

MAY 2007 / \$6.95

Properties

NORTHEAST OHIO'S MONTHLY ZINE

A photograph of a large, modern, light-colored building with a prominent archway entrance. The building features stone pillars and arched windows. The sky is clear and blue.


THE BARKLEY™

www.propertiesmag.com | vol. LXI, issue 5

Pet Project

The Barkley Pet Hotel & Day Spa offers ritzy space for domesticated pals to sit, stay & lie down

Grove GMK 6250L with TMS 500E

ALL was called on to pick and place a wind turbine at the Great Lakes Science Center in Cleveland, OH. Placing the turbine on the windy lakefront was no match for ALL. In fact, ALL dominates the wind energy marketplace.



We're helping to build Cleveland,
one lift at a time.

ALL
Erection &
CRANE RENTAL

7809 Old Rockside Road
Cleveland, OH 44131

216-524-6550

fax: 216-642-7612

www.allcrane.com

To assist you in your crane needs go to:

www.allcraneloadcharts.com

Cleveland has been our home since 1964. We've grown to become the largest privately held crane rental and sales operation in North America, headquartered right here in Cleveland.

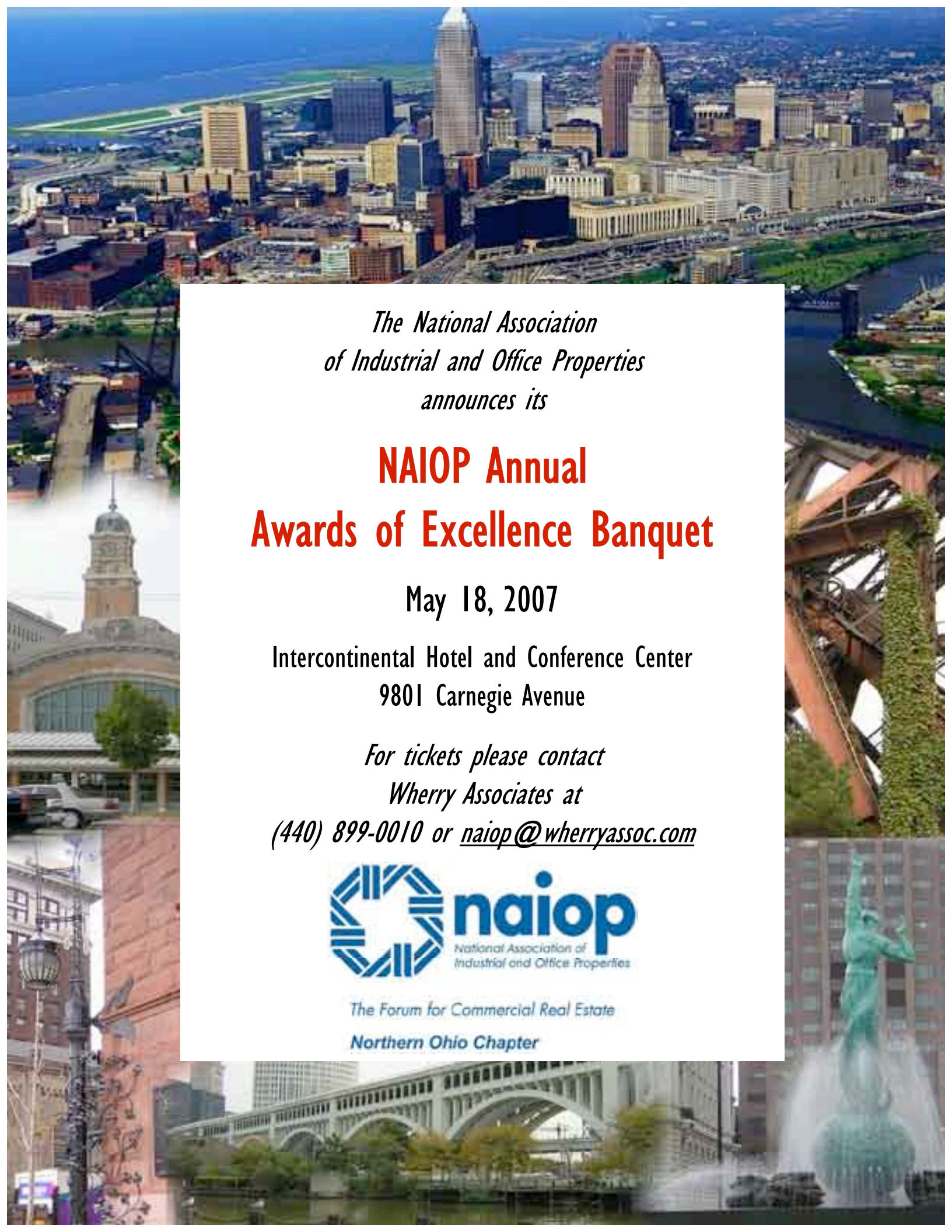
We're proud to be seen on many Cleveland job sites as our city builds its future. With ALL, you stay on schedule and reduce downtime. We

service and maintain our own fleet so it performs perfectly on your job. Our in-field technical support makes sure that you have the right equipment on the job and it performs to your expectations. Our experts are yours and our operators are tops in the business.

May we help build Cleveland with your company?

**Next time your project needs a lift, big or small,
with operator or without, please give us a call.**

Rental • Sales • Parts • Service



*The National Association
of Industrial and Office Properties
announces its*

**NAIOP Annual
Awards of Excellence Banquet**

May 18, 2007

**Intercontinental Hotel and Conference Center
9801 Carnegie Avenue**

*For tickets please contact
Wherry Associates at
(440) 899-0010 or naiop@wherryassoc.com*



*The Forum for Commercial Real Estate
Northern Ohio Chapter*

We're Moving!

OUR NEW CLEVELAND HEADQUARTERS OPENS THIS SPRING

Until then, please see us at 4507 Lorain Ave.

WHY USE **ANYONE ELSE?**

eBlueprint...plan on it for all your reprographic needs

Printing

Supplies

Storage

Distribution



eBlueprint's secure, integrated online system helps customers streamline internal workflow, increase efficiency and decrease their overall printing costs.

With eBlueprint, you can:

- Upload, manage, order and distribute construction documents without leaving your desk.
- Enjoy freedom from being locked into expensive in-house printing equipment.

VISIT US AT WWW.EBLUEPRINT.COM TODAY

eBlueprint[®]
...plan on it

Cleveland, OH

NEW 3666 Carnegie Ave. Cleveland, OH 44115 P: (216) 281-1234
700 West St. Clair Ave. B25 Cleveland, OH 44113 P: (216) 522-0911

Beachwood, OH

23295 Commerce Park Rd. Beachwood, OH 44122 P: (216) 831-1111

Westlake, OH

29225 Center Ridge Rd. Westlake, OH 44145 P: (440) 835-2343

Akron, OH

1915 W. Market St. Ste. 200 Akron, OH 44313 P: (330) 865-4800

Aurora, CO

10733 E. Bethany Dr. Aurora, CO 80014 P: (303) 696-6363

Denver, CO

1408 Wazee St. Ste 100. Denver, CO 80202 P: (720) 974-7444



Properties

NORTHEAST OHIO'S MONTHLY REALTY, CONSTRUCTION & ARCHITECTURE MAGAZINE

P.O. Box 112127, Cleveland, Ohio
 phone: 216.251.0035
 toll free: 888.641.4241
 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: *The Barkley Pet Hotel & Day Spa*, by Scott Pease

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 \$24.95, single copy \$6.95, back issues \$10 when available. Postmaster: send change of address notices to *Properties*, P.O. Box 112127, Cleveland, Ohio 44111.

FEATURES



Photo by Dan Mendlik/Cleveland Indians

- 10 Lakeside Living at Larimar**
Gated Willowick residential development unveils model homes
- 12 March Construction Slips One Percent**
- 17 Honoring Home Team Heroes**
Heritage Park at Jacobs Field celebrates Tribe history
- 22 Developing Theories**
Bob Nieto navigates Northeast Ohio's changing landscape
- 25 Pet Project**
The Barkley Pet Hotel & Day Spa offers ritzy space for domesticated pals to sit, stay & lie down
- 47 40 More Years**
Architectural firm Weber Murphy Fox looks to the future
- 52 Special Section: HVAC & Plumbing Systems**
 - 52 Artful Engineering: Protecting priceless paintings at The Cleveland Museum of Art requires close HVAC tolerances*
 - 59 Mechanical, Plumbing Contractors on the Move: MCA, CPCA presidents announce recent organization news*
 - 61 Heard on the Hill: Coleman Spohn president testifies before House of Reps*
 - 62 Living, Breathing Buildings: Automation, integration of quality components key to superior HVAC systems*

INSERT: Built to Last

Fortney & Weygandt, Inc. approaches three decades of success as homegrown national general contractor

DEPARTMENTS

- 8 PROPERTIES PEOPLE**
- 15 BOMA BUSINESS**
- 34 LEGAL PERSPECTIVES**
- 36 CABOR CORNER**
- 37 BILLBOARD**
- 44 FINANCIAL STRATEGIES**
- 64 CONSTRUCTION PROGRESS REPORT**

Mechanically Inclined



KEN KRYCH

Welcome to our annual HVAC and Plumbing Systems issue. With summer around the corner, we received a healthy collection of articles from and about regional experts in these fields. We trust you will find these features on mechanical and plumbing systems informative and entertaining.

In addition, this month we present an article on a special anniversary of the architecture/construction management firm of Weber Murphy Fox/Arris and their unique history and in many ways groundbreaking approach to design and building.

With baseball season upon us we thought it would be a great time to showcase Heritage Park at Jacobs Field, which is a tribute to the Cleveland Indians' greatest players throughout their long, illustrious history.

One of our friends a long-time contributor narrowly escaped serious injury when the motor of his plane just quit on a recent flight from Youngstown. A special feature this month describes Bob Nieto's ordeal – we are glad he was able to walk away from the accident. We are also happy to include his thoughts on the state of development in the area.

Our cover story focuses on The Barkley Pet Hotel & Day Spa, a one-of-a kind project in Orange Township. Howard Perlmutter, M.A. demonstrates what can



*The Fusion of Art
and Technology*

**Architectural &
Interior Photography**

440.724.5510

Visit our online gallery at
peasephotography.com



Scott Pease Photography



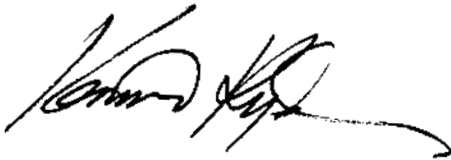
be done with a dream, hard work and dedication in creating the first of what most likely will be more of its kind across the country.

Lastly, this month we have included a special insert publication targeting North Olmsted-based contractor Fortney & Weygandt, Inc. and the company's sustained nationwide growth in a variety of building types for a multitude of clients.

Looking forward, next month is our Environmental Solutions issue, which will take a look at the growing trend of green design in both new building and renovations.

We're always searching for story ideas and encourage you to contribute! If you notice a new structure going up in your area or have just finished a great project, we would like to hear from you. Also, any noteworthy news about your company is always welcomed. Feel free to email me at kkrych@propertiesmag.com or call me at 216.251.0035. Enjoy the sunshine!

Positively,



Kenneth C. Krych
Owner/Publisher

Letters

I received a copy of your April issue of Properties and was impressed with the tremendous effort you put forth in creating a very interesting, accurate and impressive article featuring Kent Free Library. It was a pleasure experiencing the interview process with you. I appreciate... your publication's interest in the project. Thank you for the excellent coverage and best wishes for continued success....

John E. Kosar, AIA
Principal/Chairman Emeritus
Burt Hill

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




KAS INTERIORS

COMMERCIAL & RESIDENTIAL DESIGN


46200 Mather Lane
Chagrin Falls, Ohio 44022
440-247-5597

Interior Design · Space Planning · Historic Restoration
Color & Finish Selection · Kitchen & Bath Design

When it comes to complete roofing and waterproofing systems, SOPREMA has you completely covered... in all ways and for many years!



PROVEN BUILDING ENVELOPE SYSTEMS
with SBS and Liquid Membranes



SOPREMA®

www.soprema.us
310 Quadral Drive • Wadsworth, Ohio 44281
Phone: 330-334-0066 • Toll Free: 800-356-3521
Fax: 330-334-4289

PROPERTIES PEOPLE

Highlighting notable industry events



Westfield SouthPark Party

Redevelopment at Westfield SouthPark Mall has been completed, adding 200,000 square feet of new retail space anchored by a new 14-screen Cinemark theater. In celebration, the mall recently opened the doors for guests with a host of restaurants supplying great food. Graycor Construction Company, of Homewood, Illinois, was contractor while the design portion was provided by Dorsky Hodgson Parrish Yue, of Beachwood. **P**

- 1 Interior entrance of the new Cinemark Theater
- 2 (From left) **Tom Lloyd**, assistant general manager, and **Andy Selesnik**, CMD, customer service & marketing director, of Westfield SouthPark
- 3 *Properties* account executive Andrea Keener with new friend Spider Man
- 4 Exterior view of revitalized Westfield SouthPark Mall



- 1 (From left) **Paul Jance**, owner, and **Evelyn N. Kuzilla**, president, of Jance & Company, Inc.
- 2 (From left) **Dean W. Rankin**, project manager, and **Mike Marron**, president, of Baywest Construction Group, Inc.
- 3 **Carl Cathcart**, chief estimator, and **Jeannette Davisson**, director of business development, for Fiorelli Construction
- 4 **John Kiczek**, president, and **Matthew Large**, vice president, of Kiczek Builders, Inc.

The Blue Book GC Showcase 2007 Event

Recently, The Blue Book held its third annual GC Showcase event at the Embassy Suites hotel in Independence where 40 general contractors had the opportunity to meet and interact with 1,000 attendees and gather information for its database for potential new subcontractors and suppliers. **P**

PCS Open House

An evening celebration was held recently by PCS Project and Construction Services, Inc. to welcome guests to its new headquarters on the ninth floor of the IMG building at 1360 E. 9th St. in downtown Cleveland. Its staff of 40 now enjoys an entire floor of new offices and furnishings with spectacular views of the city and lake from their vantage point. Cleveland Mayor Frank G. Jackson made opening remarks. **P**



- 1 (From left) **Ken Krych**, *Properties* publisher, **Robert Strickland**, president of PCS Project and Construction Services, Inc., and Cleveland Mayor **Frank Jackson**.
- 2 (From left) **Vijay Khosla**, executive vice president of PSI Inc., **Mayor Frank Jackson** and **Jerry Hutchinson**, of PSI, Inc.



