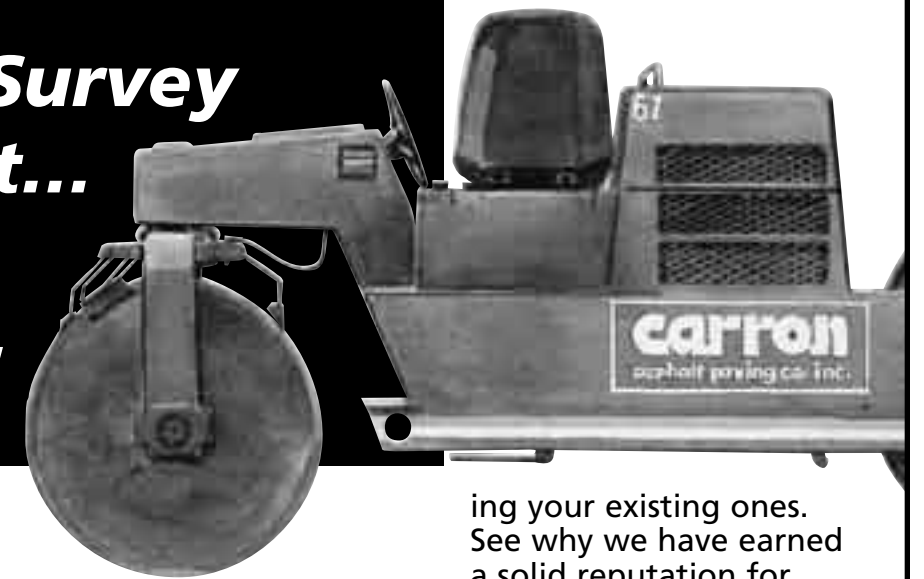
The tourism and hospitality sector slumped severely after September 11, 2001, but began to turn around in 2004. With increased occupancies and higher revenues, new hotel construction is now economically feasible.

Hotel occupancies should reach 68.7 percent by the end of 2006, up from 64.5 percent in the last quarter of 2005, and revenue per available room (RevPAR) is likely to grow to \$76.01 this year – an increase of 6.3 percent. An additional 31,500 hotel rooms are projected to be added to the inventory in 52 markets tracked this year, up from less than 3,900 in 2005. **P**

Jolyn Brown, ABR, LTG, is chairman of the board for the Cleveland Area Board of Realtors (CABOR).

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RDL Architects, Inc. Turns 'Brown' to 'Green' in Shaker Heights

RDL Architects, Inc. is on the move, relocating its corporate headquarters to the heart of Shaker Heights.

"Designing the move has been a perfect partnership," says Ron Lloyd, president of RDL Architects. "The City of Shaker Heights is on the leading edge of urban revitalization, which is one of RDL's core values."

The 55-year-old building that RDL now calls home was abandoned and in disrepair when the city purchased it in 2000. In 2004, Shaker's Director of Neighborhood Revitalization, Kamla Lewis, heard that Lloyd was looking for office space and suggested he take a look. Lloyd purchased and restored the building, and relocated RDL's headquarters.



New RDL Architects, Inc. headquarters

Today, the property, located at the intersection of Hildana Road and Chagrin Boulevard, hums with activity. It is the cornerstone to the Moreland neighborhood and represents the shared vision of the city and RDL, that investment in Moreland is a catalyst for reinvestment in the adjacent Lomond and Shaker Town Center areas.

"We want this to be the first of many such investments in Shaker Heights," Lloyd says. "The cooperative environment makes working with the city easy. We are committed to this community."

The sustainable principles incorporated into the design and systems transformed an antiquated 1950s-era, 8,000-square-foot office building into a dynamic space, which invites creativity with its open design that allows natural light to flow throughout. Today, the building is additionally home to Moreland Neighborhood Properties, Inc., the development company formed to acquire and hold the property.

mentary hors d'oeuvres and beverages are also included for all.

Coming off the heels of seven successful shows in 2005, GC Showcase 2006 has expanded to cover 20 regions, with an additional 10 events scheduled in October.

"GC Showcase 2006 clearly demonstrates The Blue Book's commitment to bringing buyers and sellers together," says Rich Johnson, general manager of The Blue Book. "It's not often that buyers of construction products and services get a no-cost opportunity to meet and qualify local sellers in one place at one time."

GCs interested in exhibiting should call 1.800.922.9962 or log on to www.thebluebook.com/gcshowcase. Subcontractors or suppliers interested in attending should call 1-800-431-2584 and ask for the GC Showcase Department. Or, they can visit www.thebluebook.com/attendee.

CB Richard Ellis Completes Second Sale of Former Landmark Plastics Building

Blue Book has put together regional networking events around the country, offering exhibiting general contractors – or anyone who manages projects – an opportunity to meet and qualify area subcontractors and suppliers who are looking to promote their services and products.

Locally, one is scheduled for Cleveland on April 26 to be held at the Embassy Suites Hotel, Rockside. The trade show-like event is free of charge to exhibitors and attendees. An exhibit space and table are provided to the exhibiting GCs and compli-

CB Richard Ellis recently completed the second sale of the former Landmark Plastics Corporation building at 1331 Kelly Avenue in Akron. Keystone Opal, LLC bought the building in April 2005 for \$7,150,000, and CB Richard Ellis assisted the firm in selling it in January 2006 for \$9,000,000.

After Keystone purchased the building last year, CB Richard Ellis Vice President, Fred Herrera asked the new owners, "What if we can get more?" This question

Persky, Shapiro & Arnoff Co. Welcome Senior Counsel

Howard A. Marken, Esq. has re-joined the law firm of Persky, Shapiro & Arnoff Co., LPA as senior counsel. Marken's practice will continue to focus on real estate, general business, succession planning, probate, trust and estate planning.

In his more than 50 years of practice, Marken has been an active counselor, providing strategic guidance and legal representation. He has been involved in all aspects of residential and commercial real

estate development, acquisition, financing and leasing.

Marken is a graduate of The Ohio State University and the University of Michigan School of Law. He has served as special counsel to the Attorney General of the State of Ohio and was a member of the Shaker Heights City Planning Commission and Board of Zoning Appeals.

Blue Book to Host Industry Networking Events

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sparked interest from the new owners who initially bought the property as a long-term investment.

Upon teaming up with CB Richard Ellis's Private Client Group, the property was marketed to investors nationally. As a result, the building sold eight months later for a \$1,850,000 profit.

Landmark Plastics, which makes plastic horticultural products, is the tenant under a long-term lease. The single tenant building has a gross square footage of 198,019 square feet. The building sits on over 55 acres and is 84% improved.

From the Cleveland CB Richard Ellis office, Fred Herrera represented the Seller, Keystone Opal, LLC.

The Buyer was STAG Capital Partners, a Boston-based real estate investment company.

Illbruck Acoustic Introduces Natural Grey Willtec®

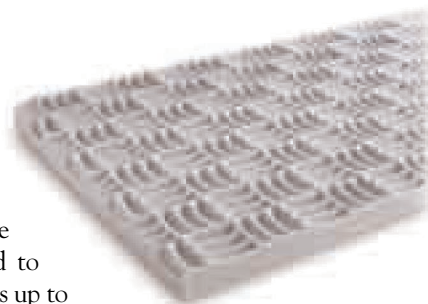
Illbruck Acoustic has introduced natural grey as the new standard color for Willtec, the core material in its acoustical products for wall panels, baffles, ceiling tiles, multilayer composites and HVAC duct liners. Natural grey Willtec products have consistent color throughout their entire thickness, so if the products are cut, broken or marred, the exposed interior color matches the exterior color.

Willtec is made from lightweight porous melamine foam. It is Class 1 fire-rated,

meeting ASTM E-84 requirements for flame spread and smoke density. The versatile foam can be exposed to constant temperatures up to 300° F and short-term temperatures up to 482° F. It will char, but will not ignite, at temperatures up to 1120° F.

The foam's open-cell, fiber-free structure gives it extremely low density and lightweight, flexible qualities. The open cells allow the foam to absorb the acoustic energy over a wide range of frequencies.

