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LOOK**

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# Properties

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## It's All Around Us



KEN KRYCH

To borrow a phrase from the website of the American Society of Interior Designers (ASID): "design delights, inspires, supports, transforms and heals." With that statement in mind, we introduce our first edition dedicated to interior design.

We are pleased to have Lisa Eldridge, executive director of ASID kick off this special section. She is with RBI Design, which is located in Valley View.

Within this section we offer you many examples and explanations of the process of interior design and photos of some of recent, notable projects throughout Northeast Ohio.

Our thanks goes out to Tim Mulle of Mulle + Associates for his hard work and support. We are happy to showcase a number of his latest projects, includ-

ing the headquarters for The J. Gottlieb Companies in Chagrin Falls, the offices of law firm Kohrman Jackson & Krantz in downtown Cleveland and Malone Advertising's headquarters in downtown Akron. This last project is featured on our cover: his firm designed a steel-framed staircase with inlaid glass block, which is an example of a design goal centered on the "creative use of inexpensive materials."

We also thank Oliver Design Group, who recently won the interior design project of the year award through National Association of Industrial and Office Properties (NAIOP) for its work at Heinen's Fine Foods in Hudson. We have showcased this special project, which bridges Heinen's corporate identity with the design of neighboring

buildings within the First & Main lifestyle development.

Speaking of Hudson, we also extend thanks to Janet Boulis and Carol Santina of Greenbrier Interiors who were integral in transforming downtown into what it is today. The pair are responsible for selecting paint colors used on a large number of storefronts, adding vibrancy and continuity throughout the downtown area.

And we are also glad to showcase Art Window Shade And Drapery, which has been a corner stone of interior design in the Cleveland area with Judy Kaufman at the helm.

In addition to these and more interior design feature articles, we highlight the recent work in creating City View Center in Garfield Heights, just off of I-480 and Transportation Boulevard. The strip shopping center, home to such big box retailers as Circuit City, PetSmart, Jo-Anne Fabrics, Giant Eagle and more, was built on a site formerly used as a landfill, which presented a number of challenges but now stands as an example of how one man's trash can be another man's treasure. We would like to thank Bob Darden of The Darden Company and John McGill of McGill Properties Group for their cooperation in allowing us to reflect this most unique project, which will only continue to grow and serve the surrounding community.

Looking ahead to next month, we are looking forward to working with the Gilbane Company on a recently completed project for Kent State University, in which the company rebuilt a pair of residence halls. We will also highlight yet another interior design project: a very colorful renovation at Playhouse Square.

Lastly, we will be highlighting heating systems and weatherproofing in a special section.

Enjoy the rest of the summer!

Again, any feedback from you our readers is appreciated!

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## Mayor Jackson, Lebron James Break Ground for Parkside Townhomes

Mayor Frank G. Jackson recently joined Cleveland Cavalier LeBron James and LRMR Development Company LLC, Ward 8 Councilwoman Sabra Pierce Scott and Tracey Kirksey from the Glenville Development Corporation to break ground for the \$4.7 million Parkside Townhomes – a new homeownership opportunity in Cleveland's Glenville neighborhood.

"This type of investment in the Glenville neighborhood is a great step for a great City," Mayor Jackson says. "I want to thank LeBron James, and everyone involved in this project for

understanding that it takes all of us working together to make Cleveland a true city of choice."

Financing for Parkside Townhomes is being provided by the LRMR Development Company, the National City Development Corporation, National City Bank, and the City of Cleveland's City Housing Trust Fund. The project's developer is Medina-based Beirne Enterprises.

"LRMR is thrilled to be part of this important project for the City of Cleveland," says LeBron James, one of the investors. "The revitalization of the Glenville neighborhood, and others

like them, is another significant step in Cleveland's vibrant redevelopment. This is a great opportunity for LRMR to give back to the community by providing new housing options for prospective homebuyers in center-city."

Glenville Development Corporation worked several years on the project, including organizing the land and assembling the development team. The goal is to develop a contemporary community that appeals to empty nesters. Previously, the organization partnered with the City of Cleveland and the Home Builders Association to produce CiTiRAMA 2005.



**STARTING LINEUP** Parkside Townhomes will be available in fall 2006 at prices ranging from \$260,000 to \$325,000

Parkside Townhomes, located on Superior Avenue between East 102nd and 103rd Streets, is the City of Cleveland's latest effort in Glenville to promote urban living.

The Parkside Townhomes development comes on the heels of the highly successful CiTiRAMA project, during which 11 area builders constructed 11 market-rate homes along East 100th and East 101st Streets off of Superior Avenue.


"We are so pleased that the City of Cleveland, LeBron James and the development partners chose to work with us on what we feel will be one of Cleveland's premiere projects," says Tracey Kirksey, executive director of the Glenville Development Corporation.

The Parkside Townhomes units each include 2,000+ square feet of living space, with two or three bedrooms and a two-car garage. RDL Architects has designed these townhomes to feature a rooftop deck with views of Rockefeller Park and the city. Fireplaces and personal elevators are offered as options.

Parkside Townhomes, now under construction, will be available in fall 2006 at prices ranging from \$260,000 to \$325,000.

The City of Cleveland has awarded \$300,000 in Housing Trust Funds for Phase I and the homes are eligible for 15-year tax abatement.

"Parkside Townhomes will be a welcome addition to the Glenville neighborhood offering homebuyers of all ages a quality housing product, in a park-type setting that is near work, bus transportation, the interstate, and Cleveland's numerous and popular amenities, including University Circle," Scott says.

The first phase of the project, consisting of nine townhomes, will be completed by Fall 2006. 

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## May Construction Climbs 3% Nationally

At a seasonally adjusted annual rate of \$691.9 billion, new construction starts in May advanced 3% from April, it was reported by McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building maintained the upward trend witnessed so far in 2006, and it was accompanied by growth for nonbuilding construction (public works and electric utilities). At the same time, residential building continued to gradually settle back from its record pace of the past year. During the first five months of 2006, total construction on an unadjusted basis was \$276.9 billion, a 9% gain compared to the same period a year ago.

May's data produced a reading of 146 for the Dodge Index (2000=100), up from a revised 142 for April. So far in 2006, the Dodge Index has averaged 144 – above the 139 for full year 2005, although slightly behind the 146 mean registered during last year's second half.

"On balance, construction activity has held up quite well this year, making the transition from a housing-led expansion to one where growth is coming from other sectors," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "The plus for nonresidential building has been healthier market fundamentals such as higher occupancies and rents. The rising

costs of materials has led to the deferral and redesign of some projects, but at this point in 2006 not enough to derail what is still a strengthening trend for nonresidential building."

### Nonresidential building

Nonresidential building in May jumped 11% to \$207.0 billion (annual rate), helped by a healthy performance from the commercial structure types. Hotel construction soared 44%, boosted by the start of two large hotel projects in Atlantic City, New Jersey valued respectively at \$350 million and \$200 million, plus the start of a \$190 million convention center hotel in Baltimore,

Maryland. Store construction continued at a brisk pace, rising 9% in May, as this structure type was aided by groundbreaking for a \$90 million shopping mall in Jacksonville, Florida. Office construction in May was also up 9%, rebounding from a lackluster April. Large office projects that started in May were located in Jersey City, New Jersey (\$76 million); Palo Alto, California (\$55 million); and Kansas City, Missouri (\$40 million). Warehouse construction in May ran counter to the upward path for commercial building, slipping 10%. Also losing momentum in May was the manufacturing building category, down 24% after its 60% hike in April. While

the overall category was down, the manufacturing structure type did include the May start of three large ethanol plants, with two located in Iowa (\$75 million and \$72 million), and the third located in Arizona (\$60 million).

The institutional side of the non-residential market featured a 15% gain for school construction, as this category regained upward momentum after the modest retreat of the previous two months. Healthcare facilities continued to rebound after the slow contracting at the outset of 2006, rising 13% in May. Five hospital projects valued each in excess of \$100 million reached groundbreaking in May, with two located in California (\$238 million and \$113 million), two in Florida (\$125 million and \$115 million), and one in Michigan (\$205 million). The amusement category in May surged 80%, led by groundbreaking for these two very large projects – the \$650 million stadium for the Dallas Cowboys in Arlington, Texas and the \$280 million expansion to the Phoenix, Arizona convention center. Also helping out in May was a 3% gain for transportation terminals. Posting declines in May were churches, down 27%; and public buildings (courthouses and detention facilities), down 40%.

Nonbuilding construction, at \$120.6 billion (annual rate), rose 5% in May. Electric utility construction, climbing 40%, was responsible for most of the nonbuilding gain. Lifting the electric utility category in May was the start of a \$1.3 billion power plant in Colorado and

## May Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on May 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
<b>Nonresidential</b>	\$135,430,000	\$71,267,000	+90
<b>Residential</b>	\$114,970,000	\$123,131,000	-7
<b>Total Building</b>	\$250,400,000	\$194,398,000	+29

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

	2006	2005	Percent Change
<b>Nonresidential</b>	\$442,790,000	\$272,502,000	+62
<b>Residential</b>	\$481,743,000	\$566,262,000	-15
<b>Total Building</b>	\$924,533,000	\$838,764,000	+10

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

a \$75 million upgrade to a power plant in Pennsylvania.

"After falling sharply from 2002 through 2005, new power plant starts have shown greater activity so far in 2006, providing mounting evidence that the lengthy decline for this project type is now over," Murray says.

The public works sector in May revealed a mixed pattern. Highway construction held steady at April's heightened pace – a level 23% above the average monthly amount reported during 2005, as enhanced federal funding from the new transportation bill continues to

benefit construction. Increased contracting in May was reported for water supply systems, up 17%; river/harbor development, up 12%; and site development work, also up 12%. Reduced contracting in May was reported for sewers, down 6%; and bridges, down 28%.

### Residential building

Residential building in May slipped 2% to \$364.4 billion (annual rate). Single-family housing dropped 5% in dollar volume, the fifth monthly decline in a row, with May's level coming in 9% below the average pace during 2005.

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## THE SKY'S THE LIMIT.

Regionally, the single-family decline for May was most pronounced in the South Atlantic (down 9%), followed by the West (down 4%), the Northeast (down 3%), and the Midwest and South Central (each down 2%). The cost of financing continued to move upward in May, McGraw-Hill Construction as the 30-year fixed mortgage rate averaged 6.6%, compared to April's 6.5%, contributing to the dampening of homebuyer demand. While single-family housing is now retreating, multifamily housing in May continued to move at a healthy clip, rising 9%.

May's level for multifamily housing was 18% above the average monthly amount for this structure type in 2005, in contrast to the decline reported for

*[Nationally], single-family housing dropped 5% in dollar volume. [This marks] the fifth monthly decline in a row, with May's level coming in 9% below the average pace during 2005.*

single-family housing. May included the start of six multifamily projects valued each in excess of \$100 million, with three located in Bellevue, Washington (\$209 million, \$160 million, and \$157 million), and the other three located in Philadelphia, Pennsylvania (\$165 million); Kihei, Hawaii (\$151 million); and Las Vegas, Nevada (\$115 million).

"While there's emerging concern about overbuilding in such markets as Miami and Las Vegas, multifamily housing is seeing additional strength in construction this year, as the condo boom for the U.S. as a whole continues," Murray says.

The 9% increase for total construction starts during the first five months of 2006, relative to 2005, was the result of this pattern by major sector – nonresidential building, up 20%; nonbuilding construction, up 8%; and residential building, up 5%. By geography, total construction in 2006's January-May period reflected the following behavior – the West, up 17%; the South Central, up 12%; the Midwest, up 7%; the Northeast, up 5%; and the South Atlantic, up 4%. **P**



## Getting It Done

Locally, regionally, statewide and on a federal level, BOMA is known for our advocacy efforts. This includes legislators, mayors, governors, governmental staffs and of course those involved in some area of commercial real estate. Some say that our efforts are what sets BOMA apart from other organizations, some state that our advocacy "watchdog" work is why they join our association, and some discuss our legislative and regulation victories. What really matters is that "they" are talking about BOMA and listening to what we have to say!

Remember, the mission of the Building Owners & Managers Association of Greater Cleveland is to serve its members as a value-added resource by providing advocacy on industry issues, education and professional development opportunities, networking, economic opportunities through group purchasing and other targeted services to owners and managers in the operation, marketing and leasing of commercial buildings, including local, state and federal legislation and taxation and all other matters of public interest to Greater Cleveland.

That's right. Advocacy is the first and last item identified in our mission statement! That is why BOMA Ohio partnered with NAIOP of Ohio in that association's Legislative Day to hear the gubernatorial candidates speak. Who the next Governor of Ohio is does impact your business through the agenda he will set regarding economic development, health and human resources, regulation and taxes and more.

BOMA participated in the City of Cleveland-sponsored Executive Education

Seminar put on by the U.S. Department of Homeland Security (DHS) and the Naval Postgraduate School. We discussed policy issues and a number of "what if..." situations.

Cuyahoga County's Emergency Services Division invited BOMA to participate in a countywide evacuation committee. The plan is required under a Presidential directive in order to obtain DHS grant funds.

We are happy to announce that the State House of Representatives passed the Historic Tax Credit bill by an overwhelming majority. The bill now goes to the

Senate where it will be assigned to the Ways and Means committee chaired by Sen. Ron Amstutz (R-OH).

BOMA is closely watching and will be ready to support or lobby against the report and recommendations of the State Task Force assigned to study the Eminent Domain issue, the Retainage Bill and the Energy Efficiency Bill currently being considered by the State Legislature.

On the Federal Level BOMA is actively watching and lobbying in the areas of capital gains tax cut/elimination; leasehold depreciation; telecommunications/forced building entry; terrorism insurance; energy tax incentives; ICC international codes; security and emergency preparedness; and window cleaning safety standard.

BOMA will continue to advocate on behalf of our members at all levels of government. It is what we do – it is that simple.



**"Advocacy is the first and last item identified in [BOMA's] mission statement."**

**Janice L. Parham**  
Executive Vice President

For more info on this article or BOMA Greater Cleveland, contact Janice Parham at 216.575.0305 or [jparham@bomacleveland.org](mailto:jparham@bomacleveland.org)

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## *In the Center of it All* City View Center brings big-box retailers together at edge of Cleveland

By Nancy Loyan Schuemann | Photos by Ken Krych

**A**n old saying states, "One man's trash is another man's treasure." This rings true for City View Center in Garfield Heights, where a landfill has been transformed into a \$90 million strip shopping center. Located at I-480 and Transportation Boulevard, the project is visible from the highway and accessible to residents of bordering communities, offering a variety of major retailers in one convenient location. Ten "big box" tenants like Wal Mart, Office Max, Bed, Bath and Beyond, Circuit City, Jo-Ann Fabrics and Crafts, Home Depot, PetSmart and Giant Eagle anchor the center, which includes a number of other retailers and restaurants. (The first tenant, Bed, Bath and Beyond exceeded sales expectations during its first week of operation, having recorded the most sales volume of any store in Northeast Ohio.) Over 700,000 square-feet of retail space is offered on part of the 95 acres. An office building with over a million square feet of office space is planned for the site.