More GCs! More Vendors! More Connections!



**40 Exhibiting General Contracting Firms...
Nearly 1,000 Attendees...**

GC Showcase THE BLUE BOOK® *Where Relationships are Built.* **2007**

Thanks to all who participated in *The Blue Book's GC Showcase 2007*, making the third annual event in **Cleveland** a huge success!

Since 1913, The Blue Book has been bridging the gap between buyers and sellers in the construction industry. *The Blue Book GC Showcase* connects local industry professionals in person, at one time and – **at no charge!**

Each year the number of participants continues to grow. If you haven't experienced *The Blue Book's GC Showcase* – log on to **thebluebook.com** for more opportunities coming nationwide this September and look out for another Cleveland Showcase in 2008!

To learn more about The Blue Book's complete network of information and marketing resources, call:
216-513-6714 or 800-431-2584.

THE BLUE BOOK®
Bringing Buyers & Sellers Together Since 1913.

thebluebook.com

Lakeside Living at Larimar

Gated Willowick residential development unveils model homes

Area developer Ted Sahley recently joined forces with local broker/realtor and developer Frank Kaim to build Larimar, a new private, gated lakefront community in Willowick. Its name “Larimar” is derived from a rare blue gemstone that comes from the Dominican Republic.

The Larimar community has about 17 acres of lakefront property in Lake County. The master planned community offers luxury residences consisting of single-family, attached single-family, town homes and mid-rise condominiums ranging from \$230,000 to \$800,000.

“Larimar has the ultimate spectacular lakefront view with over two-thirds of the community having lakefront views and all having access to 1,300 feet of beautiful Lake Erie sandy beach,” Sahley says.

The development is being handled by WAP (Willowick Acquisition Partners) Construction, led by Kirk Betteley who has been building in Lake County for over 30 years, according to Project Sales Manager Jane Kaim.

“I find it very rewarding to sit down with the home buyer and incorporate their ideas into a design,” Betteley says. “I combine both classic and dramatic elements to create an atmosphere that is distinctive, sophisticated and timeless.”

Sahley says there be will approximately 200 residences including a large



BLUE VIEW When completed, the new Larimar development will include four mid-rise condominiums offering expansive lakefront views.

variety of housing “to satisfy everyone’s needs.” For example, there will be four mid-rise lakefront condominium buildings and nine single-family residential lakefront homes that each have more than 4,000 square feet of living space with balconies and windows overlooking Lake Erie.

Larimar currently has two models available to tour, including one with a first floor master, vaulted ceilings and loft. Both have hardwood floors, granite countertops, high ceilings, crown molding and walkout lower levels with great rooms, full baths and second kitchens.

“This kind of a development is a new animal for Willowick,” Jane Kaim says. “Up to this point, there have not been high-end homes of this kind available as many of the homes in the area are bungalows and ranches. To have these homes located right on the lake just adds to how special they are.”

Kaim says she expects all residences to be built and filled within the next five years.

“Homeowners will love the resort style living on the North Coast and will appreciate the quality construction and craftsmanship,” she says. **P**

We would be proud to be part of your team on your next construction project



CONTAINER SERVICE, INC.

**“The Leader in
Container Service”**

(216) 441-4422



- Residential
- Radio Dispatched
- Fully Insured
- Rubbish
- Industrial
- Family Owned
- Construction
- Organics
- Commercial
- Wood Pallets
- 20, 30, 40 Yard Containers



Turning Our Clients Dreams Into Reality

Services Available:

- Architectural Design
- Interior Design
- Programming / Planning
- Design / Build
- LEED Design
- Site Selection
- Feasibility Study
- Facility Assessment

TC Architects

TC
ARCHITECTS
INCORPORATED

Contact us at:
www.tcarchitects.com

We work for you

SDR

Specialists in Real Estate Insurance Since 1949

Schneider-Dorsey & Rubin insures over two-billion dollars
in property values with a single focus in mind... you!

As independent agents, we have the flexibility to provide
customized real estate insurance specific to your needs.

At Schneider-Dorsey & Rubin, we don't work for the
insurance companies - we work for you.

3 Commerce Park Square • 23230 Chagrin Blvd. • Cleveland, OH • (216) 831-7272 • Fax (216) 292-9179

March Construction Slips One Percent

New construction starts in March settled back 1% to a seasonally adjusted annual rate of \$605.1 billion, it was reported by McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building retreated after its surge of activity in February. Meanwhile, residential building edged upward, and the public works sector registered a strong gain. During the first three months of 2007, total construction on an unadjusted basis came in at \$134.8 billion, down 15% from the corresponding period of 2006. The year-to-date decline for total construction was the result of sharply lower residential building compared to the first quarter of 2006, which was prior to the time when last year's housing correction became severe. If residential building is excluded from the year-to-date figures, new construction starts in the first three months of 2007 were up 2% compared to last year.

The March statistics produced a reading of 128 for the Dodge Index (2000=100), down slightly from a revised 130 for February.

"The pattern for overall construction activity so far in 2007 is being shaped by the weak residential sector, in similarity to what occurred from the spring of 2006 through the end of last year," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "Both nonresidential building and public works picked up the

slack in 2006, and it's expected that this will also occur in 2007, but to a lesser degree. Nonresidential building has been volatile in the early months of 2007, and while the odds still favor more growth, there's concern that tighter lending conditions and the slower economy could soon begin to dampen commercial construction. The public works sector still appears on track for more expansion this year, given the funding support coming from the federal and state governments."

Nonresidential building

Nonresidential building in March dropped 10% to \$200.4 billion (annual rate), coming in about halfway between this year's weak January and robust February. The largest March declines for nonresidential building were found in the institutional sector. Amusement-related projects fell 68%, following a February that had been boosted by the start of a massive \$1.3 billion convention center expansion project in New York,

McGraw Hill
CONSTRUCTION Network™

Finally, a **faster, easier** way
to **manage bid day**

Introducing the Network Online Bid Management Service

Reduce costs, bid more efficiently and minimize the risk of costly mistakes, right from your Network desktop:

- **Streamline** plans distribution
- **Communicate** with subcontractors
- **Manage** bid packages online
- **Access the Network**—the largest projects and plans database

connecting people_projects_products

McGraw Hill
CONSTRUCTION Dodge
Sweets
Architectural Record
ENR
Regional Publications

Find us online at www.construction.com



Take control of bid day!

Call **1-800-221-0088** or
click [www.construction.com/
bidmanagement/](http://www.construction.com/bidmanagement/) today!

**Easier bidding.
Bigger profits.**

MBMPM1204

The McGraw-Hill Companies

New York. The public buildings category (courthouses and detention facilities) retreated 28%, and healthcare facilities fell 25% from an elevated February. School construction held steady in March, aided by the start of a \$151 million college building in Brooklyn, New York, as well as numerous high school buildings that reached groundbreaking around the nation.

Transportation terminal work increased 4% in March, reflecting the start of a \$122 million ferry terminal renovation in New York City and a \$53 million airport terminal renovation in Newark, New Jersey. Church construction in March rebounded 29% from a weak February.

The commercial structure types generally strengthened in March. Hotel construction increased 24%, aided by the start of a \$130 million hotel and entertainment center in Michigan City, Indiana. Office construction grew 15%, with support coming from large office projects in Chicago, Illinois (\$132 million); Mooresville, North Carolina (\$109 million); and Miami, Florida (\$103 million).

"Office construction showed healthy growth in 2006, and it's expected that another gain will be reported for full year 2007, although the level of activity is still considerably below what was registered in the late 1990s," Murray says.

Store construction in March grew 1%, continuing to show surprising resilience in light of the decline for residential development that has taken place over the past year. In contrast, warehouse construction in March fell 11%, and the manufacturing plant category dropped 34% from its improved amount in February. While losing momentum, the manufacturing plant category included

March Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on March 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	\$96,004,000	\$99,973,000	-4
Residential	\$70,560,000	\$106,658,000	-34
Total Building	\$166,564,000	\$206,631,000	-19

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

	2007	2006	Percent Change
Nonresidential	\$208,659,000	\$269,377,000	-23
Residential	\$201,873,000	\$256,133,000	-21
Total Building	\$410,532,000	\$525,510,000	-22

- 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

these large projects in March – a \$165 million expansion to a cement plant in Pennsylvania, plus the start of two large ethanol plants located in Iowa (\$100 million) and Kansas (\$60 million).

Residential building

Residential building, at \$279.8 billion (annual rate), was up 1% in March. The dollar volume for single-family housing grew 3%, helped by improved activity in the Midwest (up 18% from a very weak February), the West (up 3%), and the South Central (up 2%). The dollar amount for single-family construction in the Northeast was unchanged in March, while the South Atlantic receded 2%. Mortgage rates continue to be low, as the 30-year mortgage rate averaged 6.2% in March, down from 6.3% in February.

However, the investor-led portion of homebuyer demand remains weak, and the turmoil in the subprime mortgage market is limiting loan availability.

"The very depressed levels for new and existing home sales in February and March suggest that any near term improvement for single-family homebuilding will be sporadic at best," Murray says.

Multifamily housing in March dropped 7%, as the downward trend for this side of the housing market is growing more discernible, after comparative stability during 2006. While the number of very large multifamily projects that reach groundbreaking each month is becoming smaller, March did see the start of several such projects, located in Louisville, Kentucky (\$204 million); Cambridge,

Providing top quality commercial exercise equipment from the fitness industry's leading manufacturers

HEALTH & FITNESS
Equipment Centers

Commercial & Residential Equipment • Facility Planning Design
Delivery & Installation • Service & Preventative Maintenance

www.healthandfitnessohio.com

Commercial Division: 440.461.0946

Fairlawn/Akron 330.836.6640	North Canton 330.492.7773	Mayfield Hts. 440.461.4900	Eastlake 440.946.0839	North Olmsted 440.734.4888
---------------------------------------	-------------------------------------	--------------------------------------	---------------------------------	--------------------------------------

Specializing in CUSTOMER SERVICE!

Kurtz Bros., Inc.

CONSTRUCTION SUPPORT SERVICES

let us take the hassle out of disposal



- 10, 20, 30, 40 YD Roll-Off Containers
- Dry Fill Sand, Fill Dirt, Liner Clay
- Recycled Aggregates
- Erosion Control, Excess Soil Removal
- Topsoil, Mulches, Composts
- Construction & Demolition Disposal
- BioRetention/Raingarden Soils

"GREEN" BUILDING EXPERTS, ask us!

Members of: US Green Building Council,
Entrepreneurs for Sustainability, Green Building Coalition,
Home Builders Association —Build Green, Earn LEED points!

Call:
216-986-7000

Kurtz Bros., Inc.

We make the good earth better!™

KURTZ BROS., INC. Corporate Office, Cleveland
PO Box 31179 • Independence, OH 44131 • (216) 986-7000



Massachusetts (\$84 million); and Atlanta, Georgia (\$84 million).

Nonbuilding construction

Nonbuilding construction advanced 10% in March to \$125.0 billion (annual rate). The transportation side of the public works sector soared in March, with highway construction climbing 50% after a subdued February, reflecting widespread strength across the nation.

"In mid-February, Congress finalized fiscal 2007 spending levels for a number of construction accounts, including a 10% increase for the federal-aid highway program," Murray says. "This greater financing, combined with the fact that state departments of transportation now have a more certain funding horizon, contributed to the strong March increase for highways."

Bridge construction also soared in March, jumping 60% with the boost coming from the start of large bridge projects located in Louisiana (\$167 million), West Virginia (\$108 million), and two in New York (\$84 million and \$78 million). On the environmental side, sewer construction in March advanced 46%, with the two largest sewer-related construction starts located in California (\$180 million) and Massachusetts (\$140 million). Water supply construction in March grew 16%, but both river/harbor development and miscellaneous site work were down 6%. Overall public works construction in March climbed a substantial 29%. The nonbuilding total for March was pulled down to just a 10% gain as the result of a substantial 81% drop for electric utility construction, which is prone to volatility on a month-by-month basis.

The 15% drop for total construction during the first three months of 2007 was due to this performance by major sector – residential building, down 29%; nonresidential building, down 1%; and nonbuilding construction, up 7%. With subsequent months, it's expected that the decline for residential building will not be as steep, exerting a smaller downward pull on the year-to-date amount for total construction. On a regional basis, the first three months of 2007 showed total construction relative to last year perform as follows – the South Central, down 4%; the Northeast, down 11%; the Midwest and South Atlantic, each down 15%; and the West, down 25%. **P**



LEFF

ELECTRIC

Full line electrical supply distributor since 1921

Building & Property Management

- Group Contract Pricing
- New & Upgrade Project Planning
- Lighting Audit & Evaluation

Call Christine Oriti - Outside Sales, Lighting Specialist

216-432-3000, Ext. 240

1163 East 40th Street • Cleveland, Ohio 44114



Better Energy Purchasing Decisions

Purchasing energy can be both frustrating and confusing. For those who have never been involved in purchasing energy, it is easy to be overwhelmed by all of the lingo associated with natural gas, electricity or fuel oils. Even seasoned purchasers that understand the industry can be frustrated by wild swings in price and the speed in which they happen. The price of natural gas and electricity has been known to double in very short periods of time. Periodically thinking about energy prices after a tough budget meeting or searching around for the cheapest supplier once a year is a poor substitute for an effective plan to control your energy costs. Here are a few guidelines.

Even seasoned purchasers that understand the [energy] industry can be frustrated by wild swings in price and the speed with which they happen.

1 *Expand your purchasing horizon and turn volatility into your friend.* This doesn't mean you should enter into a two-year, fixed-price transaction tomorrow. What it does mean is that you should lengthen the horizon so that you are in a position to make a long-term purchasing decision. The savviest buyers we deal with are not just looking at purchasing opportunities today, but well into the future. Work with an energy supplier that is going to provide you with topnotch information, ideas and access to experts that are in the markets every day.