The foam also can be painted in colors and treated with surface finishes to resist wear from dirt, water and solvents. For a product sample,



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in the country, will be this year's recipient of the Anti-Defamation League National American Heritage Award.

The award will be presented at an event in Pittsburgh next month.

Proceeds from the event will benefit the Anti-Defamation League, one of the nation's preeminent civil rights organizations.

The National American Heritage Award recognizes individuals who serve their community through work and deed.

One of Hannah's favorite causes is the Children's Free Care Fund at regional children's hospitals. The funds exist to help children without health care pay for medical treatment. Since 1989, the



Howard "Hoddy" Hanna, III

company has raised roughly \$3.8 million for the cause.

Hanna is a founding member of Family House, a network of homes for transplant patients and their families, and sponsors the

"green" Polo team at the annual Family House Polo Match. In 1990, he and his wife, Mary Anne, were the founders and first chairs of the Central Catholic High School Auction, which over the years has raised \$2.5 million for scholarships.

Architectural Firm Expands to Become Dorsky Hodgson Parrish Yue

National architectural firm Dorsky Hodgson + Partners has announced an expanded leadership team and transition to Dorsky Hodgson Parrish Yue, reflecting the names of partners David Parrish and Victor Yue.

Senior partner Cornelia C. (Cee Cee) Hodgson has been

promoted to president, one of few female chief executives of a major architectural firm.

In addition, Gary Steiner and Brett Kratzer, formerly principals with the firm, are new partners. Kratzer is in its Cleveland office and Steiner is in the firm's Washington, D.C. office.

Also, Yue was named as managing partner of the Fort Lauderdale office.

As chairman of the firm, William Dorsky will continue to play a role by providing strategic oversight, as well as identifying and mentoring new leaders. He intends to delegate much of the day-to-day operations.

DHPY recently won the International Design Award of Merit from the International

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Council of Shopping Centers for Legacy Village, in Cleveland. Its Senior Living Studio was awarded two National Association of Home Builders 2006 Seniors Housing Awards for a pair of projects, including Kendal at Granville, a community in Granville, Ohio.

HBA Names Associate Supplier of the Year

The law firm of Buckingham, Doolittle & Burroughs, LLP recently announced that John P. Slagter is the recipient of the Associate Supplier of the Year award from the Home Builders Association (HBA) of Portage and Summit Counties. Slagter is a shareholder resident in the

Cleveland office and chairman of the firm's real estate and construction practice group.

Slagter was honored for his voluntary work in assisting the association with drafting the association's form contracts. He received the award at the 62nd Annual Inauguration Ceremonies for the HBA of Portage and Summit Counties.

Slagter's practice focuses in the areas of real estate, land use and zoning, and construction law. He represents real estate developers, builders, citizens' groups and governmental entities in matters relating to the acquisition, development, use, and disposition of residential, commercial and industrial real estate.

Slagter is a lecturer for the National Business Institute, Lorman's and the Ohio State and Cleveland Bar Associations. He also is a regular contributor to *Properties* magazine.

Slagter graduated from John Carroll University and earned his J.D. from Case Western Reserve University School of Law.

Realty One Real Living Welcomes Realtor

Licensed Realtor® Eric Miglietti has joined Realty One Real Living's Catawba Office.

Miglietti is a member of the National Association of Realtors (NAR), the Ohio Association of Realtors



Eric Miglietti

(OAR), and the Firelands Association of Realtors.

A graduate of Ohio University, Miglietti has a Bachelors degree in Business Administration.

Miglietti is a resident of Shaker Village in Sandusky. **P**

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Answers to Some Common Roofing Questions

By Todd Lessig

If you recall, the last time you had a thought about the roof on your building it was probably because the darn thing was leaking. You might have tried to fix it yourself or maybe you hired a roofer to repair it for you. Quite possibly you've done nothing, choosing to ignore it, because after a day or so it stopped raining and so did the leaking.

Nonetheless you probably had some unanswered questions about roofing.

This article will try to address several common questions that are often posed by building owners and managers as they find themselves forced into dealing with a roof that, up until it leaked, had the good sense to remain out of sight and out of mind.

1. Why is my roof leaking now?

Good question. You have to wonder, especially if over the past several years it has rained and snowed plenty but the roof has never leaked, not even once.

Why now all of a sudden? I remember a comedian named Gallagher who filmed a stand-up act that Showtime ran during the early 1980s. Gallagher was afflicted with the common ailment of male pattern baldness. I remember watching him as he slowly picked a hair or two out of his head while wondering, "what in the world held it in yesterday?"

As I've written before, in some ways roofs are a lot like the human body. They both have finite life spans and they both tend to break down as they reach old age. When we get old and our arteries harden, our hearts weaken and our

eyesight fails. As Dr. Jim Mendenhall, a retired dentist, says, "it takes courage to get old."

Here's how it plays out with roofs. You must first understand that the materials used to construct the roof membrane on your building grow weaker and weaker with each passing year.

Living here in Northeast Ohio, we know Mother Nature can really dish out some severe weather. Just imagine yourself being exposed to this area's weather all day, every day, and all night, every night, for many years. Brutally cold and wet all winter, then hotter than heck in



GOB STOPPER A roofer "flashed" a refrigerant line penetration at this site (left), yet could have installed a longer-lasting system (right).



the summer, these materials eventually deteriorate under the constant exposure to climate change.

Eventually, defects in the membrane develop. It's these defects that permit the passage of moisture down into the roofing assembly. You need to also understand that once moisture has managed to work its way into the assembly, the rate of further deterioration accelerates until one day, as many owners are fond of saying, "the darn roof is leaking."

Not all leaks, however, develop in this way. Many are caused by poor workmanship on the part of the roofing contractor. Poor workmanship can mean either, one, the roofer was derelict in the way he performed his work, or it could mean, two, he was derelict in the way he decided to perform his work. These both sound the same but there's an important distinction between the two. As an example, please take a look at the photos above. Here we see an example of where a roofer "flashed" a refrigerant line penetration. In this case the decision was made to simply gob a bunch of roof cement around the lines.

I'll be the first one to point out that this particular decision was probably not in the building owner's best interest because there's no way this penetration will remain sealed for very long before it starts leaking. On the other hand it was quick and cheap to install.

2. Will the roof leak go away by itself?

Another good question and probably one you already know the answer to. The short answer is "no," although some of you may have experienced a situation where it did actually happen. Generally,

roof leaks will only get worse if ignored. Over time, a growing amount of moisture will enter into the roof assembly. This moisture can, and usually does, spread out, soaking into the surrounding insulation.

Another important thing to understand is that moisture in a roof assembly is a bad thing. It doesn't "dry out" very easily, or very quickly. That's why the materials utilized to make the roof membrane will deteriorate at an accelerated rate once they become wet.

I think it's a fair analogy to say a roof leak is a lot like having a cavity in one of your teeth. Cavities will not get better if ignored and neither will roof leaks.

3. What's the best roof?

Sorry to say, but there is no "best" roof. Each building and roof we look at is unique as is the building owner's situation, needs, goals, and resources. If you're looking to find an industry that is really into "customized" solutions, stop looking because you've found one in roofing.

Just the word "best" is so open to individual interpretation. For some, best can mean longest lasting. For others best can mean least expensive. To you, the word best might mean the best value, and here we go again... just what does "best value" mean?

Roofs on one building are flat. On another building sloped. Roofs in Arizona never experience cold and snow. Ones in Northeast Ohio experience widely diverse weather depending upon the season. Some buildings are constructed with metal roof decking. Others have concrete or wood.

A Brief History of Roofing

Compiled by Jessica Nelson

Since the beginning of civilization, people have needed a roof over their heads to keep them warm and dry. Roofs around the world have evolved from animal hides to the latest synthetic materials and coatings. Engineers, builders and thinkers throughout time have contributed to the development of roof systems and coatings. What follows is a timeline briefly illustrating the ways in which roofs were built as world civilizations expanded:

Pre-40,000 BC

The world's first roofs for nomadic cultures most likely consist of tree leaves and animal hides bundled together with tree branches or animal bones at a steep slope to encourage water runoff.

