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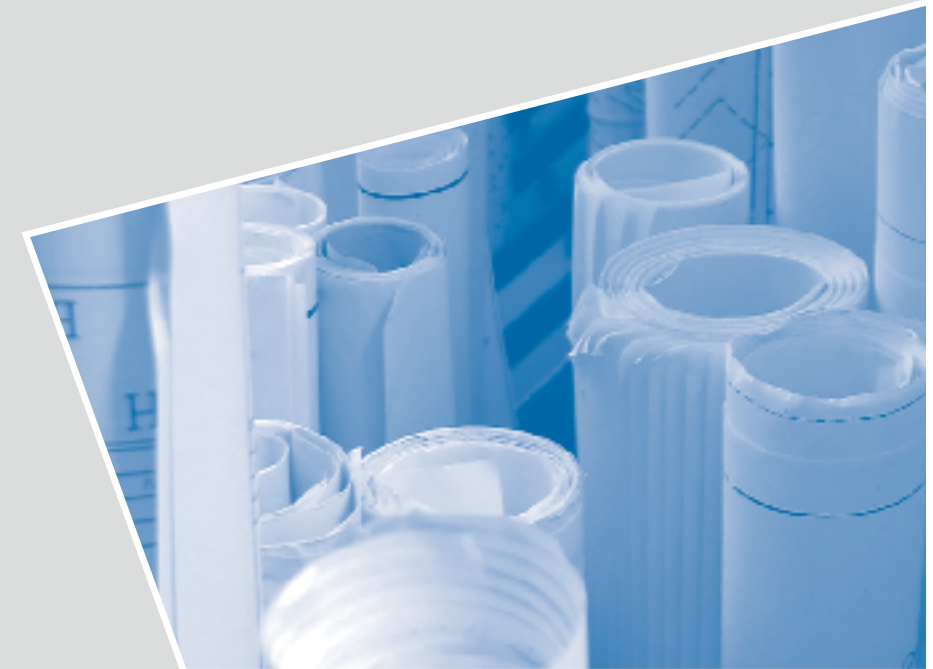
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## Evergreen in February



KEN KRYCH

For years now, our annual landscaping special section has arrived in February. It seems a fitting time for such an issue, considering Valentine's Day and its roses, The Home and Garden Show and the Winter Green Expo & Conference falling into this month and spring hopefully right around the corner. We thank all the participants for providing us articles to make this issue's "Planting Ideas: Landscaping Advice, Tips & More" section special.

Our cover story this month focuses on the latest addition to Embassy Corporate Park in Montrose. The new 3800 Building is a design/build effort by John Dellagnese & Associates that showcases a kind of interior landscape design. Like numerous other buildings in the park, the new facility features a large

atrium filled with greenery and providing ample natural light. Coincidentally, the building's main tenant is law firm Buckingham Doolittle & Burroughs, LLP, who have long provided editorial content for *Properties* in our monthly Legal Perspectives column.

In addition, we are proud to bring you an inside look at the main offices of the Cleveland Cavaliers. The interior redesign was done by Vocon Design and has a very open, modern feel with great views of the city that is yet very functional. It was fun to meet with them and see their beautiful new space. Our thanks go to the organization for welcoming *Properties* into their newly renovated home.

As promised last month, I have included some insights on my recent trip to China. Although I could only spend

a week, I really got to see a great deal and was amazed at the building and the progress they are making there. I hope you enjoy the photos.

Next month is our Masters of Design/Build issue. If you would like to become involved in this special section, let us know at 216.251.0035.

Please remember you can also view us on the web at [www.PropertiesMag.com](http://www.PropertiesMag.com) and we welcome your comments. We also have a new 2007 calendar that we will gladly mail you free upon request.

Stay warm if you can... it can't last long!

Kenneth C. Krych  
Owner/Publisher

## Letters

*My step-mother, Bea Wyse, sent me [the 60th anniversary issue of] Properties. Having begun my business career at age 5, working with my dad [former publisher Jack Wyse] every Saturday morning at Properties, I can't tell you how thrilled I am that you have continued this outstanding magazine and honored my dad's legacy. He indeed was a noble man who commanded extraordinary respect and love with his intelligence, humor and wisdom. Needless to say, I chose another path in the apparel industry where I am now President of Licensing & Public Relations at the Phillips-Van Heusen Corporation. It was my dad and mom who instilled the integrity, work ethic and principles that have guided me in my career. Again, I congratulate you for continuing this wonderful magazine.*

Kenneth Wyse  
Phillips-Van Heusen Corporation

*On behalf of Hard Hatted Women (HHW), I want to express my appreciation for your article in the December 2006 issue. Thank you for acknowledging the efforts of Hard Hatted Women, the importance of the work we do for the community, and the impact it has on the women, children and families in our area*

Debbi Perkul  
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# PROPERTIES PEOPLE

Highlighting notable industry events




- 1 Members of IPC McDonald Properties LLC Group
- 2 (From left) **Marion Ostheim** and **Tom Kroth**, of Jacobs Group
- 3 Executive Director **Janice Parham** is crowned with a special birthday hat.
- 4 **Keri-Ann Kalavity**, of Gillmore Security Systems, Inc., builds her Aston Martin Lego Car.
- 5 (From left) **Diana Lis**, of CB Richard Ellis, Inc., **James Lango**, **Kim Bergmann**, of Turfscape Inc., and **Mike Benedictis**, of Turfscape Inc.
- 6 **Fred Capretta**, of Weston, Inc. with wife **Donna**

## BOMA 007 - The Event

BOMA Greater Cleveland always comes up with a unique theme for its annual event. This year, it was an evening influenced by James Bond. Over 150 attended the event at Myers University Club in Cleveland, many of whom dressed in tuxes and gowns. The party included dinner, lots of gaming tables and activities, gift baskets, prizes and a surprise birthday announcement for Janice Parham, executive director. 



## SMPS Rock N' Bowl Party

Over 140 executives and members of the Northeast Ohio Chapter of the Sales and Marketing Professional Society (SMPS) doffed their suits and headed to Cloverleaf Lanes for an afternoon of fun recently. Proceeds from the event, which included a silent auction, prizes, food and bowling, went toward a scholarship program through Baldwin-Wallace College and Cleveland State University. 

- 1 (From left) **Kimberly J. Niro**, of Then Design Architecture Ltd., and **Nicole Nashar Andrews**, of **Kahn Klienman LPA**
- 2 (From left) **Jennifer Wahl**, of Bostwick Design Partnership, and **Brett A. Neff**, R E Warner & Associates
- 3 (From left) **Marcie McClaron** and **Lareen Sobol**, of Karpinski Engineering
- 4 The staff of Lakeside Blueprint/eBlueprint enjoy the afternoon's festivities.
- 5 **Scott Pease**, of Pease Photography, goes for another strike.

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# Fit for Life at Franklin Lofts

## Historic West Side YMCA building transformed into condo development

The Ohio City neighborhood of Cleveland has become known for its historic architecture as well as its innovative, new construction housing. The transformation of the historic West Side YMCA into condominiums offers the best of both worlds – an elegant, historic building with a completely new interior featuring one- and two-level condominiums.

Franklin Lofts, which are priced from the mid \$100,000s, offer 18 one- and two-story suites in an elevator building. A model suite is complete, featuring a private porch, original brick fireplace and lofted ceilings. Features include 1,000- to 2,000-square-foot condominiums suites with one or two bedrooms, one or two baths, secure and covered parking, granite kitchen countertops, maple cabinets, storage units, 12-year tax abatement and 1.5% reduced rate financing through KeyBank. The location is within walking distance of the West Side Market and West 25th Street, as well as the amenities of downtown Cleveland.

James Sosan is the developer behind the conversion of the YMCA. Among



**MOVING UP** Franklin Lofts offers 18 one- and two-story suites in an elevator building.

his other projects are the Metro Loft Apartments in Tremont and the Detroit Lofts in Ohio City. Franklin Lofts is Sosan's first for-sale development. Douglas G. Wahl of Visio Architects in Ohio City is the architect for the project.

"With several pre-sales already in place, we know that Franklin Lofts offers a type of housing that is in demand," says Keith

Brown, president of Progressive Urban Real Estate. "Completely new, one- and two-level suites in an elevator building are a sought-after commodity, and the success of the Fries and Schuele Building and Stonebridge Condominiums proves that. The building also offers excellent downtown, Lake Erie and city views from the upper floors." **P**

Photo courtesy Progressive Urban Real Estate

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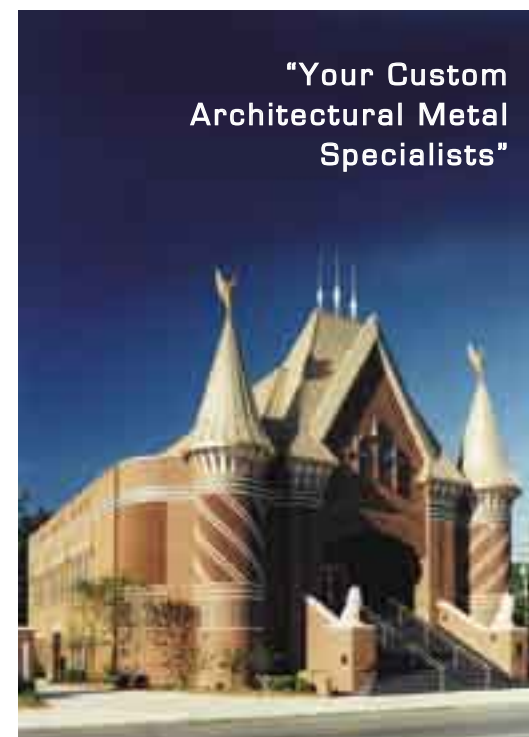
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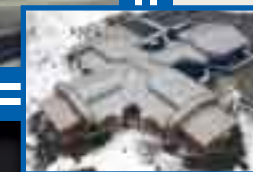
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## New Construction Starts in December Rise 2%

New construction starts increased 2% in December to a seasonally adjusted annual rate of \$626.9 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Residential building edged upward and greater activity was reported for nonbuilding construction (public works and electric utilities). At the same time, nonresidential building in December settled back from its recent strength. For the full year of 2006, total construction came in at \$663 billion, essentially the same dollar amount as 2005. This marked a change from the double-digit growth of 2004 and 2005, when the value of new construction starts climbed 11% and 12%, respectively.

The December data produced a reading of 133 for the Dodge Index (2000=100), compared to 131 for November. From the spring of 2006 through late fall, the Dodge Index had dropped 15%, due to the sharp downturn for single-family housing that outweighed gains by nonresidential building and public works.

At the close of 2006, single-family housing began to stabilize, making it possible for total construction to register a slight increase after its extended decline. Still, the December reading for the Dodge Index, at 133, remained 5% below the 140 average for the full year 2006.

"The 2006 pattern for total construction was shaped by the single-family downturn, a notable change compared to the lift that single-family housing provided during the first half of this decade," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "Last year also featured growth for such nonresidential structure types as hotels, offices and schools, combined with a brisk pace for the public works sector. That increased amount of construction was supported by positive market fundamentals, such as declining vacancies and rising rents, along with greater funding coming from the federal

and state governments. For 2007, it appears that the worst of the single-family slide is over, but the climate for nonresidential building and public works may not be quite as favorable as last year."

### Nonresidential building

Nonresidential building in December fell 4% to an annual rate of \$202.6 billion. Office construction dropped 45% from a November that included \$1.6 billion related to the estimated cost of the Freedom Tower structure in lower Manhattan. If this large project is

excluded from the November statistics, then offices in December would be down just 2%, while nonresidential building would be up 5%. On the commercial side, store construction in December was steady with the prior month, and growth was reported for warehouses, up 14%; and hotels, up 45%. Construction of manufacturing plants increased 27%, boosted by the start of a \$500 million cement plant in Missouri.

On the institutional side, school construction had a strong December, rising 9%. Healthcare facilities continued at a high level, growing 6% as six hospital projects valued each at \$100 million or greater reached groundbreaking. The smaller institutional structure types in December were mixed – public buildings,

*At the close of 2006, single-family housing began to stabilize, making it possible for total construction to register a slight increase after its extended decline.*

up 17%; churches, up 10%; amusement-related projects, down 8%; and transportation terminals, down 54%.

For 2006 as a whole, nonresidential building advanced 14% to \$203.8 billion, a faster rate of growth than what took place in 2005 (up 9%) and 2004 (up 5%). The commercial structure types provided much of the upward push. Hotel construction in 2006 soared 89%, boosted by groundbreaking for a number of very large hotel/casino projects in Las Vegas, Atlantic City and other locales around the nation. Office construction climbed 37%, regaining upward momentum after stalling in 2005. The top five markets for office construction in 2006, ranked by the dollar amount of new construction starts, were: New York, Washington DC, Phoenix, Chicago, and Dallas-Ft. Worth. Store construction in 2006 edged up 1%, essentially maintaining the heightened volume achieved the previous year, while warehouse projects slipped 7%. The manufacturing plant category registered a 22% gain in dollar terms, aided by a surge of ethanol plant construction across the nation.