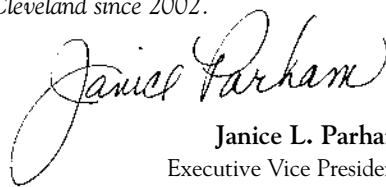
2 *Understand what is most important to you.* Is it price stability or a guaranteed price? Is it meeting a budget? Is it achieving the lowest possible price, while not exceeding some maximum price? Is it taking advantage

of lower future pricing? A supplier can also offer you a combination or portfolio of buying strategies for energy commodities to fit your needs. Understand that there is no one best time to buy a fixed price in volatile energy markets.

3 *Spend some time figuring out how to use less energy.* The best energy consulting dollars you spend should help you identify ways to reduce your overall energy consumption and outline the necessary actions to do so. The first step may be a simple energy audit that shows how energy usage is related to certain activities and how much energy is consumed during different times of the day or week. This may give you the insight needed to undertake projects that can lead to real savings.

It is easy to feel overwhelmed by fast-moving energy prices. While you may not be able to control what OPEC does or what happens to electricity prices, you should spend more time on each of these three areas.

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 Diane C. Coleman, senior account manager with Hess Corporation. She can be reached at dcoleman@hess.com. Hess Corporation has been a member of BOMA Greater Cleveland since 2002.



Janice L. Parham
Executive Vice President
BOMA Greater Cleveland

For more info on this article or BOMA Greater Cleveland, contact Janice Parham at 216.575.0305 or jparham@bomacleveland.org



Is it time to
discuss your
square feet?

Call us. We
have 10 million.

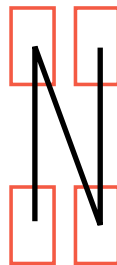
Weston Commercial
Real Estate
440.349.9000

Visit us on the web:
www.teamweston.com

Commercial Real Estate



We See To Your Vision.



ESHKIN CONSTRUCTION CO., INC.

GENERAL CONTRACTOR & CONSTRUCTION MANAGER



**OUR REPUTATION IS
BUILDING YOUR IMAGE**

NESHKIN CONSTRUCTION CO., INC.
SPECIALIZING IN INTERIOR TENANT
RENOVATIONS, TENANT BUILD-OUT
PACKAGES, RETAIL AND MEDICAL
CONSTRUCTION.

3214 ST. CLAIR AVENUE
CLEVELAND, OH 44114
PHONE 216.241.3397
FAX 216.241.2734



Honoring Home Team Heroes

Heritage Park at Jacobs Field celebrates Tribe history

By Mark Watt | Photos by Dan Medlik/Cleveland Indians

From within, the new \$1.1 million Heritage Park at Jacobs Field is designed as a serene, respectful homage to the colorful history of the Cleveland Indians. Opened in April, the 4,300-square-foot walkthrough exhibit incorporates obelisk-like monuments, bronzed plaques and engraved pavers, honoring the greatest players and most memorable moments in the baseball team's history, all of which are spread across a two-tiered space just beyond the centerfield wall. But if you're seated behind home plate, you may not even notice that the exhibit is there.

Actually, that's the point, according to Bob DiBiasio, vice president of public relations for the Cleveland Indians.

"For a number of years, we had been thinking of a way to honor our rich history somewhere in Jacobs Field, but finding the right space was a challenge," DiBiasio says. "We looked at every corner of the building. At one point while we were walking around the park, it dawned on us that the one space that was underutilized was the area in dead center field."

This venue beyond the center field wall, with picnic tables and carefully

groomed greenery, had been an inviting part of the ballpark since it opened in 1994, but wasn't available for fans to use during games. This was because of a need to retain the hitters' point of view during game play, a protocol applied at all major league baseball parks. The idea is that batters at home plate should always have a clear view of the pitcher, without colors, complex patterns or movement in the background to distract attention.

As DiBiasio explains, the hope was to better utilize the space by transforming it into a park-like historical exhibit that could be open during games. So

in early 2006, the Cleveland Indians enlisted Christopher Wynn, AIA, director of design at Osborn Architects & Engineers, to come up with a new design for the space to honor the team's heritage while retaining the "batter's eye zone."

"That was the biggest challenge of the project, especially as there were two tiers in the existing space," Wynn says. "We dealt with it in the design by using screen walls, as well as shrubbery and trees, to block all pedestrian movement from the hitters' point of view. The landscaping was important because

Power Structure

Compact Track Loaders
Compact Excavators
Compact Wheel Loaders

Backed by a highly trained team
in product and service



FINANCING FOR EXCAVATORS

0% - 12 MONTHS
0% - 24 MONTHS
0% - 36 MONTHS
2.9% - 48 MONTHS
3.9% - 60 MONTHS

FINANCING FOR TRACK LOADERS AND WHEEL LOADERS

0% - 12 MONTHS
1.9% - 24 MONTHS
2.9% - 36 MONTHS
3.9% - 48 MONTHS
4.9% - 60 MONTHS

Contact your full service dealer for more information

Indy
EQUIPMENT

216.446.3200
6500 E. Schaaf Rd
Independence, OH 44131

TAKEUCHI[®]

The Power of Product and Support

All financing is for qualified machines. Expires June 30, 2007

www.takeuchi-us.com

Photo by Mark Wart



LEADING LINEUP The lower tier of Heritage Park includes a bowed retaining wall featuring granite blocks inscribed with names from the Top 100 Indians Roster, a group of Tribe greats selected by fans and former players during the team's centennial celebration in 2001.

we wanted to soften the look of it from inside the ballpark.”

Covering the bases

In October 2006, construction of the park began under the direction of general contractor Neshkin Construction, which had previously worked for the Cleveland Indians on team shop build-outs, construction of new concession stands and suite renovations.

“We started work right after the baseball season ended in September and continued through the winter and spring,” says Neshkin Construction Vice President Alan Pollack, who acted as project manager. “Thankfully, the weather held out for us and we were able to complete all concrete work before the cold weather really hit. The project wrapped up two weeks before Opening Day [in April].”

Wynn’s final design retains the pre-existing two tiers of space in a new way. The upper tier has been transformed into a rotunda. Honored here are 15 ballplayers in the 27-member Cleveland Indians Hall of Fame who have also been inducted into the National Baseball Hall of Fame in Cooperstown, New York. Names, images and brief biographies of these players, including legends such as

Satchel Paige, Bob Feller, Nap Lajoie and Larry Doby, are captured on bronzed plaques set upon precast concrete monuments arranged in a semi-circle.

“The monuments are architectural precast, but are designed to match the Indiana limestone that is used on the exterior of Jacobs Field,” Wynn says, noting that several other materials were selected to match those existing elsewhere in the facility. “Jacobs Field already has its own architectural language, so Heritage Park was built to fit right in.”

Lighting fixtures are integrated into a trellis of steel that connects the monuments.

“The lighting was

a tricky design element, because we had to make it work within the existing situation and there is a lot of electrical work running below. It’s slab on grade, but there are tons of conduit and water pipes. It’s made to look as effortless as possible, but required a lot of effort to make it work.”

The lower tier, accessed by two sets of stairs as well as an elevator for handicap access, includes monuments honoring the remaining 12 members of the Cleveland Indians Hall of Fame. On this level, a bowed retaining wall features granite blocks inscribed with names from the Top 100 Indians Roster,

“Jacobs Field already has its own architectural language, so Heritage Park was built to fit right in.”

**Christopher Wynn
Osborn Architects & Engineers**



Uncovering a Relic of Indians History

One notable treasure included at Jacobs Field’s Heritage Park is a bronzed plaque honoring Raymond Johnson Chapman, who began playing shortstop for the Cleveland Indians in 1912. Nicknamed “Chappie,” Chapman was hit by a pitch from the New York Yankees’ Carl Mays on August 16, 1920 and died the following morning at the age of 29. (Struck in the temple before the advent of batting helmets, he is the only player in the history of baseball to die from injuries sustained during game play.)

The 175-pound plaque, featuring a detailed image of Chapman’s bust surrounded by a base-

ball diamond, was cast in his honor and originally hung at League Park, which was the team’s ballpark at the time. Sometime between 1932 and 1946, when the team began playing at the newly constructed Cleveland

Municipal Stadium, the plaque was moved to the new park and put on display, before being removed for unknown reasons.

When the Tribe moved to Jacobs Field in 1994, the plaque was crated and moved to the new ballpark. Although the team initially planned on putting the plaque on display at the new facility, it eventually was forgotten until this February when workers were cleaning out a storage room in the ballpark and found the artifact.

Last minute changes during the construction of Heritage Park allowed for the plaque to be hung as part of the exhibit, after a careful restoration process brought the artifact back to a presentable condition. Located on the lower tier of Heritage Park, the plaque is now on display as a permanent fixture of the newly designed space honoring the history of the Cleveland Indians. —MW



Photo by Mark Wart

Northeast Ohio's Leader

Established for Over 25 Years

- High-Speed Internet Remote Video
- Digital Video Recorders
- Card Access
- Fire/Burglar
- Surveillance Cameras

www.poweralarm.com
25086 Lakeland Blvd.
Euclid, Ohio 44132

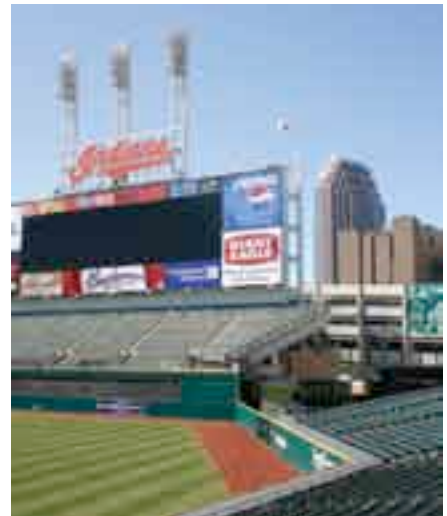


Photo by Mark Watt

HIDING OUT Screen walls and shrubbery are used to hide pedestrian activity at Heritage Park, providing an uninterrupted line of sight for batters at home plate.

a group of Tribe greats selected by former players and fans in 2001 as part of the team's 100th anniversary.

Also on the lower tier is a late addition to Heritage Park: a nearly 90-year-old, bronzed plaque honoring Ray Chapman, who played shortstop for Cleveland in the early 1900s and died in 1920 after being hit by a pitch during a game against the New York Yankees. The plaque was rediscovered in a storage room early this year, restored and is now a permanent part of the exhibit.

Thirty-eight pavers located throughout Heritage Park are inscribed with memorable moments from Tribe history, such as Len Barker's perfect game in 1981, "Shoeless" Joe Jackson hitting a .408 batting average in 1911, and fans setting a Major League Baseball record with 455 straight sellouts from 1995 to 2001.

As Wynn notes, the design allows space for additional plaques to be placed within the park. This summer, in fact, the team plans to induct four more players into the Hall of Fame. Right-handed pitchers Charles Nagy, Mike Garcia and Jim Bagby Sr., and right-handed slugger Andre Thornton will be enshrined over the weekend of August 10-12, bringing the total number of honorees to 31.

"In the future, there may be some temporary exhibits at the park as well," Wynn says.

A grand slam

Now that the project is completed, Pollack says the Cleveland Indians are enjoying the new addition to their home

Carron digs right in!

Carron finds that through the course of any site project, excavation and drainage will be an important part of the process as we strive for an environmentally-conscious approach to successful construction. Carron will implement the appropriate method of erosion protection in order to prevent water runoff and the damage it may cause. By being conscious of the natural surroundings and abating erosion, Carron will successfully provide your project with an environmentally friendly result.

carron
asphalt paving, inc.

440-439-6464
7615 Bond Street, Solon, OH 44139
carronsales@carronasphalt.com



Photo by Mark Watt

NIGHT LIGHTS Lighting fixtures are integrated into a trellis of steel connecting monuments on Heritage Park's upper tier.

ballpark – and that he enjoys visiting Heritage Park too when he makes it out to Tribe games.

“I’ve been a baseball fan all of my life, so I can say that being a part of this has been one of the highlights of my life,” Pollack says. “When I go down there, I have a real sense of accomplishment. It’s an honor.”

DiBiasio says the Cleveland Indians organization is very pleased with the new Heritage Park exhibit.

“It was a tremendous team effort by a lot of local Cleveland companies,” DiBiasio says. “It seemed like everyone who worked on the project was a baseball fan too. They had a lot of fun working on this project because it is so special.” **P**

RAF
BUILDING MAINTENANCE
 1934 St. Clair Ave.,
 Cleveland, OH 44114

*Chemical Cleaning • Caulking
 Brick & Stone Replacement
 Waterproofing • Sandblasting
 Tuckpointing • Concrete Repairs*

**CALL RUSTY OR LISA FERGUSON:
 216-771-0502**

OHIO CONCRETE SAWING and DRILLING

Bringing Solutions To Your Concrete Problems

TOM WHITE
 330-633-5104
 CELL: 330-352-7618

1100 Evans Ave.
 Akron, Ohio 44305
 Fax: 330-633-5150
 www.ohioconcrete.com

Pleased to provide masonry construction for Heritage Park at Jacobs Field

Zavarella Bros. Construction Co.

Commercial & Industrial Masonry
440-232-2243
 5381 Erie St., Bedford Heights, OH 44146

INDUSTRIAL & COMMERCIAL CONSTRUCTION/RENOVATION/REPAIRS

CLOCK ELECTRIC INC.
 Bucket Truck Services
216.221.1400
 www.clockelectric.com

Parking Lot Lighting
 Exterior Lighting & Building Wall Packs
 Pole Removal and/or Installation
 Maintenance Contracts Available
 Sign Repairs LED & Neon

Call on us for 24-HOUR EMERGENCY SERVICE: 800.837.9550

Developing Theories

Bob Nieto navigates Northeast Ohio's changing landscape

By Jessica Nelson | Photos courtesy Bob Nieto

Bob Nieto, president of R.G. Nieto Co., has had a fascinating career in real estate management, brokerage, investments, auctioneering and mortgages in Northeast Ohio thanks to his fearlessness in facing challenges head on. A former contributor to *Properties*, Nieto served in the Air Force in Korea, became a fifth-degree black belt and owned his own martial arts school in Woodmere Village before turning to commercial real estate in the 1970s. After five years of success selling commercial properties with a local real estate firm, he got his broker's license and opened his own firm.

Today, R. G. Nieto Co. specializes in the acquisition and management of strip shopping centers, mortgage brokering and real estate auctioneering.

Nieto has strip shopping centers in 10 cities over four counties as far south



ROLLING ON Bob Nieto has learned to adapt to changes in Northeast Ohio's real estate market.

as Orrville and as far east as Mentor and Painesville, as well as properties in Cleveland and surrounding suburbs.

