

INSIDE: Charles Schulz Building Company's 70th Anniversary • Roofing Special Section

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fax: 216.251.0064
www.propertiesmag.com

EDITOR/PUBLISHER

Kenneth C. Krych
kkrych@propertiesmag.com

MANAGING EDITOR/ART DIRECTOR

Mark Watt
mwatt@propertiesmag.com

CONTRIBUTING WRITERS

Linda Bloom, Jeanne Bluffstone,
John Elliott, Lou Kren, Jessica
Nelson, Alec Pacella, Gordon &
Lynn Priemer, Diane DiPiero Rodio,
Nancy Loyan Schuemann, John
Slagter, David Woodburn

ACCOUNT EXECUTIVES

Andrea Keener
akeener@propertiesmag.com
216.251.6649

David Larkin
dlarkin@propertiesmag.com
216.251.6753

Gina Marie Lenzo
gmlenzo@propertiesmag.com
440.423.1811

SALES CONSULTANT

James Pelligrino

MARKETING ASSISTANT

Lisa Larissey

CIRCULATION DIRECTOR

Debbie Boehm

Cover photo: Kent Free Library, by
Bill Schuemann

Properties (ISSN 033-1287) is published monthly for architects, engineers, building owners and managers, general contractors, home builders, mortgage bankers, savings and loans, real estate agents, appraisers, servicers and suppliers in Northern Ohio by *Properties, Inc.*, 3826 W. 158th St., Cleveland, Ohio 44111. Copyright © 2007 by *Properties, Inc.* All rights reserved. Reproduction or use, without written permission, of editorial or pictorial content is strictly prohibited. Periodicals postage paid in Cleveland, Ohio and additional offices. Subscription rates: one year \$19.95, single copy \$4.95, back issues \$5.50 when available. Postmaster: send change of address notices to *Properties*, P.O. Box 112127, Cleveland, Ohio 44111.

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Up on the Roof



KEN KRYCH

With spring upon us (at last one hopes) we offer you our annual Roofing issue. We have collected articles from some of the very best area companies for this issue, such as Pring Roofing, West Roofing, Geist Roofing, Professional Roofing, Absolute Roofing and CTL, who are all experts in their field.

With this tough winter even I had problems with my relatively new roof and had to have about 20% of it replaced due to leaks from snow and ice damage.

We are also proud to bring you the story of the Charles Schulz Building Company on its 70th anniversary. With three generations of building, the company's work can be seen all over Cleveland and surrounding areas. Out thanks to Rick and Bill Schulz for their cooperation and

help in bringing this article alive and showcasing their firm.

Also, we are happy to bring you a special feature on All Erection & Crane Rental, a Cleveland-based national firm that provides cranes and related equipment for construction projects and more – the company even supplied cranes and operators for Sony Pictures when it came to downtown Cleveland to shoot scenes for the upcoming movie "Spiderman 3."

Lastly, our cover story details a remarkable transformation of the Kent Free Library in Kent. Starting from humble beginnings and now enjoying more space than ever after a newly completed addition and renovation project, it is truly one of the best libraries in our region.

As usual, we at *Properties* are always receptive to story ideas from you. If

you notice a new structure going up in Northern Ohio and are curious to know the story behind it, let me know and we will look into it. And if you have news about your company – an anniversary or a new hire, etc. – let us know as well. Just drop us a line by phone at 216.251.0035 or email kkrych@propertiesmag.com. We will be happy to talk with you!

Just a reminder, we encourage you to drop by www.propertiesmag.com. You can download the entire current issue from our website or browse through older issues over the last ten years in our archives.

Enjoy the warm weather to be here at last!

Positively,

Kenneth C. Krych
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PROPERTIES PEOPLE

Highlighting notable industry events



OLA Landscape Ohio! Awards Dinner

Ohio Landscape Association (OLA) recently hosted its 10th annual awards dinner at the Cleveland Botanical Garden, which was attended by nearly 250 people with 82 entries in this year's competition. Thirty-nine awards were given in a total of 17 different categories. Landscapes are judged by a panel of judges based on the quality of design and workmanship, along with creativity and overall appeal. Along with the awards, scholarships were given to horticultural students. This year's Special Lifetime Dedication and Contribution to the Landscaping Society award went to Steve Pattie, of the Pattie Group. **P**

- 1 (From left) Guests **Michele Bishop** and **Sarah Skalkos**, of Urban Organics "Sweet Peet"
- 2 (From left) **Sandy Munley**, executive director of OLA, and **Natalie Royane**, newly appointed executive director of Cleveland Botanical Gardens
- 3 The "Best Use Of Color Honor" award went to Eton Chagrin Boulevard, designed by **Hank Rapport** and **Ellen Ehlert**.
- 4 (From left) **Joseph, Steve, Brian** and **Jonas Pattie** of the Pattie Group
- 5 Guests enjoy food and drinks in the Atrium at the Cleveland Botanical Gardens.

SIP Awards Luncheon

Over 300 hundred people, representing top contractors, attended the "Safety Drive It Home" Luncheon held recently at the IX Center. The annual luncheon celebrates safety record excellence on construction projects. As in past years, 13 union members were given a chance at driving away with a new Ford F150 Truck: the winner this year was Martin Perhas, a bricklayer with VIP Restoration.

The keynote presentation was given by Edwin G Foulke Jr., assistant secretary of labor of Occupational Safety and Health Administration (OSHA). **P**



64th Annual Home & Garden Show

More than 200,000 people attended the 64th annual Home & Garden Show at the IX Center in Cleveland recently. The event included approximately 800 exhibitors, 150,000 square feet of gardens, three full-sized, completely landscaped model homes and over 100 arts and crafts displays. **P**

- 1 **Dan Zuk**, of The Davey Tree Expert Company
- 2 **Heath Spence**, of Aqua Doc
- 3 **Bill Kennedy**, of S.M.I.L.E. Inc.

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Taking Shape in Cleveland Heights

Cedar-Lee District parking garage, multi-use building projects begin

Rendering courtesy Al. Neyer, LLC

Cleveland Heights city officials and business and community leaders gathered recently to mark the groundbreaking of a \$6.2 million municipal parking garage that prepares the infrastructure for a new, \$20 million mixed-use development in the city's Cedar-Lee district. Among them was Rob Acker, development director of Al. Neyer, Inc., the Cincinnati-based construction manager of the parking garage and developer of The Terraces mixed-use project at Lee Road and Meadowbrook Boulevard just south of Cedar Road.

"The garage and mixed-use project represent a collaborative, comprehensive development effort," Acker says. "The

result of this public/private partnering effort will be modern parking and 48 new housing units in the city. It's exactly the kind of investment focused on city neighborhoods and home-ownership that strengthens Cleveland's core."

The Terraces will offer condominiums on four levels, built above street-level restaurants, shops and services. The 358-space, four-deck parking garage will offer Terraces residents private access to reserved parking. Homeowners at The Terraces will be able to apply for a 10-year 50% abatement on property taxes.


Rob Thrun, Al. Neyer vice president of architecture and engineering, took cues from the neighborhood's rich archi-

tectural heritage when designing The Terraces.

"We placed emphasis not only on quality finishes and interior living spaces, but also on the exterior balconies and terraces that celebrate metropolitan living," Thrun says.

Construction of the parking garage began in March and is scheduled for completion this fall. Owned and maintained by the City of Cleveland Heights, the garage includes a separate, secure entrance for residents of The Terraces. Architectural elements include metal screening and glass stair towers.

When completed, The Terraces will be a 105,500-square-foot, L-shaped building with four levels of condominiums built over street-level commercial spaces, including an Ohio Savings Bank branch. The condominiums will include 48 lofts and flats including seven luxury penthouse units. The units will range from 963 square feet to 2,300 square feet.

Floorplans, interior finishes and amenities are now on display at The Terraces Sales Center at 2218 Lee Road. Information is also available online at www.terracesonlee.com. 



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February Construction Rebounds 7 Percent

At a seasonally adjusted annual rate of \$609.6 billion, new construction starts in February advanced 7% from the previous month, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building regained the elevated pace that had been present for much of 2006, following its weak amount in January. Meanwhile, residential building held steady and nonbuilding construction (public works and electric utilities) settled back. For the first two months of 2007, total construction on an unadjusted basis came in at \$83.6 billion, down 15% from the same period a year ago.

Much of the year-to-date decline for total construction reflects diminished activity for single-family housing. If single-family housing is excluded, the value of new construction starts during the first two months of 2007 is down a more modest 3% compared to last year. February's data lifted the Dodge Index to 129 (2000=100), up from 121 in January.

"The improved activity for nonresidential building in February indicates that this sector still has the ability to move at a good clip," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "The construction start statistics during the winter months can be volatile, and this proved to be the case for nonresidential building at the outset of 2007. A

better sense of where this sector stands will be provided in coming months, as it responds to varied factors. Market fundamentals, such as occupancies and rents, remain generally positive, and greater financing is available for such structure types as schools. At the same time, there's emerging evidence that the funding environment for commercial projects may not be quite as favorable as a year ago. For 2007 as a whole, it's still expected that nonresidential building in dollar terms will increase moderately. Public works construction should also see a reasonably healthy 2007, but residential building will continue to languish."

Nonresidential building

Nonresidential building in February climbed 25% to \$219.1 billion (annual rate), a pace that matched this sector's performance during the fourth quarter of 2006. The institutional side of the nonresidential market had a particularly strong February. Amusement-related projects soared 131%, boosted by the start of the massive \$1.3 billion expansion to the Javits Convention Center in New York, New York, plus groundbreaking for a large community center in Ontario, Canada (\$75 million). The public buildings category jumped 81%, reflecting the start of major detention facility projects in the states of New York (\$144 million) and Missouri (\$100 million).

Healthcare facilities approached last year's record rate of contracting, advancing 26% in February, as four large hospital projects reached groundbreaking in the states of Florida (\$260 million), California (\$180 million), Ohio (\$115 million), and Georgia (\$90 million). The educational building category maintained its upward track, rising 5% in February, as the large number of school construction bond measures passed in recent years continues to have an impact.

February did show reduced contracting for two institutional structure types – religious buildings, down 22%; and transportation terminals, down 46%.

The commercial categories in February witnessed across-the-board strengthening. Store construction grew 19%, as this structure type continues to withstand the downward pull from weaker residential building. Large retail projects that boosted February's contracting were located in New York, New York (\$162 million) and San Jose, California (\$65 million). Warehouse construction, rising 39% in February, began to catch up with some of the earlier strength shown by stores. Hotel construction in February jumped 61% after an especially weak January, helped by the \$144 million hotel portion of a large hotel/casino project in Santa Fe, New Mexico. Office construction registered a February gain of 13%, aided by groundbreaking for an \$85 million office project in Washington DC. After a weak January, manufacturing plant construction in February rebounded 37%, with projects such as a \$177 million ethanol plant in Indiana and a \$140 million food processing plant in Oklahoma helping to lift the manufacturing total.

February Construction Contracts for Cleveland Area

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

	2007	2006	Percent Change
Nonresidential	\$14,442,000	\$51,104,000	-72
Residential	\$44,528,000	\$82,585,000	-46
Total Building	\$58,970,000	\$133,689,000	-56

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

	2007	2006	Percent Change
Nonresidential	\$96,753,000	\$169,404,000	-43
Residential	\$129,941,000	\$149,475,000	-13
Total Building	\$226,694,000	\$318,879,000	-29

- 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

Residential building

Residential building, at \$276.3 billion (annual rate) in February, was essentially even with the previous month. Single-family housing settled back an

additional 2%, as its lengthy correction continued. By region, February revealed dollar volume declines for single-family housing in the Midwest, down 18%; the Northeast, down 3%; and the South Atlantic, down 1%; while the West was



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unchanged and the South Central grew 5%. The cost of financing remains low – the 30-year fixed mortgage rate averaged 6.3% in February, and has since eased back to 6.2% in March. However, the investor-led portion of homebuyer demand continues to be sharply lower than a couple of years ago.

"There's also mounting concern about the rise in delinquencies for subprime mortgages, and tighter lending standard for residential loans will be yet another factor dampening single-family housing this year," Murray says.

Multifamily housing in February climbed 13%, making a partial rebound after a very weak January. Large multifamily projects that reached groundbreaking in February were located in Boston, Massachusetts (\$107 million), Houston, Texas (\$91 million), Washington, D.C. (\$90 million), and Atlanta, Georgia (\$87 million).

The 15% decline for total construction during the first two months of 2007, compared to last year, was the result of this behavior by major sector – residential building, down 29%; nonresidential building, unchanged; and nonbuilding construction, up 9%.

By geography, the first two months of 2007 showed decreased activity in all five major regions relative to 2006 – the Northeast, down 7%; the South Central; down 8%; the South Atlantic, down 13%; the West, down 20%; and the Midwest, down 23%. **P**

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The Cleveland Green Building Coalition was first established in 1999 to facilitate incorporating Green Building ideas and values into the greater Cleveland market. Additionally, with several states and the federal governments' support of environmentally conscientious buildings, there are now more ways to save on your building costs and get tax credits, while helping the environment.

LEED was created as a voluntary standard to help define high performance green buildings. LEED is the rating system used by the U.S. Green Building Council to determine to what degree a building is compliant with green building standards. LEED certified buildings are healthier, environmentally responsible and tend to be more profitable than other structures. LEED measures all aspects of a building including water efficiency, energy efficiency, materials used, design, site selection and indoor environmental quality. Certifying your building not only boasts the short-term

benefits, but a building's return on investment in the long-term.

First, registration of the project is required at www.usgbc.org. There are three available levels of technical support to assist. The building is certified through the documentation being submitted, reviewed and approved. Regardless of what certification your building receives, a LEED-certified building carries large profitability and potential wherever it is located.

A local example is The Cleveland Foodbank's new 120,000-square-foot facility, which is green throughout.

Environmentalists and business people alike see that green buildings are here to stay and that LEED certification carries an opportunity for our pocketbooks and our environment.

Environmentalists and business people alike see that green buildings are here to stay and that LEED certification carries an opportunity for our pocketbooks and our environment.