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The institutional structure types also contributed to the full year gain for nonresidential building. The educational building category climbed 10%, maintaining the expansion that was re-established in 2005, as broad growth was reported for primary schools, high schools, and colleges/universities. Healthcare facilities rose 6%, showing additional expansion on top of the 25% increase witnessed in 2005. The smaller institutional categories generally strengthened in 2006, with public buildings (courthouses and detention facilities) up 3%, transportation terminals up 16%, and amusement-related projects up 17%. Church construction stood apart with a 5% decline in 2006.

### Residential building

Residential building in December rose 2% to an annual rate of \$296.1 billion, the result of a 3% gain for single family housing alongside a 3% multifamily decline. Even with the slight drop, multifamily housing continued to see very large condominium projects reach groundbreaking, including four December projects in these locations: Lahaina, Hawaii (\$146 million), Los Angeles (\$120 million), San Jose, California (\$108 million), and North Myrtle Beach, South Carolina (\$100 million). While overall residential building showed improvement at the end of 2006, the December pace was still 12% below the monthly average for 2006, as well as 23% below the monthly average for 2005.

The 2006 annual total for residential building was \$337.8 billion, down 12% from 2005. Single-family housing dropped 14% in dollar volume and 18% in dwelling units. The regional pattern

## December Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on December 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>	\$48,894,000	\$82,690,000	-41
<b>Residential</b>	\$50,600,000	\$99,959,000	-49
<b>Total Building</b>	\$99,494,000	\$182,649,000	-46

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

	2006	2005	Percent Change
<b>Nonresidential</b>	\$1,141,182,000	\$1,275,004,000	-10
<b>Residential</b>	\$1,185,500,000	\$1,511,768,000	-22
<b>Total Building</b>	\$2,326,682,000	\$2,786,772,000	-17

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

Source: McGraw-Hill Construction

for single-family housing showed the steepest dollar declines in the Midwest, down 22%; and the West, down 21%. This was followed by reduced activity in the Northeast, down 16%; and the South Atlantic, down 13%; while the South Central ran counter to the weakening trend with a 4% gain. The cost of financing was not a major cause for the diminished performance by single-family housing, as the 30-year fixed mortgage rate retreated from 6.8% in early July to 6.2% by year-end.

"The surge of investor-led demand had buoyed the single family market in 2004 and 2005, leading to unsustainably high prices and excessive inventories; the 2006 pullback represents a major step towards correcting these imbalances," Murray says.

Multifamily housing for all of 2006 was down 1% in dollar volume and 5% in dwelling units. The top five markets for multifamily housing, ranked by the dollar amount of new construction starts, showed a mixed pattern relative to 2005 – New York, down 1%; Miami, down 16%; Chicago, up 16%; Los Angeles, up 32%; and Atlanta, up 31%.

"The mounting concern about overbuilding has led to reduced condominium development in some markets, such as Miami, but other markets continue to see strong levels of construction," Murray says.

### Nonbuilding construction

Nonbuilding construction in December increased 12% to an annual

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## Commercial Property Taxes On the Rise?



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rate of \$128.2 billion. The public works sector included gains for highways, up 5%; sewers, up 8%; and "miscellaneous" public works, up 86%. The miscellaneous public works segment includes oil pipeline construction starts, and in December this segment was boosted by \$900 million related to the expansion of the Southern Access pipeline in Wisconsin. Losing momentum in December were water supply systems, down 16%; river/harbor development, down 27%; and bridges, down 36%. The electric utility category jumped 132% in December, reflecting the start of a \$1 billion coal-fired power plant in Pennsylvania.

For the full year 2006, nonbuilding construction climbed 19% to \$121.4 billion. Transportation public works showed healthy growth, with highways up 14% and bridges up 15%.

"Highway and bridge construction was helped in 2006 by the enhanced funding contained in the current federal transportation bill," Murray says. "At the same time, further expansion this year will depend on Congress quickly passing the fiscal 2007 appropriations for transportation work."

The top five states for highway and bridge construction in 2006 were: Texas, California, Florida, Georgia and Illinois. The environmental public works categories showed a varied performance in 2006 – water supply construction retreated 5%, while gains were reported for sewers, up 10%; and river/harbor development, up 17%. Electric utility construction in 2006 surged 90%, bringing a four-year decline to an end. Greater contracting was present across a range of power plant types (fossil-fuel, natural gas, wind and solar), as well as transmission line projects. The top five states for electric utility construction in 2006 were: Texas, Wisconsin, Colorado, Nevada and Pennsylvania.

The annual statistics for total construction in 2006 showed reduced activity in three of the five major regions – the West, down 2%; the Midwest, down 3%; and the South Atlantic, down 5%. The two regions that were able to show growth for total construction in 2006 were the Northeast, up 2%; and the South Central, up 12%. **P**

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### How Does Your Property Compare?

**A**re you operating a cost effective office building? How do you know? Is your income in line with the competing buildings in your market? How about your expenses? The Building Owners and Managers Association (BOMA) conducts an annual in-depth survey and compiles the information in an easy-to-use chart format called the Experience Exchange Report (EER).

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The online survey is available at [www.BOMA.org/2007EERsurvey](http://www.BOMA.org/2007EERsurvey). We

encourage you to submit your data online to save time and help ensure clean data collection. Also, if you take the survey online, your data will be saved in your account to expedite submission in future years. Please be assured that all survey data is kept in strictest confidence and only summary statistics will be published. If you would prefer to download and print a copy of the survey you may still do so using the link found at [www.boma.org](http://www.boma.org).

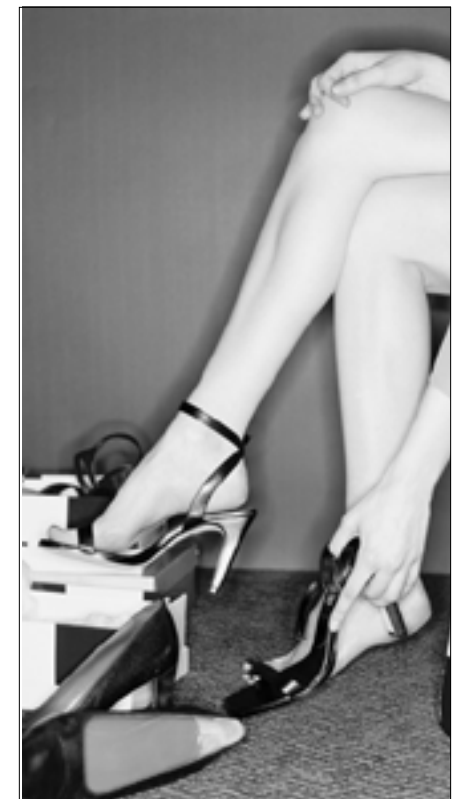
All participants receive a customized Expense Performance Comparison (EPC), comparing each building you submit with similar buildings in the area by location, size and age. You will also receive up to a 67% discount on all 2007 EER products. Finally, you will be entered into a drawing for a complimentary registration to Celebrate BOMA's Centennial at the North American Real Estate Congress® and the Office Building Show in New York City in July 2007.

The deadline to submit the data will be March 20, 2007 so that the publication deadline of late June can be met. As we approach the launch of the 2007 Experience Exchange Report (EER), we invite all commercial building owners to participate in the Survey.



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## Protect Your Property the Right Way

### Answers to common property insurance questions

By Greg Botson

**E**very business is different. Every business owner has different exposures. However each business and business owner have similar exposures when owning a business and property.

Over the last 15 years as an insurance agent, I have been asked many of the same questions from different types of business owners. Here are eight of the most common questions with answers to help protect your business or property no matter what your specialty is.

#### Do I insure my building, which is owned by a separate entity, on my business policy?

Many buildings are included on a corporate policy as well as on separate policies. I feel a separate policy is broader protection but you can do either.

If you do include a property on your corporate policy, you need to have a written lease transferring all liabilities relating to the premises to the corporation. You can also do this for vehicles owned in your personal name protected on the business policy.

#### I have multiple buildings on my property, how do I protect each one?

Blanket building coverage would provide a higher limit for each individual building in the event of a claim. If you have four buildings valued at \$100,000 each either on one premises or located at multiple locations, a blanket endorsement would provide up to \$400,000 for any claim for one building or for all buildings.

#### What deductible should I select on my property?

Obviously, increasing your deductible will lower your premiums. However, there is usually a point where it does not make economical sense to keep a high deductible. For instance, if you change your property deductible from \$500 to \$1,000 and your annual savings is \$40 per year, this may not be a good business decision.

#### If my building is destroyed, how will my loss of income or rents be replaced?

Business Income and Extra Expense coverage would provide coverage for the following: loss of net profit, continued payroll and other expenses, and additional expenses to get back in business as well as loss of rents. In many claims situations, the damage done from an incident is not what bankrupts the business owner. Instead it is the financial loss after the claim that tends to have the largest impact. If your building burns down and your tenants move out permanently, your loss of rents could put you out of business. Many business insurance policies provide a 12-month limit for business income and extra expense. Some policies need to specify a limit for this coverage and how long you want the benefit to continue.

#### How do I protect my tools and equipment, which leaves our premises?

An Inland Marine policy would protect you for tools and contractors equipment that leave the premises. If you are a contractor or another type of business who has mobile tools or equipment, in order to have insurance protection, you need to have an equipment floater. Normally, you can purchase a small tools floater for all of your smaller tools valued at under \$1,000. This would be blanket coverage subject to one deductible per claim incident. For equipment valued at over \$1,000 per item, you need a Scheduled Contractors Equipment Floater for each item on the policy, scheduled by year, make, model, serial number and value.

#### All of my tools were stolen and I only received 50% of what it cost to replace my tools. How can this be prevented in the future?

You can either protect your equipment with Actual Cash Value basis or Replacement Cost basis. The 50% reduction was due to depreciation. If you purchase Replacement Cost cover-

age, no depreciation would have been deducted. However, you need to schedule your equipment for the actual cost of the equipment today. You will have a larger limit for scheduled equipment and pay a higher premium, but the additional amount paid for a claim will be worth the additional premium.

#### I had a claim on my building and I had to prove ownership for all of the contents in my building. Why did I have to do this?

Most insurance providers make you prove your loss and want to make sure you owned the property for which you are trying to receive an insurance settlement. I recommend you do two things. The first would be to make a videotape of your building and its contents inside of the building as well as any tools inside vehicles. Keep it in a secure place off of the premises in case of a fire at your building. The second would be to do an itemized inventory in your computer. Detail out the contents of each room by item, including year, make, model, serial number and purchase value today.

#### I feel my agent does not know my business or my industry. What should I do?

You need to find an agent who has not only has experience providing insurance to other businesses in your industry or similar industries, but your agent needs to know your business. Each business owner has different exposures. Your agent must know your assets, your liabilities, the degree of risk you are willing to accept and what you can afford to insure. **P**

*Greg Botson is president of Botson Insurance Group in Avon (see ad on page 56). He has been protecting business owners and property owners for over 15 years. He specializes in safeguarding Trade Contractors and Building Owners. For a second opinion on your Business Insurance protection or for a complete review of your Business Insurance problems or concerns, give Greg Botson a call at 440-934-1603 or email him at [greg@botsoninsurancegroup.com](mailto:greg@botsoninsurancegroup.com) or [www.botsoninsurancegroup.com](http://www.botsoninsurancegroup.com).*



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## Room to Grow

### Embassy Corporate Park expands with new 3800 building in Fairlawn

By Mark Watt | Photos by Kevin Reeves

**J**ohn Dellagnese remembers the day well. It was a cold, gray afternoon in 1980 and the Akron-based commercial real estate developer and his chief architect at the time, Ray Stuber, were out to lunch. “Ray, I’m sick and tired of looking at the slush and the snow,” Dellagnese recalls he said while looking out the window of the restaurant. Sitting at the dining table, Dellagnese pulled a pen out of his coat and drew a simple picture on a napkin: a box with a hole in the middle.

“I imagined a building that had green space in the center of it, so that an employee could sit down and have lunch in the middle of January and be surrounded by green,” he explains. “I feel so much better when there’s natural light and green around me and I figured other people do too.”

That initial drawing evolved into what has become a signature design feature of Dellagnese office buildings: an expansive glass atrium space filled with greenery.

Although that atrium design was originally used for an office building for General Tire in 1980, the concept

became a centerpiece for another key project for the developer in 1987: a three-story, 62,000-square-foot headquarters for Goodrich Corporation, which became the first commercial office building at the 120-acre plot of land now known as Embassy Corporate Park at the junction of Interstate 77 and Route 18 in Fairlawn.

“[The Goodrich building] was a success in so many ways,” Dellagnese says, noting that the atrium was a particular highlight. “When Goodrich moved out here, I was talking to the head of the purchasing department. And he said,

‘John, it was amazing – no one said a word to the employees but they came out here and they were dressed in sportcoats and dresses, suits and ties. They never dressed like that when we were located downtown. And no one had said a word to them. They moved in here and their attitude was totally different. They love the building.’ Since business is all about people, I knew that if I could satisfy the employee, I could satisfy management. And that’s how the whole thing started. I decided I would keep going with the idea of [green space atriums and the corporate park as a whole].”

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**UPLIFTING LOOK** The new 128,000-square-foot structure is highlighted by a vast, glass atrium that serves as a welcoming front door for the building.

Twenty years later, Embassy Corporate Park has grown from one office building to more than 10, seven of which feature Dellagnese's signature atriums.