The changing face of Northeast Ohio real estate

"Rather than urban or suburban properties, I've been focusing on rural properties," Nieto says.

He has his reasons. For one, more square footage is available for less money in rural areas. Rural areas aren't overbuilt so businesses encounter less competition. Most importantly, investments in more populated areas are becoming increasingly difficult.

"I think there is overdevelopment in our region," Nieto says. He contrasts areas like Cleveland and places like the Carolinas that are currently seeing a steady influx of people. "Here we're doing our best right now to hold our own population."

Citing recent new developments in the region, Nieto says, "when you build new like that, you're really only taking some other shopping center's share. It's just moving the dollars around. It's being terribly diluted."

Another challenge Northeast Ohio is facing is an influx of buyers from out of state.

Carpet Mask®

Floorliner®

Floor Mask®

Carpet Mask®, Floorliner® and Floor Mask® are available from your local flooring retailer

Distributed by **SOBOL** Sobol Sales Company

"It seems like we're getting beat by people from out of state buying our real estate," Nieto says.

Within the past five to six years is when Nieto began to notice this change.

"People here have to rely on financing, but out-of-staters don't, so that's better for the seller," he says. "That situation's never really happened before."

Then tax reform hit

The biggest factor leading up to the current state of commercial real estate in Northeast Ohio was the Tax Reform Act of 1986, according to Nieto.

"A lot of people got out of the business," he says.

The Tax Reform Act of 1986 completely changed the whole scenario, he says. Instead of discouraging investors who bought and sold real estate to avoid paying taxes, the reform is widely regarded as having had the effect of discouraging normal law-abiding investors, too.

"Benefits were gone, capital gains rates were changed, everything was changed for real estate," he says. "After tax reform hit, you couldn't buy and sell the same way. It caused the whole industry to come to a standstill."

Properties in focus

Nieto saw an opportunity to publish his views on life after tax reform within *Properties* in a section formerly known as "Investment Corner." He wrote letters to Congress, as well.

"Capital gains rates have been relaxed and other things have relaxed since then," Nieto says. "It's better and we can live with it, but it's not the same."

He will tell you to compare *The Plain Dealer's* commercial real estate classifieds of today to what they were before 1986.

Ironically, "the tax reform in a way helped me get to where I am now actually," says Nieto. After the reform, he didn't want to leave the business, so he diversified. "Instead of just selling buildings I started to lease. I also started to manage, and the management end is what got me into purchasing."

Nieto is currently in the process of due diligence for Kenton Plaza, a shopping center in Kenton, Ohio. **P**



R.G. Nieto Co. President Survives Plane Crash

"The way to overcome this is to meet the devil head on," thought R.G. Nieto Co. President Bob Nieto of his fear of flying 11 years ago. The first airplane he was on in 1966 was struck by lightning. The last airplane he was on crashed in a field in Portage County in the last week of March 2007.

At 4,500 feet up, the engine just stopped. A deadly silence filled the cockpit of Nieto's 1966 Alon Aircoupe.

Turning to co-pilot Brian McGreen, Nieto said, "We're going to make this. We're going to land this plane. We're going to be okay."

"I honestly felt it wasn't my time yet," says Nieto. "Fortunately neither one of us panicked. You really don't know what you're going to do in a situation like that, if you're going to panic or scream or yell. We were both very calm and we were handling our duties."

For an airplane's engine to quit mid-flight is as rare as a car's engine stopping while it's being driven.

Nieto and McGreen stayed calm and immediately focused on following emergency flight procedures. McGreen took over the controls because he was the more experienced pilot. The duo split duties. Nieto called Akron-Canton Air Traffic Control to declare a mayday. Nearest to the Portage County Airport, they headed there, constantly looking for places to land.

Without power, the pilots could only raise and lower the nose of the plane to maintain the airspeed necessary to stay aloft as long as possible. They had the airport runway in their sights, but the closer they came, the more houses, buildings, power lines and trees they had to contend with.

"We were sinking fast," says Nieto. When they realized they weren't going to be able to reach the airport, they picked a field and aimed for it.

They dropped 80 feet to the ground, skidding and careening into ditches. One ditch ripped off the plane's landing gear and spun the plane 180 degrees. The right wing sheered off, the fuselage was crumpled and the cockpit was split open like an eggshell.

The header gas tank directly in front of both pilots had ruptured and the plane's electrical system was still on, leaving the possibility of an explosion or fire.

Miraculously, Nieto and McGreen quickly escaped the wreckage and were treated and released from the hospital within hours. —JN



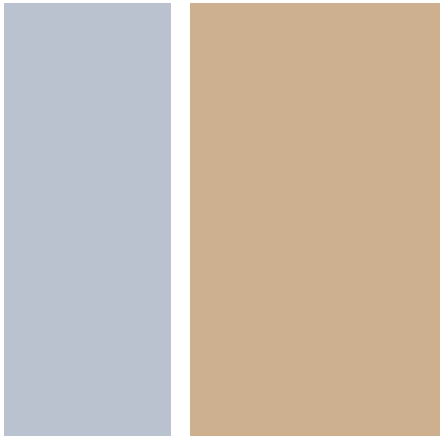
LUCK IN THE AIR Bob Nieto and his co-pilot were treated and released from the hospital within hours of surviving a plane crash in Portage County.

KLING

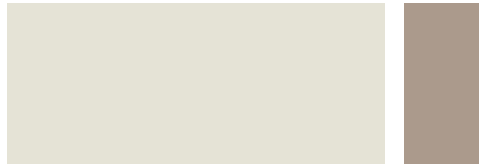
construction

SINCE 1979

NATIONWIDE BUILDER



We are proud to have provided general contracting services for The Barkley Pet Hotel and Day Spa

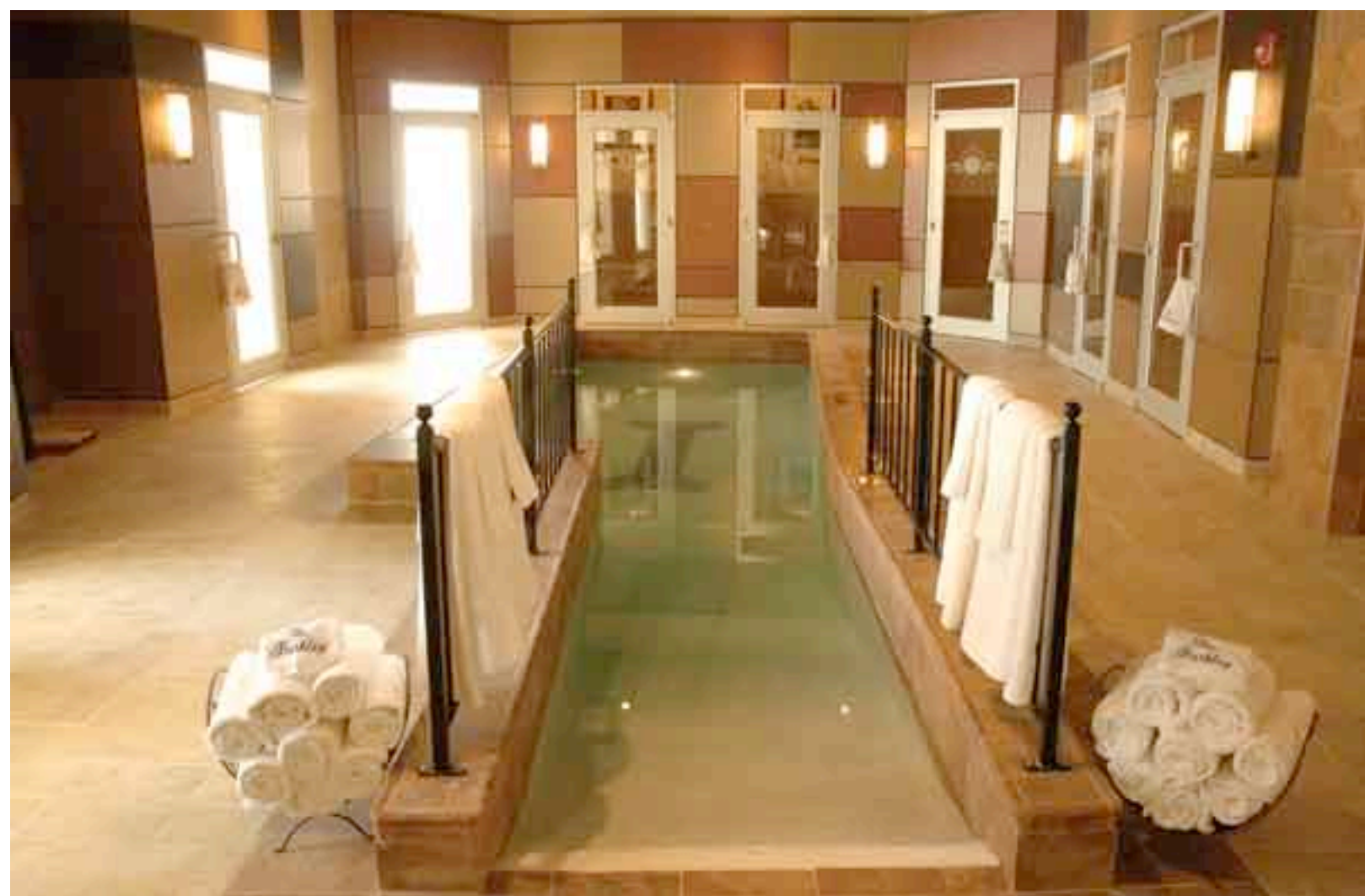


440/357-8090

9385 HAMILTON DR., MENTOR, OH 44060
www.klineconstruction.com

COMMERCIAL • MEDICAL • VETERINARY • DENTAL

SPECIALISTS IN TRAFFIC CONTROL & FLOW, ODOR CONTROL & CONTAINMENT, & NOISE MANAGEMENT



PET! PROJECT

THE! BARKLEY! PET! HOTEL! &! DAY! SPA! OFFERS! RITZY! SPACE!
FOR! DOMESTICATED! PALS! TO! SIT,! STAY! &! LIE! DOWN

By Nancy Loyan Schuemann | Photos courtesy The Barkley Pet Hotel & Day Spa

Imagine a luxury resort with a spacious lobby of commissioned artwork, a designer boutique, lavish suites with a view of lush gardens and a fountain swimming pool, state-of-the-art amenities, a full-service spa for pampering, fitness activities, gourmet cuisine and black stretch limousine service... for pets.

The Barkley Pet Hotel & Day Spa, located at 27349 Miles Road in Orange Village, offers all of this and more. The first upscale pet resort in Northeast Ohio, the 15,166-square-foot Barkley is the pet equivalent of a posh human hotel and resort.

Entering through dual glass-encased vestibules, the spacious lobby is bathed in natural light from a coffered ceiling

with skylight. It features a tiled floor, a curvilinear bi-level reception desk with a solid surface top impregnated with glittering copper shavings, overhead pendulum lights, digital plasma screen signage and shelves of unique boutique items.

Hints abound that this is not for human accommodation, from the name on the classically inspired exterior with



FUR FRIENDLY The Barkley Hotel & Day Spa is designed as a pet equivalent of a posh human resort, which is noticeable upon entering. The spacious lobby, furnished with dog- and cat-themed artwork, features a tiled floor, a reception desk with a solid surface top impregnated with glittering copper shavings, overhead pendulum lights, digital plasma screen signage and shelves of unique boutique items.

its paw print logo, the cast concrete paws in the gardens, the custom artwork of world-renowned animal artist Anthony Valentino Robinson and the plush pet beds and designer collars in the boutique to the glass-enclosed doggie daycare romping yard visible from behind the reception area.

The design is based on those found in fine human resort hotels. The natural-toned masonry exterior has an arched, lit porte-cochere, as well as inlaid brick and stone pillars, floor-to-ceiling windows shaded by striped awnings and a design rail across the roofline. It is constructed with steel interior walls, steel bar joist with metal deck, asphalt roof and a poured concrete floor. Landscaping is lush and inviting.

For ease of accessibility, the facility is one level. To the left of the lobby is an area exclusively for dogs. To the right is an area designated for cats.

In the designated dog area there are four levels of boarding, each with its own ambiance and menu of amenities. All guests are given four daily potty breaks and a bedtime biscuit.

For the discerning guest, the most luxurious suites (at \$65 a night) are the Executive Poolside Suites. Each elegant glass privacy-door suite has a view of the four-foot deep pool com-

plete with arched fountains. Suites range from 64 to 120 square feet. Some, like the Presidential Suite, with its pet-level fireplace, also have an outdoor view with oversized windows. Others face an indoor courtyard. All suites not sporting outdoor views have the option to have direct access to an adjoining park suite. Floors are of tile while each spacious suite has its own iron bed, designer bedding, monogrammed towels, individual climate and lighting control, an in-suite flat-screen plasma television broadcasting animal programming (a new movie, such as "Snow Dogs," is featured every day), raised food bowls and "snoutcams," giving owners continual pet-level access to their pets via the Internet. A complimentary tummy rub and spritz of bottled water are included.

Another level of boarding is the Barkley Park Suites (at \$49 a night). These suites line the perimeter of an indoor park complete with a fire hydrant. The grass-like Tourturf and silk flowers lining a lighted perimeter soffit/flower box creates a garden setting complete with additional colorful blooms and a soothing concrete fountain. Suites, ranging from 36 to 54 square feet, have curved wrought iron-gates, white iron beds with fine bedding, raised food bowls, in-suite television entertain-

ment and community Web cams, giving owners Internet access.

Standard suites (at \$29 a night) have glass doors, raised floors, Barkley cots with lambskin bedding, raised food bowls and communal television.

For small breeds and puppies, petite suites (at \$24 a night) are available in their own dedicated area, insulated from larger breeds for a more stress-free stay.

Other optional amenities include extra potty breaks, personal playtime, story time, trail hiking, busy bones, tummy rubs, pooltime, room service from Hyde Park Steak House, limousine rides about town or to McDonalds (in The Barkley's elegant black stretch limousine for transportation), shopping allowances, vacation photographs and emails and special needs. The Barkley can accommodate 160 canine and feline guests.

The Barkley also hosts educational seminars, birthday parties, "yappy" hours, "pooch-cake" breakfasts, "bark" mitzvahs, "mutt" rimonies and other special occasions.