Look into green building and LEED certification on a local and national basis. Building owners, developers, office managers and general contractors can all benefit in the short and long term by

considering this new, popular, environmentally sound, and economic trend.

BOMA Greater Cleveland is proud to provide this space to our Associate Members so they can inform, educate and share their knowledge with property management professionals. This article was written by Patrick Noble, sales representative with Sherwin-Williams. He can be reached at surep6618@sherwin.com. Sherwin-Williams is one of BOMA Greater Cleveland's Prime Vendors and has been a member of BOMA Greater Cleveland since 2002.

Janice Parham

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Giving a Lift to Cleveland Construction

ALL Erection & Crane Rental celebrates 40 years of building up business

By Linda Bloom | Photos courtesy ALL Erection & Crane Rental

In 1964 brothers Larry, Jake and Michael Liptak of Cleveland began a family company that grew into an entire family of companies — the largest privately owned crane sales and rental company in North America. But as far as they are concerned, their connection and commitment to Cleveland run deep.

ALL Erection & Crane Rental Corporation has been and will continue to be a part of the Cleveland landscape. Along the way, it has been a part of the building, construction or assembly of the Cleveland Browns Stadium, Cedar Point Amusement Park, Six Flags, Playhouse Square Center, Great Lakes Science Center, the Cleveland Clinic, Cleveland Museum of Art, and much more. When Sony Pictures came to Cleveland to shoot scenes for “Spider-Man 3,” ALL

Erection & Crane Rental was named Sony’s exclusive supplier of cranes and operators (pictured above during filming). And ALL was there at the launch of reconstruction at NASA.

Today the ALL family of companies provides an extensive range of services and inventory of recognized brand name equipment such as Grove, Manitowoc, Link-Belt, Lull, Gradall, Terex, Broderson, Shuttlelift, National Crane, Peiner Tower Cranes, Snorkel, JLG and Genie.

Through their strategic locations in the U.S. and Canada, they provide rental, sales, service and jobsite analysis to make sure customers have the right equipment on the job. The goal since 1964 has been to serve customers with the highest quality of value-added services in the industry, such as imple-

mentation of a Safety Management System that includes lift planning, crane selection and inspection, personnel training and certification, and performance monitoring. Each ALL facility is equipped with a fleet of service trucks, fully prepared to support its customers’ immediate needs. For delivering and returning rental equipment, ALL maintains its own company-wide fleet of 200 tractors and 650 trailers.

A family story

“It’s absolutely fascinating what my father, his two brothers and my mom did,” says Michael Liptak, ALL Erection & Crane Rental president.

From their humble beginnings, the brothers literally built an empire.

Michael C. Liptak, Jr. and his brother Jake had been working in the steel indus-

try, running cranes. Another brother, Lawrence (Larry), was returning from serving in the Army. The brothers, along with Michael’s wife, Marvine, began to recognize a customer need. Marvine, “the support system,” provided book-keeping and secretarial assistance.

From their original office, a modest trailer, they bought a crane and began renting it. They grew the fleet with cranes and trucks they bought and sold at auctions, and a family business was born.

“The brothers complemented each other as their talents went,” Norm Rados, sales manager, says. “Their strengths balanced each other. That made them really successful. To get this thing going, they didn’t take paychecks. They took enough to buy groceries. It’s amazing, looking back and comprehending what they built.”

By creating the new category, crane rental, and backing it with hard work, reliable products and outstanding customer service, the Liptak brothers believed they had laid the foundation for a company that would stand the test of time.

“It’s easy, once you’re here, to forget the beginning,” Michael says. “They are really amazing people.”

Their drive to succeed, their dedication to each other and the business, and their pride in their reliability and exceptional customer service didn’t go unrewarded. Today, ALL Erection & Crane Rental comprises locations throughout the United States and Canada, an organization with over 1,100 dedicated employees and thousands of satisfied customers.

ALL’s crane fleet includes crawler cranes up to 1,000 tons, hydraulic truck cranes up to 650 tons, hydraulic rough-terrain cranes up to 130 tons, and industrial cranes up to 22 tons. The fleet also includes tower cranes and a wide variety of aerial work platforms, including scissor lifts; telescopic booms and articulating booms; industrial, rough terrain, and telescopic forklifts; and boom trucks.

According to Norm, the business founders and current staff continue to reinvest revenue, supporting the company as they did in the beginning. ALL is continually upgrading the rental fleet in order to supply customers with the latest equipment technology available

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in the industry. Phenomenal new equipment is expected; 150 hydraulic cranes ranging from 1 to 50 tons are part of the mix. Soon to arrive are 250 aerial work platforms.

Giving back

Michael and Norm share some secrets of the phenomenal growth success, which are mirrored in today's business model. There was absolute dedication exhibited by the founding brothers, making themselves available around the clock to emergencies at steel mills, refineries, powerhouses, etc.

"I remember when I was 10 years old, the phone could ring at 2 a.m. for an emergency job," Michael recalls.

"When [customers] need to call somebody, we respond," Norm adds. "That's what we do best."

Proof positive: When the September 11 tragedy hit New York City, ALL had the largest available cranes to help with the disaster. It required forty trucks to transport one crane to the New York City Twin Towers site. Police escorts were provided all along the route to the job site. Under normal circumstances, various state laws firmly regulate travel and equipment transport. Since this was such a huge emergency, local laws were waived, and state police escorts provided seamless escort along the entire route.

The cranes were at the Twin Towers site for about nine months. One crane operator was supplied by the manufacturer, Manitowoc. Another crane operator was supplied by a local contractor in New York. ALL actually turned down another large job to work on this emergency.

Safety is the standard

ALL Erection & Crane Rental embraces a culture of safety and health, built on quality training. They enforce and expect it every day from staff. That makes for a more efficient and profitable partnership with customers.

"Training advances everybody," Norm says. "It is great for the company and great for the individuals. It keeps them learning, keeps them fresh, especially since technology is constantly changing on this equipment."

"Ongoing safety training is so important to us," Michael adds. "Safety is the standard. We set a high bar, and nothing but perfection is expected."

The Safety Management System begins the moment a customer hires ALL's services. The experienced sales staff, operators, drivers and service technicians immediately integrate safety, health and environmental awareness into the job. ALL Erection & Crane Rental sees safety not simply as a task to be accomplished, but as a culture — a way of conducting business — to be embraced.

Primarily, ALL sees its employees as its most valuable assets. It is the company's policy that every person is entitled to a safe and healthful place in which to work. The establishment and maintenance of a safe workplace is the shared responsibility of the employer and the employees at all levels of the company.

Committed to Cleveland

The company's success is due in part to the combined efforts of several generations of the Liptak family.

"[In the early days,] they did whatever they had to do to make things work," Norm says. "There was a full commitment to the business, and the money



STILL ON THE SKYLINE "We started in Cleveland; we're here to stay," says ALL Erection & Crane Rental Sales Manager Norm Rados says.

would go back into the business. They had this great work ethic. Basically, it started with one crane and it grew from there."

The original founders remain active in day-to-day operations, and second- and third-generation family members can be found in a variety of roles throughout the company.

"My dad is still very involved," Michael says. "He and my mom visit the other yards around the country."

These days they are often treated as visiting dignitaries.

"We started in Cleveland; we're here to stay," Norm says. "We've made a total commitment to this area and to our industry. The company is designed to continue to grow. We're investing in our employees and in our equipment."

He believes that his sales team's most important job is "face to face." For example, they are constantly going to job sites to "stay in front of people." ALL, among its many local affiliations, has memberships in local organizations like the Builders Exchange and the Ohio Contractors Association.

"It makes me proud that we've got a really great company with really great people," Michael Liptak says. "We're getting better every single day. This is a conscious effort. We have a commitment to always buying the best and newest equipment, to keep our fleet up to date. We're not the only game in town, but we are dedicated to improving upon our every performance. It's all about teamwork. We want people to continue to enjoy working here and to thrive." **P**

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NOVEL APPROACH

New construction, renovation project outfits Kent Free Library for current, future needs

By Mark Watt | Photos by Bill Schuemann

It was during the late 1890s that steel tycoon Andrew Carnegie, after amassing a large personal fortune for himself through various business enterprises, began focusing on spreading his wealth throughout the United States and elsewhere – eventually becoming one of history’s most remembered philanthropists. Although he established various schools and universities, donated money to scientific research and more, he is perhaps most associated with one grand cause: establishing more than 1,600 public libraries, including 101 here in Ohio.

Construction of these libraries was made possible by monetary gifts from Carnegie to various towns and cities. But there were some strings attached when he presented these gifts, including the condition that no libraries he funded would ever charge an admission fee to the public. To clarify this stipulation, one requirement was that the facades of these buildings would be engraved

with a series of words: either “Free to the People” or a simple variation, “Free Library.”

So it was that in 1901 the City of Kent had an opportunity to build the Kent Free Library, its first freestanding library dedicated to providing townspeople with resources to improve literacy and promote education overall. Working from a gift of \$10,000 from Carnegie, the

city enlisted Cleveland-based architect Charles Hopkinson to draw up plans for a building to house the new library. In the summer of 1902, A.C. Stambaugh was awarded the contract to build the structure at the corner of Main and River streets and by the following spring the approximately 4,000-square-foot building was completed and ready to be furnished. That September, the Kent



RESPECTING A RELIC Kent's first freestanding library building (above), a gift from Andrew Carnegie in 1903, has been preserved as part of the new Kent Free Library (right).



Free Library opened its doors for the first time.

Visit Kent today and you'll find the old Carnegie building where it has stood for over a century, just west of the Cuyahoga River which runs through the middle of downtown. But you'll find a lot more as well.

The old library building is now dwarfed by a brand new addition – completed last summer after the demolition of several previous, outdated additions – which boosts the library's available space to approximately 55,000 square feet. The new Kent Free Library, designed by Butler, Pennsylvania-based architectural firm Burt Hill and built over a 14-month period under the direction of Akron-based construction manager Thomarios, dramatically expands the library's offerings for residents of Kent and Portage County overall.

In addition to expanded space for its collection of books, DVDs, CDs, periodicals and other media, the library boasts a larger area for public computer access, a colorfully designed area for children, a senior reading room, expanded parking, a distinctive clock tower, a drive-through book drop-off and space for a small café, as well as numerous technological improvements from wireless Internet access to a computer-aided book sorting system. For its part, the original Carnegie building, which houses the library's local history collection and genealogy records, has been carefully restored.

TURNING A NEW PAGE

The genesis of the new addition and renovation project can be traced back to the late 1990s, says Charles Zumkehr, retired member of the Kent Free Library

board, who acted as liaison between the board and the construction and design teams.

"In the past, we would try to make updates to the library about every five years to meet the community's needs," says Zumkehr, who served on the library's board for nearly 40 years until retiring late last year.

But eventually the board felt it had its hands tied, he says, noting that in about 1998 it became clear to them that the library was running out of room to expand the way it had in the past.

At that point, the library was a total of roughly 18,000 square feet as a result of a variety of additions that occurred over the previous few decades. The original Carnegie building had served the community for almost 60 years until an addition was built in 1961, adding 3,400 square feet of space. Subsequent addi-

tions expanded the library's square footage by another 4,800 square feet in 1977 and by approximately 5,000 square feet in 1984.

"It became apparent to us that we wouldn't be able to serve the community well enough with the size of library that we had," Zumkehr says. "It was just too small, but we were landlocked and couldn't easily expand any more."

An American Legion building located just south of the building and an old church building to the west created hurdles to expanding the library, he says.

"We did have plans to maximize the use of the land and sacrifice a lot of parking in the process, but it didn't seem to be practical," he says. "So we approached the American Legion. There had previously been a fire in an older historic building [at the front of the American Legion's property] and they were operating out of a block building in the back of the property. We worked with them for about three years to find a suitable relocation for them and then we had to go through zoning with the city. The deal was that if we found them a new home, we could buy the property. That's what we did. We ended up picking up another small lot beyond them as well and that gave us the space we needed to truly grow the way we wanted."

The library also purchased the old Christian Science church to the west, which was eventually demolished, allowing more flexibility.

Architectural firm Burt Hill was hired to do a study for the library. As a result of the study, it appeared that knocking down the previous additions and starting fresh would be in the library's best interest, says John Kosar, principal in charge of the project for Burt Hill.

"There were a number of factors [that led us to advise building new]," Kosar says. "Most importantly, it was going to

be more cost efficient to build new than gut the existing buildings and renovate to put in modern, energy-conserving systems. On top of that, architecturally, the previous additions were an unrelated hodge-podge that didn't match so well." As a part of the process, the board reviewed about a half-dozen of recently completed libraries throughout Ohio, Michigan and Pennsylvania, looking

for recent trends and potential problem spots, as well as site choices.

"In the early stages, we made a decision to stay in the central part of town," Zumkehr says. "As we saw in other cities we visited, many libraries are being built out in some open fields on the outskirts of town, like shopping centers with parking all around them, and everybody has to drive to get to them. Economically,



Tracking Back

In the children's area of the new Kent Free Library is a colorful replica of a train, with cushioned seats to provide comfortable reading spaces for young visitors. It's a playful yet fitting reference to Kent's history as a railroad town and the library's original incarnation as a reading association for employees of the Atlantic and Great Western Railroad.

Organized in 1875, the Atlantic and Great Western Railway Reading Room Association was based out of the second floor of the Kent Depot, which still stands in downtown Kent and today houses the Pufferbelly Restaurant. Each member paid an annual due of \$1 and in return could check out one book at a time.

In 1896, the association's 800-book collection was relocated to a space on the second floor of the Worthington Block (on the northwest corner of Main and Water streets) and used to start the town's first public library, where it remained until the Kent Free Library building was built in 1903.

More info on Kent's history is available online at www.kentohiohistory.org. —MW



TRAIN TOWN TREATMENT The Kent Free Library's origins can be traced back to a reading room association formed in the old Atlantic and Great Western Railroad station in downtown Kent (top) to serve railroad employees (middle). Playful design in the children's area of the new library (above) alludes to this legacy.