The latest addition to the office park opened last October when full service law firm Buckingham, Doolittle & Burroughs, LLP moved its Akron headquarters into the new 3800 Embassy Parkway building. Much like the building constructed for Goodrich in the mid-1980s, the new 128,000-square-foot structure is highlighted by a vast, glass atrium, in this case serving as a welcoming front door for the building.

Designed and built by Dellagnese Construction Company, under the direction of Construction President Russ Offut and Director of Architecture Terry Repak, and managed by sister company John Dellagnese & Associates, the new building offers abundant amenities for the law firm and future tenants. These include redundant, state-of-the-art mechanical systems, an advanced power back-up system and more, and tenants also enjoy bundled property management services exclusive to buildings at Embassy Corporate Park, such as preventative maintenance scheduling, a structured security program and a concierge program.

"I'm quite proud of this building," Dellagnese says. "Years ago, the Goodrich building was probably one of the most



Photo courtesy John Dellagnese & Associates

sophisticated buildings of its kind in the area at the time it was built. I would say the same thing about 3800 today. It's well beyond anything you'll find in the marketplace."

#### A matter of time

Repak says he and Dellagnese, who collaborated on the new building's design, are pleased with the outcome of the project.

"We're very comfortable with what we have here," he says. "It came together well – especially considering a need to make quick decisions."

Quick decisions? Although Dellagnese says fast-tracking a project is not always the company's preferred method of operating, numerous buildings in the office park were designed and built on abbrevi-

ated time schedules to meet the needs of tenants. In the case of 3800 Embassy Parkway, the Dellagnese companies were tasked with putting together a new home for Buckingham, Doolittle & Burroughs in less than 13 months.

The law firm, whose area offices were previously located in downtown Akron since 1902, found itself in a predicament in the fall of 2005. The lease for its offices at 50 South Main St. was going to be ending in 12 months. Buckingham, Doolittle & Burroughs had made attempts over the preceding two years to work out a new deal or relocate downtown but were unsuccessful. Now it needed to find a new home for its headquarters, and fast.

"We went after John [Dellagnese] because he has been a client of ours for some time and we knew his ability to



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Photo courtesy John Dellagnese & Associates

**LIGHTEN UP** "I feel so much better when there's natural light and green around me and I figured other people do too," says John Dellagnese, of the atriums that have become a common feature in his buildings.

perform," says Nick George, president of Buckingham, Doolittle & Burroughs.

Dellagnese met with George and other representatives for Buckingham, Doolittle & Burroughs in October of 2005 to discuss constructing a new building for its Akron headquarters.

"It was a Monday morning meeting and they said they would need approximately 70,000 square feet of space," Dellagnese says. "I said, 'What's the timetable?' They said, 'We have to make a decision in 30 days.' I said, 'Oh. When do you have to move?' 'Thirteen months.' I said, 'Your problem is not the building, your problem is the lease.'"

Dellagnese told the firm's representatives that he'd get a proposal to them by that Wednesday and if they'd sign it by Friday, he would put them in a new building by November 1, 2006. And that's what happened, Dellagnese says.

"In a situation like that, a developer has all of the unknowns," he says. "The tenant knew how much it will cost him and when he could move in. I didn't know what the building was going to look like, where it was going to go and how much it would cost, but we made it happen. How? Because we have a great staff that I trust. We are contractors first and we've been in the construction business for over 40 years. So we do know how to fast-track."

**Designed, built**

Once a site was decided upon within the corporate park, work on the project

**MIDDLE GROUND** Terry Repak, Dellagnese Construction's director of architecture, describes the building's design as transitional in that it is neither contemporary nor traditional.

began with a collaborative design process between Dellagnese, Repak and Buckingham, Doolittle & Burroughs.

"The 3800 building, like all of our others, is based on my initial concept," Dellagnese says. "In each case, I sit down with [Repak] and say, 'This is what I want this building to look like.' Each building has an atrium but other than that, all of the buildings are different. I actually started working on this particular building design back in 1990 but it was never quite right back then. When Buckingham came along I wasn't sure that I was going to use that building, but we ended up making some adjustments to that design and making it work."

The design, which Repak describes as transitional in that it is neither contemporary nor traditional, was intended to



Photo courtesy John Dellagnese & Associates

be timeless in design. ("That's what we do," Repak says.) Its 128,000 square feet of space would be spread across three floors with two-thirds of the building committed to Buckingham, Doolittle

& Burroughs and about 47,000 square feet of additional space left open for future tenants, all of which would be connected by an offset glass atrium including a water feature, space for greenery and a pair of elevators.

Groundbreaking on the site occurred in December of 2005 with site clearing and grading, and then laying the foundation systems, Repak says. By February, Dellagnese Construction Company started putting up the structural steel framing.

"That was about the time that we got the full permit for the project, as opposed to the conditional permit we had," Repak says. "So things moved very quickly. We finished the design in mid-January while the initial site work was already well underway."

Despite the tight work schedule, Dellagnese's work at the building would be completed two weeks ahead of schedule; Buckingham, Doolittle & Burroughs began moving into the building in mid-October of 2006.



**Congratulations to John Dellagnese & Associates for a job well done on the latest addition to Embassy Corporate Park.**



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An ongoing tenant build-out project for the law firm would continue for some time, led by the Cleveland office of architectural firm Westlake Reed Leskosky. That interior design project carried through the fall and winter, with final touches completed this month.

### Inside look

Approaching 3800 Embassy Parkway today, one is immediately struck by the large atrium at the building's entrance. With a roof featuring eight pyramid-shaped glass towers, the soaring, glass-encased entryway visually breaks up the structural steel-framed building's exterior of brick veneer and composite aluminum panels.

Inside, the atrium comes alive with a combination of natural light and greenery, highlighted by a water feature and a pair of freestanding, glass-fronted elevators at the atrium's center. Interior finishes here and throughout the building include glass-railed balconies and ceramic tile accents complemented by various contemporary indirect lighting treatments.

To the left of the atrium and comprising a little less than one-third of the building's total square footage are the three floors of vacant space, which are currently available for lease.

Nearly straight ahead but hidden from view is the mechanical room. The building utilizes a forced air variable-air-volume (VAV) system with gas-fired hot water heat, utilizing four boilers and

"We do things that our competition doesn't. You go into one of our buildings and you'll see three or four boilers where our competitors may only have one or two. In our case, if we lose a boiler, we don't lose heat."

**John Dellagnese**

*John Dellagnese & Associates*

controlled by Reliance drives.

"The Reliance drives are large rheostats, controlling the speed of the fan motors based on the amount of air conditioning you're calling for, the volume of air needed," Dellagnese says. "It's much more efficient because you're not using all that power to run that big 100

horsepower motor. They're expensive but they pay off over time in increased efficiency."

Dellagnese notes that redundancy is built into the systems at this building, as with all of the park's facilities.

"We do things that our competition doesn't," he says. "You go into one of our buildings and you'll see three or four boilers where our competitors may only have one or two. In our case, if we lose a boiler, we don't lose heat."

Also in this area is the building's fire control center. The entire building is sprinkled and has a direct line to the local fire department. Additionally, the three-story atrium (which has its own rooftop heating/cooling unit) includes a smoke removal system that evacuates any smoke that might accumulate in case of a fire. Controlled by a generator that is alarm-activated, the system uses exhaust fans with three six-foot diameter blades that together handle up to 135,000 cubic feet of air per minute. (The generator also provides limited emergency back-up power to tenants for computers and phones during an outage.)

The balance of the building's space is occupied by the new Akron headquarters for Buckingham, Doolittle & Burroughs.

### For the firm

Designed by Westlake Reed Leskosky with Ronald A. Reed FAIA, IIDA as principal in charge of the project, the new Akron headquarters of Buckingham, Doolittle & Burroughs is spread across three floors, with administrative and support staff located at ground level, attorney offices on the top two floors, and a main suite entrance located on the third floor. As Reed explains, the main entrance and adjoining boardroom are emblematic of the design intentions for the entire space: applying a contemporary approach to traditional law office design.

"If you envision the typical law office, you tend to think of paneled walls and coffered ceilings," Reed says. "But what does that mean? Essentially, it's just about lots of wood, but does it have to be presented that way? We said no. Instead, we used walnut, which is a very typical

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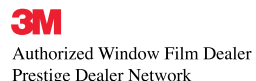


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**WAVES OF WOOD** In the main boardroom of the new Buckingham, Doolittle & Burroughs Akron office, walnut elements fold in and out of the walls, ceiling and floor in a rippling pattern that Architect Ronald Reed describes as “a flying carpet of wood.”

wood selection for an attorney’s office, but treated it differently.”

Vast amounts of the surface in the boardroom are indeed wood, but it folds in and out of the walls, ceiling and floor in a rippling pattern that Reed describes as “a flying carpet of wood.” The design is intended to create an impression of permanence and tradition but with a modern touch, Reed says.

“It’s a kinetic intervention of wood,” he says. “It creates an environment that

is embracing, conveys permanence and tradition, but it very contemporary.”

The modern design approach continues throughout the rest of the firm’s space, which is visible in a color palette that combines traditional, rich and deeply saturated colors such as jade green and espresso brown with a bright, clean and more contemporary choice: white.

“Those richer colors might be associated with a more traditional law office design but the white adds a modern ele-

ment,” Reed says. “When you can mix provocative and traditional elements in a space and make it work, then you have reached a pretty rich agenda.”

In many cases, the aesthetic updates combine with functionality to create an improved working environment overall. For example, Reed designed the space with transparent glass walls dividing offices on the perimeter from the office spaces that are inboard. This is a significant improvement from the firm’s previous downtown home where walls isolated employees from one another and roughly a quarter of its staff was located below ground, according to Reed.

“For as high-tech as we are these days, people still respond to some very primitive triggers, like the transition of sunlight during the day to darkness at night,” Reed says. “It simply makes people happier to work in an environment where they have natural light. If they are happy, then productivity and morale is improved. So whenever possible, we like to maximize natural light



**OFFICE SPACE** To provide versatility, the design stuck with two basic room sizes, each appropriate for a variety of functions. Paralegal offices, for instance, are all the same size and can also serve as war rooms or project rooms depending on the firm’s need, says Architect Ron Reed, of Westlake Reed Leskosky.

in a space. That’s what we did here and it’s pretty dramatic.”

Additionally, the size of each secretary workstation was increased by about 60% in an attempt to maximize the efficiency and workability of the secretaries’ work environments.

In an attempt to simplify the layout of the space and, more importantly, make it as versatile as possible, room sizes were limited. Whereas some corporate spaces may have 10 or 12 different room sizes, Reed’s design stuck with two basic room sizes, each appropriate for a variety of functions.

“Whether it’s for an owning attorney or for a junior partner, the size of each office is the same at 210 square feet,” Reed says. “These spaces can be outfitted as attorney offices or for conference rooms. It’s the same with the paralegal offices. They are all the same size and can also serve as war rooms or project rooms depending on the firm’s need at that time. The layout gives them flexibility. It’s also very egalitarian, which was certainly part of our agenda as well.”

George, of Buckingham, Doolittle & Burroughs, notes that this layout approach has already paid off. The firm has already added lawyers – presently the Akron office staff numbers between 155 and 160 – and has moved employees within the space.

## Born to Build Talking shop with Developer John Dellagnese

“Honestly, I have kind of hired myself out of a job over the years,” says Developer John Dellagnese with a smile. “When I started out I was one-man operation, but as I would get tired of doing something I’d hire someone else to do it. That’s really how my business has evolved. In recent years, I have walked out for eight months and come back in and everything’s running as smoothly as ever. My people and I have worked together long enough that there are unwritten boundaries. They know when they need to come and talk to me about something.”

So what’s the secret to the success of the president of John Dellagnese & Associates property management and Dellagnese Construction Company? Hire the right people and trust them.

Although his companies have completed projects in Cleveland, Canton and even as far away as Neighborville, Illinois, the majority of their work has taken place in the Greater Akron area. The Dellagnese name is perhaps most often associated with his signature property: the 120-acre Embassy Corporate Park in Fairlawn. Since the 1980s, the corporate park has been home to headquarters for B. F. Goodrich Corporation, Republic Engineering, RJF International and many other national and international companies.

Recently, Dellagnese sold 13 of his properties, including nine within Embassy Corporate Park, and he admits he has pulled himself out from some of the day-to-day work at his companies in recent years. But his companies’ work is certainly not done in the area. The property management division continues to maintain the various properties within the park and beyond and the construction division continues to complete projects, big and small, throughout Northeast Ohio.

Dellagnese recently paused to reflect on his early experiences, lessons learned through the years and challenges facing his company in the mid-2000s.

### On his introduction to the construction business

I’ve been around the construction business all my life. My father was a bricklayer. He had a small masonry company. It’s a hard way to make a living. I was a waterboy for him at five years old and a common laborer at 11 years old.

### On his early entrepreneurial experiences

I started my own business at age 14. I bought and sold foreign sports cars. I would take my mother with me because I couldn’t drive and wasn’t old enough to drive. I would work on these cars in the wintertime and sell them in the summer. Then my mother got a notice from the State of Ohio that if she bought and sold any more cars, she would need to get a license. So I just did engine work at that point and that’s how I earned money. I also raced cars for a while and supported myself doing that.