The idea to reclaim the landfill as usable land began in the late 1990s with one man's vision, though the idea of turning a landfill into a development had been done around the country but was new to Northeast Ohio. The late Pete Boyas of Boyas Excavating had owned the property and came up with the concept of reclaiming the land by opening up

the old landfill into Valley View to meet I-480 for economic development.

Boyas passed away before ground was broken on the project, but his vision was carried on by Heritage Development and its principals, Bart Wolstein and John McGill.

"We sat down at a joint meeting with the EPA, County Health Department,



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**DIGGING IN** The shopping center was built on a site once used as a landfill, which presented a number of unique challenges that needed to be dealt with before and during construction.

our civil and geo-technical engineers to see if it was a feasible project," John McGill, President of McGill Property Group, explains.

"The greatest challenge was dealing with the rubbish removal and the EPA," Mayor Thomas Longo of the City of Garfield Heights, adds.

It took 20 months from the time of submission to gain approval for the project from the EPA. A major challenge was moving garbage on the site. The EPA requires that landfill debris be kept on-site. Over a million and a half yards of garbage was moved in order to balance the site. The landfill was leveled and fill dirt with a cap of clay, ranging from three to seven feet deep, was added to encapsulate the garbage. This registered complaints from nearby residents until they realized the end result would be beneficial.

Heritage Development worked on formulating a plan for the project since 2003 up until Wolstein passed away. He was able to see the site development phase.

McGill Property Group has continued the project, keeping the visions of Boyas and Wolstein alive.

The Darden Company became involved in the project in July of 2004, one of a list of contractors invited to bid. This is the largest project for Darden in its 30-year history.

Two isolated issues needed to be addressed: the buildings' structural foundation and methane gas.

The foundation solution was solved by constructing the buildings on bedrock. Prior to its use as a landfill, the site had been a quarry with 20 to 100 feet of bedrock.

"The Darden Company began driving piles in May 2005," Dan Hazlett, project manager with The Darden Company says. "We ran as many as five driving rigs at one time to expedite the projected timeline. Overtime and increased manpower were put into place early on as to take advantage of favorable weather during the building envelope construction.

"For building construction operations, I believe one of the greatest challenges relating to this project was ensuring that day-to-day operations were compliant with all aspects of the OEPA QAQC plan/Rule 13 manual. We were tasked with constructing the buildings on an elaborate steel pile, pile cap, concrete grade beam foundation design that incorporated an OEPA certified clay cap, methane exhaust 57 slag stone layer, which encompassed four-foot HDPE perforated pipe, as well as a 30-millimeter flexible membrane layer that was laid beneath the eight-foot

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structural slabs. Virtually every step of the aforementioned scope had to be inspected as-built, approved and ultimately certified before the next step was able to continue.”

The issue of venting methane gas, caused by rotting trash, was solved by utilizing two types of ventilation systems. One is an active system, mechanized fans extracting the gas. The other is a passive system of having a vent installed in every building to allow gas escape.

“Great attention/time went into the design of a fail proof methane exhaust system that would ensure that any methane that is trying to vent can indeed vent quickly and safely,” Hazlett says. “I had prepared the construction team for dealing with methane issues on a daily basis, however for the size of the project and the amount of steel piles (approximately 16 miles total) that we hammered through the landfill, the occurrences of methane presence were very minimal.”

“I am proud of all the people involved with this project as it took a lot of effort and cooperation at different stages to make it a success,” he says. “We were part of a precedent-setting project that

will be used to years in the future as a guideline when constructing like developments on an existing landfill. Like all construction projects, you are faced with budgets to meet, weather, dates that must be met, unforeseen conditions and the list goes on. The project was certainly a very ‘site specific’ venture, however, with the team that we assembled it was

***The issue of venting methane gas, caused by rotting trash, was solved by utilizing two types of ventilation systems.***

completed safely, professionally and on time. This is feather in the cap to all parties involved.

“Demographics are the key. I believe that, in the future, projects like City View Center will no longer be unique as they become more and more common. Good location is vital to any major development and if it means utilizing a

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piece of property that was a landfill and the demographics make sense, it should be a green light. There is no doubt constructing on a landfill certainly has additional cost and time implications than a conventional site. However, in the not to distant future recycling the land we have may outweigh the immediate additional cost associated with landfill construction."

"Mayor Tom Longo of Garfield Heights worked hard to make it happen," McGill says.

"I'm proud that we've gone from absolutely nothing to helping the city tax base for years to come," Mayor Longo adds.

"To take what was considered a worthless piece of real estate and turn it into a significant asset to government, schools as a convenient place to shop is like turning trash into treasure," McGill says. **P**

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## Half Way Home



ALEC J. PACELLA

Seems like we were just recounting the happenings of a very active 2005 and here we are, halfway through 2006. So what happened during the first part of the year? Has the market kept pace with last year's record volume? Where are prices heading? And what headlines we will likely be reading over the last half of the year? For the answers to these questions, read on.

### Wanna buy some real estate?

The local pipeline of real estate for sale is fuller now than it has been in years. On the industrial side, at press time, Duke Realty's 1.85 million square foot industrial portfolio is in the final phase of being sold, while First Industrial currently has over 1 million square feet

product listed on the market. On the retail side, both First Interstate and the Coral Company have the "sale" sign up on some of their shopping centers. And on the office side, Lakepoint, in the eastern suburbs, is on the market, likely to be joined by at least a portion of Duke Realty's 3.3 million square feet of suburban office portfolio before the end of the year.

### Big deals

Last year's record volume was hall-marked by three deals, Key Tower, BP Tower and the national bulk portfolio sale by Duke Realty which included 18 Cleveland properties.

This year, we have already seen one keynote deal, the sale by Dellagnese

Companies of their entire suburban office portfolio, which totaled 750,000 square feet.

The headlines should continue over the second half of 2006. In addition to the aforementioned First Industrial portfolio and the Duke industrial and office portfolios, Fifth Third Center, a 550,000-square-foot Class A downtown tower, will likely be coming to the market by mid-summer.

While the individual pricing of these assets can't match the prices garnered by the "Big Three" last year, the collective volume should come close.

### Discount? What discount?

Over the first half of the year, all indicators pointed to a softening in pricing, at least on the investment side. Interest rates, one of the primary influences, have risen over 100 basis points since last year and shown no signs of stopping. The supply of product is catching up with demand. And real estate experts nationwide are all proudly pointing to a real estate bubble that they deem is ready to burst.

So has pricing in our market actually fallen? Hardly. Although buyers are balking a bit more at stiff asking prices, deals have continued to happen at aggressive numbers. And with improving leasing markets, there is no reason to think that this aggressiveness will subside any time soon.

### Good times, bad times

Although many owners are reaping the benefits of a strong market, some aren't having their share. One landlord that has been particularly hard-hit has been Low Walner. His Rockside Road properties, including the four-building Summit office complex, continue to be victimized by a very soft market. Last year, two of his west side properties, King James 2 and 3, went into receivership and two others, Point 5 and 6, have struggled with occupancy.

While the current investment climate rewards properties with strong occupancy, the situation is very different for troubled properties. High-flying investors such as TIC funds and 1031 trade buyers usually have no interest in purchasing troubled assets. And entrepreneurial buyers and developers understand the large amounts of both

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time and money that is usually needed to turn these properties around and set their price accordingly. The result is a wide disparity in pricing.

### Return of the sale/leaseback?

One element that has been missing for the last few years has been sale/leasebacks. There are a couple reasons for this. Foremost has been the attractiveness of traditional debt. With interest rates at historically low levels, companies in need of capital chose to turn to the debt markets rather than attempt to release equity locked up in their real estate via a sale/leaseback. Also, many companies, particularly local ones, have not been in an expansion mode the past few years and therefore, didn't need to raise capital. However, with interest rates rising and companies beginning to expand, sale/leasebacks have crept back into the market.

There were four sale/leaseback transactions of note during the first six months of 2006. Expect to see more as we head toward 2007.

OK, now it's time to pull out the old G&E crystal ball and make some predictions for the last half of the year.

Contrary to popular opinion, I think that interest rates, at least long-term rates, are going to stabilize and maybe even drop a bit. The result could be an inverted yield curve, meaning that long-term rates are actually lower than short-term rates. I also think that the overall sales volume will approach last year's record volume of \$1.1 billion but will not surpass it. Last year was an anomaly with three deals having sale prices that each exceeded \$100 million. While this year should see more deals in terms of raw numbers, the average price per sale will be lower.

And finally, I think that 2007 could be a blockbuster year, even larger than 2005. I say this based on a little bit of knowledge mixed with a large dose of "hunch." Although this is always a dangerous combination, I'll go way out on a limb and predict a volume approaching \$1.5 billion.

So there you have it, three bold predictions. Stay tuned and we'll see if I have something to crow about or if I'll be eating a large helping of crow. **P**



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Navigating property laws & regulations

*Courts have been loathe to enforce pay-if-paid provisions because, oftentimes, it is the innocent subcontractor who is left holding the bag; a general contractor is required to pay the subcontractor only if the general contractor gets paid.*

## Pay If Paid, Pay When Paid... When Do I Get Paid?

By Christopher M. Ernst

All too often, problems arise in construction projects after the last brick is put in the place and the last items on the punch list are checked off. The problems usually revolve around the question, "When am I going to get paid?"

Construction contracts frequently include the ubiquitous language of "pay if paid" or "pay when paid." Both function as a contractual limitation to payment, but do so in different ways.

A typical pay-if-paid clause usually states that a general contractor is required to pay a subcontractor only if the owner pays the general contractor. In other words, the risk of the owner's non-payment is transferred from the general contractor to the subcontractor.

A pay-when-paid clause, on the other hand, usually states that the general

contractor agrees to pay a subcontractor within a period of time after the general contractor is paid by the owner. The risk of the owner's nonpayment falls squarely upon the general contractor.

Courts have been loathe to enforce pay-if-paid provisions because, oftentimes, it is the innocent subcontractor who is left holding the bag; a general contractor is required to pay the subcontractor only if the general contractor gets paid.

Because of this risk shifting, some courts have simply invalidated the provi-

sion on the basis that it runs counter to public policy.

Other courts, while trying to avoid throwing the baby out with the bath water, have subjected the provision to close scrutiny and determined that if the general contractor fails to make adequate disclosure of the situation (for instance, does the general have reason to believe the owner is having financing problems?), the provision will be thrown out.

Similarly, courts have found that if there is any sort of a settlement of the issues between the owner and the general, then the general will be considered to have been "paid."

Pay-when-paid clauses, on the other hand, tend to be enforced more frequently.

Most general contractors are under the impression that they need to pay the subs only when the generals, themselves, have been paid by the owner.

In Ohio, as in many other jurisdictions, this is not the case.

Courts have determined that pay-when-paid clauses do not set the payment by the owner as the condition that triggers the obligation to pay the subcontractors. Instead, the clauses have been determined to be an absolute promise to pay the subcontractor, fixing the timing of such payment upon the timing of the owner's payment to the general contractor.

Inherent in this concept is reasonableness: "It is to be construed as an unconditional promise to pay with the



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time of the payment being postponed until the happening of a certain event [payment by the owner], or for a reasonable period of time if it develops that such event does not take place" (Thos. J. Dyer Co. v. Bishop International Engineering Company [1962] 303 F.2d 655).

The Dyer court went on to explain its thoughts by pointing out that there is "no reason why the usual credit risk of the owner's insolvency assumed by the general contractor should be transferred from the general contractor to the subcontractor.

"It seems clear to us under the facts of the case that it was the intention of the parties that the subcontractor would be paid by the general contractor for the labor and materials put into the project."

So how does that concept get applied in real life? Reasonableness can be a vague term and it is tough to gauge the probability of victory at trial when such

*Reasonableness can be a vague term and it is tough to gauge the probability of victory at trial when such probability is hinged on something so indefinite.*

probability is hinged on something so indefinite. Courts have attempted to narrow down a definition but there is still a lot of ambiguity.

Some courts have determined that an examination of the terms and conditions

of the contract is necessary in order to extract a sense of reasonableness while other courts have arbitrarily assigned six months as being reasonable.

On the other end of the spectrum, some courts have determined that 30 to 60 days is reasonable.

Noting the differences between pay-if-paid and pay-when-paid, the crucial issue to determine between a general contractor and a subcontractor is which one will assume the risk of the owner not timely or properly issuing payment.

The subcontractor will assume the risk in a pay-if-paid contract and the general contractor will assume it in a pay-when-paid.

If the risk is to be passed from the general to the sub, it must be made completely clear and self-evident from the contract language that this is the parties' intent.

If, in fact, the risk is to be pushed down to the subcontractor, it becomes the subcontractor's responsibility to thoroughly analyze the risk and possibilities of payment. **P**

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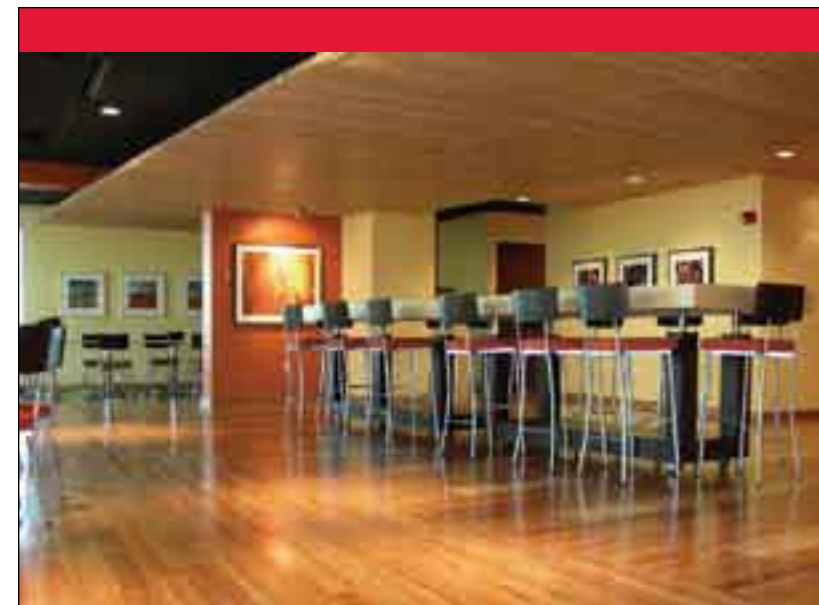
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## Commercial Real Estate Brightens National Economy



JOLYN BROWN

According to the National Association of Realtors (NAR), healthy demand for space is driving commercial real estate markets nationally with solid fundamentals and strong investment activity.