40,000 BC

Siberians use Mammoth skins to roof their dwellings, probably because suitable wood is scarce.

30,000 BC

Babylonians live under roofs made of thatch and develop a waterproofing technique using natural asphalt.

10,000 BC

Chinese and Arabic cultures create ceramic tile.

7,000 BC

Molded bricks are developed in Jericho in what is now Israel.

6,000 BC

Iranians develop bricks. Sumerians in what is now southeastern Iraq use reeds for roofs.

3,000 BC

Egyptians develop waterproofing coatings of balsam and pitch. The technique evolves from their practice of using beeswax clay and gelatin to make enamels. They build their roofs using a clay and sand mixture, and use daily wastewater to keep them from drying out in the heat. Elsewhere, Babylonians begin to use copper for roofing.

2,780 BC

Egyptians build the pyramids.

2,500 BC

In the British Isles, slate became the standard roofing material.

1,291 BC

European Crusaders returning home apply the flat roofing techniques they saw in the Middle East to castles and military buildings.

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4. Why is roofing so darn expensive?

Let me answer this one with one word: labor. Roofing is a very labor-intensive activity. Imagine if you could somehow go back in time, say back to a time during the early 1900s. Now imagine observing a new roof currently being installed on a commercial building under construction. What do you see? I see a bunch of guys, on the roof, installing the roof. Now fast forward to 2006. What do you see? You see the same exact thing. You see a bunch of guys on the roof, installing the roof.

How can this be? Consider, if you can, all the amazing technological advancements of the past 100 years. Productivity has improved immeasurably in just about every industry. Most industries today look nothing like they did even 20 years ago. Can you even think of another industry today that looks almost identical to the way it was 100 years ago?

5. Isn't there something else we can do besides replacing the whole roof?

This particular question is an interesting one and one that I believe deserves further interpretation. Most of you probably ask this one a short time after you've had the chance to review how much money you'll be required to spend, if in fact you want a new roof. I interpret this question to really mean: isn't there some way for me to enjoy the long term benefits of a new roof without actually spending all this money for a new roof? I hate being the bearer of bad news, but once again, the short answer is "no." You can certainly patch

and maintain your roof less expensively than what it would cost for a new one, but there's no way you should expect to enjoy the same long-term benefits. If any roofer is telling you otherwise, do yourself a favor. Get a second opinion.

Let's return to the analogy of roofs being a lot like the human body as I believe it will help you to make sense of this issue. Imagine you know someone 90 years old. I hope you don't think I'm being insensitive, but imagine this person experiences a stroke one day and an ambulance drives them to the emergency room. A few days pass and the hospital calls to say the patient is now stable, and ready to be released and returned home. The hospital has in effect, "patched" them up.

Imagine you pull your car to the front of the emergency room entrance to pick them up and you see them sitting there in a wheelchair. Tell me, do you see a 20-year-old or a 90-year-old? Of course, the answer is obvious. She, or he, is still 90. My point is that even with the expensive "patching" that occurred, the patient wasn't miraculously transformed into a 20-year-old.

The same thing applies to trying to patch an old, sick roof. It may be possible to temporarily stop existing leaks and possibly "nurse" the roof along a few more years. But it's not reasonable to expect that the old roof miraculously transformed itself into a new one. **P**

Author Todd Lessig is president of Pring Roofing Company, Inc. For more information, call 216.941.6298, email pringroofing@cox.net or visit www.pringroofing.com.

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A Brief History of Roofing (Continued)

1,200 BC

As North Americans become less nomadic, they begin to use dirt for roofs instead of animal hides. They also use stucco made of gypsum or limestone for waterproofing.

1,000 BC

Egyptians begin to use a roof coating made of gum Arabic.

200 BC

Japanese, Korean, Chinese and other Asian cultures develop varnishes to coat buildings.

100 BC

Roman engineer Marcus Vitruvius Pollio (often considered the first architect) writes *De Architectura*. Known as "The Ten Books of Architecture," it is believed to be the first book ever written on this subject. His techniques, including the use of fine layers of mortar with a precise mix of sand and lime, are used widely throughout Mesopotamia.

1700-1800

The Swiss and the French improve their waterproofing techniques thanks to the discovery of natural asphalt deposits, while Germans invent coal tar to be used as a coating.

1850

Hot-applied built-up roofs are the norm. The technique involves layering tar-soaked felt with hot tar and gravel.

1880s

Cleveland is the oil capital of the world with 88 refineries in the city by 1884. John D. Rockefeller eventually buys out many of them. This industry spawns the rapid growth of numerous manufacturers of paint, varnish and roof coatings, many of whom are still active today in Northeast Ohio. That's because asphalt is obtained as a residue from petroleum that gradually liquefy when heated. Conversely, coal tar pitch is obtained from the residuum of the distillation of coke — oven tar, a by-product of the steel-making process — also a very big industry in Cleveland's past.

1950-1960

Scientists invent new synthetic coating and solvent materials.

2006

A variety of roofing techniques and coatings continue to advance in development.

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Coal Tar Pitch: Still a Viable Option for Today's Roofing

Story and Photo by Anthony McNamara

There are two major reasons why coal tar pitch built-up roofing systems are still viable options for today's high performance roofing market. The first is their longevity — coal tar pitch has been used in built-up roofing for more than 138 years. (Records show that a U.S. patent covering this type of roofing was issued in 1868 to Michael Ehret, Jr., and was perfected by the Warren-Ehret Company.) The second reason is their resistance to ponding water.

Coal tar has long been recognized as the premier roofing product for dead level and low slope roofing. Its chemical structure consists of closed ring-like molecules, which make it highly stable and resistant to aging from exposure to the elements, chemical breakdown and moisture.

Coal tar's major advantage is its inherent "cold flow" properties. Coal tar will melt at 72 degrees Fahrenheit, which means that every day when the roof surface reaches at least this temperature, it will self-heal the cracks and fissures that occur naturally over time. Therefore, even in the winter, it will heal itself before major damage can occur.

At our company, ARKRA, Inc., we have been performing repair work on the City of Cleveland Schools' roofs for a number of years.

Many of these buildings are 80 years old or more, and some have their original tar and gravel built-up roof system still performing.

A typical, well-constructed tar and gravel roof system can last 40 to 50 years. As these roofs age, they eventually lose their cold flow properties, but can be economically rejuvenated.

Problems with most roof systems occur at the base flashings on the walls, curbs and perimeter edges due to differential movement between the walls and surface of the roof. This causes them to



SAFE COVER At the Snow Road Plaza in Parma, the newly installed four-ply tar & gravel built up roofing system can still pond water, but tar's inherent resistance to ponded water should provide a service life of 40 years or more.

break down before the surface of the roof does.

In addition, high winds will also blow off the loose gravel and expose the roofing surface and felts to the harmful ultraviolet rays of the sun, especially in the corners and perimeter edges.

We have performed the following work to rejuvenate and help extend the service life on many older tar and gravel roofs and provide an additional 20 years or longer:

1. Sweep off all loose gravel
2. Repair any bare or exposed existing field membrane areas, including all cracks and splits using two plies of new felt set in moppings of hot coal tar pitch
3. Replace the base flashing with new granular-surfaced, modified bitumen membrane flashings
4. Prime the balance of the roof with tar primer
5. Flood the roof with coal tar pitch and embed new gravel into it as a "finish" for the roof

These are economical and proven ways to extend tar and gravel roof systems.

Ponded water

Ponded water causes major problems to the surface of most roofs. As water ponds in the same area over and over, it will cause an asphalt roof system to emulsify and allow it to bleed directly

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NRCA Releases Management Performance, Financial Survey

The National Roofing Contractors Association (NRCA) has made available its 2004 NRCA Management Performance and Financial Survey.

The biennial survey of NRCA contractor members provides a comprehensive set of benchmarks about roofing contractors' financial performances to help contractors quickly compare their companies' performances to others in the industry. The survey is organized into seven sections designed to assist management in a specific area of inquiry and also provides reporting of ratios for return on investment, income statement, balance sheet, financial ratios and productivity. The survey includes an executive summary with an overview of the survey results and a historical section that presents comparative results from previous NRCA surveys.