Then I started in the [real estate development] business at about age 18 or 19. I did my first zoning at 18 years old. That was an experience. I was in Cuyahoga Falls and I walked into a zoning meeting and there were all of these people there. I thought, ‘Oh it must be a gas station.’ In those days there was a gas station popping up on every corner. And they were still building gas stations. Well, I found out that all of those people were there because of me, because I wanted to rezone this one little piece of ground and build a warehouse. And I didn’t know anything about zoning. Again, I was 18 years old. I didn’t know what spot-zoning was. Well, I was spot-zoning. I talked from 7 to 11 p.m. that night and got the zoning. And a year later, they zoned the whole area for industrial. So I guess I was a little ahead of my time.

I really wanted to be in the general contracting business, but I was young and no one would listen to me. Finally, after I got my first general contracting job and finished the project, I realized that I was unemployed again. So, I thought, ‘Well, I better start owning something.’ So I started developing for myself as well. That’s how I got started.

### On the biggest challenges for John Dellagnese & Associates and Dellagnese Construction

One of the problems that we have as a company is that we are perceived as expensive. When you look at our product, it does cost more than our competition. So we miss some opportunities because people assume they can’t afford us so they don’t even call. In the leasing end of it, we’re extremely competitive. I like to say we are price value, because you get so much more for your dollar. You get redundancy in our product, you get service that others can’t offer and you get a lower operating cost overall. We offer a product that is not offered in other sectors of our market. So perception if anything has hurt us. But 70% of our tenants have a bond rating – these are successful people. They know what they’re doing and they’ve chosen to work with us.

### On building a company

When I hired my first employee, I learned the importance of compromise because that employee is not going to do things the way you might do it. So you have to establish guidelines and make compromises. Then comes the second employee and that’s when you have to start building a team through cooperation and eliminating politics. It’s all about dealing with people. I have a great group of people. There are about 28 people working in-house. I like to say that they’re all independently competitive, but I can work with all of them. They work hard. **P**

Proud to have worked with John Dellagnese & Associates on the Embassy Park Office Development project

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“Whether you’re a rainmaker or a new guy on the block, you have the same kind of office, which we feel is a wonderful approach,” George says.

#### Added bonus

For Buckingham, Doolittle & Burroughs, the move to 3800 Embassy Park goes beyond the enjoyment of new and contemporary offices. As noted by Pat Keating, managing partner of the firm’s Akron office, another advantage to residing in Embassy Corporate Park is a combination of offerings exclusive to tenants, including a full preventative maintenance program and integrated security services utilizing surveillance cameras, patrols and access restrictions.

“Before we moved ahead with this project, we checked with other tenants at the office park and randomly asked them about their experience here,” Keating says. “They all came back to us and spoke highly of John Dellagnese and Associates. They said that as a management firm, they really take care of their tenants and keep everything looking very nice as well. We’re happy to say that we’re experiencing the same thing now that we have moved in. If there’s ever a problem or concern here, [John Dellagnese and Associates] comes over and solves the issue right away.”

Additionally, the firm – like all tenants within the park – has access to



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**AHEAD OF THE CURVE** "If you envision the typical law office, you tend to think of paneled walls and coffered ceilings," says Architect Ronald Reed. "But what does that mean? Essentially, it's just about lots of wood, but does it have to be presented that way? We said no. Instead, we used walnut, which is a very typical wood selection for an attorney's office, but treated it differently."

conference rooms, training rooms, exercise facilities and other offerings at any of the park's buildings.

"So if you're in this building and you need a conference room and the one here won't accommodate you, you have a choice of any of the other conference rooms in the park," Dellagnese says. "If you're entertaining and need more space, you can use one of the larger atriums in the park, such as the Waterford building that has room for up to 700 people. Our tenants use these atriums for open houses, Christmas parties and more."

All of the park's buildings, including 3800 Embassy Park, are monitored 24 hours a day offsite, Dellagnese adds.

"My facilities people have laptops that they use to call up the different buildings to make sure everything is running smoothly," he says. "It's not uncommon that something may happen, we lose a motor or something, and we know in the middle of the night and have it fixed by the time the tenant arrives the next morning. We have the critical mass to provide that kind of service – we have enough buildings, enough space, that we can afford to have the people and the

systems to provide this kind of service where a one-off building cannot. And the tenants benefit by a lower operating cost. When we buy cleaning services, for instance, we're buying for more than a

**"When you're driving into work in the morning and it's still dark out, you approach the building and it's all lit up. It just lifts your spirits to know you'll be spending the day here."**

**Pat Keating**  
Buckingham, Doolittle & Burroughs LLP

million square feet of office space. That's the same with everything we do here."

## Case closed

Four months after moving into 3800 Embassy Park, the Akron office of Buckingham, Doolittle & Burroughs is enjoying its new home. With just a few finishing touches remaining, such as hanging art on the walls, the firm is settled in and enjoying business growth.

I'm happy to say it turned out better than I thought it would," George says.

"I knew it would come out fine, but the end result is much more spectacular than the drawings. It's gorgeous. And it's been a much bigger splash for the firm as a whole. It's part of our identity now."

Keating notes that the firm's early success in the new building can be attributed in part to the hard work of the firm's Akron Office Administrator Rosie Murphy who oversaw a smooth move-in. He also credits the City of Fairlawn for its help.

"They've worked well with us," Keating says of the City of Fairlawn. "Nobody ever said, 'No,' and that makes a move like this so much easier."

In closing, Keating says he and the rest of the employees who work in the Akron office everyday are thoroughly enjoying the new space.

"When you're driving into work in the morning and it's still dark out, you approach the building and it's all lit up," he says. "It just lifts your spirits to know you'll be spending the day here. This building has really lifted the morale of our people. They really enjoy being in the office." ■

## Owning Up



ALEC J. PACELLA

This month, rather than hashing out the highlights and lowlights of financial analysis or trudging through the details of a purchase agreement, we are going to take a bit of a different approach and begin a two-part discussion on ways to take real estate ownership. To the casual observer, real estate is owned by "somebody." The goal of this month will be to take some of the mystery out of just how many different "somebodies" really exist. And next month, we'll discuss the positives and negatives associated with each.

The simplest and most traditional way to own real estate is as an individual. I see a property for sale, I like it, I buy it and now I own it. However, unless a property is a primary residence, owning additional properties as an individual

is rare and often not a good strategy. A much more common way to own properties is via a limited liability corporation (LLC) or limited liability partnership (LLP). The primary reason is due to that insidious little word "liability." As the name suggests, an LLC/LLP limits an owner's liability in the event of an unfortunate event. For example, suppose someone slips and falls at the property and decides to sue. If the property is owned as an individual, the owner's entire estate, including their home, their securities, their financial accounts and anything else that is in the individual's name would potential be vulnerable. However, if the property is owned by an LLC/LLP, only the assets that are in the entity's name would be at risk. So it is readily apparent why an LLC/

LLP is such a popular vehicle to use for property ownership. LLC/LLPs also make it easy to form partnerships among several individuals. The LLC/LLP ordinarily has shares and individuals can buy these shares, thereby staking a claim to the property owned by the LLC/LLP. Again by way of example, suppose I want to buy a property jointly with my good friend Dave. We simply form an LLC that actually buys the property and Dave and I each in turn buy 50% of the LLC's shares. This also opens the door to either adding in additional partners or buying out existing partners. In either of these events, nothing would happen on the surface with the property in spite of the fact that the underlying ownership structure has changed.

A relatively new and interesting twist on the partnership concept is a structure known as Tenants-In-Common (TIC). If you are a regular reader of this column, you know that TICs have become an increasingly active purchaser of real estate, both nationally and locally. While a traditional partnership is structured with the LLC owing the fee-simple interest in the property and each of the partners owning a share of the LLC, a TIC is a bit different. A TIC is structured with each partner owning an undivided interest or share in the actual title. This subtle distinction is significant, because in order to qualify for a 1031 tax-deferred exchange, an individual must obtain a fee-simple interest and investing in a partnership doesn't qualify since the LLC has and continues to hold the fee-simple interest. There are some other differences, particularly in how the managing partner makes decisions concerning the property and how the individual investors can sell their share of the property. But the primary difference and primary reason for TICs growing popularity is their ability to offer investors a solution to their potential trade dilemma.

A slightly different approach to real estate ownership is to purchase the mortgage held against the property. This is most often done when the loan is non-performing (i.e., the owner is either late in making payments or not making them at all) and is non-recourse (i.e., the owner is not personally liable for

## Heard Thru the Grubvine

**End of the Line for the Grubvine** As some of you may know, I have joined First Industrial Realty Trust. My charge is simple, to manage and grow the company's Cleveland operation. This was a decision I did not make lightly and I am excited about the new role and becoming even more involved in the Cleveland real estate market. And of course, I will continue to provide my monthly rants, at least as long as my invitation is in good standing. —AP

the loan). In this instance, a lender may deem it more desirable to sell its position in the mortgage (often at a discount) rather than continue to hold it and deal with whatever consequences may arise. Once a new entity has control of the underlying mortgage, it has the inside track on obtaining the fee simple interest in the property. However, as we will discuss in detail next month, there are numerous pitfalls potentially associated with this route.

Finally, over the past 10 years, the prominent rise in real estate investment trusts (REITs) has ushered in a whole new way of ownership. A REIT

is a company that invests in real estate and investors can purchase shares of stock in this company. REITs are usually publicly traded on a listed stock exchange, so buying (and selling) into a REIT is simply a matter of calling your local stockbroker and sending a check. By law, REITs are required to pay out 95% of their cash flow in the form of dividends, so their yields are attractive, usually between 6% and 9% per year.

Plus the holders of the stock benefit from capital appreciation if the stock price increases. So although this form of ownership is the most passive, it also is the most liquid and probably contains the least amount of risk.

Next month, we will get into the detail of the positives and negatives not only for REITs, but for all of the other forms of ownership as well. **P**

*Alec Pacella is Regional Manager for First Industrial Realty Trust, Inc. He can be reached at 216.525.0968; apacella@firstindustrial.com.*

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# LEGAL PERSPECTIVES

Navigating property laws & regulations

## Cellular Tower Leases: Terms & Tips

By Edward V. Buehrle, Esq.

It's a reasonably good assumption that if a property owner has been contacted by a cellular tower company, it means that the Carrier has done all of the research for ideal locations and has identified the site as the prime location.

As a legal real estate practitioner, it is becoming more and more common to receive a telephone inquiry from a client about a cellular tower company offering to pay rent in return for allowing the company to install a cellular antenna facility on the client's property. Predictably, the client eventually asks whether or not the terms are a "good deal."

With these experiences, I have been able to identify what, I believe, are certain key elements of the "cell tower lease." The following is a recap of some of those significant points that should be considered when negotiating a "fair" cellular tower lease on behalf of a property owner.

### Maximize revenues, minimize interference & minimize landowner's obligations

Before you can properly respond to any client inquiry, you need to review the lease and/or term sheet that is being proposed by the cellular tower company ("Carrier"). The general backdrop for all negotiations should reflect the title of this section, i.e., maximize revenues, minimize interference from the

Carrier, and minimize obligations of the landowner. With respect to maximizing revenues, it is always a good idea to get a barometer reading of how desperate the Carrier wants the location. It is a reasonably good assumption that if a property owner has been contacted by a cellular tower company, it means that the Carrier has done all of the research for ideal locations and has identified the site as the prime location. Topography (i.e. "top of a hill") is not always the key factor. Many times the location is identified because it strategically fills in a "dead zone." Rents can vary significantly based upon uniqueness of the site and number of alternative comparable sites. Typically, rents can fall somewhere between \$1,000 and \$2,000 per month. Suggestion: request the Carrier to dis-

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close the highest rates at which it has agreed to – start with that. It's not uncommon for the Carrier representative to be fairly open on their historical negotiations because their objective is to secure the site. They have upward limits on their authorization, which some share and some do not. You do not know if they will willingly offer upper-end unless you ask.

Additional revenue items consist of co-locator fees. Co-locator fees are additional fees that can be charged in the event the Carrier secures additional

leases on the antenna facility. For example, if the Carrier is able to secure additional income streams for the use of its tower for more than one cell tower provider, then it's reasonable that the Carrier should share in that additional income stream, to the extent of up to or more than 50% of those additional revenues. The percentage of the additional revenues will impact the amount of the base rent that the Carrier is willing to provide. They tend to negotiate it on a sliding scale, i.e. the more base rent, the

less percentage of co-locator fees and vice-versa.

With respect to taxes, try to negotiate a pro-rata reimbursement for the area that is used by the antenna facilities as a factor of the overall taxes on the real estate. The Carrier's utilities should be separately metered. Both of these points will work to maximize net revenue streams.

With respect to minimizing interference, a landowner needs to consider the size of the area that will be disrupted, the ingress and egress easements that the Carrier will need to access and the adverse impact on the overall aesthetics of the property. All of these factors will limit the future development possibilities of the landowner's real estate. Do not agree to any terms unless you have a site plan of where the ingress/egress and utility easements are to be located and how large the area is going to be. It is critical for the landowner to understand and appreciate the location of the easements and how they will impact the use and looks of the property. Many times, the Carrier will press to have the landowner sign a lease with general references or with specific site to be designated. In

addition to the required fencing around the antenna facilities, it is a good idea for the landowner to require the Carrier to install natural barriers in addition to the fencing.