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READING LIGHT From the south, visitors enter the building and are welcomed by an expansive, two-story atrium. Natural light in the space is supplemented by skylights at the top of a grand staircase.

that might have been a better choice for us, but we wanted to preserve the original Carnegie building and we wanted to stay in the central business district of the community to support downtown and create more of a focal point within the downtown area.”

Burt Hill completed a design for the new addition, which was unveiled to the public in the summer of 2004, as its construction would depend on the passage of a tax levy.

“We had never asked the city to pass a levy for the library before but that’s what we did,” Zumkehr says. “The community was very supportive and passed the levy [in 2004], which allowed us to get the project rolling.”

After the library’s operations were temporarily relocated to an open storefront in a shopping center on the south side of town, construction began in the fall of 2005 with Thomarios serving as construction manager.

“Relocating was a great decision,” Zumkehr says. “It allowed the construction to take place unobstructed. Also, we were lucky enough to use the old church building as a staging area, as opposed to having trailers all over the place. Logistically, that helped immensely too.”

Work followed for 14 months until the project’s completion in the summer of 2006.

“We were on time and on budget,” Zumkehr says. “And we were really

OPEN BOOKS A children’s area is playfully designed with separate entrances for adults and children through a wall designed to appear as a giant shelf of books

happy with performance of the contractors. As we are a library board, we don’t build buildings every day like developers, so it took us time to make some of the decisions. [Thomarios and Burt Hill] had to work within our decision-making process, which isn’t always the easiest thing to do. But it worked out well. I think the building turned out great. We’ve had a lot of great feedback from people in the community.”

Paul Thomarios, president/owner of Thomarios, agrees.

“When the architect is happy and the owner is ecstatic – that’s when we determine that we’ve done a great job,” Thomarios says. “That was the case here. It was a great project.”

A LOOK INSIDE

From the outside, the new Kent Free Library – a steel frame building with steel stud exterior walls with rigid insulation and wrapped with a brick veneer system – evokes somewhat of a neo-classical architectural design approach, which defers to the traditional look of the old Carnegie building, says Kosar, of Burt Hill.

“The biggest driver for the exterior design was the Carnegie building but we took it a few steps further,” he says.

Taking cues from the Carnegie building, masonry is used for the majority of the exterior, but so are efficient glazing systems, insulated smooth metal panels and concrete accents.

“I was trying to create an architectural image that is timeless instead of taking a snapshot of a particular architectural style from one particular time or being too deferent to an earlier style,” says Michael Corb, project architect. “So the challenge for me was to not recreate the past but instead convey a sense of timeliness. That was library’s intention as well. We think this design won’t date itself in ten or 20 years.”

An arcing landscaped plaza on Main Street includes steps leading to a classic arcade entrance that is balanced with an



iconic clock tower to the west and the old Carnegie building to the east.

“The building really has two main entries,” Corb says. “There’s the Main Street entrance at the north side of the building, which we attempted to scale for pedestrians with an inviting entrance that steps up naturally to the building, taking advantage of the slope of the land. There is also a main entrance from the rear of the building, where the park-

ing lot is situated, that is much more of a vertical entry.”

From the south, visitors enter the building and are welcomed by an expansive atrium with a tiled floor that transitions to carpet. Here on the main floor, they can access the old Carnegie library, which is dedicated to local history and has been renovated to match its original design, or browse through the library’s book and video collections.



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An area at the center of the first floor is dedicated to recent book releases with a backlit book stacking system that is reminiscent of displays at modern bookstores like Borders. This approach is visible elsewhere with creative wooden signage, designer track lighting and even the inclusion of a first-floor space nearby that will eventually be used as a café.

"We wanted to break the perception that a library is just an introspective space, a somber space," Corb says. "We wanted to recognize that people's wants and desires from a public library have evolved over the past century."

Corb says that the attention to detail for specific users throughout the library makes the library unique, noting several spaces on the second floor as examples. Up the grand staircase to the second floor, visitors are met with a variety of options.

To the left, a children's area is playfully designed with separate entrances



WARM WELCOME A senior reading room is designed to create a feeling of a warm, personal library with a stone fireplace, recessed book shelving and more.

for adults and children through a wall designed to appear as a giant shelf of books. Inside the children's area, stacking systems are broken up with a number of visually interesting features. Kids can find a space to look through books beneath a "reading tree," climb aboard

cushioned reading spaces aboard a large, colorful replica of a train or enter an area dedicated to story time events. The story time area, viewable through a wall of glazing that provides acoustical isolation, is designed with a black, acoustic-paneled ceiling dotted with small lights to simulate a night sky and includes benches resembling wood logs.

To complement the themed construction of the children's area, colorful clouds, train tracks and a train were cut into the ceramic wall tile of the family restroom, according to Sal Younis, project manager of Dunlop and Johnston, Inc, general trade contractor.

Also on the second floor is a senior reading room with a stone fireplace element, recessed book shelving and a high ceiling with plenty of natural light. The intention of this space was to create a feeling of a warm, personal library with carefully selected furniture, carpeting and chandelier choices, Kosar says. (Gretchen Zetler, of

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FINDING SPACE The library's south entrance opens to a new parking lot with 90 spaces. Thirty-three additional spaces are available on the library's basement level if needed.

Burt Hill's Pittsburgh office, handled the interior design.)

Elsewhere on the second floor level is a computer lab area, which is separated by an interior glazing system, the library's collections of periodicals and CDs, several closed-off study rooms and a conference room that can be divided into two smaller spaces when needed with a sliding divider.

The library's third floor is largely dedicated to offices for library staff with a small reception area for visitors. Nearby is a 400-square-foot boardroom with an adjacent servicing kitchen. The boardroom includes an entrance to a 750-square-foot rooftop patio that can be used for receptions. Also on the third floor is the building's mechanical room, which includes two doorways leading directly onto the roof for easy access to rooftop units.

"The library was interested in some sustainable design features," Kosar says. "So there are 98% energy efficient boilers and building automation systems. Also, the third-floor staff area has separate zones to allow more comfortable environments for individuals."

The roofing includes an asphalt and shingle system as well as a built-up multiple-ply system in places.

A basement level has been designed to serve as a parking garage with 33 spaces for staff or senior members of the community. Adding a level of flexibility, the basement has been designed to be built-

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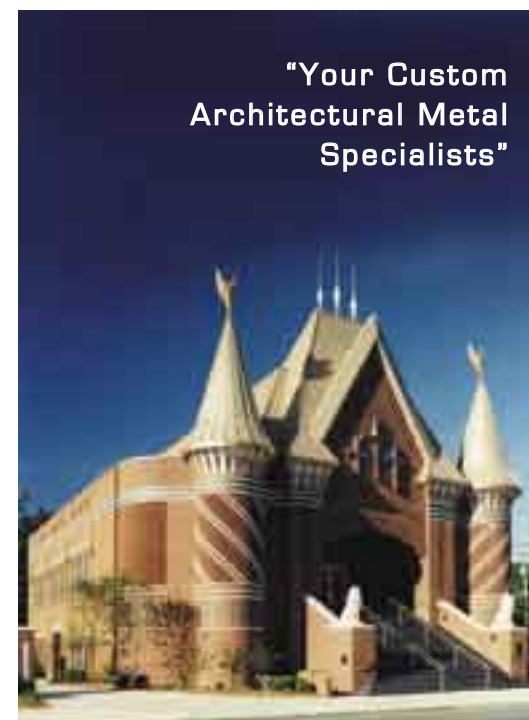
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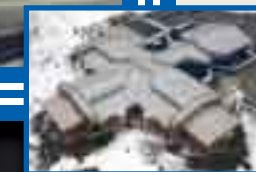
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Designed for Success

Local Burt Hill office enjoys growth

“Collaboration is the standard operating procedure here,” says Mike Carter (pictured above), senior associate/office manager of international architectural firm Burt Hill’s local office in Beachwood. “It’s something we do on every project.”

The Butler, Pennsylvania-based firm, founded in 1936 by G. Edwin Howard, Jr. and later named after Ralph Burt and Alva Hill in 1968, has seven offices throughout the U.S., as well as recently opened offices in India and the United Arab Emirates. Its Beachwood office opened in 2001.

“Each of our offices has their own areas of expertise,” he explains. “So when a project comes to the table, we have plenty of resources to pull from.”

For example, he says, the firm’s Butler, Pennsylvania office specializes in libraries (such as the Kent Free Library), its Boston office is specialized in hotels and its Dubai office focuses on resorts. The Beachwood office concentrates on healthcare and education projects.

According to Carter, the Beachwood office has enjoyed steady growth since opening six years ago.

“We started with three employees and we’re now at 22 with plans to hire more in the near future,” he says.

The company, which moved into its new offices at 3700 Park East Dr. in September 2005, has completed a variety of projects in the area in recent years, including work for Kent State University and Cleveland Municipal Schools. Outside of Northeast Ohio, the firm has completed work for Columbus State University, Miami University and several colleges in New York. It’s also in the beginning stages of some healthcare projects in Dubai and Abu Dhabi in the United Arab Emirates.

Carter notes that the firm was recently named as the architect for an expansion project for the Cleveland Institute of Art.

“That’s certainly our most exciting project right now,” he says. “We’re hoping to start construction next year.” —MW



CHECK THIS OUT Technology is evident at the library’s book return and checkout counter. A barcode scanning system allows visitors to check out books themselves, and a motion-activated conveyor system automatically sorts returned books.

out for future expansions of public library space if desired.

SKIPPING AHEAD

The new Kent Free Library has been designed to meet not just current needs, but future needs as well. In addition to the larger square footage to work with in the new building, there are other aspects of the facility that bring its offerings up to date and prepare it for evolving requirements of modern libraries.

Its mechanical systems have been designed with efficiency in mind to keep operating costs down. Wireless access is provided for visitors armed with laptops, while a larger number of publicly accessible computers also make Internet access more available for members of the community. Networked television monitors are situated throughout the facility to deliver information on upcoming events, new releases and more.

Finally, there’s the new book sorting process, designed to save on operating costs.

“It’s pretty impressive,” Zumkehr says, while standing at the library’s checkout counter and pointing through a glass doorway toward the book return area.

As he explains, borrowed books are returned either inside at the checkout counter where we are standing or at a drive-through book drop-off window nearby. The books are set upon a motion-activated conveyor system

that brings books into the book return area. Using technology borrowed from industrial and commercial applications but relatively new to libraries, the conveyor system includes scanners that read barcodes on returned books. As the books pass the scanners, they are designated for different destinations within the return area – maybe fiction books to this book bin and audiobooks, CDs and DVDs to that book bin.

“[This kind of technology] saves money in the long run,” Zumkehr says, noting how time-consuming book sorting can be when performed manually.

As Corb notes, libraries of the 21st century have evolved considerably and that is reflected through all of these various technological features.

“This library has been designed to connect itself not just with Kent and surrounding communities, but also the country and the rest of the world,” he says. “And I think it has turned out very well. I think that are some very dynamic spaces inside and outside, and it seems to be meeting the needs of the community very well.”

Kosar agrees, noting that he has visited the library a number of times since it opened.

“I’ve been there at different times of the day and I always see a parking lot filled with cars,” he says. “For us to see the building functioning as the client envisioned and to see it being enjoyed by the end user, that is what is most rewarding.” **P**

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To Arbitrate or Not to Arbitrate? That Is the Question



DAVID W. WOODBURN

When it comes to contracts, one clause that routinely gets overlooked and underestimated is the “arbitration” section. Typically, this section is found at the end of development, construction and other common business agreements. While the language generally appears harmless enough, the provisions can often lead to very harsh results. Given the legal significance that the arbitration provision holds, it is necessary for individuals to understand how arbitration works and when such language is (or is not) enforceable within an agreement.

Simply put, arbitration is a procedure whereby a dispute between parties is resolved by neutral third parties who are knowledgeable with the issue at hand. These “arbitrators” listen to the dispute

and render a decision, similar to how a court would rule on a case. The most important concept of arbitration is that it is final and binding. An arbitration decision is subject to review by the court system in only limited circumstances. Accordingly, when you consent to arbitration, you must realize that you are essentially giving up your rights to a trial on the matter at hand.

Given the finality and legal significance that arbitration has, it is important to understand whether or not you wish to have such a clause in your contract. While arbitration is encouraged by the court system as a method to settle disputes, situations can arise where arbitration and mediation clauses in a contract will be deemed unconscionable and, accordingly, unenforceable. It is

important to understand when arbitration provisions may be unenforceable so that you can modify your own contractual provisions or negotiate around the provisions prepared in other’s contracts.

Most recently, in Taylor Building Corporation of America v. Benfield (Taylor Building Corporation of America v. Benfield, 168 Ohio App. 3d 517; August 28, 2006), the Twelfth District Court of Appeals reviewed a residential construction contract wherein the arbitration provisions required the property owner to submit to arbitration in Kentucky (the home of the construction company), pay all attorney fees incurred by the builder, and agree to waive any right to a jury trial. Likewise, in entering into the agreement, the builder represented that such language was non-negotiable and that the homeowner must accept such language in the contract if the homeowner wished to have the builder construct the new residence.

The Court of Appeals ultimately rendered a decision that the arbitration provision was unenforceable. In reaching this conclusion, the court determined that if an arbitration provision is deemed to be unconscionable, the arbitration clause may be rendered unenforceable. Unconscionability is recognized to include a lack of meaningful choice on the part of one of the parties to the contract, coupled with contractual terms that are unreasonably favorable to the other party.

Accordingly, when examining an arbitration provision in a contract, the parties must apply a two-part analysis. First, the party seeking to establish that the arbitration clause is unconscionable must show that the provision is “procedurally unconscionable.” To reach this conclusion, the courts consider the following factors: (1) the relative bargaining position of the parties; (2) whether the terms of the arbitration provision were explained to the weaker party; and (3) whether the party claiming that the provision is unconscionable was represented by legal counsel at the time the contract was signed (Porpora v. Gatliff Building Co., 160 Ohio App. 3d 843; 2005). Thus, where an individual with superior bargaining power mandates that the arbitration provision is non-waivable, they are opening themselves up to the possibility that the contract will be

treated as an “adhesion” contract which could be deemed unenforceable due to its procedural unconscionability. While this is not as likely to occur in situations where experienced companies are negotiating a contract, it is likely to be the case when one party to the contract is an “unsophisticated” individual.