No matter what level of accommodation, each suite adheres to standards above those required by law of a pet boarding facility. Each area features its own food preparation center with counters, sink and refrigerator. Classical and



Buildings may have a story or two. But neighborhoods have many more.

Key Community Development Lending is committed to the growth and development of economically challenged communities, and always has been. Our dedication to low- to moderate-income urban development areas is visible in the \$250-300 million we invest annually in affordable housing projects, small business and other urban neighborhood enhancements.

Our experienced, dedicated team brings together creativity and a variety of financing sources, including debt and equity financing, public sector loans, foundation grants, government guarantee programs and tax credits to craft specialized financing packages for urban communities.

To learn more about our equity and debt financing expertise, visit us online at key.com/CDL.

KeyBank



Proud to be part of The Barkley Pet Hotel & Day Spa project



"Family-owned since 1985"

Custom Cabinetry • Closets • Displays • Etc.

- > Commercial
- > Residential
- > Retail

440-953-5858

"Come visit our showroom in Willoughby, Ohio"

www.csucabinetsandclosets.com

Sitework for The Barkley Pet Hotel & Day Spa by

CLEVELAND TRINIDAD PAVING COMPANY

440-346-4309

12395 Painesville-Warren Rd., Concord, Ohio 44077



LICENSED ELECTRICAL CONTRACTOR

INDUSTRIAL • COMMERCIAL
Electrical Service • Construction
BONDED & INSURED

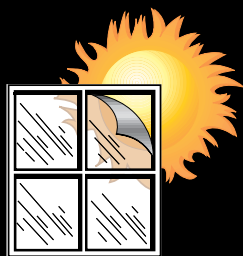
Over 25 Years Experience

FREE ESTIMATES

216•486•6688

INDUSTRIAL & COMMERCIAL SPECIALIST

- ◆ New Construction
- ◆ Motor Control Work
- ◆ Lighting Design
- ◆ Telephone Wiring
- ◆ Circuit Breakers
- ◆ Industrial Machines
- ◆ Computer Wiring
- ◆ Security Lighting
- ◆ Panel Upgrades
- ◆ Plant Relocations



GLASS ENHANCING FILMS

Suntrol window film prevents fading and glare, reduces heat loss and reduces air conditioning costs by 55% to 73%. UV rays are reduced 99% while improving aesthetics. Balance your heat/cold spots in your building.

We Provide a 10- to 15-Year Warranty and a Free Energy Savings ROI Report
Residential, Commercial & Institutional



Helping Northern Ohio Since 1975

jazz music is piped into all rooms. Air is ventilated to continually circulate draft-free fresh air throughout eight individual air zones to help minimize the spread of odors, airborne germs and contaminants. A central Powerwash system is implemented to cleanse and sanitize each suite and assures a uniform attention to cleanliness. Linen and bedding are changed every day. The Barkley has its own laundry-housekeeping center with commercial washers and dryers and a 90-second, 140-degree dishwasher to assure cleanliness and sanitation.

"Animal facilities are one of the most unique facilities we can build," says Laurence "Larry" Kline, president of Kline Construction Corporation. "It is necessary to have the proper odor control and noise abatement systems designed and installed for any animal facility to be a success."

All landscaping materials situated on the three-acre property are non-toxic. An outdoor park will adjoin the facility with a mound of wildflowers and a state-of-the-art water detention system designed by Carol Palansky, arborist/landscaper with Natures Way, Inc.

"The Barkley is unique," Palansky explains. "This site had many challenges. No plant or any part of a plant, meaning seed, berry, bark or leaf could be toxic in any way to dogs and cats. We had to address a sloping site for erosion control and storm water management. The roadside plantings had to be suited for erosion control and salt tolerance as well as needing no added irrigation. Aesthetics and low maintenance were





PAMPERED PETS The Barkley offers myriad luxuries for guests, from bedtime stories to sessions on a hydrotherapy treadmill

also added to the challenge. The site was to be as sustainable as possible, requiring little or no additional irrigation, with no pesticides and only the use of organic or natural fertilizers applied to nourish the plants and lawn areas.”

The landscape plan included custom-selected wildflowers on the east side of the property to be part of the overall sustainable theme. A large rain garden planting will be incorporated into the detention basin area. Wildflowers and selected plants are utilized for storm water management.

“The idea was to slow rainwater runoff to reduce erosion, filter the water before entering drains and waterways,” she says. “Not only will the landscape be beautiful but very functional. Besides, dogs love to watch fluttering butterflies.”

As with any hotel and spa complex, the spa at The Barkley plays an important role in a guest’s visit.

The Barkley has a Health & Wellness Center offering a variety of therapies and relaxation techniques. Offerings include acupuncture, weight management programs, thermal therapy, massage,

neuromuscular stimulation, joint mobilization and canine hydrotherapy. A unique feature is the hydrotherapy treadmill. A pet can step in, trot on the treadmill while immersed in soothing and bouyant 85-degree water. This therapy is joint-friendly, taking 80% of the weight off the joints.

The Barkley’s Grooming Salon & Day Spa is state-of-the-art with a tiled floor, adjustable grooming stations with overhead electric and special air filters and dehumidifiers. A walk-in bathtub and shower utilizes the Hydrosurge system,

Serving Northeast Ohio Builders for over 45 years.

Great Lakes

• FLOORING COMPANY •

Formerly Firelands Floors and Taylor Carpet & Tile Company

17910 Pearl Rd.
STRONGSVILLE
 500 ft. south of Drake Rd.
440-238-0800
 Mon. & Thurs. 10-8;
 Tues., Wed. & Fri. 10-6; Sat. 9-4

32828 Walker Rd.
AVON LAKE
 In the Avon Lake Towne Center
440-933-3069
 Mon. & Thurs. 9:30-9;
 Tues., Wed. & Fri. 9:30-5:30; Sat. 9-5

1508 Rt. 60
VERMILION
 1/2 mile north of I-90
440-967-8775
 Mon. - Fri. 9:30-5:30;
 Sat. 9-2

using a customized mixture of shampoo and water. There are drying cages with fans for room-temperature drying. Pets can be pampered with a Furminator Shed-Less treatment, a facial, a pedicure with polish, or a breed-specific spa bath.

For exercise and social enjoyment, The Barkley has a 2,200-square-foot Doggie Daycare for guests or day trippers. Each dog is tested for temperament before joining the daily canine playgroup. Surrounded by custom four-foot-high wrought iron fencing (custom designed by Amish ironworker Chester Miller),

the area features a joint-friendly, noise absorbing Tourturf floor (with drainage system), Crayola colored walls, plastic play furniture, sofas and toys, creating an atmosphere of fun. Dogs of all ages and breeds romp with abandon while staff supervises and encourages exercise and play. The area extends outdoors when a large overhead door is opened. Eight-foot chain-link fencing, buried eight inches underground to prohibit digging, surrounds the perimeter. Crushed limestone, which neutralizes urine, forms the base. All fencing and entrances are

redundant to prevent escape. The facility has security and smoke detection systems as well.

An electronics room houses the "brains" behind the facility's multiple telephone lines, major fire suppression system, 24-hour security system, back-up generator and the 32 cameras that record and monitor the premises.

The Barkley has not only gone to the dogs. Cats are also welcomed and pampered accordingly. Kitty City is a secure area designated for those of the feline persuasion. Each Cat Condo (at \$18 a night) has three levels for play, climbing and napping. Each features its own litter box and self-contained air ventilation system to prevent respiratory problems. Portholes offer aquarium views or outdoor birdfeeder views. Beds and bowls are raised and cat-oriented movies are played.

The Barkley is a busy place and has sold out its accommodations on several occasions since its grand opening on February 8. The number of employees has grown from seven to 47 in 60 days. It's no wonder, since Americans love their pets and spend accordingly. The dog industry alone generates over \$38 billion a year in this country (compared to the U.S. airline industry which generates around \$32 billion a year). Studies have shown that 92% of pet owners view their pets as children and 91% say "I love you" to their pets.

Howard Perlmutter, MA, president and CEO of The Barkley, is a native Clevelander (from Pepper Pike and a graduate of Orange High School and



www.woodhillsupply.com

We Custom Fabricate Cast Iron Radiators!



Woodhill Supply is your One Stop source for:

- Pipes, Valves & Fittings
- Complete Line of HVAC Equipment & Parts
- Full Range of Plumbing Fixtures & Parts
- Water Heaters
- Tools - Ridgid, Milwaukee and More
- Kitchen Cabinets
- Countertops

440.269.1100

4665 Beidler Rd., Willoughby 44094

216.229.3900

1862 E. 123rd St., Cleveland 44106

EAGLE Fabricators & Erectors, Inc.

Proud to be part of the team at The Barkley Pet Hotel & Day Spa



901 Addison Road
Cleveland, Ohio 44103
216-391-3245



FOUR ON THE FLOOR Materials were selected with air quality, noise control and overall cleanliness in mind. Flooring in the play area (left) and in common areas near the overnight suites utilize Tourturf, a joint-friendly, noise absorbing material, and a drainage system.

Ashland University) who came up with concept of the Barkley while working as a successful record producer in Los Angeles. It all began with his adoption of two Golden Retrievers and their subsequent training and stardom in movies and advertising.

"I spent more on my dogs than on myself," Perlmutter says. "They were my children and went everywhere, even getting frequent flier miles. I wanted a peace of mind when my dogs were boarded. I saw an untapped industry with potential. As an entrepreneur, I not only recognized it as an opportunity, but also had the means to seize it. In March 2002, I wrote out the concept of a chain of pet hotels on a Taco Bell napkin."

In June, 2003 Perlmutter devised a 200-page business plan, this after visiting over 200 boarding facilities around the country (there are over 11,000, mostly small "mom and pop") and completed a spreadsheet comprised of 300 items on each facility and completed a statistical analysis to determine what amenities worked.

"The industry was underserved to meet the needs of the consumer," Perlmutter says. "My idea was to meet the demands of the consumer while instilling a brand name."

Perlmutter updated the business plan in October of 2004. At that time, he made the decision to leave Los Angeles and return to Cleveland to build his

first pet hotel and day spa. Though the market would have been more lucrative in Los Angeles or in Las Vegas, the start-up costs and risk would have been greater.

"I figured if it works in Cleveland, it will work anywhere," Perlmutter says. "I'm from Cleveland, it offered zero competition and there was an investor base in Cleveland."

To prepare for the project, Perlmutter studied and became an Advanced Certified Pet Care Technician and hired

the country's leading animal care architect. The Cleveland firm Herschman Architects, Inc. was then hired to take it to the next level of completion. Perlmutter also hired a local firm that specializes in constructing animal facilities around the country, Kline Construction in Mentor.

"Our company attends the Veterinary Economics Construction and Design Conference in Kansas City each year," Kline says. "I met Howard there three or four years ago. We assisted in the process



Cleveland (216) 475-1200
Akron (330) 650-1400

10000 Aurora-Hudson Rd., Hudson, OH 44236

Proudly Using Union Craftsmen Since 1977

An Equal Opportunity Employer

Mouldings One



Architectural Millwork, Stair Parts,
Doors & Hardware, Stair Treads,
Hardwood Laminated Countertops

1-800-798-1269

www.mouldingsone.com

NO EXCUSE.

For Not Having AIA Documents.
Order Your Supply Today.

Clear and legally sound agreements between you and the other members of the building team can help prevent a lot of worry and potential liability by clarifying construction project responsibilities. Make sure you have the AIA Documents you need for all your projects. We carry the full stock of documents, so there's no excuse to run out. Call us today to order your supply.



FULL
SERVICE
DISTRIBUTOR

documents

THE AMERICAN INSTITUTE OF ARCHITECTS

AIA Cleveland
1001 Huron Road
Suite 101
Cleveland, Ohio 44115
(216) 575-1224/FAX (216) 575-1244

©1990, AIA

WARREN ROOFING & INSULATING CO.



Commercial/Industrial Roofing and Sheet Metal

of design and then performed the construction contracting.”

Kline Construction was founded in 1980 as a masonry-subcontracting firm and in 1997 were involved in the construction of their first veterinary hospital. In 2001, the firm acquired VetCon. The firm now specializes in building veterinary clinics, having built 50 throughout the country.

“The Barkley is the first luxury quality facility we’ve built for pets,” he says.

“I wanted to build from scratch, designing every inch from the ground up with a specific purpose in mind,” Perlmutter says. “The plan is based on service and a budget to maintain the look, feel and perception of a luxury hotel, a mixture of elegance with what I call the ‘cuteness’ factor. It took a year of focus groups and primary research to come up with the name and trademark.”

“The challenge was understanding the overall scope of the project,” says Christopher Mierke, architect with Herschman Architects, Inc. “The owner had very clear expectations. We had to control the size and flow and utilized consultants in the field. The number one goal was to use sustainable materials that maintained hygiene. We are excited to be part of this new trend.”

After being denied by many financial institutions, KeyBank understood the concept and became instrumental in creating the private equity financing. The Greater Cleveland Growth Association



FANCY FELINES The Barkley has not only gone to the dogs. Cats are also welcomed and pampered accordingly, with cat-themed movies played on plasma televisions, an aquarium of fish for visual interest and views of a birdfeeder outside.

and the Small Business Administration were also key players.

The site was chosen based on demographics and perception. It was selected based on its freeway visibility, being equidistant from a freeway entrance and exit, its five-mile radius from human hotels, close proximity to two emergency veterinary clinics, location near white collar employees, and a location in Orange, ranked in the top three of desirable Cleveland suburbs. Orange was chosen for its perception and one of the

few with zoning laws that did not prohibit the overnight boarding of pets.

Securing the land wasn’t easy. For 25 years, the property had been used as storage for a landscaping company and the property was not for sale. An offer was made to the landowner who agreed to sell half of the property. The owner was eventually convinced, at a price, to sell all three acres and a purchase agreement was made. However, the landscape tenant intervened and refused to move. Avoiding legal proceedings, Perlmutter took the problem into his own hands and resolved it by relocating the landscaper to another parcel up the street and adding additional monetary incentive.

The day before the project broke ground in May of 2006, the City of Orange informed Perlmutter that he had to pay \$82,000 for the right, not the labor or materials, to tap into the sewers for his project or it wasn’t going to happen. In 1991, sewer lines had been replaced on Miles Road and instead of assessing taxes, if there was no building on the premises there was no fee. This and the fact that the fee involved 13 years of accrued fees and interest had not been disclosed earlier, Perlmutter says. A settlement was reached and the project was able to proceed. The Barkley took nine months to complete.