The 2004 NRCA Management Performance and Financial Survey is available for \$85 to NRCA members and \$170 to nonmembers. To order the survey, contact NRCA's InfoExpress at 866.ASK.NRCA (275.6722) or 800.323.9545; fax 847.299.1183; or visit NRCA's virtual store at shop.nrca.net.

through the roofing plies. It also attacks the seams of most types of single-ply systems and eventually allows water entry at these points.

Thirty years ago and longer, it was common practice to design totally flat roofs — especially for those using concrete or wooden decks. In fact, flat roofs were often designed to be flooded with water in warmer months for cooling.

But over the years, the roofing industry, in an attempt to reduce roof deck flooding as well as to compensate for newer membrane systems that required positive drainage, began designing roofs to be sloped at a quarter-inch per running foot.

The common practice today to obtain slope is to pitch the structure towards the drains. However, in older buildings

where this was not done, the only way to properly drain these roofs is to use tapered insulation or add more drains in the low areas.

We recently replaced an older roof on the Snow Road Plaza in Parma with a coal tar pitch and gravel roof system.

The roof structure was a precast "T" type beam and deck roof. Drains were located near the center of the building.

As the building had settled over the years, water was now ponding along the outside edges of the building and in several other areas (see photos). Due to the building's construction and the limited amount of space above the stores' ceilings and beams, it was not possible to add drains.

The only way to obtain the proper quarter-inch per foot slope to the drains would be to install tapered insulation.

The thickness necessary to obtain this slope would have been close to 12 inches thick at the perimeter edges.

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The cost for this tapered insulation was very expensive both in materials and the labor to install it. Plus, the owner wanted a quality roof system with a 20-year warranty.

The most economical way to achieve these requirements was with a coal tar pitch and gravel roofing system. Isocyanurate insulation (two-and-a-half-inch thick-R of 15.3) was set in hot asphalt on the concrete deck and then overlaid with half-inch perlite insulation (R-1.4), also set in hot asphalt with the joints staggered.

A four-ply coal tar pitch and gravel roofing system was then mopped over

Coal tar melts at 72 degrees Fahrenheit, which means that every day when the roof surface reaches at least this temperature, it will self-heal the cracks and fissures that occur naturally over time. Therefore, even in the winter, it will heal itself before major damage can occur.

the perlite. A 20-year manufacturer's warranty was then provided to the owner.

As can be seen in the photos, this roof still ponds water, but should achieve a 40-year service life or even longer with proper preventative maintenance.

During roof installation the owner was concerned about strong aromatic fumes often associated with coal tar pitch.

He worried that the tenants and their customers might be bothered by the fumes.

However, with new low-fuming coal tar pitch and the use of kettles with after-burners that fully burn the fumes before they can escape into the air, this was not a problem.

Coal tar pitch and gravel roofing systems are highly recommended to building owners and managers who are looking for 40 years or more service life and for those roofs where ponded water is a constant problem. **P**

Anthony McNamara is president of ARKRA, Inc., a roofing contractor based in Cleveland.

Sustainable Solutions

Living roof project highlights W.P. Hickman's strengths in design, manufacturing

By Tony Nista

Every once in a while, an organization is fortunate enough to be recognized by its peers for accomplishments above and beyond the norm and when this occurs it is worth mentioning. That the accomplishments relate directly to an important social issue is all the more reason to celebrate. W.P. Hickman Systems, Inc., a Solon-based designer and manufacturer of premium commercial/industrial roofing and waterproofing solutions, was recently recognized for such an accomplishment.

The NRCA (National Roofing Contractors Association) held its annual conference at the International Roofing Expo in Las Vegas in February. At the conference the organization recognized achievements by industry leaders in many categories through its Gold Circle Awards program. W.P. Hickman was honored with the Excellence in Design Award for its work on the Carnegie Mellon University (CMU) "Living Roof" project at Hammerschlag Hall in Pittsburgh, Pennsylvania.

The CMU roof replacement project was a collaborative effort between Hickman and the university with special consideration given to the new roof installation's potential long-range impact on the environment.

There are several key issues facing the roofing industry today and environmental impact is at the top of the list. Many traditional waterproofing materials have been found to be health and environmental hazards and thus discontinued from use. One example is asbestos. This

naturally occurring fiber was used for many years in the manufacture of roofing products but was found to be carcinogenic. Several other less obvious issues exist that must also be considered.

As the population grows so does the need for urban expansion. As urban areas become larger, the impact on the environment is greater. Urban development, although beneficial in many ways, is not without its drawbacks. As structures and pavement cover more land the negative result is what is referred

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Long recognized as a leader in the industry, W. P. Hickman Systems, Inc. is proud to announce it has received the NRCA 2006 Excellence in Design Award for its work on the Carnegie Mellon University "Living Roof" project. The NRCA Excellence in Design Award recognizes an organization's achievements in long lasting, energy efficient, environmentally friendly designs that rise above all others.

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to as the "heat island effect." Urban areas become hotter and that increased heat combined with industrial pollution and emissions from petroleum-powered vehicles creates environmental and health problems.

W.P. Hickman is at the forefront in developing roofing solutions designed to help alleviate these problems. Among the several new initiatives it is involved in is vegetative roofing or "garden roofs." By converting traditional flat roofs into

living gardens, you can recapture some of the green space lost to development.

Equally important is the issue of storm water mitigation. Hard surfaces cannot absorb rainwater. With so much new development creating more hard surfaces, excess storm water is no longer absorbed into the soil and overtaxes sewage systems. The Carnegie Mellon Living Roof project not only helps to reduce the heat island effect but also retains a substantial amount of rainwater in the garden roof soil thus reducing the stress on water treatment facilities.

Another aspect of the CMU project is that the Hammerschlag Hall vegetative roof serves a dual purpose: environmentally preferable roof and a laboratory experiment. During the installation, the roof was fitted with specially designed testing and measuring devices that over time will yield hard data on the long-term benefits of vegetative roofing. A second traditional (smooth surface, non-garden) roof was established as a control to compare the results. Temperature readings and rainwater drainage measurements will provide evidence that will be useful in quantifying these benefits which can then be used for future planning and design considerations.

This living research project is just one example of the creativity and dedication to important social issues that defines W.P. Hickman Systems, Inc. Hickman also offers roof products and systems that incorporate highly reflective surfacing technology. This technology is occasionally employed where vegetative roofing is not an option due to structural design limitations. Reflective surfaces that meet certain guidelines such as those of the CRRC (Cool Roof Rating Council) and EnergyStar and LEEDS programs work two ways to ease the burden on the environment. A cool roof surface reduces the heat island effect while at the same time cutting back on interior energy costs. 

Tony Nista is director of marketing for W.P. Hickman Systems, Inc., a Solon-based designer and manufacturer of commercial/industrial roofing and waterproofing solutions.



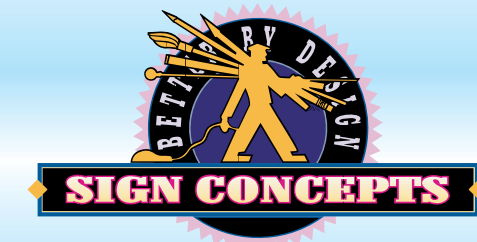
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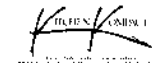
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Project Profile: Middough W. Building (Soprema, Inc.)

Summer heat, building occupancy keeps roof crews working through the night

Developing a roofing system that could survive Cleveland's turbulent winters and sweltering summers is quite a challenge. Add the logistics of a downtown location and the challenge is doubled. When architectural firm Middough Construction Services, Inc., in conjunction with roofing contractor Industrial First, Inc., began the tedious process of removing a deteriorating built-up roof over a concrete rackle slab deck it chose to replace it with a solid steel deck covered with a Soprema roof system.

The Middough building was once the site of Cleveland's first coliseum back in the early part of the 1900s. In those days it was only a two-level building. When the Dodge Company bought the building as a warehouse they added two additional stories and a concrete rackle slab deck with a BUR roofing system. The concrete deck added an excessive amount of weight to the top of the building.