Aside from procedural unconscionability, the court must also determine that the clause was substantively unconscionable. This means that the contract terms must be generally unfair and commercially unreasonable. Many times this is the more difficult of the two types of unconscionability to establish. Courts will generally examine all of the relevant facts and circumstances surrounding an agreement and make a factual determination as to whether the contract was substantively unconscionable.

In the Taylor Building case, the court found that the home construction contract was substantively unconscionable given that the contract required the property owners to wait until completion of construction before seeking relief, the property owners were required to waive a right to a jury trial as well as assume complete responsibility for paying home builder’s legal costs, and the contract did not disclose the cost of the alternative dispute resolution process. All of this led to the conclusion that the arbitration provisions was unconscionable and, therefore, unenforceable.

The moral of the story is that arbitration clauses should not be thrown into every agreement just for the sake of being in the agreement. There is a time and place for such provisions. The appropriate time is typically when two sophisticated parties are negotiating a contract with one another. However, when one party seeks to use the arbitration provision as a weapon, that party needs to be prepared for the provision to be deemed unconscionable and unenforceable. A wise person will make sure that they don’t force such provisions on the unwary. **P**

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Spring Cleaning



ALEC J. PACELLA

The arrival of spring typically ushers in the annual occurrence known as “spring cleaning,” when homeowners descend on their homes with buckets, sponges, soap and water. Spring is also an ideal time to give investment properties a good scrubbing. This month, we are going to discuss some of the things that can be done to fine-tune the physical aspects of investment real estate. While most are cosmetic in nature, these efforts often pay dividends beyond the initial “pride of ownership” feeling. Tenants are happier if their surroundings are clean and happy tenants are much more likely to renew when their lease expires. The same logic applies for prospective tenants; they are more likely to consider leasing space if the property is neat and orderly. A good spring cleaning also gives insight into the physical condition of the property and can be a tip-off for a potential bigger issue.

One of the most critical parts of any structure is the roof, as the soundness of a property starts with the soundness of the roof. And since the responsibility of roof maintenance, repair and replacement often lies with the landlord and not the tenant, it is critical that an owner not just inspect the roof on a regular basis, but also have money set aside for regular repairs and maintenance. Depending on the type of roof, this can include re-coating, caulking, sealing and/or replacing

shingles and flashing. It should also include cleaning of any gutters, downspouts and/or scuppers. Roof inspections are particularly important after enduring a winter like this past one. Heavy snows and frigid temperatures can quickly deteriorate roofs that appeared fine in the fall.

Another critical component is the parking lot, again because repair and replacement often lies with the landlord. A good sweeping will not only improve the appearance but also reveal any areas that need attention. Filling cracks and/or potholes early can prolong the need for larger-scale repairs or resurfacing. This is also a good time to clear the areas around any catch basins. Another area to check is where the parking lot meets the building. Ideally, these should be sloped away from the structure so that water flows away from the building. It is also a good idea to have these areas caulked to dissuade water from seeping toward the foundation. Finally, be sure to check and repair any curbing that may have been damaged from snowplows.

Spring is also a great time to inspect and clean heating and cooling components. Depending upon the type of unit, filters need to be cleaned or changed, burners need to be cleaned or replaced and the general mechanicals need to be inspected. Units on commercial properties are often mounted on the rooftop, so

be sure to check the penetrations to ensure no cracks or leaks.

Finally, leases are sometimes structured with the tenant being responsible for minor repairs and regular maintenance and the landlord responsible for major repair and replacement. If this is the case, consider spring a reminder to ensure this is actually occurring. Speaking of tenants, make it a point to walk through any leased spaces if you haven't recently been in them. In addition to getting some face time with the tenants, it also will provide some insight into how they are maintaining the interior of the premises and may provide an indication of any larger issues, such as roof or foundation problems.

One of the most overlooked aspects of a property is vacant tenant spaces. I cannot tell you how many properties that I've been in where the vacancies are a train wreck. If I see this as a casual observer, imagine the difficulty that a prospective tenant will have visualiz-

Heard Here First

It's Good to be the King The King Group followed up its one million square foot acquisition of Duke Realty's eastern suburban office buildings with a smaller purchase in the south submarket. KBS Realty sold two office buildings totaling about 130,000 square feet to the King Group in early April.... **Bowing Out** Speaking of KBS, they are slowing winding down their holdings in Cleveland. In addition to the two suburban buildings, they are also in the process of selling Eaton Center downtown. Their lone remaining asset, the Penton Media building (formerly the Bond Court building), is expected to be put on the market sometime this summer. —AP

ing their new home if they have to look through clutter, tattered carpeting, stained ceiling tiles, dirty floors, etc.

Think about being proactive with any vacancies, getting them “market ready.” This could be as simple as cleaning the carpets, touching up the walls and getting rid of any rubbish and clutter left behind by the previous occupant. If the space is a real mess, consider demolishing it back to shell condition. Even if it's just a portion of the space, a prospective tenant will have a much better impression looking at shell space rather than a cut-up, messy rats nest.

Another concept that I have seen work very well is the development of a marketing suite. This suite is fully built-out, illustrating standard carpet and wall covering finishes and usually containing a generic configuration that could work for a variety of target tenants. Although the idea is to give prospective tenants a vision of how they could build out their space, tenants will often just want to move directly into the marketing suite, as it is turnkey and ready to go. When this happens,

the owner leases this up, builds out another marketing suite and the process starts over. This works particularly well for office buildings but the concept can apply to most types of investment property.

So this spring, make sure that you devote some time to your investment property portfolio. A little work now can go a long way and save big money in the long run. **P**

Alec Pacella is regional manager for First Industrial Realty Trust, Inc. Contact him at 216.525.0968 or apacella@firstindustrial.com.

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MIKE FANOUS

Commercial Vacancies Rise Modestly

The National Association of Realtors (NAR) recently released its quarterly commercial real estate outlook and noted that as some tenants move to newly built locations, commercial real estate vacancies are rising modestly. This follows a record year for investment activity.

Office Market

A flight to quality office space, notably in new buildings, will raise vacancy rates in older class B and class C buildings. In addition, employers are using space more efficiently through telecommuting and "office hotelling." Speculative new construction is being held in-check.

Office vacancies are expected to rise to an average of 13.9% by the end of the year from 12.6% in the fourth quarter of 2006. Annual rent growth in the office sector is forecast at 3.2% in 2007, following a 5.2% gain last year.

Estimates for the first quarter show areas with the lowest office vacancies include New York City; Seattle; Honolulu; Orange County, California; Washington, D.C., and Miami, all with vacancy rates of 9.7% or less.

Net absorption of office space in 56 markets tracked, which includes the leasing of new space coming on the market as well as space in existing properties, is projected to be 21.9 million square

feet this year, down from 76.2 million in 2006.

Office building transaction volume set a record of \$133.6 billion trading hands last year, up 32% from 2005.

Industrial Market

Trade is continuing to be the dominant influence in the industrial sector in terms of investing and leasing. The needs of modern distribution networks are fueling demand for new space. Property pricing and rising rents in some markets are forcing users to consider other locations where both land and operational costs may be lower.

Vacancy rates in the industrial sector should average 10.1% by the end of the year, up from 9.4% in the fourth quarter of 2006. Annual rent growth is likely to be 2.3% by the fourth quarter, up from a 1.4% annual gain in the fourth quarter of 2006.

Net absorption of industrial space in 54 markets tracked is estimated at 75.9 million square feet in 2007, down from 189.1 million last year.

Industrial transaction volume in 2006 was a record \$38.9 billion, up 9% from 2005.

Retail Market

Consumer confidence is rising at a fairly slow pace, but a sluggish hous-

ing market and economic concerns are dampening consumer spending and, possibly, demand for retail space.

Vacancy rates in the retail sector will probably slip to 8.1% in the fourth quarter of 2007 from 8.2% in the same quarter last year. Average retail rent is expected to grow 1.1% this year, following a 3.9% gain in 2006.

Retail markets with the lowest vacancies include Orange County; San Francisco; San Jose, Calif.; Las Vegas; Honolulu and Miami, all with vacancy rates of 4.4% or less.

Net absorption of retail space in 54 tracked markets is projected at 19.9 million square feet in 2007, up from 8.4 million in 2006.

Retail transaction volume declined 7% in 2006 to a total of \$46.9 billion; much of the decline was in regional shopping centers. However, unanchored strip centers, free-standing drug stores and big box retail centers saw large gains. At the same time, pricing for retail space rose 13% in 2006 to an average of \$168 per square foot.

Multifamily Market

In the apartment rental market – multifamily housing – vacancy rates are forecast at an average of 5.9% at the end of this year, which would be unchanged from the fourth quarter of 2006. Average rent is likely to rise 2.8% in 2007, following a 4.1% increase last year.

With the condo conversion craze coming to an end in most markets, multifamily investment is normalizing. Condo converters accounted for \$30 billion out of \$88 billion in multifamily transactions in 2005, but were down to \$9 billion out of \$87.4 billion in 2006. Some converted projects are returning to the rental market, and investors are now focused on income appreciation and improving fundamentals.

Multifamily net absorption should total 223,900 units in 59 tracked metro areas in 2007, up from 221,900 last year.

The areas with the lowest apartment vacancies include Northern New Jersey; San Jose; Salt Lake City; Los Angeles; Miami; Washington, D.C., and Norfolk, Virginia, all with vacancy rates of 3.1% or less. **P**

Mike Fanous is the 2007 chairman of the board for the Cleveland Area Board of Realtors



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Firm Provides Fresh Look at Heinen's Stores

Studio Graphique, a brand development consultancy and environmental graphic design firm, recently completed the installation of a new brand identity and signage program for four of Heinen's family-owned and operated fine foods stores: Green Road (University Heights); Landerwood (Pepper Pike); and Chagrin Boulevard (Shaker Heights), and the newly purchased and renovated Strongsville store.



Photo by Eric Hansen

Studio Graphique was selected by the architecture firm Process Creative Studios to join the team. After careful analysis of Heinen's core identity, existing brand and store layout, Studio Graphique and Process collaborated with Heinen's corporate staff to develop an in-store brand experience that would encompass all of their aesthetic, communication and wayfinding needs, while helping to demonstrate the sourcing story of how Heinen's products are grown, harvested and selected.

"When redesigning the look and feel of the stores, we based it on the idea of an outdoor market" says Rachel Downey, principal and creative director at Studio Graphique. "All of the department signage and aisle signs are hung at a pedestrian level and have large lettering, to create better ease of use and a more intimate environment for shoppers."

Studio Graphique put special emphasis on Heinen's stand-out departments, giving them new names and unique identities within the larger store. These areas include: Joe's Meat Market – Home of Heinen's Own Products (named after Tom and Jeff Heinen's grandfather, the store founder), The Produce Marketplace – redesigned to create more of a market feel, The Wine Bin – showcasing wine selections and food pairing ideas, and The Kitchen Table – an area for prepared meals, cooked in-store by Heinen's own chefs.

Studio Graphique also designed a new signage rod system for product display signage that allows Heinen's to add graphics, descriptions and stories that provide unique educational opportunities for shoppers to learn about the products, how to use them, where they came from, individual farmer stories, the growing/selection process, etc.

The next stages of this project will include installation of the new signage program and décor package at the Heinen's store in Aurora.

Tenable Acquires Former Gray Security's Business

In a recent purchase this February, Tenable Protective Services, Inc. acquired the former Gray Security company's business to include its security, mobile patrol and alarm response services. Over the next few weeks, Tenable Protective Services will be poised in transferring

this book of business into the Tenable family.

Tenable Protective Services has already placed the new security personnel through their training academy programs to include CPR and First Aid training and other proprietary courses to include applicable law review, enhanced guest services and a safe driver's program. In addition to acquiring this new

business portfolio, Tenable Protective Services has also retained the professional services of Peter Gray in the capacity of a special consultant.

"Working with Peter Gray will lend a great opportunity for both of us to expand our business platforms," Tenable Protective Services President Ryan Fioritto says "I could not be more pleased to be able to

bring this deal from the drawing board to the operational field. I look forward to servicing our new clients and presenting great opportunities to our new employees."

Cliff Nowak has also retained services with Tenable Protective Services as the assistant director of operations in its Akron Office.

Peter Gray of Gray Security says he wanted to sell his security business to a company "that would continue to provide superior security services to loyal long term clients and to provide the best benefits to [his] dedicated employees."

"Tenable filled the bill in both cases," Gray says.

Tenable Protective Services, Inc, is a combined operation with Tenable Event Services based out of Cleveland. The corporation specializes in security, law enforcement, event staffing, management services, mobile patrol, investigations and consulting services.

Tenable also has offices in Akron, Cincinnati, Columbus, Toledo, Detroit, Michigan and Washington, DC.

R.E. Warner Earns Engineering Award

R.E. Warner & Associates, Inc., a multi-discipline consulting, engineering and architectural firm headquartered in Westlake, was recently awarded an "Engineering Excellence Honor Award" by the American Council of Engineering Companies of Ohio (ACEC). The award was given to R.E. Warner for the design of an emergency system to supply critical cooling water to U.S. Steel



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| 3 NAIOP / Board Meeting | IREM / Golf Outing |
| 8 GCMBA / Commercial Forum | GCMBA / Annual Installation Lunch |
| 10 IREM / Luncheon | AIA / KSU Scholarship Golf Outing |
| 14 AIA / AIA Ohio 150 Hosts Sim van der Ryn | 20 NAIOP / Developers Roundtable |
| 15 HBA / Between a Rock and a Hard Place – Survivalist, Aron Ralston | 21 CREW / Monthly Member Luncheon |
| 17 CREW / Professional Development | 28 IREM / CPM Candidate Breakfast |
| 18 NAIOP / Award of Excellence | |
| 21 IREM / Education | July |
| 24 GCMBA / Board Meeting | 19 CREW / Past President Golf Outing |
| 31 AIA / Historic Preservation Awards Ceremony | IREM / Education |

June

- | | |
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| 11 NAIOP / Charity Golf Outing | 20 GCREO / Leadership Forum |
| | 26 IREM / Membership Recruiting Event |

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Corporation's Hot Strip Mill Reheat Furnaces during a loss of utility power event.