“I’m proud to finally see that what began on a napkin is now brick and mortar and with customers,” Perlmutter says. **P**

You Have Many Project Issues to Worry About

Let us manage the laundry from start to finish.



BELENKY
FRESH SOLUTIONS FOR YOUR LAUNDRY NEEDS

EQUIPMENT INSTALLATION PARTS SERVICE

1-800-BELENKY(235-3659) belenkyinc.com



Public Contractors Beware



JOHN P. SLAGTER



ANTHONY R. VACANTI

During the last election, political contributions exchanged for public contracts was a hot-button issue. Under such political scrutiny, the Ohio General Assembly passed H.B. 694, a sweeping reform of Ohio's campaign finance laws that affects all public contractors and design professionals. This new law severely constrains public contractors' and design professionals' ability to make political contributions to officeholders that award bid or unbid public contracts valued over \$500. Its impact is not limited to construction-related contracts as affected public contracts include all those let by the state, state agencies and political subdivisions, including local governments and appointed boards, agencies and commissions. Failure to follow the legislation's requirements,

even inadvertently, can lead to harsh consequences, including loss of a public contract and even criminal liability. H.B. 694 imposes sanctions that include criminal prosecution and contract rescission for contractors that violate its limits.

The provisions of H.B. 694 affect all contributions made after January 1, 2007. Under the new law an officeholder (and all boards, agencies or commissions the officeholder appoints) cannot award a public contract if the officeholder received campaign contributions exceeding \$1,000 during the preceding two years from an individual owner, member, partner, 20% shareholder or professional corporation shareholder of a public contractor. The limit includes contributions by owners' spouses and minor children.

A. O. Smith Hot Water Boilers.

Over 65 years and still running hot!



A. O. Smith is the preferred commercial water heater choice by engineers, architects & mechanical contractors. We can help you size your installation or take advantage of our free commercial pump and pipe sizing programs.

LAKE ERIE
Winnelson
COMPANY

4547 Hinckley Industrial Parkway | Cleveland, Ohio 44109
Phone: 216-741-1929 | Fax: 216-741-2838 | www.lakeeriewinn.com

Now Stocking...

 **MOEN**
COMMERCIAL Products

- Commercial Parts/Accessories
- Faucets
- Handle Insert
- Replacement Parts
- Shower & Sink Accessories
- Tub Drains
- Trim
- Valves
- and more!



Kitchen & Bath Showroom & Design Center

Monday-Friday 8 a.m. - 5 p.m.

Saturday 8 a.m. - 2 p.m.

Evenings by Appointment

Further, an officeholder (and all boards, agencies or commissions the officeholder appoints) cannot award a public contract to a contractor or design professional if the officeholder received campaign contributions exceeding \$2,000 during the preceding two years from all of a public contractor's partners, members, 20% shareholders (of a general corporation), or professional corporation shareholders (including owners' spouses and minor children), and any "affiliated PAC."

The burden of proving compliance with H.B. 694 rests on the contractor or design professional. Before being awarded a public contract, the contractor or design professional must certify compliance with H.B. 694. False certifications are punishable as fifth degree

[H.B. 694] severely constrains public contractors' and design professionals' ability to make political contributions to officeholders that award bid or unbid public contracts valued over \$500.

felonies. The same limits apply from the award of a contract until one year after its completion. Further contributions over the limits after the award of a contract can result in fines and rescission of the contract.

Under H.B. 694, seemingly nominal support of an officeholder from a contractor or design professional or their owners can disqualify the contractor and design professional from receiving public contracts or may result in the loss of already-awarded contracts. Therefore, it is important for every contractor and design professional involved in public construction to closely monitor the political contributions it makes and the contributions made by its owners and any affiliated PAC. **P**

The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact John at jslager@bdblaw.com (888.843.2825) or Anthony at avacanti@bdblaw.com (888.843.2825). This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2007.



- GUARANTEED WINDOW CLEANING
- TOTAL BUILDING SKIN MAINTENANCE
- STAIN REMOVAL & PRESSURE WASHING
- GLASS, STONE & METAL CLEANING & RESTORATION

CARDINAL
WINDOW CLEANING, CO.
 COMMERCIAL & RESIDENTIAL
 440-835-5535 • MOBILE 216-406-7701
 CALL PRESIDENT DAVID STEARNS TODAY FOR A FREE ESTIMATE



Quality Building Through Partnerships
One Project At A Time

Infinity
 Celebrating 10 Years
 1997-2007

Construction Management, General Contracting & Pre-Construction Planning

Servicing:
 Commercial, Healthcare, Educational, Public Works & Retail Construction Markets

18440 Cranwood Parkway • Warrensville Heights, Ohio 44128
 216-663-3777 • Fax 216-663-3778
www.InfinityConstruction.com



MIKE FANOUS

Eliminating Taxes on Foreclosures and Short Sales

Realtors across the country are supporting legislation that would change the current law that forces individuals to pay an income tax when they have had a part of a mortgage loan forgiven or have been forced to foreclose because of their inability to pay their mortgage.

Since the early 1990s, the National Association of Realtors has actively engaged in efforts to change this law and is encouraged by the actions taken recently by the House of Representatives with the introduction of the Mortgage Cancellation Tax Relief Act, also known as the Andrews-Lewis bill.

When homeowners with only a small amount of equity have no choice but to sell their home, stagnant or declining property values can cause them to fall short of the amount needed to pay off a mortgage (which is considered a short sale). In addition, a rise in foreclosures is anticipated and already many families have been harmed by sub-prime mortgages and are finding themselves in foreclosure.

Given that growing condition, the National Association of Realtors has been working hard to help more hom-

owners and their families keep their home and to make the prospect of losing their home less burdensome.

The current tax code requires a lender who forgives debt to provide a Form 1099 to the IRS stating the amount the borrower has been forgiven. That disclosure applies whether it is a short sale, foreclosure, deed in lieu of foreclosure or any similar arrangement that relieves borrowers of the obligation to pay some portion of their debt. If the property is sold at foreclosure or is sold for less than was borrowed, that difference is considered income and is subject to the tax.

The Andrews-Lewis bill would ensure that any debt forgiven on disposition of a principal residence will not be taxed. **P**

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



Cleveland's Real Estate Radio...

THE STARK GROUP LIVE!

Talking Real Estate

**LISTEN • CALL IN • WIN PRIZES
EXCELLENT GUESTS**

Sponsorship Opportunities Available

Tune in every Thursday • 7 p.m. • 1300 am-WERE



Photo by Ken Kych, rendering courtesy Studio Techne



HOME COMING Team members and city officials break ground (left) for Francis Court Gables (right).

Francis Court Gables Breaks Ground

Recently, Teresi Brothers Construction, architectural firm Studio Techne and various city officials were on hand for the groundbreaking of a new development in South Euclid. Francis Court Gables is a planned unit development consisting of 16 townhouses where tree-lined sidewalks connect them to Francis Court and will create a pedestrian-friendly environment.

All townhouses are two-story with attached two-car garages. Bedrooms will have large insulated windows that will provide a great view and take advantage of natural sunlight. Exteriors are designed using a rich palate of materials and attention to details of nearby historic homes. The use of brick and dimensional shingles are considered to further add to the warmth and character.

There are various design choices, including homes with three bedroom units and one-and-a-half bath starting at \$199,900. The project is projected to be completed sometime this fall. For further information call 440.823.4460 or see www.franciscourtgables.com.

D-A-S Construction Announces Promotions

Full-service commercial construction firm D-A-S Construction Co. recently announced three promotions.

Ron Linard has been promoted to the position of senior estimator. Prior to his promotion, Linard held the position of estimator for over nine years. Linard provided estimating and pre-construction services for many of D-A-S' larger projects including House of Blues, West Side Community House and Airport Fast Park.

D-A-S has also promoted Lori Alba to director of marketing. Alba joined the organization in 2000 as marketing manager and is credited with implementing strategic

branding and marketing programs for the company. She was recently recognized by *Crain's Cleveland Business Magazine* as one of the publication's "Twenty in Their 20's". She is a board member of the Garfield Heights Chamber of Commerce, and serves as the chair of its branding and marketing Committee. Additionally, she serves as the chairperson of BOMA (Building Owners & Managers Association) Greater Cleveland's branding taskforce.

Michael Shanahan has promoted to the position of project manager. Shanahan has over seven years of experience in the commercial construction industry. He received a Bachelor of Science Degree in Construction Technology from the University of Akron

along with an Associates of Applied Science Degree in Surveying and Construction Engineering Technology.

Ulmer & Berne Partner Appointed to Care Alliance Health Center Board

Ulmer & Berne LLP announced recently that one of its partners, Craig S. Miller, has been appointed to the Board of Directors for Care Alliance Health Center.

Care Alliance Health Center is a non-profit Federally Qualified Health Center (FQHC) whose mission is to provide high-quality health care, patient advocacy and related services to people who need them the most, regardless of their ability to pay, in a manner that is cost-effective and empowers people

Developing News

New York City-based firm **ESI Designs** has been selected to lead a \$3 million interior renovation at **The Rock and Roll Hall of Fame and Museum**. The firm, which specializes in designing experiential spaces and has completed projects for Sony, the Children's Museum of Los Angeles and more, is planning for a phased construction that will take place from January to March 2008. The project aims to ease navigation throughout the museum, which may include reorganizing its main exhibit hall to present information and memorabilia in a more chronological fashion, making the Hall of Fame more accessible and visible, and improving the museum's audiovisual systems.

Construction of Canton's first LEED-certified building is currently in its final phases. **The Metropolitan Centre**, a service center for senior citizens in downtown Canton overseen by the Stark Metropolitan Housing Authority, is scheduled to open this summer.



Photo courtesy SHMA

The Metropolitan Centre

Meeting energy conservation and environmental needs and earning points under the LEED (Leadership in Energy and Environmental Design) rating system are a number of sustainable design features, including a geothermal system, automated building control systems, solar outdoor lighting, recyclable building materials, energy-efficient lighting controls and a non-hydraulic Ecospace elevator system. The project, which entails renovating and connecting two existing buildings that together total approximately 56,000 square feet,

(Continued on pg. 39)



- ◆ **Prestigious Landmark Properties**
- ◆ **Office and Retail Leasing**
- ◆ **Upscale Residential**

Sandy Coakley, President

1224 West Sixth Street
 Cleveland, Ohio 44113
 216-772-4700
www.coakleyrealestate.com

BILLBOARD



Craig S. Miller

to improve their quality of life. Care Alliance provides a wide range of health services, from medical and dental care, to specialized HIV/AIDS and Diabetes treatment.

As an attorney with Ulmer & Berne, Miller is Chair of the Public Law Group, and holds 30 years of experience that integrates public law/public contracts/government relations, real estate development and financing,

construction law, zoning and land use and nonprofit corporations. He assists corporate headquarter relocations involving complex public and private financing, as well as private developers and companies in new construction and major renovation projects. Miller represents local and regional public agencies in public law matters. He also counsels clients in real estate and eminent domain.

Gilbane Names Senior VP/Regional Manager

Gilbane Building Company recently named Thomas M. Laird, Jr. as senior vice president and regional manager of its Central Regional Office (CRO). In this position, he

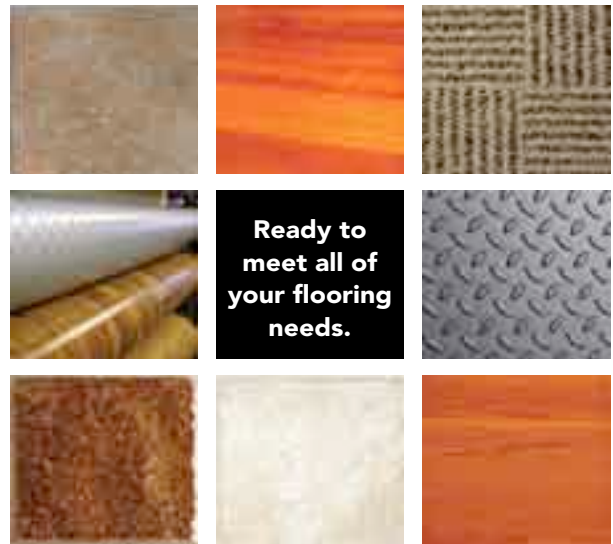
*Sheltering
 Playhouse Square
 for 25 years*

As contractor of choice to the Playhouse Square Foundation for close to a quarter century, West Roofing has been quietly working behind the scenes bringing the most current roofing technologies to these historic buildings. We think you'll find our performance speaks volumes.



Call West Roofing and we'll talk

 **1-800-356-5748**
www.westroofingsystems.com



**Ready to
 meet all of
 your flooring
 needs.**

Rogers Commercial Flooring *Celebrating 15 Years of Customer Service*

Looking for a flooring solution? Look no further than Rogers Commercial Flooring, Inc. in Elyria. With a 10,000-square-foot showroom & warehouse, expert installation services and a wide variety of products, including carpet, ceramic tile, sheet vinyl, VCT, wood, rubber and laminate, we are your one-stop source for all your commercial flooring needs.

RogersBigFloorStore.com 830 Taylor St., Elyria, OH 44035
440-284-0177 **800-841-7062**

will oversee regional operations in five states including Ohio, Kentucky, Indiana, West Virginia and southern Indiana. Laird is a 21-year veteran of Gilbane and in his new role will provide overall management and leadership of the 130-person CRO team. Significant active projects within the region include The Cleveland Museum of Art in Cleveland; Firelands Regional Medical Center in Sandusky; The Ohio State University Recreational and Physical Activity Center in Columbus; Pfizer Exubera Expansion in Terre Haute, Indiana; and The University of Kentucky Medical Center Parking Garage in Lexington, Kentucky.

Laird joined Gilbane as a management trainee in 1986 and progressed through a number of construction operations and leadership assignments. Most recently he served as district manager in the Cleveland office and vice president, regional manager of business development in the Mid-Atlantic Region. He is a member of Leadership Cleveland as well as the National Association of Industrial and Office Properties (NAIOP).

Perspectus Architecture Associate Receives LEED Accreditation

Perspectus Architecture, a Cleveland-based professional design firm, recently announced that David L. Potts, AIA, project associate with the firm, has received certification as a LEED Accredited Professional. The Leadership in Energy and Environmental Design (LEED) Green

Building Rating System™ is the nationally accepted benchmark for the design, construction and operation of high performance green buildings.