NAR notes that fundamentals are improving with tightening vacancies. Commercial real estate remains a bright spot in the economy, but there are concerns over energy costs, rising interest rates and slower-than-expected job growth, which could dampen future demand.

NAR has provided an analysis for the office, industrial, retail, multi-family and hospitality markets. Below are their findings.

### Office market

Rising oil prices and slower job growth have dampened expectations for the office market, but vacancy rates are still likely to drop to an average of 12.7% in the fourth quarter from 13.6% during the same period in 2005. Office rents are forecast to rise 4.4% this year.

Areas with the lowest office vacancies currently include Ventura County,

California; New York City; Orange County, California; Fort Lauderdale, Florida; Riverside, California; and Washington, D.C., all with vacancy rates of 8.8% or less.

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, should be 64.1 million square feet in 2006, down from 89.5 million last year. High construction costs are putting a lid on speculative development.

Large institutional investors and pension funds returned to the office market during the first quarter, more than doubling what they spent on office buildings in all of 2005; total investment in the first quarter was \$20.5 billion.

Over the last year, the top markets for office investment were Manhattan, Chicago, Los Angeles, San Francisco, Northern Virginia and Washington, D.C.

### Industrial market

Industrial vacancy rates are forecast to decline to an average of 9.5% during the second half of the year from 9.9%

in the final quarter of 2005, with new construction increasing along with space absorption. Trade with China continues to fuel demand for warehouse and distribution space. Although market fundamentals appear to be healthy, industrial rents are likely to increase only 1.9% in 2006.

The areas with the lowest industrial vacancies are West Palm Beach, Florida; Los Angeles; Fort Lauderdale; Las Vegas; Miami; and Orange County, California, all with vacancy rates of 5.4% or less.

Net absorption of industrial space in 54 markets tracked is expected to be 211 million square feet this year, down from 290.5 million in 2005. Most of the demand is coming from users and ten-

*There are concerns over energy costs, rising interest rates and slower-than-expected job growth, which could dampen future demand [for commercial real estate].*

ants involved with the distribution of goods, but rising industrial production could bolster demand for manufacturing space, which has been lagging in recent years.

Private investment also is occurring in the industrial sector, with transactions totaling \$10.5 billion in the first quarter. The top industrial investment markets are Los Angeles; Chicago; Dallas; San Diego; San Jose, California and Northern New Jersey. Some older properties in urban areas are being converted to other commercial uses.

### Retail market

With absorption matching new supply, retail vacancy rates are projected to be fairly stable for the balance of the year, at an average of 7.6% in the fourth quarter, but higher than the 7.2% recorded in the fourth quarter of 2005.

Higher energy costs and slowing home price appreciation will hold back consumer spending, impacting the retail sector. Overbuilding and fallout from mergers and acquisitions have impacted certain markets, including regional

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shopping centers. Average rent is seen to grow 0.7% in 2006.

Retail markets with the lowest vacancies include Las Vegas; Miami; Orange County, Calif.; San Francisco; San Jose; and San Diego, all with vacancies of 3.9% or less.

Net absorption of retail space in 54 tracked markets should be 14.1 million square feet in 2006, down from 30.2 million last year.

Investment in retail space is cooling with just \$7.4 billion spent in the first quarter, dominated by private investors; strip centers accounted for almost three-fourths of retail investment activity. The top markets for retail investment include Los Angeles, Chicago, Houston, Dallas, Phoenix and Northern Virginia.

### Multifamily market

The apartment rental market – multifamily housing – is expecting vacancy rates in the fourth quarter to average 5.7% compared with 6.2% during the same period in 2005. Average rent is forecast to rise 4.1% this year compared with 2.9% in 2005.

Conversion of apartments into condos is waning, but a slight softening in the housing market is boosting rental demand. Concerns about sustainable job growth and job security are playing a role by keeping some people in the rental marketplace.

Total investment in multifamily property was \$24 billion during the first quarter, up 30 percent from the first quarter of 2005; seven out of ten transactions were garden-style apartment complexes. Condo converters accounted for less than 15% of transactions, taking a little over 30,000 units from the rental market.

The top markets for apartment investment over the last year were Manhattan, Phoenix, Los Angeles, Tampa, Orlando and Atlanta.


The areas with the lowest apartment vacancies currently include Fort Lauderdale, Northern New Jersey, Washington, West Palm Beach, Miami and Tampa, all with vacancy rates of 2.5% or less.

Multifamily net absorption is likely to be 256,500 units in 59 tracked metro areas this year, compared with 351,000 absorbed in 2005.

### Hospitality market

With rising construction activity, hotel occupancies are forecast at 63.4% in 2006 compared with 64.5% last year, and revenue per available room (RevPAR) is projected to grow to \$72.37 in 2006, up 7.5% from \$70.47 last year. An additional 17,500 hotel rooms should be added to the inventory in 52 markets tracked in 2006, up from only 5,600 last year.

Markets with the highest RevPAR include New York City, Washington, Honolulu, West Palm Beach, San Francisco and Miami, with RevPAR in excess of \$103, in contrast with the national average of \$80 expected for the first quarter, which is the highest ever.

Hospitality markets with the highest level of construction include Houston, Orlando, Fort Worth, Washington, Atlanta and San Diego. Overall transaction activity during the first quarter totaled 660 hotels with a combined value of \$23 billion; this year is expected to be a record for the number of properties changing hands. 

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

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## Harrison's Consolidates Operations in Westlake

Harrison's Fine Furniture and Interiors has closed its Lakewood store and consolidated operations at its existing Westlake location, which is located at 30655 Detroit Rd. between Crocker and Bradley roads. The Westlake store has 14,000 square feet filled with name-brand fine furniture, lamps, pictures and accessories. The company offers complete design service and has a wide assortment of wall coverings, fabrics and carpeting.

Harrison's Fine Furniture and Interiors has been in business for over 35 years and offers a staff of qualified interior designers, some of which are members of the American Society of Interior Designers (ASID).

## ALL Adds New Industrial Cranes to Fleet

As part of its commitment to providing the latest and most technologically advanced equipment in a full line of industrial cranes, ALL Erection and Crane Rental Corp. has acquired 60 new industrial cranes from Broderson and Shuttlelift, available for immediate sale.

ALL's industrial cranes range from 2.5- to 20-ton capacity and not only lift but can carry loads on a flat deck surface, making them ideal for plant maintenance, equipment maintenance and other industrial and construction site applications. Industrial

cranes are more stable, safer and more suitable than a forklift for lifting and placing materials, and their narrow width allows them to work in confined areas.

ALL Erection and Crane Rental Corp. maintains and provides parts, service and support for all of the equipment it sells. For more information, call 216.524.6550 or visit [www.allcrane.com](http://www.allcrane.com).

## Cleveland Honors Storefront Renovation Participants

Cleveland Mayor Frank G. Jackson recently joined Daryl P. Rush, director of the city's Department of Community

Development, and 45 Cleveland business and property owners to acknowledge their successful participation in Cleveland's 2005 Storefront Renovation Program. A total of 51 storefront renovation projects were completed within the city's neighborhood commercial retail districts in calendar year 2005. The public-private investment made in the program last year totaled \$2.8 million.

The 11th Annual Cleveland Storefront Renovation Program Awards Ceremony was held in the English Oak Room at Tower City Center and drew more than 150 people representing Cleveland's Community Development Corporations (CDCs), who administer the Storefront Program with City of Cleveland staff, and area bank and foundation representatives.

"We not only celebrate completely renovated commercial buildings in our neighborhood retail districts and downtown, but also the diversity of small businesses assisted last year through this program. From a laundromat and a dry cleaning center, to a lounge, beauty shop and a neighborhood hardware store and restaurants" Jackson says. "These projects are examples of the hard working, small businesses that improve our neighborhoods and make Cleveland a city of choice."

Fifty-one projects encompassing 25 participating neighborhoods were completed in 2005. These projects

were comprised of 74 units. The city's nearly \$700,000 in loans and rebates were matched by more than \$2.1 million in private investments. Within those completed storefronts, the businesses employ 194 full-time workers of which 82 are Cleveland residents. Additionally, 122 part-time employees work in the storefronts, of which 65 are Cleveland residents. In 2005, the Cleveland Storefront Renovation Program created 318 temporary construction jobs for those contractors who worked on the projects.

The Storefront Program's goal is to assist property owners and businesses in comprehensively rehabilitating the exterior surfaces of existing neighborhood retail buildings.

The objective is to improve the economic and aesthetic conditions of the neighborhood commercial district, enabling these retail areas to remain competitive in a regional market.

## NAIOP Announces Green Development Award Call for Nominations

The National Association of Industrial and Office Properties (NAIOP) is seeking nominations for its prestigious Green Development Award, honoring a member-developer for an outstanding project that best utilizes green elements in design, energy usage and development. This is the second annual award for green development sponsored by NAIOP, a national organization representing the interests of commercial real estate executives engaged in

industrial, office and mixed-use development.

Developers choosing to nominate their company's project will be asked to submit a full packet of materials that outline how it best exemplifies innovation, efficiency and quality in the field of green development.

Established in 2005, the award was developed to recognize the growing number of firms engaged in green development.

The 2006 award winner will be named in August and then honored at NAIOP's Development '06 conference, which will be held in San Francisco from October 30 to November 2.

For more information about the NAIOP Green

Development Award and to access an application form, visit the NAIOP Web site ([www.naiop.org](http://www.naiop.org)).

## Roetzel & Andress Welcomes Associate to Cleveland Office

The law firm of Roetzel & Andress is pleased to announce Phillip A. Helon has joined the Cleveland Office as an associate in the Real Estate Group.

Helon's practice focuses on real estate law, banking and finance, and general corporate law matters. The majority of his work focuses on the representation of developers and national tenants with regard to the buying, selling, leasing, financing, and development



Phillip A. Helon

of real property for offices and retail purposes. He has experience in representing national banking institutions in the structuring, negotiation and documentation of real estate, commercial, and asset-based financing transactions. He has also represented

both privately and publicly held businesses in a variety of general corporate law matters including securities, mergers and acquisitions, strategic business planning, taxation and financial issues.

Helon earned a juris doctorate degree from Case Western Reserve University School of Law in 2004, an M.B.A. from Case Western Reserve University, Weatherhead School of Management in 2004 and a B.S.B.A from The Ohio State University Fisher College of Business in 2000.

## IA Lewin and Associates Celebrates 20th Anniversary

IA Lewin, PE and Associates recently announced that it

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is entering its 20th year of operation as a consulting structural engineering firm.

The firm started operations in 1986 as a one-person office serving five clients. Since then it has grown to a staff of 10 professionals, serving more than 75 clients on a continuing basis.

Clients include all members of the construction community, including property owners, government agencies at the federal, state and local level, developers, architects, general contractors, specialty contractors and legal professionals, with projects encompassing the industrial, commercial, medical, educational and residential markets.

### Ceilcote USA Returns to Berea

Ceilcote USA, Inc., a leading innovator of high-build chemical resistant polymer systems, recently announced the relocation of its manufacturing and headquarters facility from Brecksville to Berea. The move signifies another key step in the renewed focus of Ceilcote on the development and manufacture of high performance polymers that include heavy-duty corrosion resistant coatings, linings and fiberglass-reinforced systems. The newly refurbished 64,000-square-foot facility will allow Ceilcote to expand its staff as well as product line offering.

The Ceilcote USA, Inc. Research and Development facility is fully equipped with advanced physical testing machines as well as a 14-foot by 24-foot spray booth and environmental chamber. Adjacent to the R&D facility, is a workshop and sample preparation room.

In addition, the new facility also offers a larger area for manufacturing and warehouse space while doubling the space currently allotted for cold room storage of both raw material and finished goods.

"We started our operations in Cleveland in 1926, moved to Berea in 1965 and are energized by our return to Berea in 2006," says Steve Miller,

president of the Ceilcote United States operations.

Ceilcote has complete worldwide capabilities with sales and manufacturing plants located in five countries and fully equipped specially engineered research and development facilities in two countries. For more information, visit [www.lewinandassociates.com](http://www.lewinandassociates.com).

### R.E. Warner Names Business Development Director

David G. Hartman, P.E. has been named director of business development for R.E. Warner & Associates, Inc., a consulting engineering, architectural and surveying firm



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

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headquartered in Westlake. Hartman will be responsible for developing new business and maintaining and monitoring client relationships.

Hartman has been actively involved in the development and execution of a marketing strategy to sell professional services including engineering, architecture, environmental management and surveying/land development throughout Ohio and southeast Michigan.

Most recently, as business development director at ARCADIS G&M of Ohio, Inc. in Cleveland, Hartman was involved in supporting and coaching other offices within the region with marketing strategies and eval-

uating resources needed. He also provided oversight of all Ohio infrastructure marketing efforts.

Prior to ARCADIS, Hartman was president of EMG (Environmental Mitigation Group), a \$1.9 million environmental consulting firm working throughout North America, specializing in environmental management services, remedial investigations, asbestos management and environmental site assessments/audits.

Hartman also worked at Environmental Design Group, Inc. in Akron, Medina County Sanitary Engineers and the State of Ohio Environmental Protection Agency, Inc.

**Krill Returns to Downtown Cleveland**

Local construction manager and general contractor, The Krill Co., Inc. has announced plans to relocate to a new headquarters in downtown Cleveland.

The new location at 1275 Main Avenue, on the west bank of the Flats, affords the growing company room for expansion and brings them closer to their customers and business partners.

"We decided downtown Cleveland is the center of gravity between our customers and employees," says Shawn Dixon, Krill president/CEO.

The company will occupy the second and third floors

of the building, using about 9,000 square feet, nearly double the size of its current offices. Improvements to the building include new offices on both the second and third floors, connected by an open floor atrium and reconfiguration to the grounds and parking lot.

The Krill Co., Inc. had been originally based in downtown Cleveland. For the past 26 years, Krill's headquarters had been located in Valley View, near the geographic center of Cuyahoga County. The move to this new building is the culmination of a four-year location search process, which included meetings with the City of Cleveland and the Flats Oxbow Association.

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"Most of our clients are in Cleveland," Jeff Gliebe, Krill senior vice president says. "Who better to believe in Cleveland than a company that builds in Cleveland?"