The importance of the project was dramatized in the 2003 northeastern United States power blackout when the lack of power caused considerable equipment damage and loss of needed production. U.S. Steel wanted to be better prepared for any possible future blackouts.

R.E. Warner evaluated and designed a backup power-generating system that would support the operation of two 25,000-gallon-per-minute cooling water pumps. The critical requirement was to have the capability to restart two pumps within two minutes of initial commercial power outage. The installed

system provides pump start-up within 32 seconds of loss of power.

R.E. Warner performed all of the engineering associated with the study as well as installation design, construction observation and start-up assistance and training for operations and maintenance personnel.

Burt Hill Continues Cleveland Office Expansion, Announces Promotion

Burt Hill's Cleveland office continues its growth with the following changes and additions to its Beachwood office.

Christopher Panichi, AIA has joined Burt Hill as project manager, bringing more than

12 years of diverse experience in design and management of major projects throughout Ohio. In addition he currently sits on the Mayfield Heights Architectural Review Board.

Ivan Nemecek has joined Burt Hill as a senior CAD technician, bringing almost 10 years of experience in creating construction documents and construction administration to Burt Hill.

Garland Announces New Head of Cleveland-Based Team Innovation

High-performance commercial roofing manufacturer, The Garland Company, Inc., recently announced that Joe Mellott, one of the co-founders of Momentum

Technologies, inc. (MTi) and the holder of several patents for roof-related innovations, is now heading Garland's Team Innovation, headquartered in Cleveland.

According to David M. Sokol, president, Team Innovation represents a "no boundaries" interdisciplinary approach to development.

"Innovation is not confined to the laboratory," Sokol says. "Innovation happens when the individuals responsible for researching, developing, manufacturing, and marketing products continually communicate with each other, their suppliers, and their customers. Under Joe's leadership, Garland's Team Innovation will be generating ideas and implementing them in a

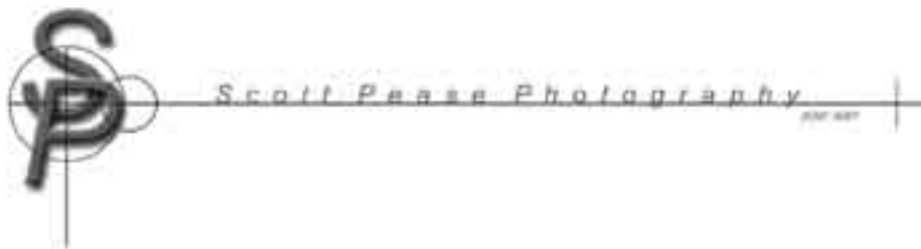


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focused, integrated approach that starts with anticipating customer needs, continues with quality-controlled material purchasing and processes, and ends with the introduction of products that raise the performance bar for our industry.”

Mellott has dedicated the last ten years of his career to developing MTi into a \$50 million enterprise distributing rubber and specialty chemicals to the roofing marketplace. A graduate of Case Western Reserve University, he holds a BS in engineering, is a frequent contributor of technical articles to industrial publications, and a participant in innumerable roofing-related organizations. He has served as the tech-



Joe Mellott

nical chair, and is currently vice president, of the Roof Coatings Manufacturers Association (RCMA); is on the board of the Cool Roofs Rating Council (CRRC); and is an active member of the Roof Consultant Institute (RCI), the National Roof Contractors Association

(NRCA), and the Asphalt Roofing Manufacturers Association (ARMA).

Richard L. Bowen + Associates Welcomes Director of Civil Engineering

Halle Jones Capers, a professional engineer with extensive experience in highway design, has been named director of civil engineering for Richard L. Bowen + Associates, an 85-employee architecture, planning and engineering firm.

“[Capers] brings strong leadership qualities and a wealth of experience to our growing firm,” says Richard L. Bowen, president of Bowen + Associates. “Her strengths will enable us to provide

greater efficiencies and quality control to our clients.”

Not only is Bowen + Associates engaged in numerous public and private architectural undertakings in Northeast Ohio, including the renovation of John Hay High School, the firm serves as engineers for the city of Maple Heights and North Olmsted.

Before joining Bowen, Jones Capers was director of the Women in Engineering program at the University of Akron for three years, overseeing the recruitment and retention of women engineering students. From 1999 to 2003, she was with the Cleveland office of DLZ in various management positions within the trans-

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portation department. From 1993 to 1999, she was with the Akron and Cleveland offices of Finkbeiner, Pettis & Strout, now ARCADIS, as a transportation engineer.

Bialosky + Partners, Art & Science Lighting Design Earn 2007 IESNA Design Award

Bialosky + Partners, Architects and Art & Science Lighting Design were recently presented with 2007 Illumination Design Awards by the Cleveland chapter of the IESNA (Illuminating Engineering Society of North America) in recognition of outstanding achievement in lighting design for their project American Greetings Town Center. This juried

award program provides opportunities for recognition of professionalism, originality, creativity and ingenuity in lighting design.

Lighting, both natural and artificial, became an important part of the design solution – an attempt to bring the feeling of outdoors inside. Bialosky + Partners was given the mission by their client, American Greetings, to transform a windowless warehouse space at the heart of American Greetings Cleveland Headquarters into a sophisticated interior gathering place.

A Starbucks and "American Greetings at Town Square" (an 'employees only' model store) are featured with tall brick facades and canted



American Greetings Town Center

Photo by Todd Williams, Shooting Star Photography

metal and acrylic canopies. Two massive skylights are cut into a 26-foot high truss supported ceiling. A series of large bowed fabric clouds of varying sizes are suspended at differing heights.

Lighting was conceived jointly by Bialosky + Partners and lighting designer Art & Science Lighting Design. The lighting palette was designed

to reinforce graphics and materials. Display panels are side lit by concealed fluorescent lighting. Metal Halide spots splash warm pools of light onto the floor and tables. Decorative sconces are added for sparkle, scale and urban context. LED floodlights, mounted above, mottle the "clouds" with a color program that scrolls through a simulated day that begins with a pink dawn and culminates in a violet and orange sunset.

"The lighting design enhances the welcoming nature of this gathering space," says Arthur Cernoia, director of corporate services for American Greetings.

American Greetings Town Center opened in December 2006. **P**



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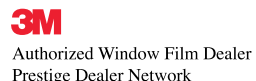
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Founding Principles

70 years on, Charles Schulz Building Company relies on hard work, strong ethics

By Mark Watt | Photos by Ken Krych

Brothers Rick and Bill Schulz, president and vice president of Charles Schulz Building Company respectively, are fully aware of the odds. Statistics from the Department of Commerce and Small Business Administration have indicated that less than one in five family businesses survive a third generation. But 70 years after their grandfather started the Parma-based construction company, the two brothers are defying the stereotype, continuing to find success in the Greater Cleveland construction market as a third-generation family business.

Whether working in the commercial, industrial, healthcare or educational markets, Charles Schulz Building Company relies on quality craftsmanship, timeliness and, most importantly, customer service to continue growing its list of repeat clients, Bill says. A mid-size construction firm, the company enjoys a volume of about \$5 million or \$6 million a year, completing between 10 and 15 projects a year.

"It seems that with many second or third generations of a family business, they just don't want to get their hands dirty sometimes," Rick says. "They don't have that drive to dig in and do what it takes to make a company successful in a changing economy. Bill and I grew up working in the field though. There was a time when we did our own masonry work and our own foundation work, cleaning out the trenches and tying the rebar. I think that's what helps set us apart."

Sitting at the boardroom table at the company's headquarters at 4519 Brookpark Rd., Rick motions to a photograph that is hung above a stone fireplace. It's a picture of Rick and Bill's grandfather and the company founder, Charles Schulz. Beneath the photo is a quote: "You can't tell anyone how to do it unless you've done it with your own two hands."

"Today, when I go out on the jobs, I've seen it all and I've done a lot of it, and that helps from a management perspective," says Rick, who works primarily in



FAMILY FOUNDATION (From left) Brothers Rick and Bill Schulz credit hard work and strong ethics to the success of Charles Schulz Building Company, a construction business founded by their grandfather in 1937.

the field while Bill mostly operates out of the office, handling all estimating. "Anybody in this business has challenges along the way. It's a roller coaster ride. But the work ethic instilled in us growing up is what helps keep us driving forward."

Bill cuts in, saying simply, "Hard work pays off."

Building business, brick by brick

In the 1930s, Charles Schulz, a bricklayer by trade and a registered surveyor, was living in Cleveland but commuting to New York to work because work was scarce in this area. He began to tire of working for another contractor though and in 1937 decided to break off on his own, forming what would become Charles Schulz Building Company. Working out of his house, he began con-

structing bungalow-style homes in Parma.

"That formed the foundation of the company," Rick says. "And after about a ten years, he constructed [the Charles Schulz Building Company's headquarters] where the business has been located ever since."

Bill notes that their grandfather was an "entrepreneurial type of individual," who had numerous other ventures, such as a separate company focused on building marble fireplaces. The construction company was the core business, however.

Groomed to take over the family business, Schulz's son, Charles Schulz, Jr., eventually took over in 1951 after serving in the Navy throughout the late 1940s. Like his father, Charles Jr. was a bricklayer by trade. At the time, much of the company's work was comprised of masonry jobs for area contracting firm National Engineering.

Under Charles Jr.'s lead, the company began independently completing small commercial projects, including drug stores, animal hospitals and school remodeling projects.

He developed relationships that continue today with industrial firms like Ashland Chemical, Standard Products and St. Regis (now known as Georgia Pacific) as well as retail chains May Company, Goodyear Tire and Honey Baked Ham. The company also started building post offices in the '50s and '60s.

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RISING SON After starting the company as a residential contracting firm, founder Charles Schulz, Sr. (left) eventually passed it along to his son Charles, Jr. in 1951.

"We built 17 post offices," Bill says. "This was at a time when post offices were owned by individuals and leased back to the post office."

Around this time, Bill and Rick began helping out during summers while they were on break from high school and college; both graduated with business degrees from Kent State University.

"When Bill and I came aboard in the late 1970s after graduating, both of us

"Anybody in this business has challenges along the way. But the work ethic instilled in us growing up is what helps keep us driving forward."

*Rick Schulz
President*

were in the field," Rick says. "As I got a little older, I actually started laying brick and did that for about 10 years. I was out working with our masonry crews until about 1986, while Bill was in the office learning the estimating part of the business. Our last masonry job was in about 1987, and then we dropped our masonry crews and became solely a general contractor."

Since Rick and Bill took over the company, Charles Schulz Building Company



SMOOTH OPERATION The company's healthcare work has focused on construction management for a number of projects for Marymount Hospital, including new patient rooms, laboratory renovations and more.

has continued to thrive, with business expanding into various markets.

"You gravitate to where the work is," Rick says. "As you look through each decade, there seems to be a trend leaning toward a particular market. At one point, industrial was hot and there was a lot of work being done in that market. Recently, it has been healthcare – we're doing a lot of that work these days. We've also done a lot of church work,

which for us worked the same way. We would do a string of churches, with one pastor telling other pastors who would then ask us to bid on work for them as well."

The company's work for various religious institutions is due in part to an ongoing relationship with various architects in the Cleveland area, Rick explains. Clients of this variety include Korean Presbyterian Church, Messiah

Lutheran Church, Church of Western Reserve Sanctuary and St. Barnabas.

Its healthcare work has focused on construction management for a number of projects for Marymount Hospital, including new patient rooms, laboratory renovations and more at the institution's Garfield Heights and Broadview Heights locations.

Other large projects have included a Dunkin Donuts production building,

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FINISHING TOUCHES Projects recently completed by Charles Schulz Building Company include the Rock Hill Dental Office Building in Brecksville (left) and a multi-million dollar remodeling project at Parma Senior High School (right).

the Mantua Shalersville Fire Station and several projects for Ashland Chemical.

Last year, the company completed a multi-million dollar project for Parma Senior High that featured remodeling existing restrooms, new offices for counseling, a new library and classrooms on the second floor and the relocation of the Board of Education on the building's first floor.

Currently, the company is working on a warehouse conversion project for Parma School District and an exterior fascia improvement and new MRI for Marymount Hospital in Broadview Heights.

Hard work, strong values

"We're a quiet, high-performing company," Rick says. "We've done some really good things around the community. And our reputation has allowed us to continue to grow."

Seventy years since Charles Schulz Building Company was founded, Rick and Bill maintain that its success and longevity is based on a firm core of values and a solid work ethic.

"Whether the project is \$25,000 or \$4 million, we continue to provide the same high level of service," Bill says. "A majority of our business continues to be repeat business, which is a good [indicator of customer satisfaction]. Through the years, we have had success in developing relationships with owners and architects who are looking for a firm that has the experience, man power and supervision to complete a project on time with a minimum amount of change orders."

Rick provides an example of how customer satisfaction leads to repeat business.

"I had a client a couple of weeks ago, a director at one of the Cleveland Clinic hospitals, and he said, 'You know, your company provides a comfort level for us and the upper management because you always complete your jobs on time,'" Rick explains. "If someone gives us a job, they don't have to worry about it not getting done on time. They can have full trust in what we do and what we bring to a project."

The company also prides itself on bringing in good contractors and subcontractors who provide quality work.

"I can tell a good subcontractor when, as he's walking back to his truck, he turns back around to look at the work he's just finished – and you can tell he's proud of what he has done," Rick says. "Those are the kind of people we are and the kind of people we like to have work for us. My father's saying, which I try to adhere to, is that you're only as good as the people, the sub-trades, who work for you."

More than anything else, though, Rick attributes the company's success to its dedication to one guiding principle: You treat people right, whether it's a client or subcontractor working for the company on a project, and everything else will fall into place.

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SOLID PRODUCTION Some large projects completed by the company include a Dunkin Donuts production building (above), the Mantua Shalersville Fire Station and several projects for Ashland Chemical.