The only reasonable obligation for the landowner to have is not to interfere with the Carrier's use of its antenna facilities or the Carrier's ingress and egress access points. Other than that, the landowner should not agree to have any other obligations.

#### Term

Typically, terms are offered in five-year increments, with four to six automatic renewal options. CPI or comparable rent escalator should be negotiated to trigger at each renewal increment. If the Carrier wants a six-month or 12-month option to review the site before committing to a long-term lease, I suggest the landowner charge an option fee: \$2,500-\$5,000.

#### Location, size

Identify with certainty where the proposed site is going to be situated. Typically, 2,000 to 3,000 square feet is sufficient for the antenna facility. But, make sure to obtain a limit on height. Generally, 100 to 300 feet represents the normal lower and upper ranges. Most clients do not want their property to be a regional landmark.

#### Permits, zoning

Carriers request up to 12 months to obtain any necessary permitting and possibly additional extension options. Suggest six months with one six-month renewal option. Landowners should require an option fee between \$2,500 and \$5,000, and should anticipate resistance from the neighboring community if the site is located near residential areas. The lease should require that the Carrier has the obligation to secure all required approvals, permits, zoning and otherwise. Most likely, the landowner will need to cooperate with obtaining a variance or special exception in order to install an antenna facility.

#### Termination

Typically, Carriers require the right to terminate unilaterally. But, if so, the landowner should negotiate an early termination fee of at least one-year annual base rent or more. In addition,

landowner should require the Carrier to remove all antenna facilities. The Carrier should not have the right to abandon the antenna facility without the landowner's approval.

#### Insurance, indemnity

The Carrier must be required to carry, at a minimum, liability insurance and the landowner should require a certificate of insurance naming the landowner as additional insured. The landowner should also require standard indemnity provisions to be included in the lease so that the Carrier indemnifies and defends the landowner and its successors from and against any and all claims, costs, expenses or damages as a result of the Carrier's (successors and assigns, etc.) use of the property.

#### Security, default

Without security, it is difficult for any tenant to enforce the lease provisions. To secure the Carrier's obligations, the landlord should request a hefty security deposit. In the alternative or in addition, the Carrier can post a bond or letter of credit in an amount deemed necessary to secure the Carrier's obligations to remove the tower and any and all peripheral structures and equipment and to secure the Carrier's obligations to indemnify the landlord. **■**

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## DiGeronimo Family Honored at Wigs for Kids Annual Gala

The DiGeronimo family members, owners of Independence Excavating, recently received the 2006 "Hero Award" at the 26th annual Wigs for Kids gala. They were honored for establishing Cornerstone of Hope - a Home for the Grieving, which provides support, education and hope for individuals grieving the death of a loved one.

Bobby DiGeronimo appeared on stage at the event in the Grand Ballroom of the Renaissance Hotel on behalf of his brothers Vic, Rich and Tony. Also on stage for the award presentation were Bobby's daughter and son-in-law, Christi and Mark Tripodi. (Mark serves as Cornerstone's executive director.) Joining them for the award presentation were Wigs for Kids founders Jeffrey and Zina Paul, and the organization's executive director, Susan Ross.

The eldest DiGeronimo brother, Don, founded Independence Excavating 50 years ago. The company is now a leader in the excavation and site development industry, but the family has endured some intense personal tragedies. Don succumbed to colon cancer at the age of 34, and in 2000, bacterial meningitis claimed the life of Bobby Tripodi, Bobby DiGeronimo's 3-year-old grandson. The youngster's death inspired the DiGeronimo family (including Mark and Christi Tripodi) to establish the Cornerstone of Hope in 2003. Thus far, more than 6,000 persons have taken advantage of its services.

Currently, Cornerstone offers its professionally led programs out of an office building in Independence. To accommodate its tremendous growth, the DiGeronimo brothers are converting the home they were raised in - which was also the location of their first Independence Excavating office - into the organization's new headquarters. Site work has already begun on the 3.5-acre property at 5905 Brecksville Road in Independence. The new facility will feature counseling and support group rooms, a lending library, thematic rooms for children and teens, an art studio, memorial gardens and a multi-purpose room.

"The Hero Award is presented to persons who best exemplify how to overcome challenges and then help to improve the lives of others, and the entire DiGeronimo family more than meets this measure," Paul says. "In addition, these philanthropic people have established local scholarships and support numerous other worthy causes."

Wigs for Kids, a non-profit organization headquartered in Rocky River, is in its 26th year of providing high-quality human hair wigs for children (at no cost to their families) with severe hair loss due to medical issues. The Platinum Sponsors for the 2006 gala - which raised more than \$90,000 for Wigs for Kids - were Family Heritage Life Insurance Companies of America and Rainbow Babies & Children's Hospital. The emcees were Loree Vick and Michael Stanley, and the event chairs were Maria Dietz and Barbara Marlowe.

## Collins Gordon Bostwick Architects Becomes Bostwick Design Partnership

With a goal of national and international market expansion, Collins Gordon Bostwick Architects, one of Northeast Ohio's largest full-service architectural firms, recently announced a new name - Bostwick Design Partnership - along with the promotion of several key employees. The new name and expanded leadership is part of the firm's new strate-

gic direction: to extend its traditional geographic reach beyond the Midwest and grow through national and international opportunities.

"Our expanded leadership and flattened, more open organizational structure gives our clients direct access to principals of our firm, so they get precisely the help they need in a timely fashion," President and Director of Design Robert Bostwick says. "Clients want to sit across the table from decision makers who have the authority and

full backing of this firm. These are highly talented and seriously empowered people."

The name change and organizational restructuring are results of a strategic planning process begun 18 months ago when Bostwick assumed leadership of the firm. The initiative's goal is to fashion a more nimble organizational structure to better leverage the firm's creative power for clients.

"We have fresh talent, deep talent and new leadership that will be consistent, stable

and ongoing," Bostwick says. "Everyone here has a lot of energy that's been building about our new name and new direction."

Bostwick Design Partnership's notable projects include the Cleveland Clinic's E.89th Street Garage and Service Center, Cleveland Clinic Heart Center (participation in clinical space design), Camden-Clark Memorial Hospital's \$35-million Patient Care Expansion (Parkersburg, West Virginia) and Greater Hazelton Health Alliance's Dessen MRI Facility (Hazelton, Pennsylvania), as well as projects in Abu Dhabi, Syria and India. Bostwick Design Partnership is located at 2729 Prospect Avenue, Cleveland, Ohio 44115. For more info, see [bostwickdesign.com](http://bostwickdesign.com).

## Blue Book Announces Spring GC Showcase Schedule

The Blue Book of Building and Construction has officially published the dates and locations of their Spring 2007 GC Showcase networking events. The company's third annual series of GC Showcases will take place in 26 regions this April and May. Cleveland's event will take place on April 25 between 3-7 p.m. at the Embassy Suites in Independence.

These free, trade show-like events provide a unique forum for general contractors to exhibit their companies and find subcontractors and suppliers for their current and upcoming projects. The local companies who attend have the opportunity to meet with buyers and decision makers responsible for construction

projects in their area. There is no cost to exhibit or attend and an exhibit space and table will be supplied to participating GCs.

"We are entering our third year of hosting the GC Showcase program and I am proud to say that it has grown enormously each year," says Rich Johnson, general manager of The Blue Book. "The feedback from our exhibitors and attendees has been extremely positive. These showcases are the ultimate way to bring together buyers and sellers, which has been our mission with the printed Blue Book directories since 1913."

GCs interested in exhibiting should call 800.922.9962 or log on to [\[book.com/showcaseinfo\]\(http://book.com/showcaseinfo\). Subcontractors or suppliers interested in attending should call 800.431.2584 and ask for the GC Showcase Department, or visit \[www.thebluebook.com/showcaseinfo\]\(http://www.thebluebook.com/showcaseinfo\).](http://www.theblue-</a></p>
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## KS Associates Engineer Receives P.E. Registration

KS Associates recently announced that Amy White, project engineer for KS Associates' Transportation Group, has become a registered Professional Engineer (P.E.) licensed in the state of Ohio. Her responsibilities include design and project management for all phases of KS Associates' transportation projects.



Amy White

White joined KS Associates in August 2005. Her experience includes designing and preparing roadway plans for the cities of Oberlin and Elyria, the Lorain County Engineer and the Ohio Department of Transportation (ODOT). Most recently White was project engineer for the prep-

aration of plans for Chestnut Ridge Road and State Route 57 in Elyria and the development of a Conceptual Alternative Study for the intersection of S.R. 619 and S.R. 93 in Summit County. Her knowledge of geometric design, drainage analysis, traffic control, right-of-way, cost estimating and construction management is an asset to the KS Associates' Transportation Group and its clients, according to KS Associates Marketing Director Kathy Bast.

White received a Bachelor of Science degree in civil engineering from the University of Toledo. In addition to requiring candidates to earn a four-year degree in engineering from an accredited

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university, Ohio law requires that graduates have a minimum of four additional years of professional experience before taking the P.E. exam. White has more than seven years of engineering experience.

**Staff Additions Support Growing Architectural Firm**

mbi | k2m Architecture, Inc., is pleased to announce the additions of Richard L. Cooper, R.A. and Julee A. Crossan to its team of talented professionals. The company has recently hired several new staff in an effort to meet the needs of the firm's growing list of clientele.

Cooper serves as director of architecture, overseeing

all projects. Cooper has more than 25 years of architectural practice including the management of various architectural departments. Most recently he served as the head of the architectural department of a multi-million dollar design/build firm headquartered in Cleveland. He has experience managing all phases of architectural projects including client contact, design, construction document preparation, estimating, bidding and construction management.

Crossan recently joined mbi | k2m Architecture's interior design division, Spectrum Design Services, as a procurement specialist overseeing all areas involved with the procurement of furniture, fixtures

and equipment (FF&E) for clients. She has over 12 years of purchasing, design and administration experience in a wide variety of industries. Her background includes, art design and direction, procurement, management, purchasing, expediting, inventory control, budgeting, estimating, planning and scheduling. She most recently served as the director of hospitality and creative art director for Partners LLC, as an art supplier to the hospitality and commercial industry.

**PCS Moves Downtown Cleveland**

Project & Construction Services, Inc. (PCS) recently announced it is doubling the

size of its Cleveland headquarters from 6,200 square feet to over 12,000 square feet.

"Our company has been experiencing steady growth in the management of the design and construction phase of projects in the healthcare, K-12 and higher education and government markets," PCS President Robert S. Strickland says.

PCS employs over 40 people nationally with 20 in their Cleveland headquarters. The space the company is vacating in Midtown will be occupied by the building owner, Karpinski Engineering.

The new address for PCS will be 1360 E. 9th St., Ste. 910, Cleveland, Ohio 44114-1737. The company's phone



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## NCBIA Inducts Hall of Fame Members

Recognizing the lifetime achievements of two of the building industry's most dedicated professionals, the North Coast Building Industry Association (NCBIA) recently inducted two new members into its prestigious North Coast BIA Hall of Fame.

Receiving the honor were the late Ray Yunker, of Ray Yunker Builder, and LeRoy Forthofer, of Forthofer & Sons, Inc. These men were chosen and honored for their continued support and dedi-

cation to the Association, the building industry and their communities. The inductees were selected from nominations submitted by the NCBIA membership and current and former executive officers of the NCBIA.

"We're all inspired by Ray and LeRoy's example that great leaders must serve others first, be humble, fair and compassionate, but [also] be a genuine, giving person of faith and family," says Jeff Hensley of Lake Star Building & Remodeling, 2007 President of the NCBIA.

A Special Hall of Fame Recognition award was also presented to Tom Smith of McCray, Muzilla, Smith, Meyers & Company for all of the time and effort that he



(From left) LeRoy Forthofer and Ray Yunker

has put into the association as well.

The North Coast BIA is a not-for profit trade association representing nearly 600 members involved in home building, remodeling, multi-family construction, property management, subcontracting, design, housing finance, building product manufacturing and other aspects of residential and light commercial construction. NCBIA

builder members will continue to make housing one of the largest economic engines of Erie, Huron and Lorain County. [www.northcoastbia.com](http://www.northcoastbia.com).

## New York Spaghetti House Closes, Sport and Ale House to Open Spring '07

Downtown Cleveland's New York Spaghetti House recently closed its doors for a major renovation and will reopen as the Sport and Ale House this spring, according to owner Jonathan Levoy, president of Dionysus Enterprises, LLC. The Cleveland Landmark Building will undergo an interior renovation, followed by exterior construction of

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Dionysus Enterprises purchased the New York Spaghetti House in November 2006 from The Frangos Group. Prior to its purchase, The Frangos Group had owned and operated the restaurant. The Frangos Group purchased the restaurant from the Brigotti Family in 2001 and reopened it in June of 2004. Jonathan Levoy has been the general manager/managing partner of the New York Spaghetti House since August 2005.

D-A-S Construction Co., of Cleveland, has been hired as the general contractor to complete construction of the project and Larsen Architects,

of Lakewood, has been retained as the project architect. The original "house" portion of the building will undergo a minor restoration in an effort to retain the historic status of the landmark.

When the Sport and Ale House opens, it will encompass 12,000 square feet as a moderately priced, upscale, sports-themed restaurant and entertainment facility.