Krill's current jobs range from an \$18 million laboratory at Case Western Reserve to a \$3 million addition to West Shore Unitarian Universalist Church in Rocky River. More information about the company can be found at [www.krill.com](http://www.krill.com).



Beth Billi

### D-A-S Appoints Human Resources Generalist

D-A-S Construction Co. has appointed Beth Billi as Human Resources Generalist. As Human Resource Generalist, Billi will over-

see the administration of all human resource processes including but not limited to recruitment, compensation, benefits, payroll, training and policy development. She has a Bachelor's Degree from Ohio University with over five years related experience

in the human resource management field.

### Area Developer Elected as NAIOP Forum Chair

Ray Fogg, Jr., president and CEO of Ray Fogg Corporate Properties, LLC of Brooklyn Heights, was recently elected as the chair of the National Association of Industrial and Office Properties (NAIOP) Business Park Development Forum. He presided at his first meeting as chair in Dallas, Texas in April.

The Business Park Development Forum is comprised of principals of 20 of the nation's premier real estate firms specializing in industrial and office development and meets twice a year to discuss

the real estate industry. The agenda for the April meeting included such issues as globalization's effect on real estate, brownfield development, the economy in local markets and trends in returns and capitalization rates.

As president of Ray Fogg Corporate Properties, LLC, Fogg has primary responsibility for real estate business, overseeing all development, leasing, property maintenance, property management, brokerage, financing and asset management matters. In addition, he is the CEO of a number of real estate limited liability companies.

The Fogg portfolio includes approximately two million square feet of commercial and industrial real estate held by

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### TransUnion Reports Interest Rates Squeezing Consumers

Rising interest rates are squeezing consumers' pocket-books this summer, especially when it comes to managing mortgage costs. A new survey conducted by Roper Public Affairs for TransUnion's TrueCredit.com finds 27% of homeowners think higher interest rates will make it difficult to make mortgage payments. It also reveals 24% currently carry an adjustable rate mortgage (ARM) or specialized home loan—a figure that jumps to 37% for those aged 25-49.

The survey also indicates that rising interest rates will cause 23% of homeowners to consider refinancing, 61% of renters to have difficulty paying their rent, and 78% of renters to have difficulty purchasing a residence in the near future.

### Coral Company Announces Appointments, Promotions

Cleveland-based development firm The Coral Company recently announced a number of appointments and promotions.

Don Phillips joins the company as director of construction for Westhampton at Crocker Park, The Coral Company's newest residen-

tial community at Crocker Park in Westlake. Phillips will oversee the day-to-day construction, management of contractors and ensure the timely closing of all sold homes.

Corey Rubin joins The Coral Company as research associate. Rubin's position will be one of support for the development, sales and marketing departments.

Monica McCampbell has been promoted to property manager. Campbell will be responsible for the day-to-day management and leasing duties for a retail and residential building located on Coventry at Mayfield Road in Cleveland Heights.

### CES Honors 2006 Leadership Award Winner

The Cleveland Engineering Society (CES) has selected Dorothy C. Baunach for the 2006 CES Leadership Award. The annual award was presented at the CES Annual Meeting and Awards Reception on June 28 at the Myers University Club in Cleveland.

Baunach is president and chief executive officer of NorTech (www.nortech.org), an economic development organization working with private and public sector leaders to shape Northeast Ohio's economy through technology, innovation and entrepreneurship. She

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founded NorTech in 1999 as a program of Cleveland Tomorrow where she was deputy director from 1995 until 2004 when Cleveland Tomorrow merged with the Greater Cleveland Growth Association and the Greater Cleveland Roundtable to form the Greater Cleveland Partnership. At that time, NorTech became a stand-alone organization primarily supported by GCP and the Fund for Our Economic Future.

"Dorothy's tremendous contributions as the 125th and first woman president and past-president of the board, including developing the relationship with Build Up Greater Cleveland (BUGC) while driving the

strategic vision of CES as the umbrella organization for the region's engineering community, make this a well deserved award," says Carol A. Duane, CES's executive director.

### New Book Details Smart Buildings Techniques

Author Jim Sinopoli has used his 25 years of experience in technology consulting and engineering to create a "how to" book for designing and operating the multitude of systems involved in today's new buildings. *Smart Buildings*, just released by Spicewood Publishing, is a guide for architects, engineers, developers, contractors and design consultants. The book covers



Smart Buildings

the basic design foundations, technology and management systems encompassing a smart building framework.

The basis for smart buildings is a handful of technical

standards that are ubiquitous within computer networks. Those standards are in the process of dominating the marketplace, as evidenced by their use in telephones (VoIP) and video surveillance systems.

Other technology systems in a building such as lighting control, heating, ventilation and air conditioning are also evolving to those standards. These prominent standards are coalescing to become integral components in the smart building deployment.

Primary reasons for building a smart building are related to cost savings in construction and operation, and the improved functionality that comes with system integrations. **P**

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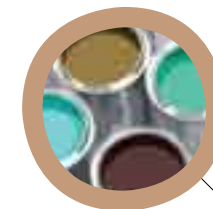
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# Inside Look

An overview of interior design in Northeast Ohio



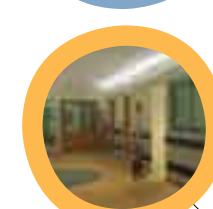
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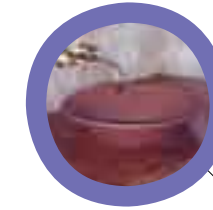
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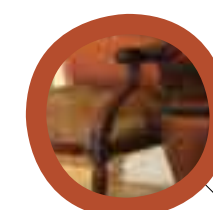
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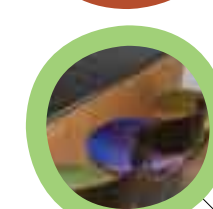
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## Can hiring an interior designer actually increase your bottom line?

In business, every penny counts and there are many creative strategies a professional interior designer can bring to the table. Sure, you want your space to be aesthetically pleasing and convey your company image – but it is the bulk of the planning behind the scenes that can provide the real rewards.

Proper planning up-front begins by evaluating your existing conditions, inventory and use of space. Are you developing a retail store, hotel, office or health center? Each has a unique set of criteria from the initial space planning, furniture layout, lighting solutions, storage areas and appropriate use of materials. A material used in your home most likely will not meet the criteria of a commercial space where we are concerned with durability, maintenance and fire ratings.

At the onset of the project, be very up-front with your interior designer about the budget. This is the only way to get the most value out of your investment. Based on the assessment of your project needs and location, you will receive qualified feedback on where to spend and where to save. The designer can create a design solution that maximizes your dollar and makes impact.

A project does not have to be done all at one time either. A plan can be developed to assist you with long range planning and priorities if you will be phasing additional details at a later time.

An interior designer will study how your customer experiences your space as well as how the employee works and moves through the space to provide additional planning cues. Optimizing the floor plan and making it easy for employees to use the space will enhance productivity, teaming opportunities and creativity. The interior space can help an employee stay focused on task by providing proper lighting and reducing noise and other distractions.

How your business is organized can ultimately save you on the extra space you may think you need in the new lease your about to sign. Efficiencies with space planning, increased productivity, areas for both intent focus and team interaction, appealing designs promoting a unique company image, a positive energized workforce... with such benefits, can you afford not to hire a design professional? **P**

Lisa R. Eldridge, ASID  
VP Interior Design

RBI Design Group, Inc.  
Valley View, Ohio

*Lisa R. Eldridge, ASID, is vice president of interior design for RBI Design Group, Inc., located in Valley View. For more information, visit the American Society of Interior Designers (ASID) online at [www.asid.org](http://www.asid.org).*

## Fresh Look

### Heinen's serves as anchor tenant for Hudson's First & Main lifestyle development

By John Elliott | Photos by Dan Cunningham

Shoppers in Northeast Ohio who are tired of sterile malls and long for the character of traditional town squares are probably familiar with Hudson. The affluent, historic city with its characteristic Western Reserve architecture offers a respite to consumers who love traditional architecture and the intimacy of specialty stores, including some very well established local names.

A trip to Hudson is also sure to be rewarding to gourmet food enthusiasts. One of the main attractions of the new First & Main outdoor lifestyle development is the newest Heinen's Fine Foods, the regional supermarket that continues to expand.

Heinen's Village Market, the company's first specialty market, is the company's smallest ever at 20,000-square feet. The store recently joined the assemblage of specialty shops in downtown Hudson that is known as First & Main.

Clerestory ceiling windows bring in daylight, and sloping roofs help it meet the scale of surrounding homes. It also sports a wine bar and sommelier, a tapas bar and center island for prepared foods. The store won the National Association of Industrial & Office Properties best architectural design award and the Builders Exchange craftsmanship awards for its lighting and flooring.

Heinen's has long had its eye on Hudson, due to its affluent demographics and the overall growth that is developing in and around it, notes Tom Heinen, company president.

One challenge was that the city, which takes its design standards very seriously, did not have room for a standard, 55,000-square-foot supermarket in the downtown district. This led to an extensive learning initiative that has culminated in what Heinen's now sees as a very promising concept, a specialty



**EXPECTED ENTRANCE** Heinen's has long had its eye on Hudson, due to the city's affluent demographics and the overall growth that is developing in and around it, notes Tom Heinen, company president.

market that delivers the highest quality fresh foods along with grocery staples and specialty foods.

#### A new concept for Heinen's

"I think it came out great, how it fits in," Tom Heinen says of his company's sixteenth store, a \$4 million project. "This is a test to see if a small store concept can be successful. We did a lot of work to try to understand and develop the concept."

The city is pleased, too.

"It's awesome," says Tom King, Hudson's community development director. "The use, the layout, the offerings, the architecture, and the meeting community objectives have really been superb."

King says the need for a new downtown supermarket became evident about 10 years ago at community forums.

"The need for a grocery store actually came from citizen meetings," he says. "They (Hudson citizens) wanted a market that emphasized fresh food, one that prepared food and that was smaller in scale."

In addition, it was to be part of the First & Main New Urbanism lifestyle development, which presented a host of challenges. The plan restricts parking and mandates street access for most of the buildings. Meeting these goals took a lot of planning with the developer, Cleveland-based Fairmount Properties.

"[Heinen's] are essentially an anchor in this development," King says.

The store had to be built with a Western Reserve exterior with invisible and quiet mechanical equipment hidden away in an area on the roof. It also had to serve shoppers' needs, yet meet the city's standards forbidding large

box stores, holding 15,000 stock keeping units in a store that is 35 percent the size of a regular supermarket.

### First & Main's anchor tenant

First & Main, completed in late 2004, is a 200,000-square-foot mixed-use development, designed to blend seamlessly with current Western Reserve-style downtown shops. It blends old-fashion styling with high-fashion living — from dining and boutique shopping, to modern office space and town homes.

First & Main is designed to be a "lifestyle center," where people live, work, shop, dine and stroll along the charming streets lined with shops, bistros and businesses.

Hudson's downtown already was the focal point for many community events, such as Art on the Green, summer concerts in the gazebo, and the Home and Garden Tour. First & Main expands Hudson's historic shopping district, providing new vitality to the city's downtown.

First & Main encompasses three streets, featuring such retailers as Talbots, Chico's, Ann Taylor Loft, and Heinen's, centered around lush village



**HOME GROWN** The wall inside the entrance resembles the exterior of a two-story house, complete with a smattering of shuttered windows. This carries the sense of a small, intimate village inside the store itself. The exterior surface of this wall is an eggplant brown, with white shuttered windows.

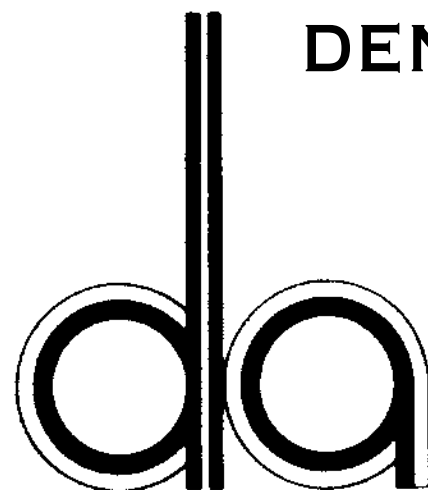
greens. First & Main was developed by a partnership between the Hudson Village Development Co. and Cleveland-based Fairmount Properties, which specializes in creating unique retail and residential districts within communities throughout the Midwest.

"[Heinen's] is the anchor tenant," says Regan Gettens, the property manager

for First & Main and the leasing manager for Fairmount Properties, Ltd.

He says that the Heinen's store is the largest building in the development, and the largest traffic driver, along with the library and the historical society.

Gettens notes that the Heinen's store required a lot of planning to meet the needs of the supermarket and the city.



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"There were several renditions prior to getting the sign-offs by both Hudson and the Heinen brothers," he says.

### Searching for solutions

Bill Eberhard, a principal architect at Cleveland-based Oliver Design Group, accompanied Tom Heinen and his brother, Jeff, on a three-month tour of supermarkets in various cities to see how other companies addressed the challenge of limited space.

Fortunately, the issue has been addressed in other cities working to preserve historic architecture.

They focused on how stores managed their product facings in smaller spaces, paying attention to the quantity of products displayed.

"There were a lot of different ways to

*"[Heinen's] went to a lot of trouble to provide customers a new feeling, a new image, and still give them the same product."*

Allen Crowley  
The Crowley Group

skin the cat," Eberhard says.

"Instead of three rows of five kinds of mustard you only get one row of five kinds of mustard," explains Allen Crowley, owner of the Cleveland-based builder, The Crowley Group, the project's general contractor.

Being involved in several other Heinen's stores, Crowley was accustomed to the variety of merchandise needed. The challenge in Hudson was to compress this variety into smaller space.

"They really went to a lot of trouble to provide customers a new feeling, a new image, and still give them the same product," he says.

The new building occupies a large space at the eastern end of the outdoor



**OPEN AIR** Exposed, round, champagne-colored supply ducts extend over much of the ceiling and fit right in with the historic design.

mall with one of the main roads bordering the building and an adjacent parking area. The design team took advantage of this uniform space and positioned the building's entrance to face the parking lot to maximize customer convenience and safety. Hence, instead of the entrance facing traffic from neighboring stores, there is a sense of privacy.

Gettens of Fairmount Properties notes that First Street, which Heinen's is located on, was paved with bricks that were imported from Fairport Harbor to provide the right period for the development. The 1930s era bricks were placed by a specialist.

"We went out there and repelletized every brick, one at a time," he says.

The authenticity of this 275-foot road reflects the development as a whole. The First & Main project utilizes a design which Gettens described as "4-D architecture." He explains that all sides of each building includes design detail, not just one or two sides.