NEW PERSPECTIVE The Soprema blue roof with contrasting gray walkways is easily recognizable from the air.

When Ordeal Properties, LLC purchased the building, it knew the cracked and brittle 61,000-square-foot roof was desperately in need of repair.

How it was done

Removal of the old deck would lift the unnecessary weight off the building and prevent further decay and leaking into the offices below. This job would enable Ordeal Properties LLC to move back the hands of time and allow the building to be used as a safe working

environment for over 350 engineers and architects of Middough Construction Services.

The existing roofing system, including the deck, was removed one section at a time and simultaneously replaced with a 22-gauge steel deck and two layers of one-and-a-half-inch polyisocyanurate were mechanically fastened for a total R-value of 20. Due to hot temperatures and the size of the job, Industrial First's crew of 20 worked in two shifts throughout the day and night to remove the old roofing system.

"The way we replaced the deck really set the tone for the job," John Rundo, vice president of Industrial First, Inc. says.

Up to 2,000 square feet of roofing, including the deck, was replaced daily with no leaks. The project took four months. Working at night created more safety issues and the need for extra lighting. The crew also installed several new steel beams along the edges inside of the building for extra support.

The FM-approved Soprafix base membrane was mechanically fastened in the laps and the laps were then torch-fused together to keep the building watertight. The Sopralene Flam 180 FR GR cap membrane was installed to complete the Soprema system. The fact that Soprema's Soprafix modified bitumen roof system does not require an onsite hot kettle was one of the factors that influenced Project Manager Ron Murphy to use the Soprema system.

The Sopralene Flam Stick base and the Sopralene Flam 180 GR cap flashing system allowed for easy detailing of the roofing penetrations such as window washing anchors, guardrails and the surrounding parapet wall.

The job moved quickly in spite of the fact that the building was occupied with Middough's staff of architectural engineers. This project was also right in the heart of downtown Cleveland,

Materials used:

Middough W. Building

Project Size: 61,000 Sq. Ft.

Deck Type: Metal (22-gauge)

Insulation: 1-1/2" Polyisocyanurate

Base Ply: Soprafix System

Fasteners: Soprafix Fasteners

Base Ply: (32s) Soprafix Membrane

Flashing base ply:
(33) Sopralene Flam Stick

Top Ply:
Top ply Field (48) Sopralene Flam180 FR GR
Top ply Flashing (50) Sopralene Flam180 GR

which presented another challenge. Accessibility to the roof was a concern, which was tackled by utilizing an alleyway as a staging area where a crane was set up to hoist new material and also to lower the debris.

Soprema also supplied onsite technical support to assure the job was done correctly.

"Our punch-list was minimal with Soprema personnel resolving problems before they could occur," Murphy says.

The ability of Industrial First to coordinate the removal and replacement of the total roof system in-house was instrumental in making the project a success. The teamwork between Middough Construction Services, Inc., Industrial First, Inc., and Soprema personnel is evident in the final product. Ordeal Properties LLC has a new roofing system that will provide them a watertight environment for many years. The Soprema blue roof with contrasting gray walkways is easily recognizable from the air and is in a major flight path to Hopkins International Airport. **P**

For more information about this unique project contact Soprema's Ron Holzman at 216.337.2686

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Writing Specifications That Promote Competitive Bids

By John Vekoff and Ted Benedict

If your construction specifications are loaded with vague text and conflicting requirements, expect inaccurate and high bids. Bidding contractors will interpret the design as they see fit, may provide a “fudge factor” in their pricing, and hope that they out-guess their competitors. Poorly written construction specifications also will lead to increased project costs via field orders and change orders, as the design inadequacies become clearer as the project unfolds and necessary adjustments are made.

It is essential for the design professional and building owner to understand the importance of the construction specifications in the competitive bidding process. Beside the potential for cost savings, projects with clear and concise specifications will progress more smoothly and project-related “miscommunications” will be kept to a minimum.

Roofing contractors also appreciate bidding projects where the technical requirements are clear. They are assured that their competition is estimating the

project in a similar manner. With clearly written specifications, the resultant bids will reflect a healthy competitive situation.

Developing specs

An early task in the development of project roofing specifications is to create a list of possible roof systems based on the project design parameters. The design parameters not only define your project goals, but also create a “short list” of viable products and systems from

the hundreds of products and systems offered by the roofing industry. For roofing projects, these parameters include such items as:

- Project size
- Project locale
- Project budget
- Resistance to physical abuse (such as foot traffic, chemical fallout)
- Resistance to ponded water

- Building owner preferences (e.g., “I want a white roof”)
- Roof deck type(s)
- Thermal efficiency
- Compatibility of all roof system components
- Warranty requirements
- Maintenance requirements
- System weight
- Product availability
- The contractor’s availability and reputation
- Roof slope(s)
- Code requirements
- Potential service life
- Reputation and service responsiveness of the roofing material manufacturer

Shortcuts hurt

A common shortcut made in roofing specifications is to list the roof system manufacturers meeting the design criteria on an equal basis although their systems may be of differing generic types, quality and costs. All “white” roofs are not equal and “apples-to-oranges” matching of manufacturers in your specifications – regardless of how many manufacturers you include – will hinder, rather than promote, competition.

Specifications written in this manner are not truly competitive, since the bidding contractors will always bid the least expensive specified system. Don’t expect roofing manufacturers with more costly, higher quality roof systems to participate on projects with specifications of this type.

Equalizing roofing manufacturers

To “equalize” roofing manufacturers and systems in your specifications, determine which generic class(es) of roofing best meets your design criteria and include several manufacturers with matching generic types of roofing in your specifications. Typically, this will be adequate to generate a sufficient contractor base for bidding the project.

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If there is a situation where only one proprietary roof system meets the project design criteria, go ahead and specify that system. Competition between the bidding contractors, within properly executed specifications as indicated below, should result in accurate bids. Note that on some projects (e.g., some public projects), limiting the choices to only one manufacturer and system may be prohibited.

If you want to evaluate the cost differences between differing types of systems, other generic classes of roof systems can be bid fairly with a properly prepared alternate. Be mindful when writing specifications to avoid material and installation requirements that unnecessarily create an advantage for one manufacturer over another. This will also hinder competition and possibly skew contractor bids.

Be aware that projects with multiple roof areas may require multiple

manufacturers and systems. Cost savings can result by properly applying your design criteria to each roof area. For example, some roof areas may receive extraordinary amounts of roof traffic and require a more expensive system with greater resistance to potential abuse. Conversely, some roof areas may receive little roof traffic and can accommodate a less expensive and less forgiving type of roof system.

Equalizing roofing contractors

Provide as many cost items in your bid documents as possible so that they can be competitively bid. This may include material allowances (e.g., known conditions that can be quantified, such as areas of deteriorated decking), unit costs for unknown, hidden conditions (such as deteriorated wood nailers or deck surface corrosion), and alternate bid items. Beside being effective for project cost control, these "up-front" bid requirements further promote competition and accurate bidding; bidders know their competition won't come in with low pricing with the intent of making it up in extras after contract award.

Ensure that your documents are clear regarding the roof system requirements for each roof area. This includes identification of deck types and required overlying materials, such as underlayers, insulation and roofing membrane. Be specific about sheet metal accessory requirements. Don't expect the contractor to accurately guess what is required.

By following these simple steps, your incoming bids will be competitive and accurate, leading the way to a successful project for all involved. **P**

John Vekoff, CSI, CCS is a roofing group manager with NTH Consultants, Ltd. (NTH), a 270-person firm operating offices in Ohio, Michigan and Pennsylvania. Ted Benedict, RRO, CDT, is a Roof Consultants Institute "Registered Roofing Observer" and CSI "Construction Document Technologist." Benedict can be reached at the NTH Cleveland office at tbenedict@nthconsultants.com or by calling 216.344.4045.

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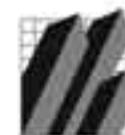


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Project Profile: Lakewood High Natatorium (Absolute Exteriors, Inc.)