“Even after he retired, my grandfather, Charles Schulz, Sr., would come by and sit in his office here,” Rick says. “And I remember him coming in one day and he said, ‘You know, Rick, in all of these years of being in business, I never cheated anybody.’ And he said it with such conviction. Seventy years after this business was founded, I can say the same thing. Not once in all of these years since Bill and I have been in this business have we needed to hire an attorney to represent us against an owner, a sub-contractor, anyone. We’re proud of it. I know there are [other contractors] who have attorneys on retainer or even on staff, but not us. I attribute it to the way we’ve operated. I can honestly say that we’ve treated everyone fairly and right. In this business, that’s one hell of an accomplishment.”

Looking toward the future of Charles Schulz Building Company, Rick mentions that he and his brother each have a son helping out during summers, reminiscent of how he and Bill landed in the business themselves. But the possibility of the company being passed on to a fourth generation remains to be seen. Bill and Rick have no plans to wrap up their involvement anytime soon and they don’t want to speculate on the interest of their sons.

“We’re having fun with it still and don’t have any intentions of giving it up for a while, because we’re working with a lot of people out there that we enjoy,” Rick says. “When you get to a certain point in your life, you want to enjoy your work. You want to have fun doing whatever you’re doing. And that’s where we are. It’s still hard work, but we enjoy it every day.” **P**

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Safe Shelter

Modern roofing offers many ways to protect your investment

By Michael Cappy

Smart business owners know there are many things to consider when it comes to protecting their investment. One of their main concerns is the physical condition of the building or buildings they operate from. And a huge part of that is the roof, which is often overlooked. Until water lands on that \$10,000 machine or that new computer system; we often don't realize there's a problem. A leaky roof can have a negative effect on the structural integrity of the building, the efficiency of the heating and air conditioning, the environmental conditions we work in, and everything in between.

But there's no need to despair. Whether your roof is pitched or a flat, there are many solutions. The roofing industry today offers a wide variety of choices from the old standbys of organics and built-up, to rubber and the newer plasticized membranes, and even shingles made from recycled materials.

An ounce of prevention...

The best place to start however is with a preventative maintenance program. The days of spreading tar along problem areas and hoping for the best are over. A thorough check-up in the spring and fall can go a long way toward avoiding weather related disasters and stretching your maintenance budget. A professional roofer can repair existing deficiencies, alert you to potential problems in the future, and give you a realistic idea of what to expect over the life of your roof.

Core samples can be taken to determine the thickness of the roofing as well as the condition of the insulation. As the old adage goes: information is power. And that power can make an enormous difference in both long- and short-term budgeting. One client who didn't have that kind of information at its disposal comes to mind. The client had a building that was approximately 100 years old with multiple layers of BUR. The roof was only considered when it leaked, and the client was totally un-aware of signifi-

cant damage to the deck that had taken place over the years. When the client finally had us replace the roof, over 75% of the metal deck had to be replaced too. This added about \$80,000 to an already sizeable project cost.

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processes carried out in the building, and many other factors will affect your roofer's recommendations, and help you determine how to budget your hard earned dollars.

Out with the old, in with the new

Having said that, you must realize that someday, eventually, you will need a new roof. Dollar for dollar, the newer thermo-plastic single ply membranes offer an economical solution on large

box-like structures. Their large roll size and labor saving installation process makes them some of the hottest products on the market. TPO and PVC can be fully adhered and have heat-welded seams that when properly installed are considered by many in the industry to be virtually indestructible. We have used them with good success on local universities, school buildings, shopping malls and warehouses. They are also used as a component of the new eco-friendly "green roofing" systems that you may have read about due to their longevity as a waterproof base under vegetation. Another advantage of these modern membranes is the fact that their white and light colored surfaces reflect more sunlight and heat than the traditional black roof, and over the longterm can result in energy saving costs. One more advantage of these membranes is that there are no asphalt fumes to contend with in buildings that house large populations of potentially sensitive employees.

The more things change, the more they stay the same

Another option is the tried and true modified bitumen membrane roof. These rubberized, asphalt membranes are the legacy of the old tar and gravel built-up roofs. They can be applied in one, two or three layers and have proven to be extremely durable on roofs that get

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Enhanced products for pitched roofs

Shingles have come a long way over the years from the old organic three-tabs. They are now fiberglass-reinforced and laminated in multiple layers. Shingles come in a variety of colors, textures, and shapes, and can mimic the look of slate or wood shakes. Their color mixtures and shadow details lend an attractive aesthetic to sloped roofs. They come with 30-, 40- and 50-year warranties from the manufacturer. Some companies are producing synthetic shingles from recycled materials that are made to look like slate. They typically come with a 50-year warranty and they look great.

And don't forget the metal panels. Metal roofs are often used in northern climates where large amounts of snow and longevity are a concern. They are most often seen as vertical panels, but advances in manufacturing have allowed them to go horizontal now too and are stamped in various patterns.

Every problem has a solution

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By Thom Geist | Photo courtesy The Geist Co.

Metal has been transformed from an exotic, rarely used material into the mainstream of roofing products over the last 30 years or so. This has been driven primarily by the introduction of high quality fluoropolymer (Kynar-Hylar) finishes, which guarantee not only surface integrity but also color retention.

Although it is initially somewhat more expensive than many other types of roofing, its long lifespan, recyclability, solar reflective colors and freedom from maintenance make it a cost effective choice and a valuable material for LEED (Leadership in Energy and Environmental Design) projects. In addition, its aesthetics and availability within a full color spectrum further add to its desirability.

Profiles

Standing seam remains by far the most common metal profile, but shingles, lap siding and clay tile replicas are also available for specialized applica-



MORE WITH METAL Although metal roofing is initially somewhat more expensive than many other types of roofing, its long lifespan, recyclability, solar reflective colors and freedom from maintenance make it a cost effective choice and a valuable material for LEED (Leadership in Energy and Environmental Design) projects.

tions. Standing seam panels are available in a wide range of panel widths and seam heights. Larger, rectangular battens create a bolder look. Technically advanced roll forming equipment allows on-site forming of panels in virtually unlimited lengths. Panels of 100 feet plus are practical using this technology, creating seamless and therefore virtually

trouble-free roofs. Some profiles can be curved to as small as a three-foot radius.

Architectural standing seam panels have concealed clips and interlock or snap seam joints with no fasteners through the panel surfaces. Some profiles require a solid sheathing or decking, while others are a structural design allowing the panels to span over open purlins.

A lower cost alternative is a lap seam, exposed fastener type panel. More commonly used as siding for industrial structures and pre-engineered metal building, these are also used where the appearance of exposed fasteners is not critical.

This style of panel is best used on steeper applications since the lapped joints and fasteners are more susceptible to future leaking problems.

Shingles can replicate wood shakes with a deep-ridged surface, or can be smooth for a sleeker look. Standard shingles are available from several suppliers but local fabricators can create

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a limitless variety of rectangular, diamond, or multi sided custom shapes. The "Bermuda" style has a lap seam siding look. Clay tile patterns can be either individual pieces, shaped just like actual clay, or can be larger sheets stamped with a pattern to look like a tile roof. Metal has a big advantage over actual clay tile since it is much lighter weight, requiring

less structure, and is also much quicker and easier to install.

Materials

Cost effective steel has become the substrate of choice with galvanized (G-90) or Galvalume (AZ-50) metal assuring long lasting durable roofs with an almost indeterminate lifespan. Twenty-four

gauge thickness has become the industry standard but other gauges are available from some suppliers. Aluminum is still used in perhaps 10% to 20% of applications, with copper, stainless steel and zinc as occasional, premium alternatives.

Finishes/colors

Fluoropolymer (Kynar-Hylar) finishes with their 20-year warranties are most commonly used. These warranties include cracking and peeling, but also color retention, even on the deeper, bolder colors. Siliconized polyester is a lower cost alternative, usually found on the lap seam type panels. This finish also can have a 20-year warranty, but this does not include color retention. Finish warranties come from the supplier, not the installer.

Material suppliers commonly have a wide range of standard colors, up to 30 or so. Multiply that by the number of suppliers, and you have a very large pool of colors to choose from. Most specifications will call for a color from the manufacturer's standard selection. The majority of colors are the same cost, but there are some, usually metallics, which carry a premium cost of 10% to 15% over the non-premium colors. So when quoting a project, it is important to know that.

Custom colors are available but only with minimum quantities and set up fees. A custom color will add thousands of dollars to the cost of a project in addition to a substantially increased lead time. They should not be considered on anything less than 5000 square feet. Another factor to consider is that any future addition or repair will mean a repeat of those substantial fees and minimums.

Installation/weather-tightness

When applied over solid sheathing or decking, an underlayment is required for all metal roofing. This can be 30# felt or other high temperature, high performance material if the roof slope exceeds 4/12. An ice and water membrane should be used for lower slopes and is advisable or even code-required for all valleys, eaves, and at penetrations.

Key to a weather-tight and aesthetically pleasing installation are the finish details. Installing a series of panels across a roof is relatively easy. But unless the flashings are fabricated and installed properly there is a risk of leaking. Suppliers have a set of standard details, which can be used as guidelines, and can even supply standard flashings. But every roof has its unique aspects and the local installer has the capacity to custom fabricate to exact dimensions and to the requirements of the specific project.

The ultimate responsibility for a weather-tight roof lies with the installer. Weather-tightness warranties from a manufacturer add several thousand dollars to the cost and often serve little purpose since many manufacturers simply refer any problems back to the original installer anyway. Experienced local installers will guarantee their work without hesitation since callbacks for leaking are very rare.

"Oil-canning"

"Oil-canning," or the waviness inherent in any flat areas of sheet metal is often a concern and can never be completely avoided but it can be minimized by using narrower seam spacing, stucco embossing, and adding stiffener ribs to wider panels. The sheathing is also critical since any variation in the under surface will transmit visually through the panel and be emphasized by the gloss of the metal. This is even more pronounced with metallic finishes.

Metal roofing, in the correct materials and finish, along with installation by capable, experienced installers, will give you a virtually trouble- and maintenance-free roof for longer than nearly any other roofing material. **P**

Thom Geist is owner of The Geist Company, specializing in sheet metal for over 50 years. The company does not perform other type of roofing and its crews have many years experience with some employees exceeding 30 years with the company. The company occupies its own building in the Flats where it has been located for 24 years. The Geist Company website is www.geistco.com. You can contact Thom at 216.771.2200 or thom@geistco.com.

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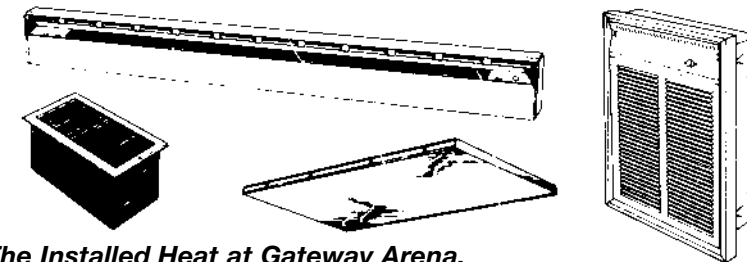
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Top Performance

25 years on, West Roofing continues to provide cover at Playhouse Square

By Kathy West | Photos courtesy Playhouse Square Foundation

The curtains that close on the Playhouse Square Theaters may be red, but the roofs overhead are turning green. Not green in color, but green as in energy efficient and environmentally safe and friendly.

The new Idea Center building, owned by Playhouse Square Foundation and ideastream, wears a high-performance roof system installed by West Roofing Systems of LaGrange, Ohio. The Idea Center (see Properties, October 2005), located at 1375 Euclid Avenue in downtown Cleveland, was originally built in 1912 as a retail and warehouse building. It is now the newly renovated home of ideastream, the public broadcasting multimedia organization, and a performing arts space for the Playhouse Square Foundation.

As the primary roofing contractor for the Playhouse Square Theaters and Idea Center, West Roofing worked with the Playhouse Square Foundation and ideastream to apply an energy conserving, insulated roof system designed to complement the goal of an environmentally safe, energy efficient facility. West Roofing's Energy Star-rated insulated roof assembly helped qualify Idea Center for certification in the U.S. Green Building Council's "Leadership in Energy and Environmental Design" (LEED) program. Idea Center is the

first redevelopment project in Ohio to achieve this LEED certification.

To achieve an Energy Star-rated roof system, West Roofing installed an SPF insulated roof assembly with a granulated white silicone membrane designed to comply with Energy Star's emissivity and reflectivity requirements. By utilizing spray-applied white silicone coating with an increased amount of titanium dioxide, West Roofing Systems was able to provide Idea Center with a new roof that not only keeps the building watertight, but also reflects the rays from

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the sun and prevents the building from absorbing unwanted heat during the summer months.

History

Cleveland's Playhouse Square Center is the second largest performing arts theater complex in the United States. Today, this stretch of Euclid Avenue draws more than a million visitors annually to the five majestic and ornate theaters that originally opened between February 1921 and November 1922. While the theaters initially flourished showing silent movies, vaudeville acts and theatrical productions, the Depression and a post-WW II economy, along with suburban flight, ultimately led to four of the five theaters closing their doors by 1969.

The threatened razing of these historic treasures in 1972 led to a grass-roots effort to save and repair Playhouse Square. By the early 1980s, the preservationists had raised enough money to restore and reopen the theaters, a campaign that is regarded as one of Cleveland's greatest success stories in recent decades.

Restoration

During the past 27 years, Playhouse Square Foundation has overseen the largest ongoing theater restoration project in the world. During this period, West Roofing Systems has been its roofing contractor of choice. Over 275,000 square feet of roofing work has been completed by West Roofing on these grand, old buildings.

Anyone who has ever attended an event at these hometown treasures knows that the interior ceilings, walls and architectural appointments are their greatest assets. Therefore, the choice and quality of the roof system is of the greatest importance. The Playhouse Square Foundation has always relied on the SPF insulated roof system, with its seamless and waterproof silicone membrane, to protect and preserve its landmarks. West Roofing Systems has reroofed every building in the theater complex, along with the additional buildings that the Playhouse Foundation manages.