**EA Group Celebrates 25th Anniversary**

EA Group recently announced the company is celebrating its 25th anniversary as a provider of environmental, health and safety consulting and laboratory services. Founded in

1982 as Electro-Analytical, Inc., EA Group today serves a broad array of clients including manufacturers, hospitals, schools, universities and commercial real estate interests.

"From the early 1970s until the present, employers and business managers have struggled to stay current and stay in compliance with health, safety and environmental regulations," EA Group President Patrick Herbert says. "Back in 1982 we saw an opportunity to build a business by helping companies meet these new requirements."

As the scope of EPA and OSHA regulations have expanded, EA Group has broadened its focus to include: comprehensive analyses of air, water and soil,

site evaluations, exposure monitoring and consultation, asbestos management, indoor air quality evaluations, mold evaluations, lead-based paint management and regulatory compliance assistance.

Today EA Group employs a staff of 32 at its office in Mentor. The firm is heavily involved in the revitalization of old industrial "brownfield" sites, providing certified laboratory analysis of contaminated soils, groundwater and building materials. In addition, the firm is involved with the renovation or replacement of schools, universities and health care facilities, providing asbestos and hazardous materials management services. **E**



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# New View at The Q

**Office renovation supports Cleveland Cavs, Lake Erie Monsters operations**

By Lou Kren | Photos courtesy Vocon Design Inc.

**W**e've all seen the changes at Quicken Loans Arena since an investor group led by Dan Gilbert purchased the Cleveland Cavaliers in March 2005 and assumed management of what had been Gund Arena through Cavaliers Operating Co., LLC. The public areas have undergone quite a renovation, including new seats, new flooring and new display technologies in the arena bowl. But changes have occurred behind the scenes, too.

Essentially complete is a renovation of the 28,000-square-foot arena management space, including offices for the Cavaliers and the new hockey team, the Lake Erie Monsters.

"The old offices were beautiful, but they looked like any other offices downtown, very corporate," explains Mark Stornes, Cavaliers Operating Co. chief executive officer. "We wanted this to look like a sports and entertainment office area and that was our focus throughout the project."

The renovation project called for transforming, in a tight time frame, the fifth and sixth levels on the northwest side of the arena, which house the management offices. Construction duties and oversight were in the hands of Infinity Construction, of Warrensville Heights, working off of the plans of Vocon Design Inc., of Cleveland.

Crews had to wait until the Cavaliers finished their playoff run following the 2005-2006 season. So on June 5, the offices were vacated and work began.

With the existing Cleveland Barons hockey team leaving town to play elsewhere, the work time frame enabled rehab and integration of the vacant hockey offices with the existing arena offices; before, the hockey offices had a separate entrance.

"We moved back into the space on September 21, meaning a three-and-a-half-month work period," Stornes says. "That is a testament to Infinity Construction and the subcontractors because they had no idea when they



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#### CAPITALIZING ON COLOR

The offices pick up the color scheme of the Cleveland Cavaliers — wine, gold and blue — and the wood shades from the team's new basketball court, which was installed this past summer.

were even going to start the project, due to the basketball playoffs.”

#### Reflecting sports, entertainment missions

The project called for a complete revision of the layout, from a traditional corporate setting with interior common areas, hallways down the center and offices along the exterior walls, to open spaces flooded with natural light, allowing views to downtown and the Cuyahoga River from nearly any vantage point.

“Again, the need to transform from a traditional corporate environment to a functional space that reflected the sports and entertainment business was a driving thought behind everything we did,” Stornes says. “So we tried to incorporate team colors and things that point to basketball, the arena and events we put on here.”



Indeed, the offices pick up the color scheme of the Cavaliers — wine, gold and blue — and the wood shades from the new basketball court, installed this past summer. The fifth floor features the wine color, actually a few shades redder to help brighten the space, with gold and blue accents, while the sixth floor, the “blue” floor, has red and gold accents.

A floor-to-ceiling basketball display case, located in the lobby, leaves no

mistake as to the major function of the space, as do two replica scoreboards, designed to match the main arena scoreboard.

Some conference tabletops are styled to resemble basketballs, and televisions set to sports stations dot the office space to further develop the sports theme.

To open up the space, drop ceilings were removed and ductwork painted, bringing more height and color. Generous

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use of clear glass throughout also helped open the space.

### Open floor plan

The transition from traditional corporate to an open plan meant less private offices and more cubicles.

"Removal of the typical corporate office plan brought the challenge of fitting more people into a cubicle layout," Stornes recalls.

To assist, modular partitions were employed, allowing a variety of configurations, with larger cubicles for those who left private offices and had greater storage needs. Owing to the desire to bring in natural light and afford outside views, partition heights were limited.

"We were very conscientious of partition height," he says. "We did not want to have our workstations rising too high. There are some great vistas of the city from here and everyone from every location has some outside view."

**"There are some great vistas of the city from here and everyone from every location has some outside view."**

**Mark Stornes  
Cavaliers Operating Co. CEO**

In fact, the offices look out on a giant Nike ad featuring Cavaliers star LeBron James – an awesome sight.

Crews now are silk-screening the white partitions to bring even more color into the offices, and like the entire office color scheme, the brighter the better.

"We wanted to be bold with colors, to be slapped in the face with bold and bright," Stornes says.

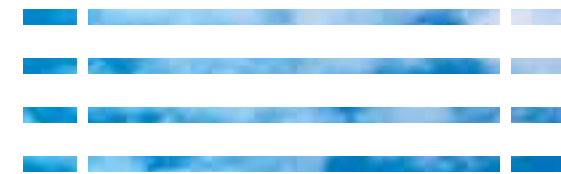
Since the transition to cubicles meant, in some cases, a loss of workspace and privacy, designers added huddle rooms, or glass enclosed conference rooms where employees can meet for group sessions, private work or special projects. Ten huddle rooms, to as large as 12 by 16 feet, are sprinkled throughout the space.

All common rooms feature a product called Wall Talker, which is essentially wallpaper that can be used as a projection surface, a whiteboard or both.

### Interaction between two floors

Another project goal was to provide more interaction between offices and employees on the fifth and sixth floors. To that end, a whole corner of the sixth floor has been transformed into the Cavaliers Café, a common area for lunch, meetings and informal get-togeth-

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ers. The café includes a full kitchen area with a beverage dispenser.

“At any given time you’ll see people having lunch there because they are on different schedules,” Stormes says. “That café, where people see each other all day long, helps eliminate the communication gap.”

Relocation of a spiral stairway that leads from the fifth-floor lobby to the sixth-floor Cavaliers Café also helped

**“The need to transform from a traditional corporate environment to a functional space that reflected the sports and entertainment business was a driving thought behind everything we did.”**

**Mark Stormes**  
*Cavaliers Operating Co. CEO*

employees on the two floors interact. Before, the glass staircase straddled a structural beam between the two floors, meaning that anyone taller than 6-foot, 5-inches would have to duck while using the stairway – obviously not ideal in a basketball-focused facility. Crews moved the stairway about six feet, centering it in a structural grid to remove the obstruction.

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The biggest challenge ahead, according to Stormes, involves anticipating and accommodating storage needs. The modular partitions help as they can be disassembled and reassembled in different shapes and sizes to free up floor space, which has already taken place at the new offices.

“We wanted to open everything up and yet take advantage of every square inch of space because as we are growing we have to accommodate more people,” Stormes sums up. **P**

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# Planting Ideas

## *Landscaping tips, advice & more*

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## New Season Preparation

### A guide to landscape rejuvenation, functional appeal

By Kevin Dent

The winter's snowfall is slowly melting away and your commercial exterior is beginning to expose the effects that Old Man Winter can have on your exterior assets. The trees may be damaged, plant material may be dead and your hard surfaces are no doubt in need of inspection and likely repair. The good news is that with proper planning and a little diligence, you can reclaim your exterior assets with a well-prepared and well-executed plan for spring rejuvenation.

The onset of spring and summer is still weeks away and there is time for facility managers and/or owners to act and achieve an aesthetic and functional exterior that will not only attract your customer but keep them coming back as well. A high percentage of customers note that exterior appeal is often a determining factor in their choice of businesses to patronize and will also affect their decision to be a repeat customer. Ensuring that perception is achieved is of utmost importance to the company, as well as those responsible for facilities.

As mentioned above, an appealing landscape is a crucial factor in determining a company "brand." Not only should a landscape be aesthetic, but also functional and safety-oriented. The first analysis a facility manager must make is an assessment of the grounds to identify and correct eyesores and potential hazards.



tify and correct eyesores and potential hazards.

- Inspect all trees on site checking for dead or diseased limbs, which can pose a serious liability to your patrons.
- The most frequent form of winter damage is broken limbs, branches and root systems killed by severe temperatures.
- Inspect all turf areas for any potential frost heaving or soil splits from winter freezes. Not only can these areas be unsightly, but they may also present a trip hazard to pedestrians and customers.

- Note the amount of leaf litter and deadfall that may have accumulated after the completion of the previous autumn's clean-ups.
- Visually inspect all curb lines and corners to check for rutting from delivery trucks and probable damage to irrigation lines and heads.
- Is your organic mulch showing signs of weathering and indicating depletion due to rainfalls or pedestrian traffic? If so, it's time to measure the depth of your remaining mulch and if not satisfactory, schedule a mulch replenishment with your exterior services firm.

## Seasonal Tip: Frozen Ground

The time is now to get your landscape improvement project underway! With all the heavy rain and moisture content in the spring and fall, it can sometimes be hard for landscape companies to get in and begin your landscape development project. With little or no snow accumulation on the ground, it is the perfect time to begin that project that you have been dreaming of.

When the ground freezes it provides the stable surface that landscape companies need to gain access into your new construction or backyard renovation. Many of the machines used to complete the work can be heavy and require a stable footing and enough access for maneuverability.

The winter is a great time for the following projects to be started.

- Design, planning
- Woodworking
- Excavation work, grade staking
- Tree removal and lot clearing
- Low voltage lighting maintenance

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- Ensure that you are aware of average temperatures and monitoring your turf. The use of a pre-emergent herbicide can be critical in achieving weed-free vigorous turf and must be applied prior to temperatures achieving a steady 60 degrees plus.
- Ornamental shrubs should also be fertilized now to ensure maximum bloom and vigor from your landscape's bed and ornamental areas.
- Place your order now for any seasonal plantings you incorporate to ensure availability and top-notch selection.

The items highlighted above are just a few of the important facets a facility manager must consider when preparing the exterior landscape for the new year and even more new customers. Nowadays, a growing majority of companies are utilizing an exterior services management company (ESM) to ensure an attention-grabbing and safe exterior while enjoying the double benefit of freeing up a facility manager's time to concentrate on other core duties. From spec development to site assessment and implementation, a professional ESM firm can ensure you start the new season on the right foot to attract your customer's eye.

Something else to consider: one of the most unappealing and dissatisfying experiences a customer can encounter is to drive through your parking lot and feel their tires plunging into potholes or the sound of gravel spray clattering against their fenders. Winter can often have a very detrimental effect on asphalt and concrete hard surfaces.

Here are a few more items to inspect as part of your spring start-up:

- If you have facilities in the Snow Belt, the first order of business is to check for plow damage. Two important steps to plow damage monitoring are a before-season inspection and an after-season inspection, using a digital camera to record your findings.
- Typical plow damage will include broken curb lines and gouged asphalt

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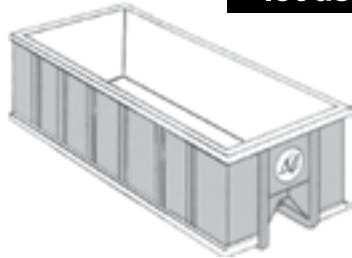


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surfaces. It is also wise to check the corners of structures for truck or plow impacts.

- Asphalt parking lots will inevitably suffer from pitting, pothole development and cracking over winter periods. Cold patch may be sufficient for a quick fix but proper cut out, hot application and roll are the best long-term solution. Cracks can be addressed through the use of hot rubber sealants.
- If your parking lot is really starting to show its age, it may require rotomilling and an overlay. If its overall condition is fair, a simple sealcoat and striping will suffice.
- Is all your public address lettering and American Disabilities Act (ADA) usage in good repair? Inspect your fire lanes, handicap spaces, arrows and ADA accesses whether concrete or asphalt to ensure that they are in acceptable condition.

All of these hard surface items and others are crucial to insuring a pleasant experience for your customers when visiting your establishment. A customer may remember a good price or a smiling clerk, but they will never forget a flat tire, broken axle or damaged paint job from your parking areas. Most professional ESM companies provide specialized and custom-tailored programs to meet your hard surface needs and can be readily relied upon to meet those needs in a timely and thorough fashion. Additionally, their expertise will likely provide insight not yet gained or applied by your facilities department.

As the spring season approaches, the site level and regional level facilities team has much to consider. You can spend a considerable amount of time contemplating your exteriors or you can focus on interior sales and appeal and entrust your exteriors to a tried and tested professional ESM company. Green, black or otherwise, the benefits may astound you.

Kevin Dent is CEO of Dentco, an exterior services management company based in Michigan. For more info, visit [www.dentco.com](http://www.dentco.com).

## Just One Chance to Make a First Impression

### How to choose the right landscape maintenance provider

By Joel Korte | Photos courtesy Brickman Group

The moment they step foot on your property, buyers or tenants have a split second before registering that first impression in their minds. Will it be a good one or bad one? After a quick scan of the grounds – the lawn, flowers, trees, shrubs – if the property is unkempt, they might not make it inside the building. Since that first impression is so crucial when it comes to getting or maintaining business, you want to make sure your landscaping is inviting. But how do you ensure your landscaping is an invitation for prospects?