By Brian Kamis

The Lakewood High School Natatorium roof was in dire need of replacement. Because of the persistent problems with standing water, a new approach was used in the design for roof drainage. Absolute Exteriors, Inc., the installing contractor, enrolled in a new program entitled The Certified Drainage Program (CDP). The CDP Program was used for the first time on a roof project in Northeast Ohio and proved to be an extremely successful approach to drainage.

The Certified Drainage Program (CDP) is the certification of a roof system to be void of ponding water within 48 hours of rainfall. The system allows for a pre-manufactured tapered insulation panel, so there is very little, if any, cutting required to fit the panels. This eliminates errors in layout, which can prove to be costly. The CDP was



TOP SHAPE Absolute Exteriors completes work on the natatorium's new tapered roof.

designed to give the architect/consultant and building owner the necessary tool to better address the ever-changing construction industry.

Participants in the program include the roofing contractor, the membrane manufacturer, the architect, the building

owner and Atlas Roofing Corporation. An inspection is conducted either after a significant rainfall or by means of a water test. If no significant ponding is revealed and the drainage is accepted by the inspection team, Atlas issues a certificate of drainage, which is signed by the participating parties. Roofing contractor participation requirements include certifications and prior successful roof installations.

The Lakewood High School Natatorium needed a new roof in a limited amount of time. Absolute Exteriors, Inc. used the CDP Program to complete the unique project in August 2005, with tight time constraints and unusual circumstances. It was completed on time and on budget.

The Natatorium roof was a worn out .045-inch Goodyear EPDM Rubber Roof System. It had a 1/8" per foot

insulation slope to the drains, and suffered from failing seams, flashings, and inadequate drainage. The replacement went out to bid in June 2005 and was to be completed before the start of school – August 28th – which presented a challenge to all companies bidding.

Absolute Exteriors, Inc. of Parma, Ohio, was awarded the project in late July 2005. The project required a careful approach to scheduling because the Natatorium would remain open during the installation and the project had to be completed before the start of school. Materials needed to be shipped to the project and staged immediately. As most building owners and maintenance supervisors know, procuring the amount of materials needed for this project at this time of the year was no small feat.

The architect for the project, GPD associates, specified a complete removal of the roof to the perforated, metal deck and the installation of a new 060" EPDM rubber roof membrane. Since the building housed a pool, the roof required a vapor barrier to be installed first because of moisture build up. GPD specified a 10-mil polyethylene protected by a quarter-inch layer of Dens-deck (a gypsum based underlayment board). Two layers of 2" poly-iso board were then installed over the Dens-dek, followed by the tapered system on top of that. The final

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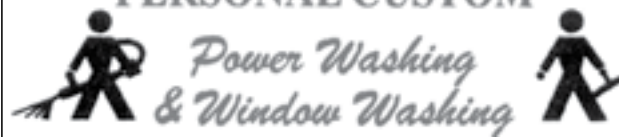
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layer was another layer of 1/2" primed Dens-dek. The rubber membrane was then installed, using the fully adhered method, over the top of the Dens-dek. The installation was finished off with button top walk pads and a pre-manufactured Fascia-Coping System.

The roof was inspected by the membrane manufacturer for warranty issuance and earned the highest score in the Northeast Ohio area for 2005 installations with RPI.

"This roof was the best installation I saw and inspected this year," says Wendell Hershberger, the RPI warranty inspector.

Chris Kamis, owner of Absolute puts that into perspective.

"The way to look at it is, with the old roofing systems, if everything would start to break down in say 15 years, you would have to tear the entire system off and start from scratch," he says. "But if the roof drains properly, and since tapered polyiso does not deteriorate, they can put another roofing system right over top. The cost difference is roughly \$1,200 per 100 square feet originally to tear everything off and re-roof, versus an estimated \$300 per 100 square feet to recover the roof in 20 years. They are spending a little more up front, but in the long run, their planning is going to pay for itself five times over."

The Lakewood High Roof was a success due to working partnerships with Absolute Exteriors, Inc., GDP Associate Employee John Peterson, Rick Russell of Weather Safe Resources, RPI, Atlas and suppliers, Allied Building Products and Modern Builders Supply. Credit should also be given to Rick Berdine, treasurer, and Jay Roberts, maintenance director, of the Lakewood City School District. **P**

Absolute Exteriors, Inc. is a Northeast Ohio roofing and exteriors company with more than 21 years of operation. It is currently a licensed applicator for Firestone commercial roofing, RPI rubber, Polyglass roofing products, GAF building materials and Certainteed roofing. The company is family-owned and headed by Chris and Mike Kamis.

Why Buy Single-Ply?

There are a lot of roofing options out there. Here's an insider's look at one to consider.

By Mike Gwizdala

Many educational facilities have literally become works of art because of imaginative building designs. With no sacrifice to functionality, these new-age structures showcase unique angles and designs.

Project managers for such facilities really have their work cut out for them. They need roofing systems that keep these gorgeous works free of the intrusion of water and inclement weather/wind damage, can be installed at any time of the year, will reduce maintenance and energy costs, and have strong warranty protection. Finally, with all these needs, they must also adhere to ever-tightening budgetary restrictions, necessitating roofing systems that are easily adaptable to any unique building design. Fortunately, there's a terrific solution available.

When it comes to selecting a roofing system for an educational facility, prefabricated reinforced thermoplastic single-ply receive the top grade from a majority of customers who use this type of roofing.

Why single-ply are successful:

Prefabrication

With up to 85% of the seaming produced in a controlled environment (in the factory), customers know that they will be getting superior materials designed specifically for their roof. Plus, prefabrication reduces the material waste associated with roll goods systems.

Durability

Prefabricated, reinforced thermoplastic single-ply are extremely durable. Because of their high-quality materials, these systems can withstand most inclement weather conditions, including hurricane winds, severe hot/cold temperatures, and building expansion and contraction.



WEATHER PERMITTING The Duro-Last roofing system installed at Terra Community College in Fremont, Ohio was selected in part because of its ability to withstand high winds.

energy costs. This is especially true if the thermoplastic single-ply membrane is ENERGY STAR® compliant.

Virtually maintenance-free

Since many thermoplastic single-ply are non-curing, a patch, curb, stack or any necessary alteration to the roof can be easily accomplished by heat-welding the new membrane to the existing roofing material.

Little disruption during installation

Many thermoplastic single-ply can be installed directly over most new or existing substrates, reducing the exposure to a building's interior. The need for costly tear-offs can often be eliminated.

Energy efficiency

White, thermoplastic single-ply membranes demonstrate high reflectivity, thus saving customers money on their

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Also, installation can take place throughout the year, regardless of weather.

No hazardous materials used

Heat-welding on thermoplastic single-ply eliminates the need for chemicals, noxious fumes, tar or other unsafe non-manageable seaming systems.

Excellent warranties

Warranties are an important factor to consider when purchasing a new roofing

system, especially over the long-term. Thermoplastic single-ply manufacturers offer customers substantial coverage that protects their investment.

A sound investment

Some thermoplastic single-ply roofing systems come as an integrated system with all the accessories and components included. This gives customers peace of mind knowing that the same high-quality materials used to manufacture the

roofing membrane are also used to create the accessories in the factory. As a whole component, a thermoplastic single-ply roofing system provides customers with leak-proof security.

For Robert Haslinger, director of buildings and grounds at Terra Community College in Fremont, Ohio, choosing a prefabricated, reinforced, thermoplastic single-ply membrane was a wise investment. While energy efficiency, ease of installation and leak-proof protection were all important, one benefit really stood out in his mind.

"Any roofing system that can withstand 130 mph winds in South Carolina during Hurricane Hugo has got to be a good roofing product," Haslinger says.

Long-time Duro-Last® Contractor Dave Damschroder, of Fremont-based Damschroder Construction, provided Terra Community College with a leak-proof solution.

"Terra Community College is located in an open area – a real wind tunnel, which is a perfect situation for a single-ply roofing system," Damschroder says.

Haslinger knew he could trust a roofing system that could endure high winds and other inclement weather. Factor in the numerous structural angles, and it was apparent that only a prefabricated reinforced thermoplastic single-ply membrane could make the grade.