The SPF roof assembly consists of one to two inches of insulation that is



SAFE AND SOUND West Roofing installed SPF roof systems at Playhouse Square theaters, including the Allen Theater, to help protect these treasures of downtown Cleveland.

spray-applied directly to the existing roof substrate. The insulation is then coated with two layers of silicone membrane applied as a UV protectant, and to provide waterproofing and aesthetics. Ceramic granules are embedded in the top coat of silicone to provide extra weatherproofing and protection for the roof surface.

Advantages

The advantages of using SPF for preservation and restoration work are numerous. While most traditional roof systems tend to leak water at their seams, SPF's monolithic application is seamless. SPF roof systems also withstand high wind uplift, while providing energy efficient R-values to the building.

But perhaps the greatest advantage for restoration projects like that at Playhouse Square is the fact that the SPF roof assembly is a renewable roof system. Most other roof systems must be torn off when their serviceable lives are over. This involves a substantial amount of tear-off of the old substrate that must be disposed of, while leaving the interior of the buildings exposed to the elements. Since the SPF roof system can be recoated, tear-off is unnecessary. This process of recoating with additional layers of silicone can be performed after

the original 10- or 20-year warranty period has expired. The additional silicone that is applied adds significantly to the roof's life expectancy. The renovated roofs can then be issued new long-term warranties. This renewability is not only cost effective to the consumer, but also positively impacts the environment through decreased construction debris.

History repeats itself

Twenty-five years ago, the first SPF roof system was installed by West Roofing Systems on the State Theater. Since that time, West Roofing has applied new roof systems to the Ohio Theater, Loew's Building, Allen Theater, President's Club, Hanna Theater, Palace Theater, the Bulkley Building, and, most recently, the Idea Center. Several of these projects have already been renewed through the recoating process. SPF roof systems can be recoated every 10 to 20 years, almost indefinitely.

So, like these nationally and locally treasured theaters, West Roofing Systems will continue to work for the continuation and preservation of the arts in Cleveland. **P**

Kathy West is vice president of West Roofing Systems. For more info, call 1.800.356.5748 or visit www.westroofingsystems.com.

Re-Roofing: Starting your project on the right track

By Todd Lessig

When a building owner is buying roofing all the time, the experience alone educates him or her about the process, the pitfalls and the problems. However, trying to learn roofing on the fly can be an expensive way to go.

Wouldn't it be nice if there was an inexpensive way to make sure your new roof will actually perform as expected? There is.

Here is a scenario I see happen way too often. A building owner is looking for roofing help and we are discussing his particular situation. The roof is leaking, the owner is frustrated, and he's looking to me for a solution. I inspect the roof, see where it's leaking and, before I can say a word, the owner asks me, "do you think I need a new roof?"

Rule #1 – Don't jump to conclusions

This may seem obvious, but I'll say it anyway. Don't ever ask a roofer if he thinks you need to buy a new roof. Why? Let's talk about personal agendas for a minute. Everyone has his or her own, unique agendas. Often, the difficult part is figuring out what the true agenda is, because people can sometimes be really good at disguising it. Since I am a roofer, I'll just come right out and say it since it's obvious once you think about it anyway: roofers want to sell roofs. That's it. Now you know.

Instead of asking the roofer anything, I would just stay quiet and let the roofer give his report. He'll tell you all kinds of things about your roof, including his opinion and possible solutions. If you want to know if you've found a good roofer or not, I contend the good roofers won't tell you much at all at this point. Good roofers will ask you questions to try to learn your thoughts, needs and goals first. Then they will offer and discuss possible solutions.

Some building owners are educated and experienced with roofing. Maybe they own a lot of buildings so they've had lots of opportunities to become

familiar with the process. If you're not educated and experienced about roofing, then you may need some help getting your project started on the right track.

If a roofer asks you what kind of new roof you want and you reply, "I just want a roof that won't leak," I contend you have just set yourself up for a bad experience. Why? Other than lowest price,

"This may seem obvious, but I'll say it anyway. Don't ever ask a roofer if he thinks you need to buy a new roof."

how can you possibly compare the proposals you will receive? The process in this case becomes a dive for the bottom, and the roofer able to present the cheapest solution will likely win the work. Many of you may not know this, but there are literally hundreds of different kinds of new roof specifications available to choose from. If you leave the choice up to the roofer, he'll usually come back to you with the cheapest one.

Now we need to discuss economic fundamentals for a minute. Ever hear the saying, "Cheap things are seldom good and good things are seldom cheap"? Think about it for a moment. Do you believe it? Are good cars cheap? Are good houses cheap? How about good furniture? Cheap? Get my point? I contend that with just about anything you buy these days, if you want the good one, it's not going to be the cheap one. Yet I am amazed at how many, otherwise smart building owners want to believe that this common sense economic fundamental does not apply to roofing. If you buy cheap, you get cheap. Period.

Rule # 2 – Insist on a manufacturer's warranty

Insist on receiving roofing material manufacturers' warranty whenever you are re-roofing. There are several reputable roofing material manufacturers competing for the business. Many of them are large, publicly traded companies with billions in sales every year. Do you know how many roofing contractors are as financially large and stable? Not many, if any at all.

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The roofing material manufacturers have what they call "approved applicators." This is just a way of identifying a roofing contractor as one of their approved installers. Roofers that

are not approved cannot provide the material manufacturers warranty. Sure, the manufacturer will still sell them their materials, but until they successfully pass

the manufacturers approval process, they cannot perform warranted work.

Over the years, some roofers have been able to establish themselves as "approved applicators" with many of the manufacturers. While on the other end of the spectrum, other roofers aren't approved with any. The key point about all this lies with the details that will be used to install your new roof. On every roof project there are many, many details that must be decided upon. Ever hear the phrase, "the devil's in the details"? Roofing is no exception. Some roofers will cut corners on the details so they can maximize their own profit. Profit is another of those agenda items. Why allow the roofer to decide the details when there's a better way.

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it leaks during the warranty period, they make damn sure the roofer installs the new roof their way, making absolutely sure that the roofer follows all their details.

The material manufacturers accomplish this by sending their inspector to the job. The inspector's job, or agenda, as you might suspect, is to inspect the new roof, paying particular attention to the roofers' workmanship. Since the inspector is employed by and receives his pay from the material manufacturer he represents, he inspects the job to make sure the installation meets his employers published guidelines and details, thereby protecting his employer, the roofing material manufacturer, from the financial exposure of the warranty.

If the roofer fails to install your new roof properly, the inspector notices the deficiency, whatever it may be. Then the roofer must take action to correct it. When the roofer has corrected all the deficiencies, then, and only then, the warranty is issued. The inspector may return for a follow up inspection or not, largely depending on the severity of the deficiencies. If the roofer fails to correct the deficiencies discovered by their inspector, the warranty will not be issued.

Manufacturer's warranties are available in many varieties. There is no "usual" warranty. Warranties can last five, 10, 12, 15, 20, 25 and even 30 years. There are "limited" warranties and warranties described as "no dollar limit." Similar to insurance policies, manufacturer's warranties contain restrictions, exclusions and fine print that should be read and understood by the building owner. Economically, a 20-year, "no dollar limit" warranty will require a larger investment than, say, a five-year, limited warranty. In addition, the manufacturers will vary their installation guidelines and details depending upon the particular warranty desired, i.e. a 25-year warranty detail is more stringent than a five-year warranty detail.

Again, avoid telling the roofer you just want a roof that won't leak. Maybe consider telling the roofer you want your

new roof to include a roofing material manufacturer's 10-year warranty. Beyond that, you can let the roofer decide his own preferred way of achieving it.

To summarize, remember that roofers have their own agendas, just like you do. Roofers will try to support their own agendas, which may, or may not be in sync with yours. Finally, to improve the odds you will receive a quality roof, always insist on receiving a roofing material manufacturer's warranty. You'll have to decide which warranty provides the best value for you. You benefit by having the peace of mind knowing that your roof was installed using published guidelines and details and that a trained, knowledgeable inspector inspected it. **P**

Todd Lessig is president of Pring Roofing, which has been providing roofing services in Northeast Ohio since 1936. For more information, visit www.pringroofing.com



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Project Profile: Absolute Roofing, Inc. renovates Hudson mansion

The Leonard home is a beautiful Tudor style mansion located in Hudson. Absolute Roofing, Inc., of Parma, was contacted by the Leonard's architect in early 2006 to evaluate the existing slate and flat roofs, as well as install a new slate and copper roof on an addition. The project was very complex, requiring months of planning and renovation.

The main criterion for the project was that the roofing and gutters match the existing house as closely as possible. The addition, besides being the main garage, was to be functional for additional storage and to bring the laundry room from the basement to the first floor. Many hours were spent researching and procuring materials and finishes to meet the projects goals.

Absolute's assessment of the roof concluded that all flashings and flat roof materials required replacement. After consultation with Mr. Arnold, restoration architect with Stan Hywett hall, the homeowners required that Absolute Roofing return flashings, flat roofs and gutters to the original condition when the house was constructed, which meant installation of copper materials. Absolute was also directed to affect all slate repairs, add ventilation to the main house, and rebuild exterior dormer walls.

The project was completed in four phases. The first phase was the construction of a three-car attached garage with a laundry room and tack (equestrian equipment) room, which replaced an existing detached two-car garage. The second phase was the assessment of the current condition of the main house roofing slates and flashings and repairing/replacing as necessary. The third phase was the removal and replacement of the existing gutters and downspouts on the house with custom fabricated copper. The fourth phase was the assessment of the current condition of all



TOP HONORS At the 2007 Professional Remodelers Contractor of the Year Awards Ceremony, Absolute Roofing, Inc. was awarded first place in the Historic Renovation category for its work at a Hudson mansion.



Photos courtesy Absolute Roofing

the existing flat roofs on the house and repairing/replacing flashings, slate and gutters as necessary.

All of the dormer sidewalls were completely rebuilt to match the existing including real masonry stucco. Custom fabricated copper flange back box gutters were installed around the complete house and garage addition. The design of the gutters and the brackets were utilized to maximize volume and strength. All of the existing flashing details were replaced with 20-ounce copper sheets including chimney flashings, valleys, ridge rolls, soil pipe boots, step flashings and vents. Copper snow guards were also added to areas above the new gutters. All copper flashings, flat roofs and gutters were hand soldered for water tightness.

New roofing slate was brought in from the world-renowned North Country Slate quarry, located in Ontario, Canada. North Country was chosen over many other suppliers because of their commitment to quality and on-time delivery, as well as their ability to supply slate that was an almost exact match to the 100+ year old slate that existed on the home.

With the cooperation of the homeowner, architect and suppliers, Absolute Roofing, Inc. was able to successfully complete the Leonard Renovation project in a little more than six months, which was three months sooner than scheduled.

The homeowners were more than pleased with the work, as it seamlessly fit

with the existing home. The project met the client's goals and satisfied the requirements of the National Registrar and the Ohio Historic Preservation Office. Because of the superior work done in such a quick timeframe, Absolute Roofing, Inc. was awarded first place in the Historic Renovation category in 2007 at the Professional Remodelers Contractor of the Year Awards Ceremony, held at the I-X center this past January. Recognized for their superior craftsmanship on this project were Chris Kamis, president of Absolute; Mike Kamis, project manager; Steven Armbruster, copper fabricator/installer; Chris Pacza, copper fabricator/installer; Steve Hoeller, master/lead carpenter; Dan Bernard, journeyman carpenter; and Slater and Lou Kalnasy, operations manager. **P**

Absolute Roofing, Inc. is a leading Northeast Ohio roofing and exteriors company, with over 22 years of operation. It is an industry leader in slate, copper, flat and shingle roofs. The company is currently a licensed applicator for Firestone commercial roofing, RPI rubber, Polyglass roofing products, GAF building materials, and Certainteed roofing. The company offers estimating, evaluation and installation of all roof types. Absolute Roofing, Inc. is the only roofing company in Northern Ohio to earn the prestigious "Contractor of the Year" designation three years in a row. It was named one of the Top 100 roofing contractors in the nation in 2006 by RSI magazine. Absolute Roofing, Inc. is a family owned company headed by brothers Chris and Mike Kamis.



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Looking Up

Roof installation observation can assure work quality

By David Fransen | Photos courtesy CTL Engineering

Sustainable roofing is the ability of a roof system to perform for a period of 20-plus years. This life expectancy will reduce annualized costs for facility maintenance. The ingredients necessary for a sustainable roof system are: quality roof system products, design and application, quality observation and inspection during installation, and lastly a quality maintenance program.

But the elimination of any one of these elements can cause early failure, resulting in both unplanned expenses and sending your roof to a landfill before its time. Installation observation is the one element that can bring all the sustainable elements together to assure the quality of the end product.

Let's take a look at two cases, the first where installation observation was considered an unnecessary expense and the other where it was included in the design specifications.

Scenario #1

A developer retained CTL Engineering, Inc. (CTL) to provide inspection service for a roof that had been recently completed. This was because he questioned the integrity of the new roof installation.

CTL identified over 300 patches and membrane seam repairs on this new roof. This initial observation in itself indicated that a much more detailed inspection had to be performed.

Further inspection revealed over 200 more breaches to the roof seal. Although not implemented, CTL recommended replacement of the entire roof at the contractor's expense.

A roof system with such compromised integrity would unlikely achieve sustainability; at least not without substantial additional cost. In addition, an aggressive maintenance program could extend its life expectancy to around 15 years.



LESSONS LEARNED No installation quality control and/or assurance resulted in numerous repairs being required to the original installation in Scenario #1 (left). In contrast, installation observation assured a job with clean seams and no required repairs in Scenario #2 (right).



Scenario #2

CTL Engineering, Inc. was retained to provide observation services during construction to verify conformance to the specified design. Coincidentally, this project involved the same contractor as Scenario #1.

The roof system was well designed. As a result of continual communication and a documentation program provided by CTL, the contractor was held to conformance with the project design, and was able to construct a quality roof system with no patching required. With a regular maintenance program, the owner can look forward to sustained service of the roof system for 20 years and more. This means real dollar savings and a reduction in potential environmental impacts.