Potts has a strong focus on sustainable design and urban design principles with extensive knowledge of computer graphics programs and various graphic presentation techniques. He has been actively involved in a variety of project types, including medical and retail services.

Potts earned a Bachelor of Science in Fine and Professional Arts in 2002 and a Masters of Architecture (emphasis on Urban Design) in 2004 from Kent State University. He resides in Cleveland.

KS Associates Appoints Senior Project Manager

Elyria-based civil engineering and land surveying firm KS Associates, Inc. recently announced that David W. Vorndran, P.E.,



David W. Vorndran

has been appointed to senior project manager of KS Associates' Commercial Land Development Group. In this position, Vorndran

is responsible for managing large-scale commercial development projects including big-box retail developments. His responsibilities include coordinating all phases of projects, from preliminary planning and design through cost estimating and final project construction.

Prior to joining KS Associates, Vorndran served as a consultant for a full-service real estate development and management company. He has played key roles on high-profile commercial projects, including Legacy Village in Lyndhurst and Steelyard Commons on the edge of Cleveland's industrial valley. Vorndran has a Bachelor of Science degree in civil engineering from Cleveland State University. He is a licensed Professional Engineer in Ohio.

Suntrol & Custom Tint, Inc. Welcomes Sales Manager

Suntrol Company, the largest window film dealer in Ohio serving the residential and commercial markets, recently announced that it has hired Robert Coolidge as sales manager. Pending the merger with a Columbus dealer, Suntrol will serve on a daily basis about two-thirds rather than a quarter of the state of Ohio. Suntrol has also recently opened offices in southern Florida. With these expansions, a sales manager was the logical step to keep the more than 30-year-old company cohesive, says Suntrol President John Hansen.

"Rob was hired to bring the company to the next level," Hansen says.

is being led by general contractor W.G. Fairfield Company and John Patrick Picard Architects, Inc.

Lake Hospital System recently broke ground on a \$150 million health care facility in Concord Township. The three-story, 300,000-square-foot hospital, which will be called **TriPoint Medical Center**, is scheduled to open in the fall of 2009. State-of-the-art features will include electronic medical records and computerized radiology systems that will be integrated with electronic information at other facilities in the Lake Hospital System to provide up-to-the-minute updates on patients.

The **Akron Zoo** recently received LEED (Leadership in Energy and Environmental Design) certification for its Education Center/Komodo Kingdom exhibit (see full story; Properties, October 2005). Designed by **TC Architects** and constructed by **Welty Building Co. Ltd.** in 2005, the facility is the first building in Summit County and the 15th in Ohio to receive the honor. Only two other zoos in the U.S. — San Diego Zoo and Woodland Park Zoo in Seattle — have LEED-certified buildings.

Thermo Fisher Scientific Inc., a Massachusetts-based firm that specializes in designing security detection instruments, recently opened a new 80,000-square-foot, one-story facility in Oakwood. The company is currently working on technology for detecting nuclear weapons and radiological materials after receiving part of a \$1.6 billion contract from the U.S. Department of Homeland Security. The \$5.7 million facility, located on an 11.5-acre site, was built by Streetsboro-based design/build firm **Geis Companies**.

Expansion at **Westfield SouthPark** in Strongsville has been completed. As part of the \$60 million revitalization project, the shopping, dining and entertainment center added 200,000

(Continued on pg. 41)

Architectural & Standard
Masonry Units of
Today & the Future

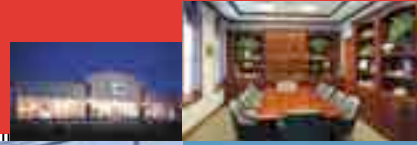


SVEC

216.662.5200

chassvecinc@brightdsl.net

Experts in Quality Construction and
Customer Satisfaction for Over 50 Years



We have a half-century of experience in providing excellent client satisfaction on commercial projects, including banks, office buildings, industrial, shopping centers and tenant build outs. We provide consistent quality assurance, project planning, scheduling and cost management.

CARNEY
Construction
General Contractors

440.473.0482 | www.carneyonline.com
19 Alpha Park, Highland Heights

WOODHILL
SUPPLY, INC.

www.woodhillsupply.com

Woodhill Supply, Inc. is Northeast Ohio's largest stocking distributor of Peerless commercial & residential Boilers, including the **HOT SELLING Pinnacle Residential Boiler, 92% Efficient & ASME Rated.**

*Call Woodhill today for more information
and a list of reliable contractors.*

440.269.1100 216.229.3900

4665 Beidler Rd.,
Willoughby 44094

1862 E. 123rd St.,
Cleveland 44106

PEERLESS

CAST IRON BOILERS



Series 211A
Commercial Atmospheric Gas Boiler

- Packaged, Assembled Block or Individual Sections
- Natural Draft Venting
- 630 to 9,450 MBH Input
- Steam or Hot Water Boilers
- Natural or LP Gas

Coolidge is a graduate of Buffalo State College and has held management positions for New Horizons Computer Learning Centers, Corporate Express, and Advanstar Communications, Inc.

Suntrol Company, founded in 1975, is a Northern Ohio leader in residential and commercial glass tinting.



Francis M. Coakley

Broker Launches Coakley Real Estate Company

Northeast Ohio commercial real estate broker Francis M. "Sandy" Coakley recently announced the formation of Coakley Real Estate Company LLC. Located in a street-level retail space in The Bradley Building at 1224 West Sixth Street in downtown Cleveland's Historic Warehouse District, Coakley Real Estate Company focuses on the sale of historic properties, leasing of downtown/suburban retail and office space, and sale of luxury condominiums and homes.

With 22 years of commercial real estate experience, Coakley's accomplishments reflect the completion of more than 450 office/retail lease transactions and the sale of numerous buildings, specifically in downtown Cleveland's

Gateway, Warehouse and Flats Districts. Most recently, he served as vice president of the Chartwell Group and was a leading force in the company's office/commercial and retail leasing division. Coakley also served as vice president of sales for the Cleveland Stevedore Company as well as president of Coakley Terminals.

Coakley's partner is his wife, Gaye Ramstrom-Coakley, who has a real estate license plus 27 years of radio sales and management experience.

Kowit & Passov Names Retail Division VP

Kowit & Passov Real Estate Group recently announced the appointment of Tori R. Nook to vice president of the firm's retail division. Nook will assist in the day-to-day brokerage of the retail division as well as recruitment and training of new agents.

Having joined KPREG in 1999 as a retail specialist, she



Tori R. Nook

has represented landlords, national and regional tenants with various retail projects, site selections and land acquisitions in Ohio. Nook is a graduate of John Carroll University, cum laude, and has numerous professional

affiliations including the International Council on Shopping Centers.

Cell Phone Service Provides Access to Real Estate Property Values

A Denver-based company recently announced a beta release that it hopes will be the next step in real estate revolution: cell phone text messaging. HouseFront is a mobile service allowing people to receive free property values and information on more than 77 million homes in the U.S., whether listed for sale or not, via mobile phone and text messaging.

"HouseFront gives the user access to housing information while they stand in front of a home, using technology that nearly every American has in their hand," HouseFront founder James Eberhard says.

Through mobile technology and a proprietary data system, HouseFront users can access information about homes and neighborhoods almost instantly from anywhere. Whether driving through a desirable neighborhood or standing in front of their dream home, the user simply types in the property address to his or her cell phone, sends to the common short code 46873 (which spells out "HOUSE") and HouseFront will send a response that includes the home's estimated value and characteristics including the number of bedrooms and bathrooms, total square footage, last sold date and neighborhood sales trends. The service is free, although standard text messaging rates apply.

square feet of retail space, including a 50,000-square-foot Dick's Sporting Goods that opened last summer, various restaurants and 25 new specialty retailers. The enhancements also include two new sky lit courts, new landscaping and brick paving, outdoor seating areas, a new elevator and escalator, new column treatments and two drive-through Porte Cochere entrances. Most recently completed at the center is a new Cinemark Movie Theater, featuring 14 screens. General contractor for the project is Illinois-based firm **Graycor** and project architect **Dorsky Hodgson Parrish Yue**.

Demolition recently began at the vacant **Saint Luke's Medical Center** campus in Cleveland's Buckeye-Shaker neighborhood as part of a \$75 million rehabilitation and reuse project on the 28-acre site. Three buildings are coming down although the main hospital building will be retained and renovated to include up to 210 apartments, an auditorium for use by the community and perhaps classrooms, a health club and commercial space. The project is part of a plan devised by nonprofit development organization Neighborhood Progress Inc. to transform the site into a community gathering space.

Cleveland State University officials recently announced a plan to construct a new building along Euclid Avenue as a home for its studio art and theater programs. Architectural firm **Westlake Reed Leskosky** has developed conceptual plans for the proposed \$50 million project, which would replace the vacant Corlett Building with a new facility between East 18th Street and East 21st Street. If the project carries through, the new arts complex would likely begin construction in 2010, after the completion of current university projects including a new \$35 million College of Education and Human Services building to be complete in 2009 and a new \$55 million student union building to be completed in 2010. **P**

BILLBOARD

News about people, products, places & plans

For serious property hunters, the service also includes an interface between the user's cell phone and an online database (available at www.HouseFront.com).

1900 Euclid Avenue Lofts Building Under New Management

Coral Asset Management Company, the third-party management arm of local real estate development firm, The Coral Company, recently entered into a management agreement for the landmark 1900 Euclid Avenue Lofts Building in downtown Cleveland. The property joins 113 St. Clair and Statler Arms Apartments in the collection



1900 Euclid Avenue Lofts

of downtown buildings that Coral Asset Management Company manages.

Located across the street from Cleveland State University, 1900 Euclid Avenue Lofts Building was originally a 1920s era office structure that was transformed into a residential community featuring 80 contemporary-style apartments in 2002. The first floor offers approxi-

mately 5,000 square feet of retail space.

Data Indicates Jump in Nat'l Foreclosure Listings

Updated quarterly foreclosure data compiled by Bargain Network, an online provider of real estate foreclosures, pre-foreclosures and for-sale-by-owner property listings and information, indicates that the number of foreclosures in the first quarter of 2007 (January through March) rose approximately 20% to 414,000 filings compared to the fourth quarter of 2006 (October through December). In addition, foreclosure activity in the most recent month (March 2007)

rose more than 25% over the previous month to approximately 158,000. When the nationwide foreclosure statistics for the current month (March 2007) are compared to similar numbers from March 2006, foreclosure listing activity in the U.S. is estimated to have climbed upwards of 50-60%.

Data indicates that 4,478 foreclosures were filed in Ohio during the month of March (one foreclosure for every 1,067 households), a 23% increase from February.

Approximately 13% of the national foreclosure activity was comprised of land, commercial buildings, multi-family residences, mobile homes, etc. **P**

ProSource[®]
Wholesale Floorcoverings



Buy the world's most beautiful floorcovering at wholesale prices.

(We won't tell.)

At ProSource, our trade professionals-only Showroom displays the largest selection of virtually every type of brand name flooring – over 25,000 flooring choices organized by style, color and price point so it's easy to make your selections. Our Members also enjoy the absolute lowest prices anywhere and a unique pricing system that keeps the actual price you pay and your profit margins confidential. So when it's time to buy floorcovering, whether elegant or economical, take advantage of low everyday prices on brand name flooring at ProSource. We won't tell. Visit your ProSource Showroom soon.

ProSource of Beachwood
23980 Mercantile Road
Beachwood, OH 44122
216-595-9950
Fax 216-595-9954

ProSource of Cleveland
29260 Clemens Road
Westlake, OH 44145
440-892-5999
Fax 440-892-7141



Your source for floors™ • www.prosourcefloors.com

CLEVELAND'S LARGEST INVENTORY OF BRICK
CLAY BRICK • EXPERT BRICK MATCHING • CONCRETE MASONRY



BRUDER.INC



BUILDING MATERIALS



9005 Woodland Avenue, Cleveland, Ohio 44104
Phone: 216.791.9800 • Fax: 216.791.5116



Calendar of Events

gcreo.com

June

- 11 NAIOP / Charity Golf Outing
IREM / Golf Outing
GCMBA / Annual Installation Lunch
AIA / KSU Scholarship Golf Outing
- 20 NAIOP / Developers Roundtable
- 21 CREW / Monthly Member Luncheon
- 28 IREM / CPM Candidate Breakfast

July

- 19 CREW / Past President Golf Outing
IREM / Education
- 20 GCRCO / Leadership Forum
- 26 IREM / Membership Recruiting Event

August

- 6 GCMBA / Golf Outing
- 16 CREW / Programs Event
- 23 IREM / CPM Candidate Breakfast

Visit gcreo.com for more information on our member organizations.

Setting the standard of excellence, from start to finish – since 1910



- ▶ **General Contracting**
- ▶ **Construction Management**
- ▶ **Design/Build**
- ▶ **Construction Consulting**



Dunlop & Johnston, Inc.

5498 Innovation Drive, Valley City, OH 44280 | www.dunlopandjohnston.com

330.220.2700 • 330.220.2771 fax

Closing the Deal



ALEC J. PACELLA

Several months ago, we discussed the primary components of a Sale Contract, providing a brief description of each. I thought it might be a good idea to give additional details on some of the more critical components, since a few short sentences will not do justice to many. So for the next couple months, we will tackle one of the more mystifying ones, that being closing costs. Periodically over future issues, we will take a look at some others.

Closing costs are simply all of the ancillary costs that occur during the sale process and can be divided into two categories: (1) costs that are directly associated with the transaction, and (2) income and expenses that have been or will be associated with the property. It is critical for both the Seller and the Buyer to fully understand these costs. The amount of the sale price, the amount the Seller walks away with and the amount the Buyer needs to write the check for are all very different numbers, dictated by the closing costs and how they are pro-rated or shared. This month, we will talk about the direct costs that arise as a result of the sale of a property. Next month, we will tackle income and expenses that are associated with the property and need to be divided between the Seller and the Buyer. But before we get into a detailed discussion, a quick word on what I'll term "local customs." Many closing costs are handled the same way, regardless of where the property is

located. However, some closing costs vary depending on the city or state, hence the term "local customs." In the discussion below, I will note which specific items are governed by local customs. But these should always be confirmed, particularly if the property is located outside of Northern Ohio.