"Due to its prefabrication, the single-ply that we selected was able to contour to the different angles of the building," says Dennis Szymanowski, maintenance supervisor at Terra Community College. "Furthermore, this single-ply roofing system was heat-welded, thereby providing us with worry-free seams."

Last, but not least, the roofing installation at Terra Community College was completed while classes were in session – with little disruption to daily student activities.

Today, Terra Community College administrators no longer concern themselves with leaky roofs. **P**

Mike Gwizdala is the inside sales supervisor at Duro-Last Roofing, Inc., headquartered in Saginaw, Michigan.

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The Roof That Would Not Die

Maintenance plan sustains coal tar pitch built-up roof system

By Curt Cousino

Curt Cousino of Kenderson Incorporated first met Roy Snider of Manchester Tool in 1987. Kenderson is an independent exterior building envelope consulting firm and Cousino was visiting Manchester Tool to perform a roof assessment inspection.

Cousino explained to Snider that Kenderson is committed to preventive maintenance as a way to extend the service life of building components, thus

generating dramatic savings for owners. Kenderson's skill, experience and independence ensure unbiased recommendations that maximize both quality and value for the owner.

The roofing system in service at Manchester Tool was a 30-year-old coal tar built-up roof covered with gravel. The roof had hundreds of blisters and by visual inspection it appeared to be in a failed condition, requiring replacement.

Core testing, however, revealed that the underlying roof insulation was dry. The blistering was caused by moisture infiltrating the exposed upper ply of the four-ply built-up system and not by expansion of entrapped moisture from wet insulation.

Without historical information Cousino could not determine whether the observed conditions were static or active. Was the roof rapidly deteriorating? Or was the roof, although in poor condition, stable? Rather than hastily recommending that the roof be replaced, Cousino proposed a conservative course of action. He coordinated repairs with a qualified contractor to prevent potential leaks and to retard further deterioration.

In the spring, a follow-up inspection was performed. The examination revealed that the repairs were holding and that the roof was stable, not in a rapidly deteriorating condition. Cousino recommended to Snider that the roof be put on an annual preventive maintenance program for two to three years. Annual monitoring and repairs as necessary would be performed until funds could be accumulated to replace the system.

Every year Cousino inspected the roof, and each year maintenance repairs were the recommendation. This allowed the replacement to be postponed each year. For the next 15 years, the "failing" system was repaired. Over this entire period, Cousino assisted the Manchester staff in managing the roof system.

Kenderson personnel referred to Manchester's roof as "the roof that would not die." Of the hundreds of clients currently utilizing Kenderson's maintenance program, Manchester has absolutely been the most successful illustration of the dramatic savings potential of utilizing systematic maintenance. Without preventive maintenance, this roof was undoubtedly doomed to failure in 1987. Manchester Tool saved over \$100,000 and missed an entire roofing replacement cycle.

The roof finally succumbed and was replaced in 2004.

Some building owners say they can't afford maintenance programs. Kenderson says you cannot afford not to maintain your sizeable investment in your building's exterior. Systematic maintenance adds substantial dollars to a company's bottom line. Spend a few cents to save big dollars.

Manchester Tool has an additional \$100,000 in the bank to prove it. **P**

Curt Cousino is senior vice president and co-founder of Kenderson Incorporated, located in Akron and Clearwater, Florida. Kenderson services clients throughout the United States, including national accounts such as FedEx, Roadway and Office Max. Contact Curt at 800.969.4101 or visit the Kenderson Incorporated website at Kenderson.com to learn more.



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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

ICE ARENA LOCKER ROOM EXPANSION
Kent, OH (Portage Co.)
CONTRACTING METHOD: Public Bids
STATUS: Architectural Services RFPs due April 7, 2006
OWNER: KSU - Architect's Office
 334 Lowry Hall

R0403011
 Kent, OH 44242
 www.kent.edu/facilitiesplanning
 univarchitect@kent.edu
 (330) 672-3880 FAX (330) 672-2648
DETAILS: Project No. 206038
 Two additional locker/changing rooms including changing space, lockers, showers and toilet facilities to accommodate

teams as large as 25 players; fire alarm system replacement and upgrades; plumbing; electrical; rough carpentry; drywall; painting.
POC: Michael Bruder (330) 672-3880, fax (330) 672-2648, email: mbruder@kent.edu
 Note: A pre-bid meeting was held April 3, 2006.

P0413003

MAIN LIBRARY BRANCH
Wooster, OH (Wayne Co.) W. Liberty & Walnut Streets
ESTIMATED AMOUNT: \$8,000,000
CONTRACTING METHOD: Public Bids
UPDATE: Bidding documents are nearly complete; bidding to advance late April 2006.
OWNER: Wayne County Public Library
 345 N. Market Street
 Wooster, OH 44691
 (330) 262-0916

ARCHITECT: Dan Meehan Architect
 1337 W. 10th Street
 Cleveland, OH 44113
 www.meehanarchitects.net
 (216) 621-3077 FAX (216) 621-5501

CIVIL ENGINEER: Engineering Associates Inc.
 1935 Eagle Pass
 Wooster, OH 44691
 www.eaohio.com
 (330) 345-6556 FAX (330) 345-8077

STRUCTURAL ENGINEER: Ebersole Consulting Engineers
 10275 Brecksville Road
 Brecksville, OH 44141
 (440) 526-1200 FAX (440) 526-1270

MECHANICAL ENGINEER: TEC, Inc., Consulting Engineers
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Q1206024

DETAILS: 48,985 SF, two-stories; meeting rooms; 126-space parking lot; sitework; cuts and fills; site concrete; asphalt paving; landscaping/irrigation; storm sewer system; sanitary sewer; 8" fire protection waterline; natural gas piping; site electric/data-telecomm; potable water; cable TV; concrete spread footings; face brick; stone trim; metal studs; drywall; acoustical ceilings; VCT; finish carpentry; carpet; steel frame; roof trusses; metal stairs; metal lintels; handrails; bollards; sloped shingle roof; single-ply roofing; hydraulic elevator; HVAC; fire protection; electrical; alarm; data/telecommunications.

LAKE ANNA COMMUNITY CENTER
Barberton, OH (Summit Co.) West Lake and Third Street

ESTIMATED AMOUNT: \$9,000,000
CONTRACTING METHOD: C.M. Subcontracts
UPDATE: Announcing architect and C.M.; completion date is scheduled for September 2007.

OWNER: Barberton Citizens Hospital
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OWNER: City of Barberton
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 www.cityofbarberton.com
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 Akron, OH 44308
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DETAILS: Approx. 57,000 SF community center includes a senior center, medical rehabilitation and wellness center and a new Barberton YMCA that will replace the Barberton Natatorium; fitness center will occupy 42,000 SF and will include a six-lane pool, a gymnasium, exercise room and a second-floor indoor walking/running track; sitework; concrete; plumbing; electrical; mechanical; HVAC; masonry; acoustical ceiling; drywall; painting; tile; carpet.

Q0706002

EMERGENCY DEPARTMENT EXPANSION
Medina, OH (Medina Co.)
ESTIMATED AMOUNT: \$30,000,000

CONTRACTING METHOD: C.M Subcontracts
STATUS: Announcing estimated amount; owner seeking planning commission approvals; bid date has not been determined.
OWNER: Medina General Hospital
 1000 E. Washington Street
 Medina, OH 44258-0427
 (330) 725-1000

ARCHITECT: CBLH Design Inc.
 7550 Lucerne Drive, Suite 207
 Middleburg Heights, OH 44130
 www.cblhdesign.com
 info@cblhdesign.com
 (440) 243-2000 FAX (440) 243-3305
C.M.: To Be Determined

DETAILS: Add 18,800 SF; concrete; masonry; structural steel; miscellaneous metal; various wood & plastics; thermal & moisture protection; finishes; drywall; painting; plumbing; mechanical; electrical; lighting.

R0111003

NEW COMMUNITY CENTER
Massillon, OH (Stark Co.) 515 North Ave N.E.
CONTRACTING METHOD: G.C. Subcontracts
UPDATE: Announcing G.C.; planning is preliminary; owner is finalizing site purchase; a bid schedule has not been determined.
OWNER: Salvation Army - Massillon



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G.C.: Schumacher Construction
P.O. Box 676
Massillon, OH 44648

DETAILS: Learning center; gymnasium; playground; structural steel; concrete; masonry; drywall; HVAC; electrical; plumbing; landscaping.