"We didn't try to save money by using different materials on the back," he says.

### A sense of privacy

"We've got a real pedestrian-oriented goal and the community had to make some compromises to its goal," King from the city of Hudson says.

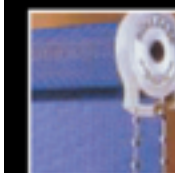
Nevertheless, the idea of the development is to be a pedestrian area, and



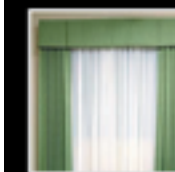
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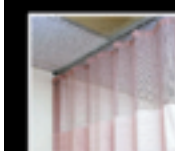
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**FRESH LOOK** "We found a surprising ally in an unexpected quarter," Eberhard says. "Jeff Heinen wanted the building to say 'fresh.'"

many shoppers actually carry their groceries home from the store. King noted that the protected walkway in front of the building connects directly to a residential street on the north side.

"The relationship of the parking, the building, the door to the building, and the placement with regard to Main Street were all very important," King says.

Enhancing this privacy is a walkway along the exterior entrance that has a courtyard ambience. Four columns across the main entrance support a triangle-shaped entablature, suggesting a Southern mansion. A row of shorter columns on one side of the entrance support a skylighted roof over this courtyard-like area.

Not seen from the outside are the exhaust fans and refrigeration compressors, hidden in the center of the roof. The design standards prohibit mechanical equipment from being visible on commercial buildings.

### Steel beam roof with wood deck

The selection of roof materials was critical, since it had to meet a design objective in addition to a structural one. Crowley says the architect opted for a panel system comprised of a steel beam

with a wood deck material that offered a natural look. The pre-stained wood is affixed to the bottom of the panel, along with foam insulation.

"We were able to find a product we could pre-stain," Crowley says. "[The steel] really blends in like it's not there. [Eberhard] is extremely creative."

There is a depressed well in the roof that contains about eight pounds of air conditioning, ventilation and refrigeration equipment that is well concealed from both the outside and the inside.

The windows along the light green exterior are tall, with blue grey shutters and white trim. As for the light verdant color itself, Eberhard says this was meant to convey vegetable freshness, and was accomplished by means of an environmentally-friendly, cement fiber siding.

Being a light tone, the exterior also matched the First & Main design palette.

The city's historical consultant further notes that the color matched the design specifications.

"We found a surprising ally in an unexpected quarter," Eberhard says. "Jeff Heinen wanted the building to say 'fresh.'"

As for the entrance columns and the entablature, "they're historically authentic," Eberhard says, noting that they were suggested by a church in the immediate



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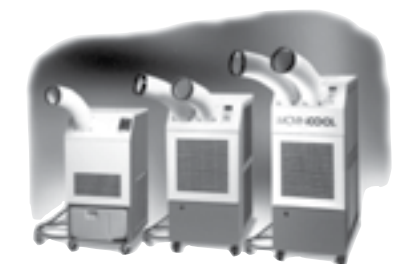
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area. "There's nothing forced or impressionistic. We had a very easy time with the [city] architectural review board."

### Interior merchandising excellence

Once inside, the store borrows from the graphics found in other Heinen's stores, but also provides an opportunity

for a new graphics application. The new Heinen's stores identify specific departments using accented soffits and signage.

The wall immediately inside the entrance resembles the exterior of a two-story house, complete with a smattering of shuttered windows. This carries the sense of a small, intimate village inside

the store itself. The exterior surface of this wall is an eggplant brown, with white shuttered windows.

"We didn't want a bizarre, avant garde interior inside of a colonial shed," Eberhard explains.

One side of the interior near the entrance borders the checkout lines while another, more secluded section has the sit-down café, complete with wine bar, gourmet coffee offerings, full course menu and placards noting wireless Internet access. Located close to the entrance and with windows along the



**WINE & DINE** The store features a sit-down café, complete with wine bar, gourmet coffee offerings, full course menu and placards noting wireless Internet access.

"The staffing for that store is atypical," Eberhard says.

The kitchen is smaller than a typical Heinen's store. Crowley notes that the kitchen designer, Stan Schwartz, oversaw the layout of the area. Schwartz paid attention to how much space everyone working in the kitchen would need to do every conceivable task.

"To see [Schwartz] manage the Heinen's department heads to accommodate them and to make as few changes as possible – that was the hardest part," Crowley says.

Eberhard saw this store as an opportunity to "tell the Heinen's story" inside the store.

It's certainly a story worth telling. Besides being dedicated to safety and quality, the company refrigerates all produce within minutes of being picked in the field.

The company also has a long-time contract with Midwest ranchers to provide cattle with the right texture, feel, taste and color.

"They're the only grocers in the country that owns the DNA to the beef they sell," Eberhard notes. "These folks really know their sources. They're not just bulk brokering products."

Many of the walls bear quotations by the founder, Joe Heinen, and the current owners, his grandsons, Tom and Jeff. The quotations are presented in a

*"We didn't want a bizarre, avant garde interior inside of a colonial shed."*

*Bill Eberhard  
Oliver Design Group*

perimeter, the café invites passersby to stop in and relax.

Exposed, round, champagne-colored supply ducts extend over much of the ceiling and fit right in with the historic design.

### Strategic floor plan

Limited space required a careful floor plan. Three dimensional representations were examined on a video screen during the design process.

The traffic flows around the center food prep island which includes deli, bakery, seafood, and Mediterranean fare. The food itself is actually prepared in a kitchen located in the rear of the store, from which it is carted to the island.

The customer service island has cases in front made from fabricated millwork for displaying the food.

The service staff faces customers at all times. The island allows for more than enough employees to be on hand and make eye contact with all approaching customers; there is no need to take a number and wait in line.

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## Main Street of a Different Color Hudson emerges as hotbed of achievement in design

By Jessica Nelson | Photos courtesy Greenbriar Interiors

"Main Street [in Hudson] is always striving to improve itself," says Carol Satina, design associate for Greenbriar Interiors in Hudson. "With the new buildings popping up at [mixed-use development] First & Main, it is even more important that the business owners on Main Street show their best colors – quite literally."

Greenbriar is rejuvenating historic downtown Hudson by redesigning the exterior color schemes of a slew of Main Street business establishments. The historic buildings include US Bank, the Learned Owl Book Shop, the Howard Hanna/Smythe Cramer building, Downtown 140 and Vignette's. Greenbriar Owner Janet Boullis, Satina and the Main Street Merchants Association formed a Beautification Committee in January, and downtown Hudson has been getting prettier by the day ever since.

"The merchants were really concerned with making Main Street a beautiful place to walk down," Satina says.

The area was in need of a decorative overhaul and most business owners were already eager to paint their buildings, she says. Being involved with the Merchants Association made Greenbriar a perfect fit for the rejuvenation project.

"Knowing the business personalities first-hand was advantageous to the project," Satina says. "We were able to select colors more intuitively."

"It's a big leap to hire a designer," she adds. A knowledgeable professional will get to know his or her clients in order to suggest colors that will compliment unique personalities and functions of a space, a technique known as color psychology.

"There is definitely a psychology to color," she says. "Whether consciously realized or subliminally

*continued on page 59*



**LET THE LIGHT IN** The wood deck clerestory ceiling offers a natural wood look, similar to that of a barn, and its light-tone finish reflects sunlight down into the store.

shelving, allowing them to be reconfigured.

Ceramic arc metal halide pendant lamps in a copper finish hang from the ceiling, adding a touch of period character and are also energy efficient and minimize glare.

"They're sort of an old school-house look," Eberhard says.

### Special floor surface

Determining the right floor surface was another effort. Eberhard said he wanted a substance that would withstand use but also be smooth and not slippery; not an easy balance to find.

In touring other supermarkets and consulting with a cement trade association, the team discovered a stained concrete that uses a shake-on colorant and hardener.

The process first was tested in the back of the store. The powder is poured over the surface using a motorized, hydraulic machine that shakes and dispenses the powder, then ground into the surface. Crowley says the area around the pillars had to be ground in by hand.

"We wanted something with some character that almost looked like a col-



**STYLISH SURFACE** "We wanted something with some character that almost looked like a colored stone over time," Eberhard says of the flooring surface.

ored stone over time," Eberhard says. "It's a wonderful, lively, balancing act."

The market completes the commercial portion of the First & Main project, King notes. The next phase will be a residential portion in addition to 12 existing town houses.

The new store was part of the project's grand opening, a festive event that featured community leaders, merchants and area residents.

First & Main marks one of the most successful lifestyle centers in Northeast Ohio, offering top quality establishments in an intimate setting that preserves historic architecture. The participation of one of the area's best established retailers solidifies the city's and the developer's success.

"I love the store," says Tom Heinen. "Our people are doing a great job of executing it. First & Main is a good example of urban development."

Fairmount Properties is also pleased. "It's truly a mixed use development," Gettens notes. "We are very happy with what exists today." **P**

Bodoni style of typeface and have certain words boldfaced for emphasis. The graphic design concepts and execution was authored by Oliver Design Group.

The quotations certainly create a much different ambience than the high-tech gadgetry found in many modern supermarkets, which is all in keeping with the more traditional type of statement the company wants to make.

### Natural wood deck roof

The wood deck clerestory ceiling offers a natural wood look, similar to that of a

barn, and its light-tone finish reflects sunlight down into the store.

Eberhard says the design team considered four different roof deck plans to decide which would best create the traditional market effect. The aisle markers throughout the interior are oblong in shape and look like street signs.

"The whole graphics program in this store is very special," Eberhard says. "Not every grocery store trusts its design firm to do what we're doing for Heinen's."

The gondolas that display the packaged merchandise utilize modular

### Main Street of a Different Color (continued)

attuned, it affects our judgment and emotional well-being."

A professional opinion helps a client feel confident about his or her color choices, as well. A designer's trained eye can guide and direct a client's instinctive feelings about a color scheme by drawing upon extensive training and references from art history, theory and technique, she explains.

Greenbrier's challenge was to apply these methods to the color scheme of an entire street for all the citizens of Hudson.

Satina used specific corporate logo colors as a starting point for each merchant.

"The decorative element really needs to pop," she says. "Our mission is to create a harmony and balance between the historical elements while enhancing the corporate trademarks. It helps to ensure that the business branding does not overshadow the architecture, but rather integrates pleasantly with the idea of a historic Main Street. There's no point in everyone having great colors if it clashes with the colors next door."

One of US Bank's signature colors is blue. Greenbrier worked with that.

"According to Feng Shui philosophy, one association for the color blue is wealth," she explains. "We selected a warm cornflower blue for US Bank, a very appropriate selection for a financial institution."

To complement the color green at the Howard Hanna/Smythe Cramer building, Satina used shades of beige and tan to promote an attractive, positive perception of the real estate company.

"Beige is made of essentially yellow and brown," Satina says. "Yellow is very joyful and welcoming and brown represents commitment and reliability."

Cindy Nygaard, owner of Downtown 140 and Vignette's, plans on painting her building this summer. This building also houses the Western Reserve School of Cooking. Colors selected for this plan are a soft sage paired with a spring green and a warm cream.

"The greens and creams I chose for these establishments are calm but refreshing, reflecting harmony and balance, which completely tie together three different businesses," Satina adds.

Satina's color design process began with photographing each business. She created line drawings from each digital photograph and hand-colored the drawings.

"I feel more connected to what I'm doing when I'm doing it by hand," she says.

In April, she gave color copies and enlarged paint samples to each merchant.

The Beautification Committee worked closely with Rick Runyan, paint and color expert from Benjamin Moore. He and Boullis teamed up to examine buildings for potential problem areas and to talk about paint preparation and application techniques for historical structures. Runyan provided specification sheets to the group and arranged for a discounted price for the Main Street Merchants Association through Ace Hardware.

Satina expects the project to be complete by late 2007.

"We've had a lot of positive feedback so far," she says. "It has really

pulled the community together."

Hudson is an emerging hotbed of achievement in design in Ohio. The Main Street rejuvenation project encompasses the nearby Heinen's, noted for its excellent interior design.

A native of Glasgow, Scotland, Satina studied at Duncan of Jordanstone College of Art in Dundee and Glasgow School of Art in Scotland in preparation for her Bachelors degree in Fine Arts from the Cleveland Institute of Art. She has traveled extensively and is passionate about exploring the relationship between architecture and culture. A trained artist and photographer, she takes pride in applying her knowledge of ancient art, archetypal color psychology and aesthetics to design projects throughout Northeast Ohio. **P**



**UNIQUE TOUCH** Exterior painting projects began with preliminary sketches, composed by hand.



## Designing Woman

### Art Window Shade's Judy Kaufman specializes in interior window treatments

By Linda Bloom | Photos by Ken Krych

Judy Kaufman, president of Art Window Shade, describes herself as "a very simple soul." Sort of an understatement for the firm's former secretary who became the owner of Art Window Shade. Serving Greater Cleveland for over 80 years, Art Window Shade is a full-service provider of interior window treatments, including shades and blinds.

The company, located at 3314 Prospect Ave., customizes window treatments for homes, commercial establishments, institutional buildings and new construction. Draperies are fabricated in an on-site workroom. Cleaning and repair of shades and blinds for schools, healthcare facilities and residential areas are done in the company's facility. The showroom is open Monday through Friday from 7:30 a.m. to 5 p.m. for the public to view drapery fabrics and see the most popular options in shades and blinds. Home appointments can be arranged.

Kaufman, now almost 70 years old, attributes a lot of her success to her mother, Fran Wilkoff. She was "mentored by an extremely outstanding woman, very well respected in the community." Kaufman was divorced in the 1970s and needed a job. She called Art Window Shade to install shades in the house she was renting and was offered



**VIEW FROM INSIDE** "I've been here 30 years, owned it since 1992 and I think our service is outstanding," says Judy Kaufman, president of Art Window Shade.

a job "down the road." She eventually was hired as a secretary and "kind of reworked the office, including the billing and other things."

"I brought in a computer for billing, accounts receivable and payable, and

general ledger, and I've been here ever since," Kaufman says.

Today, Art Window Shade is a major design force.

"We do some of our own designing," Kaufman says. "When we go to a client's home and they're looking for advice, guidance and help with their windows, we have that capability. Many people work with their own designers and then they come to us."

Professional installation is provided by a staff of qualified installers so clients feel secure that treatments are in good hands.

"I've been here 30 years, owned it since 1992 and I think our service is outstanding," Kaufman says. "I have [employees] who have been here a very long time. They can't do everything I do, like the billing and other things, but the business runs very well when I'm not here."

The group is comprised of eight employees.