It starts by finding the right landscape maintenance provider, but unfortunately that isn't always an easy feat. This article will offer tips on what to look for when hiring a landscape maintenance provider. And the advice might just surprise you.

*Does the firm look good on paper?*

When evaluating between 10-20 companies, and you have to narrow it down to three, look at each company's prequalification and list of references. Does the company maintain a skilled labor force? Does its structure and professionalism reflect the image of the organization? Does it have a high safety record? How does the company train



employees? What about a drug and alcohol program? Once those variables are determined favorably, ask for a list of references and go to visit each of the properties. Get a feel for what the company can do and what level of service it would be bringing to your property.

Once you've narrowed your list, ask for a tour for each of the maintenance firms you are considering. How well the firm takes care of its space will be an insight into how well it will take care of yours. Keep in mind that many landscape firms control costs by operating out of low overhead facilities. But even if its office is a construction trailer, it should still be clean and well maintained. The image the company projects while on your site is also important. Does it have newer equipment? Are employees uniformed? If it belongs to a landscape association, you should be able to find out a lot of information on the company, as well as if it's in good company stand-

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ing. This is all helpful when making a decision.

*What is the company like to work with?*

Ask for a company's mission statement and values. This is important because you want it to compliment your own. What it is striving toward should be similar to your own organizational goals. And if it's not, you could find yourself working with a company where you are both going in two separate directions. Define what you want.

Client service is important, but so is managing reasonable expectations. Know what you expect of your service provider and then determine if it's something it can deliver. Know whether the contractor is expected to be proactive or reactive to problems. Is the contractor well versed in identifying problems and offering solutions or will he wait for the property manager to tell him what to do?

Do an analysis as to whether this company could be a strategic partner for you over the life of the relationship. Over a five- to 10-year period, many relationships develop into a highly valued contractor position. If that is something that you are looking for, determine whether a specialist or a general practitioner will do the trick. For example, some firms specialize in maintenance or fertilization only. Others offer internal expertise, such as horticulturists and designers that can help you strategize on the health and long-term growth of your property.

*Can the firm help you get the most out of your budget?*

When choosing a landscape maintenance firm, look for a contractor you can partner with to get the most out of your landscape budget. If possible, bring the company in on your budget process, so it can offer advice on both short- and long-term projects.

Being honest with a contractor about how much you are willing to spend is beneficial to both parties in the end. Knowing how you arrive at your budget will help the contractor to work with you to achieve your goals and stay within

your budget. For example, a contractor may be able to lower operating costs. If your budget is determined by square footage, this is something the contractor needs to know because how you arrive at costs will help the contractor help you.

For some, the budget process is similar to playing poker. You know what your hand is but are unwilling to share. It depends on whether you view relinquishing your hand as a detriment or as being helpful. Most of the time, it comes down to whether you are seeking a win-win situation or a win-lose situation. If you are truly seeking a win-win, then sharing your budget numbers can be beneficial in the end.

Hopefully, these tips will help guide you when choosing a landscape maintenance provider.

One last tip when making your decision is to consider using a provider of multiple services. For example, if the shrubs get bent back during snow removal, there's only one person to call. If you use your landscape maintenance provider for multiple services, he will be more careful with your property because in the end he has a vested interest in it too.

As a property owner, manager or tenant, you want your property to look its best. After all, you only have one chance for that first impression. **P**

Joel Korte is a division manager for Brickman Group, one of the largest commercial landscape maintenance firms in the U.S. Korte joined the company in February 2004, having successfully grown his own regional company (Urban Environments, Inc.) to a leader in the Columbus, Ohio market. Subsequently, he took over management of the Cleveland region in 2005, and the Michigan region in 2006. With over 20 years experience in the landscape industry, Korte excels at exceeding customer expectations and cultivating long term, win-win relationships with his clients. Korte graduated from Ohio State University with a degree in Landscape Contracting and Construction, and is an Air Force veteran. He can be reached at 614.478.2085 or [joel.korte@brickmangroup.com](mailto:joel.korte@brickmangroup.com).

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## A Sign Without Words

**From sculptures to waterfalls, company's 'signature features' highlight properties**

Story and photos by Bob Stovicek

In this day of crowded cities and countryside, it seems that businesses and individuals are often striving for some kind of special identification or signature. Each year at R.J. Stovicek & Associates, we receive more and more requests to address that need and, to be quite honest, it has added a lot of fun to our work. "Signature features" can involve landscape materials, rock, water, sculpture and sometimes even signage itself. Any one or all of the above can be key to the feature's success. Most of all, they must be unique and ideally have some significance to the property, business or owner.

Through the years we have created such features as a 26-foot-high mountain waterfall for a project called Summit, an eight-foot patinated copper thistle (identified with Scotland) for a project with a Scottish name, and replica Roman ruins for a family of Italian background.

Well-executed signature features become landmarks that are easily noticed on a busy street or highway, far more recognizable than just a five-digit address.

### Selecting a signature

Identifying available space and a desired message are probably the first decisions that have to be made when considering adding a signature feature to a property. With that behind, the fun part begins.

Scale is extremely important. The feature must be bold enough and strong enough to stand out from anything that will distract from it. It must also be able to portray the message to a viewer traveling at highway speeds. Most communities have strict limitations on size of signage but those regulations seldom apply to trees, rocks or sculpture. Even within that regulated parameter, a sign that is part of an overall signature can have a whole lot more to say.



**CLASSIC CREATION** R.J. Stovicek's varied landscape work throughout the years has included creating these replica Roman ruins for a family of Italian background.

We encourage a well landscaped setting as well. Make every attempt to screen out unsightly parking lots, mechanicals, buildings, etc. by using mounding, heavy landscape screening, masonry walls or even artistic fencing. The lawn, mound, screen, wall or whatever background created becomes very important as the canvas for the work.

If signage is used, frame it with a large tree or other landscape items. There

must be something that speaks beyond or emboldens the sign.

If rocks are used, do not be afraid to use big rocks. One rock, beyond human scale, properly placed will usually have more to say than a whole semi load of smaller or improperly placed rocks. It is often effective to set an occasional rock in a vertical position but it must be made comfortable in its setting and look natural.



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**ART WORKS** Sculpture is probably the most flexible and effective element to be used as a "signature feature."

If the signature is to be made with landscape alone, it must be unique and again scale is extremely important. One very costly large tree with that special character is far more effective than a whole truckload of smaller material, and usually less costly overall.

Although much of our business is devoted to water features, I often do not recommend it for a signature feature.

*Well-executed signature features become landmarks that are easily noticed on a busy street or highway, far more recognizable than just a five-digit address.*

Water, more than anything else used in these signature features, requires a thorough understanding of all dynamics involved. Even the best-designed water feature, with consideration given to all needs, still requires maintenance. Because the location is often remote, maintenance can be a problem. Even after all the needs have been considered, if maintenance does not happen on a regular basis, a very positive feature can become a negative one. That said, water can definitely add an element of interest and excitement, especially in winter with ever changing ice sculptures. A



**SET IN STONE** Sculptural signatures can often become the logo for a company, and other times the logo becomes the sculpture.

major key for water features is, again, scale.

Sculpture is probably the most flexible and effective element to be used. It denotes an air of class and can be designed to meet almost any scale. It will speak to all viewers whether they are walking or driving by at high speeds, and most often becomes that special piece of identification that continues to grow in effect year after year. Sculptural signatures can often become the logo for the company, and other times the logo becomes the sculpture. A current project is turning an existing two-dimensional logo, viewed from one side, into a three-dimensional logo. It will be freestanding and readily viewed from both sides and through openings. This logo is relatively complex and might be ineffective to fast moving traffic. However, with the use of contrasting materials (bright brass and dark hammered copper), combined with unique lighting from within and a complementary landscape setting, a readily recognizable and distinctive signature feature will be created.

It is always gratifying to hear a complete stranger who is unaware of our involvement in a project say, "Did you see the such and such by the so and so building on highway 10?" They don't remember the address but they do remember the signature feature. **P**

*Bob Stovicek is president of R.J. Stovicek & Associates, based in Vermilion. For more than 40 years, his firm has specialized in creating innovative exterior and interior landscapes and hardscapes. The Cleveland Museum of Natural History's Perkins Woods exhibit is one of the company's more notable creations.*

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## Building Blocks

### PS Construction Fabrics utilizes Mesa wall system for Lakeview Terrace rehabilitation

By Dave Larkin | Photo courtesy PS Construction Fabrics, Inc.

Lakeview Terrace in Cleveland is one of the oldest government complexes in the United States. Owned by the Cuyahoga Metropolitan Housing Authority, the complex faces Whiskey Island along the inner shores of Lake Erie. Currently, it is being rehabilitated in phases, under the direction of Karvo/The Jands Company, the general contractor, and landscape architecture firm The Outsidein.

The first phase included the use of a Mesa® segmental block wall system manufactured by Tensar Earth Technologies, an Atlanta-based provider of specialty products and engineering services. Installed by PS Construction Fabrics, Inc., of Berea, the system combines the economy and versatility of segmental concrete units with geogrid technology, according to PS Construction Fabrics, Inc. Sales Technician Rob Theibert. The system utilizes a unique locking connector that creates a positive, mechanical, end-bearing connection, which assures full load transfer from the wall face to the reinforcement.

The walls at Lakeview Terrace were designed by Outsidein, who chose gray Mesa block because it best suited the existing brick housing. The height of these walls did not warrant the use of geogrid reinforcement in this phase. Future phases will incorporate the same gray Mesa system. 

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## There and Back Again

### A constructive trip to China reveals blend of old, new

Photos and story by Ken Krych

The first thing you notice when you get to China is how vast, diverse and colorful it is. When I visited China for the first time in December, I first traveled to Beijing, the nation's capital with nearly fourteen million people. Beijing has one of the most striking metropolitan cores of a country with one of the world's oldest civilizations. Its center is the 250-acre Forbidden City, which is vast, and the city has eight highway "rings" spreading out which are always heavily traveled. A lot a reconstruction is now being done at the Forbidden City as many of the buildings are more than 400 years old. It is quite immense and houses over 9,000 rooms and many winged-roof pavilion structures where affairs of state were held by the Emperor.

Beijing is gearing up for the 2008 Olympics and I counted 38 tall cranes that involve huge projects. Some are for the Olympics and others are office structures and also many apartment complexes.

Because the city goes back five thousand years it not uncommon to see a building dating back 800 years next to one that is brand new. The buildings are modern in design and many quite unique using a great deal of glass and curves. These new towers are replacing the five- to eight-story older drab apart-

ments built in the last century, many of which have no elevators.

When they build these, they usually don't just build one at a time. For example, imagine taking the BP Tower, adding ten stories to it, then building seven in a row... that is one apartment complex – and just one of hundreds and hundreds you see as you drive through the city.

#### A matter of people & space

Space is always an issue because of the dense population so if you go to one of

their many new shopping malls you will see stoves and dishwashers but they are usually only half the size of ours. And dryers are something that are now just starting to be used in newer apartment buildings primarily due to space and electric consumption, which is limited and power outages are common. The country is working on a huge dam project to produce more electricity but it has been taking years to solve this issue.

It will be even more amazing what they will be able to accomplish when they have more electricity on hand.



**PAST & FUTURE** The architecture in Beijing was astounding, whether it was the centuries old Forbidden City (left) or the brand new National Stadium (right), which has become known as "The Bird's Nest."

Giant cranes cross the skyline and they use both modern techniques but often hand labor for even the infrastructure at times. The new Beijing will have the look and feel of the city of the future with totally high-tech architecture of glass and steel. Hard working people: I saw steel workers working away on Sundays and on New Years Day.

#### Olympics playing large part

Over 30 sites will house the Olympic games but one of the most spectacular is their National Stadium which will be Beijing's Olympic complex called the Olympic Green. It will host the opening and closing ceremonies as well as track and field events. The stadium, now under construction, has been dubbed "The Bird's Nest" because of its very unusual structural steel design. It forms a giant latticework of irregularly angled metal consisting of series of bands of steel stretching and turning every way possible to give it the appearance of a "birds nest." There is even a giant sign at the Great Wall of China announcing the coming of the games in English.

#### People are people

I was fortunate to also travel very far South inland from Hong Kong to a city called Liuzhou in Guangxi, China and spent a great deal of time with a real estate and construction firm called Laibin Dahua Real Estate Ltd.

They build small- to mid-size office and apartment complexes and I found them very similar to companies here in America. They are family-owned and run and everyone pitches in to make the business run. One of the chief officers even traveled over 60 miles one way on New Years Day to check on a job site.

I counted 18 cranes building large office and apartment structures over the cityscape. Ironically, they are the sister city to Cincinnati, Ohio and, like that city, have many rivers and a common bond in import and export.

Lastly, they love KFC, which shows people are people wherever you go. But there is no place like home. We just need more cranes here! **P**

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# CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-Q1219003

**AVON HIGH SCHOOL IMPROVEMENTS**  
Avon, OH (Lorain Co.) 37545 Detroit Road  
**ESTIMATED AMOUNT:** \$14,000,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Announcing engineer; owner seeking planning commission approvals; groundbreaking scheduled for April 2007.