Note: additional details to be determined.

R0215028

BEACHWOOD PLACE MALL EXPANSION

Beachwood, OH (Cuyahoga Co.) Cedar Road

CONTRACTING METHOD: C.M. Subcontracts

UPDATE: Planning is underway; C.M. to be announced shortly; bid schedule has not been determined.

OWNER: General Growth Properties
110 N. Wacker Dr.
Chicago, IL 60606
(312) 960-5000

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

Cleveland, OH 44113
www.kainc.com/
(216) 781-9144 FAX (216) 781-6566

C.M.: To be announced

DETAILS: 10,000 SF addition at the main entrance; relocate food court upstairs to make room for other stores; two escalators in the food court to be dismantled and replaced with three new ones; concrete; masonry; structural steel; drywall; painting; electrical; HVAC.

Q1025037

CVS PHARMACY

Shaker Heights, OH (Cuyahoga Co.) 20621 Fairmount Boulevard

ESTIMATED AMOUNT: \$650,000

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

UPDATE: Construction drawings are underway; bidding to advance shortly.

OWNER: CVS/Mark Steven Inc.
One CVS Way
Woonsocket, RI 02895
(401) 765-1500 FAX (401) 334-2090

ARCHITECT: Vayda & Associates
1048 Literary Road
Cleveland, OH 44113
www.vaydaarchitects.com
(216) 621-8171 FAX (216) 621-8020

DETAILS: Approx. 10,000 SF; sitework; excavation; masonry; concrete slab; lighting; curbing; glass/glazing; landscaping; drywall; brick exterior; plumbing; electrical; finishes; mechanical; HVAC.

R0331062

COMMUNITY/SENIOR CENTER

Wickliffe, OH (Lake Co.)

CONTRACTING METHOD: Public Bids

STATUS: Planning is preliminary; owner seeking funding; bid date has not been determined.

OWNER: City of Wickliffe
28730 Ridge Road
Wickliffe, OH 44092
(440) 943-7100 FAX (440) 943-7162

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

DETAILS: 21,600 SF recreational building; 13,750 SF senior center; sitework; site utilities; landscaping; concrete; masonry; structural steel; misc. metal; various woods and plastics; thermal and moisture protection; doors and windows; finishes; drywall; painting; HVAC; plumbing; electrical; lighting.

Q1230008

CULINARY CENTER

Solon, OH (Cuyahoga Co.) Bainbridge Road

ESTIMATED AMOUNT: \$8,000,000

CONTRACTING METHOD: D/B Subcontracts

UPDATE: Announcing D/B; drawings are in design phase; bid schedule has not been determined.

R0127005

CITY HALL RENOVATION

Richmond Heights, OH (Cuyahoga Co.) 457 Richmond Road

ESTIMATED AMOUNT: \$2,600,000

CONTRACTING METHOD: Public Bids

UPDATE: D/B RFQs due April 21, 2006 at 4:30 P.M.; announcing adjusted estimated amount.

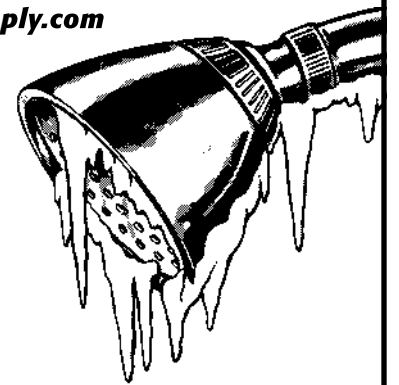
OWNER: City of Richmond Heights
457 Richmond Road
Richmond Heights, OH 44143
(216) 486-2474

DETAILS: Renovation of two-story city hall; 22,720 SF; relocate offices to the first floor in space vacated by police depart-



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ment; renovation of second-floor offices; 6,800 SF addition to building; upgrades to administration area; finance department, recreation department, building department, service department, fire department and some misc. exterior building upgrades.

R0120001

CONNECTOR BUILDING

Avon, OH (Lorain Co.) 36600 Detroit Road

CONTRACTING METHOD: Public Bids

UPDATE: RFP proposals have been rejected; owner will issue another RFP at a later date.

OWNER: Avon Local School District

35575 Detroit Road
Avon, OH 44011
www.avon.k12.oh.us/
(440) 937-4680

CONSULTANT: MKC Associates - Mansfield

380 North Main Street #500
Mansfield, OH 44902-7319
www.mkcinc.com

(419) 525-1102 FAX (419) 525-1428

DETAILS: 55-foot-long structure to connect North and South Heritage Elementary Schools with a three or four classroom addition; sitework; concrete; brick; electrical; lighting; HVAC.

Owner POC: Kent Zeman, Treasurer (440) 937-4684, fax (440) 937-4688

R0222001

NEW TEMPLE

Orange, OH (Cuyahoga Co.) Brainard and Emery Road

ESTIMATED AMOUNT: \$7,000,000

CONTRACTING METHOD: C.M. Subcontracts

UPDATE: Announcing C.M.; planning is underway; bidding to advance May 2006.

OWNER: Temple Emanu El
2200 S. Green Rd.
University Heights, OH 44118
(216) 381-6600

ARCHITECT: Studio Techne, Inc.

1774 Lee Road
Cleveland Heights, OH 44118
(216) 397-3117 FAX (216) 397-3118

C.M.: Albert M. Higley Co. - Cleveland

2926 Chester Avenue
Cleveland, OH 44114
www.amhigley.com
(216) 861-2050 FAX (216) 861-0038

DETAILS: 40,000 SF; 10 acre site; chapel; social hall; main sanctuary; classrooms; preschool for about 75 youngsters; offices; commercial grade kitchen; parking lot with approx. 135 spaces; concrete; masonry; brick and stone; structural steel; lumber; insulation; glass and glazing; glass-front entrance-way; drywall; painting; toilet and bath

accessories; educational and food service equipment; plumbing; electrical; HVAC; fire protection and prevention; landscaping.

R0103057

NEW WARD 4 FIRE STATION

Strongsville, OH (Cuyahoga Co.) Prospect Road

ESTIMATED AMOUNT: \$4,000,000-5,000,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount; C.M. to be announced shortly.

OWNER: City of Strongsville
16099 Foltz Industrial Parkway
Strongsville, OH 44136
www.strongsville.org/
(440) 238-5720

ARCHITECT: RCU Architects

7311 Valleyview Drive
Independence, OH 44131
(216) 524-6068 FAX (216) 524-6072

AGENT: City of Strongsville Fire Chief

18600 Royalton Rd.
Strongsville, OH 44136
(440) 238-6575

DETAILS: SF to be determined; two stories; chiefs' offices, fire prevention office, classroom and public safety office to be housed on the second floor; living quarters for firefighters and paramedics and vehicles and storage on the first floor; three-story training tower; sitework; grading; brick exterior; plumbing; electrical; mechanical; HVAC; concrete slab; lighting.

R0314059

SUPPORTIVE HOUSING

The Liberty at St. Clair

Cleveland, OH (Cuyahoga Co.) 10000 St. Clair Avenue

CONTRACTING METHOD: Public Bids

STATUS: Owner seeking planning commission approval.

OWNER: Cleveland Housing Network
2999 Payne Avenue, Suite 306
Cleveland, OH 44114
(216) 574-7100 FAX (216) 574-7130

OWNER: EDEN Inc.
7812 Madison Avenue
Cleveland, OH 44102
(216) 961-9690

DETAILS: 72 units ranging from 330 to 380 SF; four-stories; L-shaped building; brick with cast stone trim exterior; corner towers; stone bands; shaped stone headers; stone window sills; steel fencing; wood fencing; brick wall; entry canopy.

L1019006

HEALTH & WELLNESS CENTER

Stow, OH (Summit Co.) Lakepointe

ESTIMATED AMOUNT: \$34,700,000

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

UPDATE: Bidding to advance shortly.

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