Sustainability requires quality products, design and installation. Observation during installation provides quality assurance and verifies conformance to design specifications. Regular maintenance minimizes the effects of time and weathering. Savings are realized through reduction in maintenance costs, lower insurance rates from reduced damage claims, and an extended life cycle of all materials. Environmentally sustainable practices reduce the quantity of materials relegated to landfills and the potential harm caused by them. **P**

CTL Engineering provides roof design, forensic investigations and evaluation and design of roof maintenance programs. For more information, contact CTL at 440.239.9526.

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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

SHOPPING CENTER

Heritage Square
Avon, OH (Lorain Co.) Detroit Rd. and Middleton Dr.
CONTRACTING METHOD: To Be Determined
UPDATE: Announcing civil engineer; owner is signing with an architect; planning is preliminary.

PN-S0301001 **DEVELOPER:** Brewer Development LLC
7001 Preston Rd.
Dallas, TX 75205
(214) 521-7707
ARCHITECT: To be announced
CIVIL ENGINEER: KS Associates
260 Burns Road #100
Elyria, OH 44035

www.ksassoc.com
(440) 365-4730 FAX (440) 365-4790
DETAILS: SF to be determined; concrete; masonry; sitework; wood and plastics; thermal and moisture protection; fire protection; dry-wall; painting; electrical; plumbing; HVAC; mechanical; lighting; paving; landscaping; toilet and bathroom accessories.

PN-R0124016

NEW CANCER HOSPITAL
Cleveland, OH (Cuyahoga Co.) Euclid Avenue & Cornell Road
ESTIMATED AMOUNT: \$220,000,000
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
UPDATE: Owner has submitted plans to design review committee for conceptual review; planning is underway.
OWNER: University Hospitals Health System
11100 Euclid Avenue
Cleveland, OH 44106
(216) 844-1000
ARCHITECT: Cannon Design
1100 Wilson Blvd., Suite 2900
Arlington, VA 22209
(703) 907-2300
DETAILS: 320,000 SF; sitework; landscaping; concrete; masonry; structural steel; membrane roof; steel doors/hardware; lumber; glass and glazing; acoustical ceilings; caulking; drywall; painting; various flooring; HVAC; electrical; plumbing; lighting.

PN-S0307004

GETGO CONVENIENCE STORE/FUEL STATION
Bedford, OH (Cuyahoga Co.) Northfield Road & Rockside Road
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
STATUS: Owner seeking planning commission approvals; construction possible in May 2007.
OWNER: Giant Eagle Supermarkets
701 Kappa Drive
Pittsburgh, PA 15238
(800) 338-9147
DEVELOPER: Echo Real Estate
701 Alpha Drive
Pittsburgh, PA 15238
(412) 968-1660 FAX (412) 967-6141
ENGINEER: Wellert Corporation
5136 Beach Rd.
Medina, OH 44256
www.wellert.com
robert.wellert@wellert.com
(330) 239-2699 FAX (330) 239-0272
C.M.: AETOS Construction Co.
645 Alpha Drive

Pittsburgh, PA 15238
(412) 963-6200 FAX (412) 963-3533
DETAILS: 5,300 SF convenience store; 3,000 SF car wash and 16 fuel pumps; 53 parking spaces and an outdoor patio with seating next to the convenience store; site work; demolition; earthwork; rock-unclassified; underground storage tanks; erosion; asphalt; concrete curbs and gutters; utilities; pavement markings; storm; fine grading; soil; lawns; landscape; trees; cast-in-place; unit masonry; cast stone; structural steel; steel joists; steel deck; metal fabrications; rough carpentry; architectural woodwork and finish carpentry; simulated wood trim; building insulation; EPDM membrane roofing; flashing and sheet metal; roof accessories; joint sealants; steel doors and frames; aluminum entrances and storefronts; door hardware; glazing; gypsum board assemblies; tile; acoustical ceilings; resilient flooring; resinous flooring; thin polymer floor sealer; painting; impact-resilient wall protection; fire protection specialties; toilet accessories; pre-finished slotted display paneling; foot grille; plumbing; HVAC; mechanical; electrical.

PN-R1106018

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CONTRACTING METHOD: Developer Subcontracts
UPDATE: Bidding to advance shortly; developer expects plans soon.
OWNER: Rite-Aid Drug Stores - Corporate Office
30 Hunter Lane
Camp Hill, PA 17011
www.riteaid.com
(717) 761-2633
DEVELOPER: WXZ Development
22720 Fairview Center Drive
Suite 150
Fairview Park, OH 44126
(440) 801-1690 FAX (440) 801-1689
ENGINEER: Atwell-Hicks - Cleveland
30575 Bainbridge Road, Suite 180

Solon, OH 44139
www.atwell-hicks.com
(440) 349-2000
DETAILS: Approx. 14,564 SF, one story; excavation support systems; earthwork; bituminous paving; concrete walks and curbs; underground irrigation system; landscape work; cast-in-place concrete; unit masonry assemblies; structural steel; steel joists; metal deck; cold-formed metal framing; metal fabrications; rough carpentry; sheathing; interior architectural woodwork; water repellants; building insulation; exterior wall panels and system; metal panel soffit systems; single-ply mem-

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brane roof; flashing and sheet metal; roof accessories; firestopping; joint sealants; steel doors and frames; flush wood doors; rolling counter door; access doors and frames; overhead rolling doors; traffic impact doors; aluminum entrances and storefronts; door hardware; glazing; plastic glazing; gypsum board assemblies; acoustical ceilings; resilient floor tile, wall base and accessories; sheet vinyl floor covering; carpet (by Rite-Aid Corporation); wallcoverings; special wall surfaces; fiberglass reinforced panels; special coatings; painting and finishing; toilet compartments; cart control rail; fire protection

specialties; toilet accessories; drive-thru service equipment; security access and surveillance (by Rite-Aid); fire suppression piping; vertical reciprocating conveyor; plumbing; HVAC; mechanical; electrical.

PN-S0209041

COLLEGE INFRASTRUCTURE ASSESSMENT & FEASIBILITY STUDY

Rootstown, OH (Portage Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Architectural/Engineering services RFQs received February 28, 2007 are being reviewed; award possible late March 2007.



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Commercial & Residential Development

OWNER: Northeastern Ohio Universities Coll. of Medicine

4209 SR 44
Rootstown, OH 44272
www.neoucom.edu
(330) 325-2511

DETAILS: Project No. 020112007

45,000 to 60,000 square foot building to support additional health professions programs; renovate and/or redesign a selected section of an existing building to increase the seating capacity of a multi-purpose instructional/small group meeting space; to renovate existing office spaces to increase space-use efficiency; and to construct 5,000 square feet of additional adjacent office space.

PN-R1208034

BEHAVIORAL HEALTHCARE FACILITY

To be determined, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$68,250,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount and architectural short list.

OWNER: Ohio Dept. of Mental Health

30 East Broad Street
Suite 1160
Columbus, OH 432153430
www.mh.state.oh.us
(614) 466-5060 FAX (614) 644-5621

DETAILS: Project No. 580-2006-178

New facility will provide secure environment for residential patient units, recovery/treatment space, full kitchen and dining facilities, outdoor recreation and required support operations consisting of administrative offices, food and bulk storage facilities and maintenance operations.

PN-S0302025

CHEMTRON PLANT EXPANSION

Avon Lake, OH (Lorain Co.) 33565 Pin Oak Parkway

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

STATUS: Owner seeking planning commission approval.

OWNER: Chemtron Corp.
35850 Schneider Court
Avon, OH 44011
(440) 937-6348

DETAILS: 56,000 SF expansion of existing facility; concrete; masonry; metals; floor coverings; wood and plastics; doors and hardware; electrical; mechanical; lighting; painting; glass and glazing; finishes.

PN-S0102014

WAL-MART EXPANSION

Marketplace at Four Corners

Bainbridge Township, OH (Geauga Co.) 7235 Market Place Drive

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

UPDATE: Announcing architect; bidding possible May/June 2007 with a July 2007 construction start planned.

OWNER: Wal-Mart
701 South Walton Boulevard
Bentonville, AR 72716
(479) 273-4000

ARCHITECT: BSW Inc.
1 West 3rd Street #800

PN-R1027002

THEATRE EXPANSION

Lorain, OH (Lorain Co.) Broadway Avenue

ESTIMATED AMOUNT: \$7,700,000

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

UPDATE: Owner seeking state and federal grants to help fund project; planning is preliminary.

OWNER: Lorain Palace Civic Center
617 Broadway
Lorain, OH 44052
(440) 245-2323

DETAILS: Connect existing facility to the 37,000 SF former Eagles building with a glass atrium; renovate two combined build-

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PN-R1226008

LOWE'S HOME IMPROVEMENT STORE Avon Crossing

Avon, OH (Lorain Co.) Center and Chester roads
CONTRACTING METHOD: G.C. Bids (By Invitation Only)

UPDATE: Special use permit has been approved; construction expected to begin summer 2007.

OWNER: Lowe's Home Centers Inc.
P.O. Box 1111
North Wilksboro, NC 28656
(336) 658-4000 FAX (336) 658-3257

DEVELOPER: Richard E. Jacobs Group
25425 Center Ridge Rd.
Westlake, OH 44145

DETAILS: 35 acres; 140,000 SF with an additional 33,000 SF garden center; one story; site-work; site utilities; steel frame; masonry; CMU; landscaping; slab-on-grade concrete; thermal and moisture protection; cabinetry; electrical; mechanical; HVAC; single-ply standing seam roof; aluminum storefront; plumbing; paving; painting; lighting; landscaping.

PN-S0126040

CUYAHOGA MENTAL HEALTH ADMINISTRATIVE BUILDING

Cleveland, OH (Cuyahoga Co.)
CONTRACTING METHOD: Public Bids

UPDATE: C.M. SOQs received Monday, February 26, 2007; award to be announced.

OWNER: Cuyahoga County Community Mental Health Board
1400 West 25th Street
Cleveland, OH 44113
(216) 241-3400

DETAILS: New administrative office building project, which may include renovation or new construction on a site to be selected by the board; project will include a building that is approx. 45,000 GSF to accommodate a staff of 64 and have room for expansion; the building may be two or three floors; the configuration of the building is for office use.

PN-N1204058

MIXED-USE BUILDING

Cleveland Heights, OH (Cuyahoga Co.) Lee Road & Meadowbrook

ESTIMATED AMOUNT: \$25,700,000

CONTRACTING METHOD: To Be Announced

UPDATE: Announcing estimated amount; planning is underway; groundbreaking scheduled for the fall of 2007.

DEVELOPER: Al Neyer, Inc.
302 W. Third Street, Suite 800

Cincinnati, OH 45202
www.neyer.com
(513) 527-1833 FAX (513) 354-1833

ARCHITECT: Lowenstein-Durante Architects
3109 Mayfield Road
Suite 201

Cleveland Heights, OH 44118
www.lowenstein-durante.com

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

DETAILS: 98,000 GSF, five stories; 17,050 SF of retail, including 1-2 restaurants, an Ohio Savings Bank and one to four other businesses on first floor and 32 residential units on floors 2-5; sitework; concrete; masonry; plumbing; electrical; mechanical; HVAC.

PN-S0316070

MADISON SCHOOL DISTRICT MASTER PLAN Madison, OH (Lake Co.)

CONTRACTING METHOD: Public Bids

STATUS: Owner has hired an architect to develop a master plan; future projects depend on funding decision from the OSFC.

OWNER: Madison Board of Education
6741 N. Ridge Rd.
Madison, OH 44057
(440) 428-2166

ARCHITECT: Olsavsky/Jammet & Fanning/Howey JV
114 E. Front Street
Youngstown, OH 44503
(330) 744-8981 FAX (330) 744-4021

DETAILS: Renovate district buildings or build new facilities; details to be determined.

PN-Q0422073

FALLS-LENOX PRIMARY SCHOOL IMPROVEMENTS Olmsted Falls, OH (Cuyahoga Co.) 26450 Bagley Road

CONTRACTING METHOD: Public Bids

UPDATE: Owner seeking May 2007 bond issue.

OWNER: Olmsted Falls School District
26937 Bagley Road
Olmsted Falls, OH 44138
www.ofcs.k12.oh.us
(440) 427-6000 FAX (440) 427-6010

ARCHITECT: Architectural Vision Group - Westlake
31150 Center Ridge Road
Westlake, OH 44145
www.avgl.com
(440) 808-8520 FAX (440) 808-8301

DETAILS: Renovations and improvements to existing facility; roofing; steam boiler piping and related equipment; SMART boards (interactive chalk boards); distance learning equipment; voice amplification system; wireless computer network; portable computer equipment.

PN-S0131007

SECURITY SELF-STORAGE COMPLEX

Westlake, OH (Cuyahoga Co.) Bradley and Clemens Rd.

ESTIMATED AMOUNT: \$5,000,000 to 7,000,000

CONTRACTING METHOD: C.M. Subcontracts (By Invitation Only)

STATUS: Owner is currently negotiating with a C.M.; bid schedule to be determined; expected construction in April 2007;

OWNER: Security Self Storage Ltd.
355 Bishop Rd.
Cleveland, OH 441431447
(440) 684-9393

ARCHITECT: Hengst-Streff-Bajko Architects

1250 Old River Rd. #201

Cleveland, OH 44113

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

C.M.: To be announced

DETAILS: 150,000 SF; 5 acres; designed to replicate Main Street USA; climate controlled units; an alarm system for each unit; vaults for

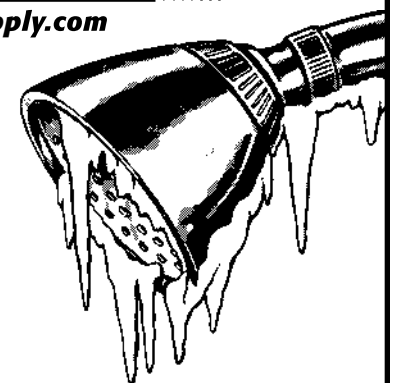
wine storage; a large conference room; a clock tower; sitework; concrete; masonry; metals; wood and plastics; siding; roofing; doors and windows; glass and glazing; painting; carpeting; terrazzo and tile; plumbing HVAC; fire protection; lighting; electrical.

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