"I've got a nice crew of people," she says. "One employee is responsible for bidding construction work entailing reading plans and specifications, leading to submitting a price for the job."

The gentleman who runs the factory has been here for 50 years. His son has

been here since he graduated from high school, and he's 45."

For a woman to work in the construction industry, Kaufman says, "you've got to be bullheaded!"

There are very few women in Kaufman's industry with a business of her size. Maintaining and establishing relationships with contractors is important to Kaufman's business. She plays in golf tournaments for charities favored by contractors. A lot of her contacts participate in these events.

"I like having my business downtown," Kaufman says. "You can get on the freeways and go in any direction in no time. My employees come from both the east and west side. I do a lot of work downtown in many of the office buildings."

Art Window Shade clients range from Tower City Center and Case Western Reserve University to The Cleveland Clinic.



**HOME BASE** Art Window Shade is located on Prospect Avenue in Cleveland.

No job is too big or too small for Art Window Shade. It did the entire former BP Building, both exterior and interior office windows. Its smallest job can be installing one blind in a client's house.


"We'll do one window or 1,000 - we don't care," Kaufman says.

Kaufman has two adopted daughters and five grandchildren. She works five days a week and often takes paper-work home. She likes golf, which entails

"sneaking away one day a week on Sunday." She enjoys travel and recently took her children to Las Vegas. Her interests have spanned gardening, quilting, knitting, crocheting and community organizations. She is an avid reader with interests ranging from biographies to good novels, even trash.

"I love what I do," she says. "I love the challenge. Working 40 hours a week or more can be a bit trying, but I don't think I'll ever retire. I've been a single person, single mom and helped two kids survive. I've always got to be doing something."

Judy Kaufman's greatest satisfaction includes the number of friends she's made in the business and "being successful to a degree."

"Not every year is good," she says. "There are ups and downs, but I've been able to manage this business for 15 years, and we're still alive." 

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## Designs on the Mind

### Brockman & Godfrey Designs works to create healing environments

By Sharon Brockman | Photos courtesy Brockman & Godfrey Designs

**B**eing one of the few commercial interior design firms in Cleveland, Brockman & Godfrey Designs believes in working very closely with architectural firms. We feel it is important to form a close team as we learn from one another. I think we, as designers, demonstrate sensitivity to the needs of the architect by way of enhancing the original design and the client by choosing age-appropriate, calming or energizing environments that promote and enable healing and rehabilitation.

Most of us wouldn't wish for anyone to be a patient in the hospital, but if they have to be, there are ways to make it as comfortable as possible for both patient and family, sometimes even positively impacting the length of the hospital stay. We've all heard the phrases "healing hospitality" and "patient friendly" when discussing healthcare interiors. We can't stop there. Ambiance, energy, sensory stimulation and calming environments are each influential when it comes to design choices.



**CALM CONTOURS** Soothing colors and shapes were used for the Brain Injury Rehabilitation Unit at Cleveland's MetroHealth Medical Center.

The use of space, color and contour impact the way our minds formulate perceptions and experience. In times that are already traumatic and emotionally jarring it is important to enter an environment that is both aesthetically pleasing and functional. The most obvious expression of this ideal should be our healthcare interiors. Healthcare is one of the more important areas where well-being can be dependent upon the design of the space. Knowing what the patient and their family members will require in this difficult time enables us as designers to find ways to provide a source of comfort within the space.

One of the examples pictured here is the Brain Injury Rehabilitation Unit at Cleveland's MetroHealth Medical Center, designed by Sal Rini, of DeWolff Partnership Architects. DeWolff had a vision when designing the space and it was our job to carry that vision through with the interior finishes to be an integral part of the healing process for the patients. When we learned of the type of

unit for which we would create an interior design, we met with Carol Leslie, a Cleveland area occupational therapist, to make sure we knew as much as possible about the people we would be helping, both staff and patients. We wanted to "get into their minds."

Leslie confirmed that brain injury victims often show symptoms similar to those with Alzheimer's Disease or other dementias: disorientation, loss of equilibrium, memory problems, agitation, depression, etc. We found it was important to keep the interiors as simple as possible, while at the same time emphasizing important elements and areas. Color blindness can be a fairly typical condition, even for those without a brain injury. So we knew we could not rely simply on using colors to help soothe the patients, nor help as a way-finding means. However, something as simple as having the color of

the wall contrast to the floor was important to help with the visualization of where each element stopped and started. Shapes were easily recognizable, but too many shapes or changes could be over-stimulating. Putting a circular shape in front of the patient rooms and at the nursing station, for example, helped the patient recognize these important areas. The handrail, while perhaps not necessarily seen as an accent color by all, was noticed as a contrast against the wall, enabling the patients to know it was there if needed.

The patient rooms are another essential area to keep as soothing as possible with the interiors. By late afternoon, or early evening, we naturally feel fatigued; this is even more pronounced in patients with brain injuries. This is an important time to keep such patients as calm as possible. There is a late-day reaction called "sundowning" when the patient can begin to hallucinate, which can be very upsetting; for example, a common pattern of flowers and vines can quickly metamorphose into snakes and bugs. Fabrics on chairs and cubicle curtains are often areas where we, as designers, like to add color and pattern. Yet, this is obviously not the best thing for certain patients. Always put the patient first.

Another example is the Pediatric Intensive Care Unit, currently under construction at MetroHealth Medical Center by DeWolff Partnership

Architects. While a different patient population is treated here, some of the same principles apply. Learn as much as possible about what the patient and family members might be experiencing and how best to comfort them within the space. Know the patients and the staff, and design the space for everyone who will be affected. One of the first things to realize is that pediatric does not simply mean babies and toddlers; there are also young teens in these areas. Can you imagine a 13-year-old male lying in bed, having to look at Humpty Dumpty or Peter Rabbit? He would feel as if he were in the wrong place. A pediatric area also does not mean it has to be the usual bright primary colors, given that the patients are younger. But especially in this type of area, there are going to be parents and older family members. While the area may want to appeal to a younger age group, it is also important to balance that with keeping it somewhat calm and soothing for the visitors who may already be anxious. The old adage "less is more" applies here as it did in the first example. When designing interiors, especially in a hospital setting, it is important to keep in mind that the people, equipment and machinery are going to be adding confusion and "visual noise" to the space. We don't want to bombard and over-stimulate the patients' or families' senses. This would add to their stress levels significantly. Here, we have used not only color and pattern combined with wood undertones, but also with selective, subdued shading. With fewer obtrusive designs, patients and their families will be able to relax more within the setting.

In summary I feel that no matter how much education and experience you have, there is always something more to learn. Never stop asking questions or learning. Don't assume you know what is best. Check each situation, listen and learn. **P**

*Brockman & Godfrey Designs is a commercial interior design firm specializing in the areas of health care, education and all areas of corporate work. For more information call Sharon Brockman at 216-504-4040.*

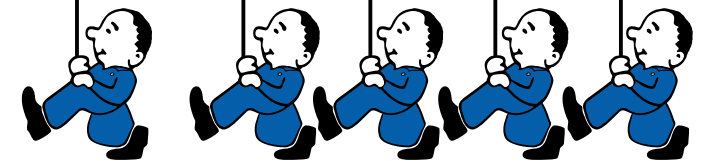
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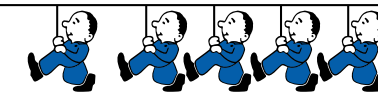
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**BUILDING BLOCKS** Creative use of inexpensive materials, such as glass block, was a theme during the design of Malone Advertising's headquarters (right) in 2000. That theme was continued during a recent expansion of the space, which included the design and installation of a steel-framed staircase with inlaid glass block provided by Medina Glass Block, Inc. (left).

## Made to Match

### Mulle + Associates Inc.'s interior design approach centers on reflecting client's personalities

By Mark Watt | Photos by David A. Wilding

"It seems that most professionals in the architecture community don't have much interest in interior design," says Tim Mulle, principal of Cleveland-based architectural firm Mulle + Associates Inc. "They want to design buildings, frequently without regard to what happens inside those buildings, which I think is unfortunate because people live and work inside buildings, not outside. Yes, it's important if a building looks nice from outside but people spend their time inside. And that's where we focus our attention."

Headquartered on the West Bank of the Flats in Cleveland, Mulle + Associates Inc. offers architectural services in a variety of settings, including building renovation and adaptive reuse, healthcare and restaurant design and even custom home design. But its primary specialty is commercial interior design.

"At least 85% of our work is designing commercial office space," Mulle says, noting that this focus sets his firm apart from others in the area. "It's a highly personalized business."

As Mulle explains, a founding principle when he started his firm 16 years ago was that he did not want to have a big firm. In keeping with that principle, the firm is comprised of just seven team members today.

"From the beginning, I wanted a smaller, team-oriented, client-focused business because what we do is so personalized," he says. "I'm still very committed to that philosophy. In crafting solutions for our clients, we strive to crawl inside of their personalities and understand who they are and what they want and then come up with solutions that respond to those needs. That's harder to do when you're a big firm. In our industry, the larger you get the more you tend to process clients and lose that personal focus."

Because of the nature of his firm's specialization – creating functional and comfortable working environments – M+A believes the key to its success resides in forming and building close relationships with clients.

"The better we get to know our clients, the more they trust us and the more they'll open up with us," he says. "And that allows us to do a better job. Sometimes the biggest challenge of any project is trying to get your arms around the personality of the business and the people that make up the business. Then you come up with a design that reflects that personality."

A look at three of the firm's recent projects reveals how much those personalities can vary:

#### Malone Advertising Akron

An example of Mulle + Associates Inc.'s commitment to long-term relationships with clients is its work for

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Malone Advertising, headquartered in downtown Akron. When the advertising firm decided to move into a renovated, early-1900s vintage tire warehouse next to Canal Park in 2000, it enlisted Mulle's team to transform its new home into a lively, visually exciting environment for its staff. Initial work was for a 15,000-square-foot space on the fourth floor of the AES Building. The agency has grown significantly since then and in response Mulle + Associates Inc. has been handling regular expansions for the company, projects ranging from 3,000 to 15,000 square feet each. Malone Advertising, currently with more than 200 employees, occupies 40,000 square feet of space today.



**MATERIALS MIX** In the Malone Advertising office, Mulle used custom fabricated Lycra® tent structures to soften the space while retaining the exposed concrete structures that lend the space historical, industrial character.

challenged his firm to be as imaginative as possible.

"The design here is all about creative use of inexpensive materials, finding unique and fun materials that wouldn't typically be found in an office space and using them in a new and creative way," Mulle says. "For instance, we used particleboard as a material for counter tops. It's inexpensive and it's fun, but it's still warm because it is wood."

Other economical materials that create interesting visual effects throughout the space include a glass block wall used in one conference room as well as perforated metal panels used in place of typical acoustic panels. As Mulle notes, there was also significant cost savings in choosing not to use doors for offices.

"Once you've paid for a door, finish it and install it along with hardware, it's probably costing you about \$800 a door," Mulle says. "It can add up very quickly when there are a number of offices. In this case, we were able to forego the use of doors in offices in a way that really meshed with the company's philosophy of encouraging open interaction among its employees."

As Fred Bidwell, president and CEO of Malone Advertising points out, the lack of doors as well as the use of glass walls for offices throughout the space provides a sense of transparency that fits

but even the private offices are all glass fronts with no doors. So it's very open. It's all intended to support and reinforce a communicative and collaborative type of environment as the company is very team-oriented."

As Malone Advertising is made up of creative people and so is particularly sensitive to a stimulating environment, Mulle says, the company has always

his company's culture, while also providing a degree of privacy.

"A lot of the design decisions were driven by a desire to not just keep costs down, but also to adhere to a philosophy of spaciousness," Bidwell says. "There is nothing exotic here, from a material standpoint. There's even an industrial look to some of the furnishings. But because of the color palette, different ceiling treatments and other design features, it looks very contemporary."

One of Mulle's most recent expansion projects for the agency included designing a 15,000-square-foot office space located on the building's third floor. Providing access to the space is a steel-frame and glass block staircase that was installed under the direction of Bennett Construction, which acted as construction manager on various expansion projects in the space since 2004. Textured acrylic panels are used as design features bordering the stairs. As the new offices are used by a team dedicated to John Deere, one of agency's primary clients, Mulle's team used cables to suspend a tractor in the stairwell as a particularly unique feature.

"Throughout the space, the design makes a very good impression while staying pretty economical," says Bill Bennett, president of Bennett Construction. "Mulle + Associates did a very good job at incorporating relatively inexpensive materials and getting the most out of them throughout the space."

Bennett adds that, most importantly, Mulle's design works well for the ad agency.

"It doesn't do much good if a space looks nice but doesn't function well," Bennett says.

There is a lot of interaction in the space and the design supports it, he says.

"This is a very unique style of space," Mulle says of the agency's headquarters. "The design style is not necessarily unique in and of itself to Malone. It has become more commonplace in recent years, but it's still not mainstream by any stretch. It's really designed for a predominantly young workforce – most of the employees are under 30 years old

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**HOME/WORK** Mulle's design of The J. Gottlieb Companies headquarters reflects the client's desire for a work environment resembling a "very nice home library."

saw some nice brick behind it. The space had a lot of character but it would take some work to bring it back into shape."

Exterior renovation of the space included opening up a series of windows that had been bricked up and painted over, installing all new glazing and restoring brick exterior walls, wood trim and a slate roof.

Then there was the work indoors.

"This project was very much about the unique personality of the company and Josh in particular," Mulle says. "It's really a company centered around this one individual and the space reflects his vision. What he wanted was an environment like a very nice home library. He spends a lot of time at work and wanted to feel as comfortable as possible."

Somewhat influenced by the client's house, which Gottlieb designed and built, the office design was approached as almost an extension of his home. Very noticeable upon entering the building is the counterplay of older, rustic materials like wooden beams and brick with newer, highly finished materials.

"It's very traditional," Mulle says "You'll find recessed paneling, crown moulding, windows with traditional muntins and hardwood floors."

Two fireplaces were installed, one of which is located in Gottlieb's office.

"The fireplaces add warmth to the space, literally and figuratively," Gottlieb says.

While the space was originally quite dark, he adds, the installation of skylights in combination with the new windows brings plenty of natural light today.

A kitchen space and break area, furnished with hardwood floors and solid surface counter tops, includes built-in banquet seating located next to win-

dows overlooking the square downtown. Colorful tile and modern lighting fixtures accent the space.

"Kitchens in offices are becoming an interesting thing," Mulle says. "It used to be that the typical kitchen/lunchroom was a dark space in the back of an office and nobody that worked there ever wanted to use it. When it's possible, as it was here, we try to put a kitchen on the exterior with windows to the outside and make it an environment where people feel like they're actually taking a break from their work. A gathering place."