**OWNER:** Avon Local School District  
35575 Detroit Road  
Avon, OH 44011  
www.avon.k12.oh.us/  
(440) 937-4680

**ARCHITECT:** MKC Associates - Mansfield  
40 West Fourth Street  
Mansfield, OH 44902  
www.mkcinc.com  
info@mkcinc.com  
(419) 525-1102 FAX (419) 525-1428

**ENGINEER:** Braun-Prenosil Associates, Inc.  
4630 Richmond Rd., Suite 180  
Warrensville Hts., OH 44128  
(216) 378-1490 FAX (216) 378-1497

**DETAILS:** 80,000 SF addition to existing facility; additional classrooms; weight room additions; expansion of band room; air-

conditioning upgrades; concrete slab; carpet; tile; framing; electrical; painting; lighting.

PN-S0119007

**FAMILY HOUSING MODERNIZATION**

Chardon, OH (Geauga Co.)

**CONTRACTING METHOD:** Public Bids

**STATUS:** Architectural/ Engineering Services RFPs due February 2, 2007.

**OWNER:** Geauga Metropolitan Housing Authority  
385 Center Street  
Chardon, OH 44024  
(440) 286-7413

**DETAILS:** Modernization project at its Cloverdale Estates and Scranton Woods family housing facilities; this project will involve the bathrooms at 85 units and will include, in part, replacing the existing bathtub, plumbing, the surround and floor tile.

PN-S0110003

**GATES MILLS HORTICULTURE CENTER UPGRADES**

Gates Mills, OH (Cuyahoga Co.) 390 County Line Road

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Announcing architect; planning is preliminary.

**OWNER:** Gates Mills Horticulture Center  
390 County Line Rd.  
Gates Mills, OH 44040  
(440) 605-9517

**OWNER:** Mayfield City Schools  
59 Alpha Park Drive  
Highland Heights, OH 44143  
www.mayfield.k12.oh.us/  
(440) 995-6900

**ARCHITECT:** Doty & Miller Architects  
600 Broadway Avenue  
Bedford, OH 44146  
www.dotyandmiller.com  
(440) 399-4100 FAX (440) 399-4111

**DETAILS:** Large scale remodeling to bathrooms and revising classroom space and work areas; plumbing; floor tile; fixtures; lighting; additional details to be determined.

PN-S0117041

**CLEVELAND SPORT & ALE HOUSE**

Cleveland, OH (Cuyahoga Co.) 2173 East 9th Street

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

**STATUS:** Project is in design phase; bidding possible shortly.

**OWNER:** Dionysus Enterprises LLC  
2173 East 9th Street  
Cleveland, OH 44115  
(440) 382-7974 FAX (440) 925-0713

**ARCHITECT:** Larsen Architects Inc.  
12506 Edgewater Drive, Suite 10  
Lakewood, OH 44107-1679  
www.larsenarchitects.com  
(216) 221-2350 FAX (216) 221-5670

**G.C.:** D-A-S Construction  
9500 Midwest Avenue  
Garfield Heights, OH 44125  
www.dasconstruction.com  
(216) 662-5577 FAX (216) 662-1793

**DETAILS:** Conversion of the New York Spaghetti House restaurant; 12,000 SF; interior renovation; 5,000 SF exterior deck featuring a year round dining and entertainment area; selective demolition; framing; dry-wall; paint; plumbing; electrical; concrete; interior finishes; fixtures.

PN-R0703008

**NEW MUNICIPAL COURTHOUSE**

Stow, OH (Summit Co.) Route 8 and Steels Corner Road

**ESTIMATED AMOUNT:** \$6,000,000-8,000,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Ohio House of Representatives approved Senate Bill 171; bill allows city to proceed with a plan to build a new facility.

**OWNER:** City of Stow

3760 Darrow Road  
Stow, OH 44224  
www.stow.oh.us

(330) 689-2700 FAX (330) 689-0001

**DETAILS:** Approx. 30,000 SF, two-level expandable courthouse; sitework; site utilities; concrete; steel; masonry; thermal moisture protection; ADA fixtures; plumbing; electrical; HVAC; interior finishes; fire protection; security.

PN-R1108017

**OFFICE BUILDING**

Brunswick, OH (Medina Co.) 3383 Center Road

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

**UPDATE:** Owner has received preliminary approval to redevelop site; a bid schedule has not been determined.

**OWNER:** Century Bank  
1640 Snow Road  
Parma, OH 44134  
(216) 351-7000

**ENGINEER:** Polaris Engineering & Surveying  
34600 Chardon Road  
Willoughby, OH 44094  
(440) 944-4433

**DETAILS:** Possible 7,260 SF, one-story office building that would house three tenants, including a larger bank location with a covered drive-thru lane, as well as a drive-up ATM; demolish existing 1,800 SF structure; sitework; concrete; masonry; plumbing; electrical; HVAC.

PN-R0714010

**SKILLED NURSING FACILITY**

The Weils of Bainbridge

Bainbridge Township, OH (Geauga Co.)

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

**UPDATE:** Announcing G.C.; construction documents expected to be complete late March 2007.

**OWNER:** The Montefiore Home

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**ARCHITECT:** Dorsky Hodgson Parrish Yue Architects  
23240 Chagrin Boulevard, Suite 300  
Cleveland, OH 44122  
[www.dorskyhodgson.com](http://www.dorskyhodgson.com)  
(216) 464-8600 FAX (216) 464-8608

**AGENCY:** Weils of Bainbridge  
16695 Chillicothe Road  
Chagrin Falls, OH 44023  
(440) 543-7856

**G.C.:** Larry Davis Construction  
32000 Solon Road  
Solon, OH 44139  
(440) 248-7770 FAX (440) 248-8936

**DETAILS:** 49 acres; 21-bed nursing home; 12,000 SF; sitework; concrete; masonry; drywall; plumbing; electrical; insulation; doors and hardware; HVAC; roofing; glass and glazing; wood and plastics; lighting; specialties; floor coverings.

PN-S0112002

### CONDOMINIUMS

**Ohio City Neighborhood**  
**Cleveland, OH** (Cuyahoga Co.) West 30th Street & Bridge Avenue

**ESTIMATED AMOUNT:** \$3,200,000  
**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**STATUS:** Planning is preliminary; financing is yet to be completed, including purchase of the building.

**OWNER:** David Douglas c/o Architect  
**ARCHITECT:** Herman Gibans and Fodor, Inc.  
1304 W. 6th Street  
Cleveland, OH 44113  
[www.hgfarchitects.com](http://www.hgfarchitects.com)  
(216) 696-3460 FAX (216) 696-1152

**CONSULTANT:** Ohio City Near West Development Ltd.  
2525 Market Ave. Unit A  
Cleveland, OH 44113  
(216) 781-3222 FAX (216) 781-3222

**DETAILS:** Convert former West Side Community House into condominiums; four-story building; addition of a partial fifth story for the four penthouse units; selective demolition; framing; drywall; painting; floor tile; painted metal railings for exterior balconies; plumbing; electrical; HVAC; carpet; fire suppression equipment; interior doors & hardware.

PN-S0112008

### CONFERENCE AND PERFORMING ARTS CENTER

**Burton Township, OH** (Geauga Co.)  
**ESTIMATED AMOUNT:** \$8,000,000  
**CONTRACTING METHOD:** Public Bids

**STATUS:** Plans are conceptual; owner seeking funding; bidding possible 2008.

**OWNER:** KSU - Architect's Office  
334 Lowry Hall  
Kent, OH 44242  
[www.kent.edu/facilitiesplanning](http://www.kent.edu/facilitiesplanning)

univarchitect@kent.edu  
(330) 672-3880 FAX (330) 672-2648

**ARCHITECT:** Pentilla Architects  
10710 Mitchells Mill Road  
Chardon, OH 44024  
(440) 285-5080 FAX (440) 285-5075

**DETAILS:** Approx. 25,000 SF building would include a 600-seat multi-purpose auditorium, classrooms and biology and medical science laboratories; sitework; concrete; steel; masonry & metal panel exterior; standing seam roof; plumbing; electrical; HVAC; metal studs; drywall; painting; interior finishes.

PN-P1208012

### CLEVELAND QUARRIES DEVELOPMENT

**The Quarries**  
**Various, OH** (Lorain Co.) Middle Ridge Road & Route 113

**ESTIMATED AMOUNT:** \$1,250,000,000  
**CONTRACTING METHOD:** G.C. Bids (By Invitation Only)

**UPDATE:** Owner will submit a master plan to Lorain County shortly; sitework possible in 2007.

**OWNER:** Trans European Securities Ltd. c/o Consultant  
1382 W. 9th Street  
Cleveland, OH 44114  
(216) 696-0400

**ARCHITECT:** In-house  
**CONSULTANT:** David B. Hartt  
1382 W. 9th Street  
Cleveland, OH 44114  
(216) 696-0400

**C.M.:** American Stone Corp.  
230 West Main  
Amherst, OH 44001  
(800) 248-0250 FAX (440) 986-4531

**DETAILS:** World-class golf course spread out over 185 acres; 500-bed, 25-story hotel; 250-bed hotel; 400-bed hotel; 5,000 luxury apartments; 500 houses; gourmet restaurants; glass-enclosed International Leisure Dome with swimming pool and rock climbing; multi-screen cinema; performing arts center; 5 million SF of commercial space over 85 acres; project to take place in the Village of South Amherst and Amherst and Brownhelm Townships.

PN-R0519090

### NORD ADVANCED TECHNOLOGY CENTER RENOVATIONS

**Lorain, OH** (Lorain Co.)  
**ESTIMATED AMOUNT:** \$2,000,000  
**CONTRACTING METHOD:** Public Bids

**UPDATE:** Architectural Services RFPs due January 24, 2007 at 4:00 PM.

**OWNER:** Lorain County Community College  
1005 North Abbe Rd.  
Elyria, OH 44035  
[www.lorainccc.edu](http://www.lorainccc.edu)  
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**DETAILS:** Conversion of broadcast studios to accommodate digital capabilities; additional teaching studios; thermal and moisture protection; fire suppression; finishes.

PN-S0110101

**ADDITION**  
Green, OH (Summit Co.) 1005 Interstate Parkway

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

**STATUS:** Planning is preliminary; owner seeking site plan approval; bidding possible August 2007.

**OWNER:** Sirpilla RV Center  
1005 Interstate Parkway  
Green, OH 44709

(330) 494-2525

**ARCHITECT:** Michael DiMaio & Associates  
2841 Riviera Drive, Suite 200  
Fairlawn, OH 44333

(330) 836-2343 FAX (330) 836-7359

**DETAILS:** Approx. 4,000 SF, one story addition for retail area; sitework; selective demolition; shingle roof; concrete slab; glass & glazing; lighting; plumbing; electrical; HVAC; painting; finishes.

PN-P1207011

**SKILLED NURSING & REHAB CENTER**

**North Royalton, OH** (Cuyahoga Co.) Wallings Road

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

**CONTRACTING METHOD:** To Be Announced

**UPDATE:** Announcing estimated amount; rezoning has been approved; owner to submit a site plan to planning commission for approval.

**OWNER:** Royal Manor Health Care  
7530 Lucerne Drive, #300  
Middleburg Heights, OH 44130  
(440) 239-4300

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

**CONSULTING ARCH.:** Decker & Associates  
1116 Gae Dr  
Middletown, OH 45042  
(513) 424-7747

**DETAILS:** 18 acre site; 80,000 SF; 105 bed, one-story nursing home; sitework; concrete; masonry; structural steel; roofing; insu-

lation; doors and windows; caulking; drywall; painting; flooring; furniture; electrical; plumbing; HVAC; landscaping.

PN-S0108020

**ENVIRONMENTAL EDUCATIONAL FACILITY**

**Concord Township, OH** (Lake Co.) 7200 Alexander Road

**CONTRACTING METHOD:** Public Bids

**STATUS:** Owner recently selected architect; bid schedule has not been determined.

**OWNER:** Lake Metroparks  
11211 Spear Road  
Concord Township, OH 44077  
(440) 639-7275

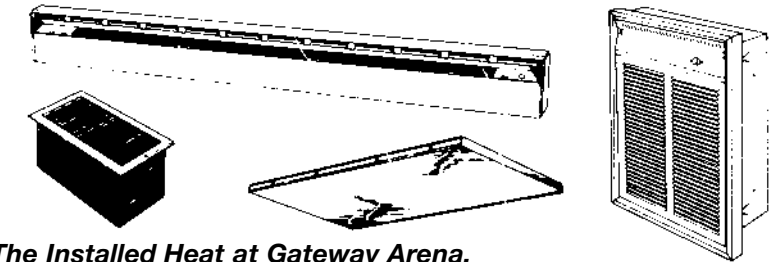
**ARCHITECT:** Anthony Paskevich & Associates  
1708 Euclid Avenue  
2nd Floor  
Cleveland, OH 44115  
(216) 696-0916 FAX (216) 696-0968

**DETAILS:** 150 acres; single story; wood and stone exterior; standing seam roof; SF to be determined; glass and glazing; metals; wood and plastics; concrete; electrical; lighting; HVAC; mechanical; painting; plumbing; masonry; doors and hardware; floor coverings; finishes; utilities; paving.

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