Gottlieb is quite satisfied with the results of the renovation project.

"We're very happy with what Mulle + Associates accomplished," he says. "The space feels warm, comfortable and rich."

## Kohrman Jackson & Krantz

Cleveland

"As all businesses are different and require unique solutions depending on their needs and their line of work, each space we design differs from the next," Mulle says. "There are a lot of people who are looking for more traditional, conventional office space. And law firms, for instance, require lots of privacy as an attorney needs to be able to conduct business with a client behind closed doors and know that someone on the other side of the wall isn't listening."

Such was the case with Mulle's recent renovation project for Kohrman Jackson & Krantz, a law firm that occupies the entire 20th floor of One Cleveland Center in downtown Cleveland. The firm has occupied the same space since the early 1980s and needed to expand.

"We really wanted to keep the same general look and feel of our offices because we were very pleased with them while at the same time upgrading our facilities," says Marc Krantz, managing partner with the firm. "The practice of law has changed considerably over the past 20 years."

With Mid Con acting as construction manager for the project, work included opening up space for the firm's admin-

– and to promote a very open, interactive type of work environment. So it's a little more offbeat, whimsical and fun."

## The J. Gottlieb Companies

Chagrin Falls

The J. Gottlieb Companies, an umbrella organization comprised of several insurance and benefits related businesses, was formerly located on the top floor of Tower East in Shaker Heights. The company enjoyed its office but the space was simply far larger than what was needed so a couple of years ago, when the company's lease was up, Owner Joshua Gottlieb began searching for a new location.

"He wanted to get into a more efficient space," Mulle says. "Also, his company

doesn't really have many visitors. They are a kind of quiet, private place. Most of the work is done outside of the office as Josh travels constantly. And he wanted to be somewhere closer to his home and those of his employees, a place where members of his staff could go home for lunch if they wanted or could bring their dog into the office."

The chosen location is comprised of the second floors of three separate but interconnected buildings in downtown Chagrin Falls; retail establishments occupy the buildings' first floors.

"The place was pretty beat-up when we came in and drywall was covering everything," Gottlieb says. "But during one of my walkthroughs with Tim [Mulle], we pulled back part of a wall that had multiple layers of finishes and

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**TECH TABLE** For Kohrman Jackson & Krantz's offices, Mulle + Associates designed a conference table that features integrated computer networking and audio/visual technology.

istrative department, copy center and paper files on an adjacent floor and then using the freed up space to add conferencing space, comprised of six rooms of varying sizes.

Additionally, Mulle updated the look of the offices, keeping the original feeling of the space while devising a new look.

"One of the biggest challenges was creating a space that reflected the personality of the firm," Mulle says. "With various partners in the firm, there was a need to build consensus and satisfy the varying personalities of the partnership. So to do that successfully here, we had to be extremely sensitive to its art collection."



As Mulle notes, the firm has an extensive collection of art, as Bob Jackson, one of the partners, is a significant art collector in the area.

"When you walk through the office, it feels almost more like an art gallery than a law firm," Mulle says. "There are

hardwood Brazilian cherry floors everywhere. Walls are designed with a lot of 45-degree angles and low voltage accent lighting is used to highlight art. So it's really a unique statement about the personality of the firm. The style definitely leans more toward contemporary as far as architectural style, but its not whimsical. It's a very sophisticated and modern space."

In addition to modernizing the look of the firm's work environment, Mulle + Associates Inc. updated its technological accommodations. For instance, in the Gateway conference room, the largest of the new meeting rooms, Mulle's firm custom-designed a 22-foot, boat-shaped conference table that features integrated technology, from built-in microphones to networking and power hubs that can be raised from the table's center for access. Other features in the space include a speaker system in the ceiling, drop-down projection screens and a touch-screen control system.

"It's fully loaded," Krantz says. "That room, in addition to some of the other new conferencing spaces, really fulfills our needs for audio, video and wireless networking technologies."

The entire project, completed this spring, has received high compliments from clients and other visitors, Krantz says, as well as the firm's staff.

"It's the kind of environment that really makes work more enjoyable for our people," he says. **P**

## A New Niche

### Faux Elegance's finishing solutions deliver cost savings, unique look

Photos courtesy Faux Elegance

Somewhere between the hire-an-expert "wallpaper explosion" of the 1980s and the "do it yourself" phenomenon of more recent years, where simple and clean is king, faux finishing has crept in as a happy medium. On a given Saturday, wallpaper stores were once filled with people taking out books to make their selections. Today, you are more likely to find the crowd at your local paint store, peering over the number of options you have without the expense or commitment to wallpaper. One of the options of painting is faux (pronounced foe) finishing.

In many ways, faux finishing is the hybrid of the two, combining the intricacies of wallpaper without the price tag, adding unique one of a kind designs (no two are alike) applied with paint. While the technique of faux finishing is not something everyone can do or would attempt, many find it is a unique opportunity to make a personal signature in his or her home. While the techniques of faux finishing are more difficult than those of straight painting, even the "decoratively-challenged" can master them, given much practice.

#### Getting started

Enter Beth Cohen of Faux Elegance from Solon. Her techniques and finishes are elaborate and advanced. And her knowledge and insight of the color spectrum and combinations of applications make her work downright, well, elegant.

"There are many individuals that apply a simple texture using two to three colors themselves who reach beautiful results," Cohen says. "There are certainly many books on the subject. The problem is that most do not know where to begin, nor do they know what they will like."

So she meets with prospective clients in their homes, takes notes of the color schemes, shows past work and gets an



**NEW FACE** In this bathroom, Designer Beth Cohen utilized a faux tissue paint application with shades of bronze, turquoise and pewter hand-rubbed to create a dramatic atmosphere.

idea of what customers want and then prepares sample boards (like wall paper sample pages) for customers to choose from. The exception is that these are all hand-painted: one-of-a-kind and created one at a time. So each customer has an opportunity to have his or her own one-on-one gallery of selections to choose from, designed specifically for them.

#### Endless possibilities

Faux finishing includes ragging, sponging, applied textures, glazing, old world plaster techniques, hand painting, stenciling, murals and many more. Even a simple item like crumpled newspaper can be used to produce a dramatic effect. The end results are obtained first by determining a color scheme, then any possible texture. When properly applied, faux finishing can recreate the

look of marble, granite, suede, limestone, stucco, wood or virtually any natural finish. Another beautifully effective finish is glazing crumpled tissue directly on walls to create a spindled effect and then hand-rubbing tinted glazes on the tissue to produce an aged effect. The look is dramatic.

Walls are the not the only surface she can faux finish. Recently, she finished countertops to resemble granite and painted floors to look like limestone at a mere fraction of the cost. She also faux finishes common steel entry doors to match any type of wood in a home, such as oak, walnut or pine, and has painted staircases, banisters and treads to simulate natural marble.

But the most common finishes are simpler multi-stage applications – using rags, brushes, sponges or other texturing devices – where colors are simply layered one over another. For example, you can choose four colors, one being the base, and depending on the order the colors are applied, achieve a varying end result.

#### Customization

Being an illustration major, Beth's specialty, along with color selection, is customizing jobs by using existing elements in a home and applying the same design concept to walls. Patterns in duvet covers, pillows or window treatments, for instance, can be duplicated by creating custom stencils for the wall. Hand painting is another option. Murals and favorite quotes are yet additional ways to make any room in a home, office or place of business one-of-a-kind and unique to a client.

#### The perfect answer

Faux finishing is the perfect answer for many decorating needs. Unlike single color paint, fauxing gives you an edge,

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**POWERFUL EFFECT** This wall features a granite finish using shades of ochre, black, burgundy and cream, hand-painted with natural sea sponges and brushes.

a more dramatic, creative finish that makes a statement about a room or home. It can also be used to tie a home together by combining colors within a home, in just one room.

**“You make paint sing”**

Beth Cohen is beginning her second decade as a decorative painter. This business was a natural progression for her. As a BFA Illustration major from the Cleveland Institute of Art, she has been painting and drawing, whether on a canvas, piece of furniture, article of clothing or wall, for her entire life. Faux Elegance began as a way to channel her creativity into a practical business.

She also finds time to be active in her two sons' lives. She has been married to Dan for 25 years. Additionally, she is the president of Friends of Solon Center for the Arts, a group of Trustees devoted to securing funds for special programming needs for the local Art Center.

“I love what I do for a living, and can't imagine any other career giving me the kind of creative outlet this one does,” she says. “I received the nicest compliment just the other day, from a client in Solon, who said, upon walking into his newly faux-finished kitchen, “Wow, Beth. You make paint sing!”

To create something beautiful and personal for her clients, what could be better? **P**

*To schedule a free consultation and portfolio viewing, contact Beth Cohen at Faux Elegance by phone: 440-349-0838, cell phone: 440-552-7180, or by e-mail: fauxelegance58@aol.com.*



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## Picks from the Palette

### Linda Chittock Studio shares color options for interior spaces

Photos courtesy Linda Chittock Studio

**A** strength consistently found in the success of an interior design project is the success of its color selection. What inspires and determines these decisions? How does a design studio guide its clients' color vision? For Hiram-based design firm Linda Chittock Studio, choices are based both on its years of experience and, well, a gut feeling.

“When gathering colors you don't have to necessarily always understand their significance, however you should be able to feel them subconsciously,” says Linda Chittock, owner of Hiram-based Linda Chittock Studio, which has extensive design experience in residential, commercial and active living facilities. “For example, an important color trend now is chocolate brown. It is a rich, wealthy color of wholeness and unity. It makes a room feel complete and secure. This can be mixed with teal, which is a color of energy and harmony. A third color may be a golden tan. Golden tan is a color of refinement; it fosters healthy relation-

ships. This color combination would be effective in a gathering place for activities that encourage relationships such as a clubhouse.”

Chittock's projects have been created to have a warm, inviting appeal and its reputation is built on listening effectively, interpreting client's desires and communicating in a positive and open fashion, she says.

The end result, Chittock says, is interior spaces that are artistic and innovative with respect to the requested theme.

“One of our successful color combinations is sage green, persimmon red and

a harmonious gold,” she says. “Why is that enjoyed by so many? Green is everywhere in nature. It is the color of life and yet the most restful to the eye. The persimmon red is strong and full of energy. Bring these together with a harmonious gold and you have created a family of happiness, vitality and stability. This collaboration would bring all these elements in a wonderful way to the common space of a resident building.”

Once colors are confirmed with a client, Linda Chittock Studio must determine not only how, but also where these colors will apply to the space. For example, deeper and stronger colors are

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**TELLING TONES** Interior Designer Linda Chittock says her studio finds color inspiration from a variety of elements and environments.

most appropriate below the chair rail as they give the power of security to that plane, she says. Or for excitement, she will apply a strong color to one wall different from all the other walls.

“Doors or entryways that are not for the public could be the wall color so as to not draw interest to them,” she says. “It’s also very natural to see the darker colors on the floor as they hide dirt, wear and tear.”

The studio’s designers will always continue to find color inspiration from many elements and environments, she says.

“It’s not unusual to see sage green and clay red together,” she says, “but how do we make it look different, with a little surprise? In a commercial space it’s nice to have those traditional upholstery pieces but we also like to see a large-scale print that is tone-on-tone to really catch the eye. Or in the foyer

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lobby instead of a typical settee, why not share a beautiful European antique bench with comfortable custom cushions? To achieve an unusual mix, we may specify a historical modern print fabric on a classic wing back chair.”

Interior design must be professional and complete but an element of creativity that will bring a smile to any who enter the room, she says.

“Ultimately, Linda Chittock Studio provides a design experience that delivers creative, warm and sublime interior spaces with color palates that evoke pleasure and excitement,” she says. “Just as importantly, we have become known for a project development process that is structured to be friendly, easy, efficient and firmly built on the client’s input.” **P**

Linda Chittock Studio can be reached by phone at 216.287.6616, by fax at 440.834.1456 or by email at lcstudio1@yahoo.com.

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## Industry Profile: Stoneworks

### Bedford Heights company specializes in custom stone, tile products

By Dave Larkin | Photos courtesy Stoneworks

**S**toneworks is one of Cleveland's premier supplier of custom stone and tile products for both residential and commercial projects. Its 5,500-square-foot showroom, located at 5194 Richmond Road in Bedford Heights, includes more than 375 types of natural stone slabs and over 150 varieties of tile. Porcelain and natural stone tiles are in stock in many sizes, colors and price points.

In addition, Stoneworks offers custom concrete sinks, countertops and tiles made to specification.

The company is proud to work closely with architects, designers, builders and contractors throughout Northeast Ohio to successfully complete a broad range of both exterior and interior applications.



**STONE SURFACE** Strongsville's Holiday Inn is one of three hotels in which Stoneworks participated in their refurbishing.

of creating wood templates by hand is both time-consuming and can, on occasion, be inaccurate.

Stoneworks has an on-site, state-of-the-art, 40,000-square-foot fabrication facility and a digital measuring system to eliminate mistakes and drastically speed up the templating process.

#### Serving Ohio since 1988

For 18 years, the company has offered a wide range of designs from the tile world, ranging from reclaimed antique floors to the sleekest modern materials:

- stone tile and slabs
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- leather tile

#### Granite fabrication, inventory on site

Stoneworks has invested heavily in technology to ensure that its clients' finished product meets mutual standards of perfection. The traditional method

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**TOOLS OF THE TRADE** (l to r) President Jon Kaplan, Fabrication Sales Manager Guy Ellis and CEO Nicholas Began show one of the company's two CNC-controlled machines for handling large volumes as well as complex projects with computer-controlled grinding, cutting and shaping.

- concrete countertops, vanities, fire-place surrounds and tile
- terra cotta tile
- reclaimed wood, cork and bamboo

There are many factors to consider when working with a natural stone slab: seam location, number of seams, installation of tops over cabinet bases, cleaning and sealing recommendations and slab quality. Stoneworks strives for the utmost in all recommendations and fabricating.

The large design and sales staff, a majority of which are ASID-certified, helps clients with custom services that include considerations involving texture, color, scale and feel to help achieve the proper selection for each project.

With the recent addition of a concrete division, Stoneworks can now offer a great alternative to the high sheen of granite or the synthetic materials found in Corian and Formica. Concrete provides a certain warmth and handmade appearance that will be appreciated for years to come. Because concrete products

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are entirely handmade and colored, the palette is virtually unlimited.

Recently completed commercial projects include:

- Holiday Inns in Strongsville, Ohio and Meadville, Pennsylvania — template, fabrication and installation was turned around in three weeks. The

entire project exceeded \$100,000 in granite fabrication alone

- Woodmere's Eaton Court/Jillian Court residences — provider and fabricator in 450 units for Siegal Properties
- Downtown Cleveland's Battery Park complex — granite supplier to Marous Brothers on the initial phase of this 500 condominium project
- David Memorial — designed and fabrication of an original memorial monument in Canton from raw black absolute stone slabs

The company has also been selected by Home Depot to provide products for 31 of its stores in this area.

The company's goal is to help clients achieve solutions that are beautiful, natural and timeless. For more information, visit [www.stoneworksltd.com](http://www.stoneworksltd.com).

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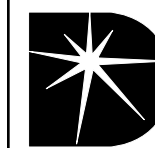
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# CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

## NEW PLANT

**Avon, OH** (Lorain Co.) Moore Road near Route 611  
**ESTIMATED AMOUNT:** \$2,000,000

**CONTRACTING METHOD:** To be announced

**STATUS:** Planning is preliminary; owner is considering various sites for a new facility.

**OWNER:** Danco Metal Products Inc.  
 24018 Detroit Road  
 Westlake, OH 44145  
 www.dancometal.com  
 (440) 871-2300

**DETAILS:** Approx. 70,000 SF, one -story structure with high ceiling design; sitework; site utilities; concrete slab-on-grade; steel; masonry; plumbing; electrical; HVAC; lighting.

PN-R0615010

Note: Specific details to be announced

## OFFICE BUILDING

Smith Barney Building

**Pepper Pike, OH** (Cuyahoga Co.) Chagrin Boulevard and Pinetree

**CONTRACTING METHOD:** To be announced

**STATUS:** Planning is underway; groundbreaking is scheduled for the fall of 2006.

**DEVELOPER:** Palmieri Enterprises  
 31875 Solon Road  
 Cleveland, OH 44139  
 (440) 498-9411 FAX (440) 498-1029

**ARCHITECT:** HSB Architects  
 1250 Old River Road  
 Cleveland, OH 44113

PN-R0310008

(216) 586-0229 FAX (216) 586-4400

**DETAILS:** 50,000 SF, three-story office building; glass and brick exterior; flat roof; steel; plumbing; electrical; mechanical; HVAC; 200-248 parking spaces; landscaping; asphalt paving.

PN-R0613002

## HOMEWOOD SUITES

**Beachwood, OH** (Cuyahoga Co.) Enterprise Parkway

**CONTRACTING METHOD:** G.C. Subcontracts

**STATUS:** Planning commission approved final plans; construction expected to begin fall 2006.

**OWNER:** Hilton Hotels  
 9336 Civic Center Drive  
 Beverly Hills, CA 90210  
 (310) 278-4321

**ARCHITECT:** Hammontree & Associates Ltd.

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**DETAILS:** 97,466 SF; six stories; 125 suites; indoor pool; concrete and brick exterior; masonry; sitework; glass and glazing; HVAC; thermal and moisture protection; wood and plastics; mechanical; electrical; lighting; drywall; painting; plumbing; floor coverings; finishes.

PN-R0522063

## MEDICAL OFFICE BUILDING

Chestnut Commons

**Elyria, OH** (Lorain Co.) Chestnut Commons Road

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

**STATUS:** Announcing developer; planning is preliminary; bid date has not been determined.

**OWNER:** Cleveland Clinic Foundation  
 10465 Carnegie Ave.  
 Cleveland, OH 44105  
 (216) 444-2200

**DEVELOPER:** Forest City Land Group  
 1050 Terminal Tower  
 50 Public Square  
 Cleveland, 44113  
 www.fceinc.com

**DETAILS:** 4.2 acre site; 25,000 SF; sitework; site utilities; concrete; masonry; structural steel; glass and glazing; wood and plastics; thermal and moisture protection; metal studs; finishes; drywall; acoustical ceilings; fire suppression equipment; painting; HVAC; plumbing; electrical; lighting.

PN-R0515020

## BUILDING RENOVATIONS

**Brook Park, OH** (Cuyahoga Co.) Engle Road

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

**UPDATE:** Announcing architect; architect is assessing building to determine scope of project.

**OWNER:** Ed Keating Center  
 P.O. Box 77018  
 Lakewood, OH 44107  
 (216) 472-1276

**ARCHITECT:** Frederick F. Leonard  
 3118 W. 95th St.  
 Cleveland, OH 441102  
 (216) 281-7302

**DETAILS:** Renovation of the former Lamp Nursing Home for a drug and alcohol treatment center; electrical; painting; drywall; lighting; floor coverings; finishes.

PN-Q0221024

## MUSEUM

**Lorain, OH** (Lorain Co.)

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

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

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**STATUS:** Announcing estimated amount; owner is seeking funding and conducting fundraising; planning is preliminary.

**OWNER:** Inland Seas Museum  
480 Main Street  
Vermilion, OH 44089  
(440) 967-3467

**ARCHITECT:** Not yet selected

**DETAILS:** 40,000 SF; site of proposed waterfront museum on the Black River; site work; site utilities; concrete; masonry; structural steel; miscellaneous metal; wood & plastics; roofing; insulation; caulking; glass & glazing; drywall; painting; mechanical; plumbing; electrical; lighting.

PN-R0525041



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**HIGH-RISE CONDOMINIUM**  
**University Heights, OH** (Cuyahoga Co.) Baintree and South Green Roads

**CONTRACTING METHOD:** To be announced

**UPDATE:** Developer has agreed to scale back number of stories and modify the facade to receive city approval.

**DEVELOPER:** Arcadian Financial Group c/o Architect

**ARCHITECT:** G. Herschman Architects  
23625 Commerce Park Road  
Cleveland, OH 44122-5845  
www.herschmanarchitects.com  
mailbox@herschmanarchitects.com  
(216) 464-4144 FAX (216) 464-6592

**DETAILS:** Seven-story, condominium complex; glass and steel exterior; sitework; site utilities; concrete pad; structural steel; glass and glazing; thermal moisture protection; plumbing; electrical; HVAC; elevator equipment; fire suppression equipment; signage; drywall; painting; carpet; tile; various wood and plastics; lighting; asphalt paving; project will be located behind the Temple Emanu El.

PN-R0601007

**NEW EAST CLARK SCHOOL**  
**Cleveland, OH** (Cuyahoga Co.) East 146 Street

**CONTRACTING METHOD:** Public Bids

**STATUS:** Project is in the design phase; bidding possible early 2007 for building construction.

**OWNER:** Cleveland Municipal School District  
1380 E. 6th Street, Room 400-N  
Cleveland, OH 44114  
www.cmsdnet.net  
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**ARCHITECT:** CEDA  
4135 Erie Street  
Willoughby, OH 44094  
(440) 269-2266 FAX (440) 269-2277

**C.M.:** Ozanne/Hammond/Gilbane/Regency JV  
1635 E. 25th Street  
Cleveland, OH 44114  
(216) 696-2876 FAX (216) 696-8613

**DETAILS:** Approx. 64,000 SF; building will be larger than the present building and will house 450 students; two-story building; demolish existing building; sitework; site preparation;

building demolition; earthwork; erosion and sedimentation control; waterline; sanitary sewer; site utility structures; natural gas piping; storm sewer; asphalt paving; concrete paving; safety surfacing; porous pavement system; playground equipment; site furnishings; cast-in-place concrete; architectural precast concrete; mortar; masonry grout; masonry reinforcement; masonry units; limestone; structural steel; steel joists; steel deck; cold formed metal framing; steel trusses; metal fabrications; carpentry; finish carpentry; waterproofing; water repellants; building insulation; steel doors and frames; plumbing; electrical; HVAC.

PN-R0531056

**BUILDING RENOVATIONS/EXPANSION**  
**Cuyahoga Falls, OH** (Summit Co.)

**ESTIMATED AMOUNT:** \$10,000,000

**CONTRACTING METHOD:** G.C. Subcontracts

**STATUS:** Owner is fundraising; construction possible November 2006.

**OWNER:** Walsh Jesuit High School  
4550 Wyoga Lake Road  
Cuyahoga Falls, OH 44224  
www.walshjesuit.onlinecommunity.com  
(800) 686-4694

**ARCHITECT:** Kaczmar Architects, Inc.  
400 Western Reserve Building  
1468 West 9th Street, Suite 400  
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**G.C.:** (216) 687-1555 FAX (216) 687-1558  
Summit Construction Co.  
1095 Home Avenue  
Akron, OH 44310  
(330) 376-1317 FAX (330) 376-1702

**DETAILS:** 28,000 SF expansion for a new entry, administrative wings, fine arts center & fitness center; 45,000 SF in renovations to include a portion of the administrative wing for the new fine arts center; renovate commons area; concrete; masonry; thermal and moisture protection; HVAC; electrical; wood and plastics; doors and hardware; painting; drywall; floor coverings.

PN-Q0520075

**CHURCH EXPANSION**  
**Cleveland, OH** (Cuyahoga Co.) 840 E. 222nd Street  
**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Owner seeking Diocese approval and hopes to break ground by years end; planning is underway; bid schedule has not been determined.

**OWNER:** St. Christine's Church  
840 E. 222nd Street  
Cleveland, OH 44123  
(216) 261-1410

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

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**DETAILS:** Approx. 18,000-20,000 SF; brick building; atrium, parish offices, meeting rooms, chapel, kitchen, social hall; concrete; masonry; brick; miscellaneous metal; wood & plastics; thermal & moisture protection; finishes; mechanical; plumbing; electrical; lighting.

PN-N1119019

**AMPHITHEATER**  
**Brunswick, OH** (Medina Co.)  
**ESTIMATED AMOUNT:** \$2,500,000  
**CONTRACTING METHOD:** Public Bids

**UPDATE:** Planning is preliminary; owner is applying for grant funding for possible summer 2008 opening.

**OWNER:** City of Brunswick  
4095 Center Road  
Brunswick, OH 44212  
www.brunswick.oh.us  
(330) 225-9144 FAX (330) 273-8023

**PRELIMINARY ARCHITECT:** KA Architects, Inc.  
1468 West 9th Street, Suite 600  
Cleveland, OH 44113  
www.kainc.com  
(216) 781-9144 FAX (216) 781-6566

**DETAILS:** East side of Brunswick Lake; multipurpose facility with outdoor theater, stage, dressing rooms, sitting area, production area, lawn seating for 1,000 people and fixed seating for 500 people, canvas cover, four 400 SF pavilions for restrooms or ticket sales and concessions; sitework; excavation; concrete; lighting; steel; various woods and metals; asphalt paving for parking; plumbing; electrical.

PN-R0523038

**NEW CHURCH**  
**Streetsboro, OH** (Portage Co.)  
**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Owner recently purchased property; construction expected to begin in 2008; plans are preliminary.

**OWNER:** Chapel at Tinkers Creek  
1385 Russell Drive, Suite B  
Streetsboro, OH 44241  
(330) 626-2265

**DETAILS:** 24 acres; new church to be constructed behind Short's Funeral Home; SF to be determined; concrete; masonry; thermal and moisture protection; drywall; plumbing; painting; electrical; lighting; metal toilet partitions and bathroom accessories; floor coverings; kitchen.  
Note: additional details to be determined.

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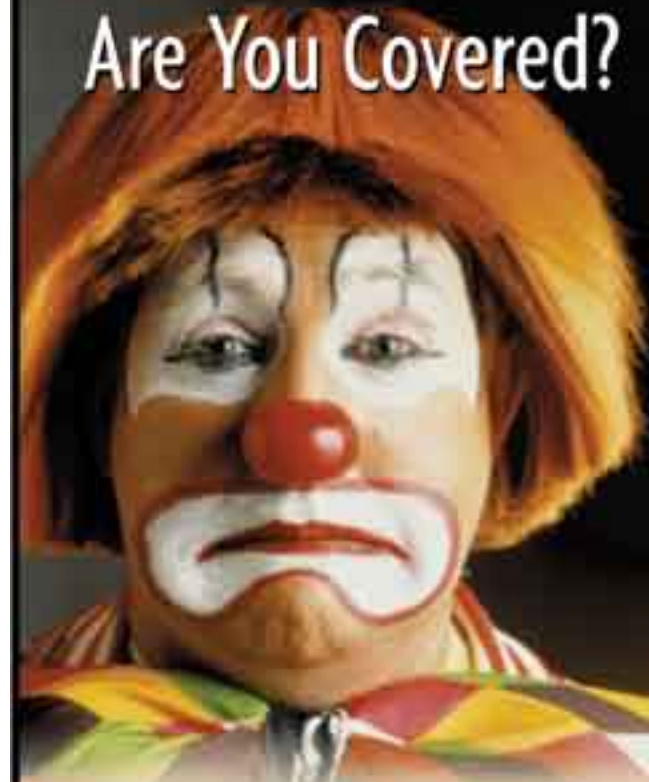
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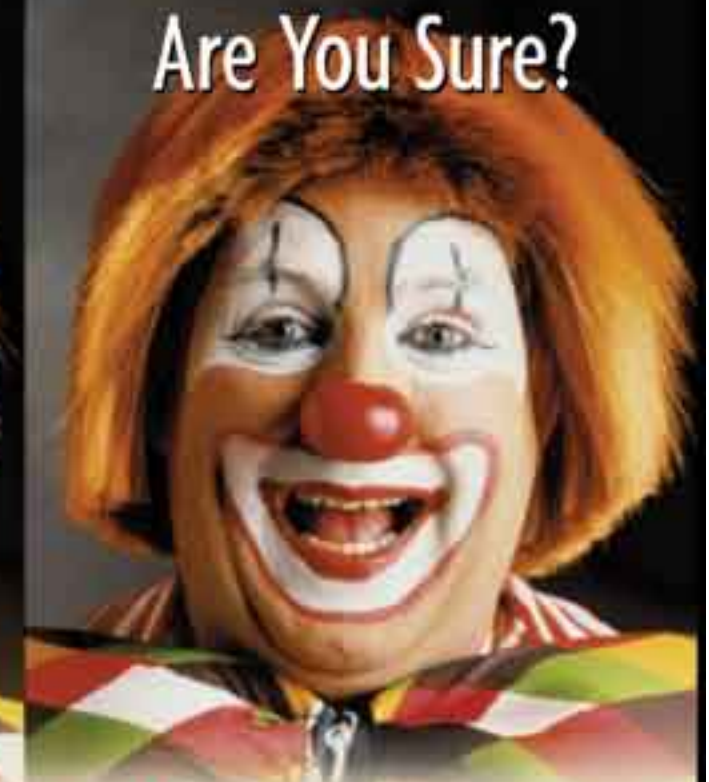


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