Title costs

There are a whole host of costs associated with the title work. The most costly is the title policy, which is insurance that the title is agreed to at closing. The premium associated with this title policy is determined by the sale price. Other costs include record release/reconveyance costs, title and/or wire fees, recording fees, among others. Local custom has the title costs, particularly the cost of the premium, are divided evenly between the Seller and the Buyer. One side note on title costs: if the Buyer is concurrently pursuing a loan to purchase the property, the lender may require that

Count on us for your natural stone supply, fabrication, installation & maintenance needs

- 150+ styles & colors of exceptional stone slabs stocked in our indoor warehouse
- 6 experienced Design Consultants to help you select the best fit for *your* design needs
- 5 prompt, professional installations crews & service that caters to your schedule



LIMESTONE • SLATE • ONYX • TILE • ACCESSORIES

216-241-0220 • 4400 Carnegie Ave., Cleveland, Ohio 44103



additional endorsements and requirements be made by the title company. The additional costs that may arise from the lender requirements are usually the sole responsibility of the Buyer.

Escrow fee

This is the fee that is charged by the escrow agent (usually the title company) for their services. Escrow agents serve a valuable role in a closing, as they are the pivot point between all of the interested parties. They collect, verify and re-distribute all of the pertinent documents and monies among the Buyer, the Seller, the Lender, the Broker and the municipality. Escrow fees are typically split evenly between the Seller and the Buyer according to local customs.

Transfer tax

This represents a tax on the sales proceeds that is assessed by the county in which the property is located. In all of the counties in Ohio, this tax is equal to \$4 per \$1,000 of value as established by the transfer price. This is sometimes called Tax Stamps or Conveyance Fee. Local custom has this item being totally paid for by the Seller, with the logic being that the Seller is getting the full benefit of the sales proceeds so they should have the full liability of any tax associated with these proceeds. However, there can be pushback on this item from time to time, particularly when the sale prices gets into the multi-millions.

Due diligence costs

Typically, the Buyer will be directly responsible for any due diligence costs that arise during their inspection period. These can include items such as environmental studies, surveys, appraisals, mechanical and structural studies, etc. However, these items can get a bit fuzzy at times. For instance, the Seller may be asked or even required to provide an environmental study or a survey. This may not be an issue if these types of studies have been recently completed and it is usually less expensive and faster for the Buyer to update an older study rather than starting one from scratch. However, it may be a bit more problematic if the Seller's cupboards are bare.

Brokerage fee

This is the sale commission that is payable if the Seller was using the services of a real estate broker. Typically,

Heard Here First

The Soothsayer If you are a regular reader of this column, you may recall a bold prediction that I made in the January 2005 issue. At that time, I said that although 2006 would be another big year in the Cleveland investment market I thought that 2007 would be a blockbuster. Fast-forward to the end of the first quarter 2007 and the total investment volume thus far has been almost \$400 million. Stay tuned to see if I should be trading in my HP10B for a deck of tarot cards. —AP

the brokerage fee is the responsibility of the Seller, as they engaged the broker to assist them in selling the property. There is usually a separate agreement, either a formal exclusive agreement or a commission letter, between the Seller and

the broker that dictates the amount and timing of the payment.

Legal fees

In many transactions, the Seller and the Buyer consult their respective attorneys to facilitate the deal. I've said it before and I'll say it again: the best advice that I can give you is to consult with a good attorney. It is money well spent. In this instance, the Seller and the Buyer are typically directly responsible for any legal costs that they incur.

Next month, we'll conclude this discussion of closing costs, moving onto the dividing of income and expenses associated with the property. **P**

Alec Pacella is regional manager for First Industrial Realty Trust, Inc. He can be reached by phone at 216.525.0968 or by email at apacella@firstindustrial.com.



Construction Management • Project Management • Design Build & Consulting

- Commercial
- Industrial
- Remodeling
- Restoration
- New Construction
- Space Planning
- Building Inspectors
- Furniture

319 Hanna Building • Cleveland, Ohio 44115

216-696-3494



NORTH COAST CONCRETE

- **On-Time Performance**
- **Quality Workmanship**
- **Customer Satisfaction**

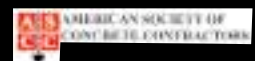
216-642-1114

www.northcoastconcrete.com

6061 Carey Dr., Valley View, OH 44125



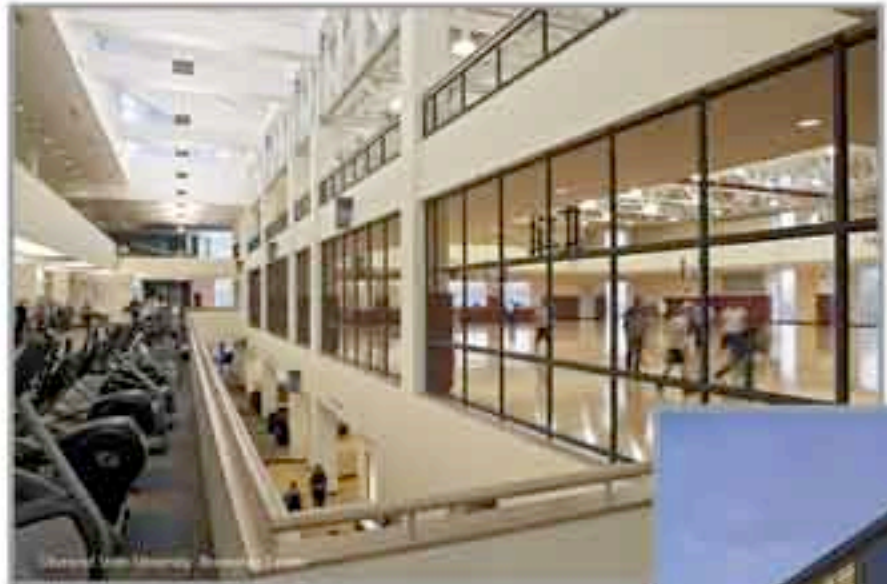
American Concrete Institute®



WMF

WEBER MURPHY FOX
ARCHITECTURE INTERIORS CONSTRUCTION

Celebrating 40 years, planning for 40 more



Architecture
Interior Design
Construction
Development
Landscape Architecture
Structural Engineering



40 More Years

Architectural firm Weber Murphy Fox looks to the future

By Jessica Nelson | Photos courtesy Weber Murphy Fox

“Forty more years” is the new tagline at the Weber Murphy Fox Cleveland branch office. This year marks the regional architectural firm’s 40th anniversary. Headquartered in Erie, Pennsylvania, Weber Murphy Fox’s business base has expanded to Ohio, Michigan and New York State thanks to forward-looking practices and a unique, all-inclusive approach to construction management.

“We are absolutely convinced that this a great point of departure,” says Douglas Hoffman, AIA, principal. “Let’s move ahead with it.”

The biggest milestone

When Weber Murphy Fox introduced construction management to its repertoire in 1983, it opened doors. It was the first architectural firm in Northwest Pennsylvania to offer the total package including landscaping and interior design, and this 360-degree service was the big ticket that set the firm apart from the pack. It still is, Hoffman says.

“We are an architecturally driven construction management office,” he says.

“What the design-led approach does is focus on the appropriate design and then

wrap the construction around it,” says Chuck Haynes, director of marketing.

Clients pay one flat fee up front and Weber Murphy Fox adjusts building plans moving forward.

“Our method of construction management was a little different than the way other people did it,” Hoffmann says. “We treat it as a professional service. Our goal is to save money for the client.”

The firm is so tightly knit after 40 years that on-staff builders expect and anticipate the improvements and details architects will address during preconstruction planning talks.

“It makes a huge difference because the client gets to a good comfort level at an early stage that they have got a building they can afford, in addition

to a building they’ll want to look at,” Hoffman says.

“It’s both sides of the equation working towards a common goal,” Haynes says.

Lake Erie waterfront development

Weber Murphy Fox attained another milestone in the mid-1980s when the firm began to act as a waterfront developer in Pennsylvania.

Community focus, economic development and social initiative are the key factors that drive the group’s design and planning goals.

In conjunction with the Erie Western Pennsylvania Port Authority, the firm was responsible for designing the entire Erie Waterfront master plan including

Proud to partner with
Weber Murphy Fox on the
Cleveland State University Recreation Center

Gilbane Building Company
The B.F. Keith Building
1621 Euclid Avenue, Suite 1830
Cleveland, Ohio 44115
216.771.6100

Gilbane
www.gilbaneco.com



Mort Tucker Photography



Construction Management
building relationships

Everyday | *Gilbane*

The professional solution to fighting poor indoor air quality

SERVICE-TECH



CORPORATION®



reports



www.service-techcorp.com
Phone us today at 440-735-1505 / 800-992-9302

LOCAL FLAIR Locally, Weber Murphy Fox has completed work for a wide range of clients, including Jacob's Field, Gilbane, Pioneer Standard Electronics, Ohio Savings Bank, Bank One and Cleveland State University (above).

the Pepsi Amphitheatre and Dobbins Tower, dock, gazebo and marina.

Weber Murphy Fox also created a cultural center by converting a decommissioned power plant into the Maritime Museum, which houses the U.S. Brig Niagara, permanently berthed in Erie. An expansion of this project created the largest public library built in Pennsylvania in the 20th century.

"Not only were we instrumental in the design but we were also instrumental in leading the community to the decision making process," Hoffman says.

Expansion

The launching of each new regional branch office has been a key benchmark of success throughout the years. According to Hoffman, the Erie headquarters earns 70% of the company's net sales while Cleveland is responsible for 25%, and the State College, Pennsylvania office earns the remaining 5%.

During the process of transitioning from a local firm to a regional firm, the company realized that "to be successful as a regional firm we needed to develop areas of expertise, what we call vertical markets, and one of those is higher education," Hoffman says. "We've gotten very good at that. A second is health care facilities."

The company encourages its architects to specialize in specific building markets such as corporate spaces, banks,

Painting
Managed Properties
with
certainty[™]
★★★★★



CertaPro Painters®
Residential. Commercial. Interior. Exterior.



Call today for a free estimate
216.823.0064 or **800.GoCerta**
www.certapro.com

Sitework • Roads • Grading • Underground Utilities
Sewers • Lakes/Ponds • GPS Controlled Machines

Commercial & Residential Development



WWW.EARTHMOVIN.COM

Phone 440-774-4578

Fax 440-774-2604

Email: earthmovin@verizon.net

15804 State Route 58, Oberlin, Ohio 44074



Pillars of Success

Education Relationships Leadership

The Society for Marketing Professional Services (SMPS) offers A/E/C marketers opportunities to take their careers to a new level. Member benefits include:

- Marketing/business development educational seminars.
- Monthly programs focused on A/E/C industry trends.
- Certification program.
- Access to national online job bank.
- National marketing conference.
- Free subscription to Properties Magazine.
- Networking. Networking. Networking.

Get involved. Join today.

Contact Diana Kole, Membership Chair

(216) 524-6800

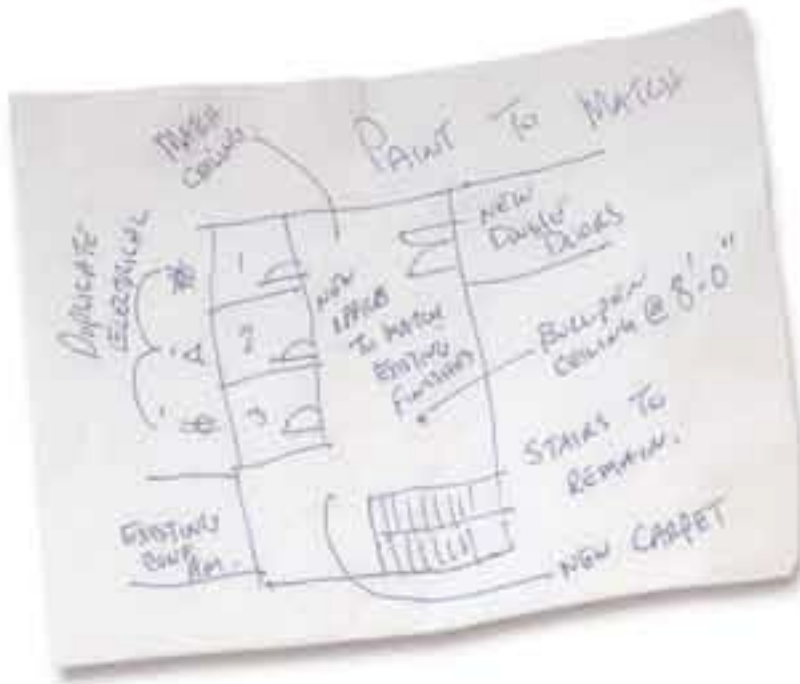
dkole@donleyinc.com

www.smpsneo.org

SMPS

NORTHEAST
OHIO

One Company Two Divisions Same Mission



D-A-S Construction Co. has service oriented, value-driven solutions for projects of every shape and size.

Call us today to find out how our Select Projects Group can bring your sketch to life!



CONSTRUCTION CO.
9500 Midwest Avenue • Cleveland, Ohio 44125



Select Projects Group

216+662.5577
Fax: 216+662.1793
E-Mail: sales@dascon.com
WWW.DASCONSTRUCTION.COM



GONE GREEN The firm's Cleveland office was built to be as green as possible and features exposed concrete flooring, exposed ceilings and recycled carpets.

schools and universities, health care facilities, recreational venues and even religious buildings.

A specialist helps to organize each project team by researching and sharing current best practices in a specific vertical market.

"It's all about the passion," Haynes says. "That's how you really become an expert. We really are flexible. We allow people to create their own niche."

Several employees teach architecture and design at Kent State University and Penn State University. Many are published authors. Most are actively involved in arts and community organizations including Big Brothers Big Sisters, Rotary Club and the Girl Scouts to determine community needs and to groom the next generation of Weber Murphy Fox team members.

The firm actively recruits graduate student interns. Three years ago when Herm Weber was a foreign lecturer at Chang Mai University in Thailand, the firm arranged an exchange program between itself, local colleges and local architectural firms and the School of Architecture at the university. The program has expanded to several national firms and gives architecture exchange students an opportunity to experience working and designing in different cultures.

"Mentoring is the way you learn," Hoffman says.

It is also the way that the Midwest's next generation of architects and builders will find their passions and cultivate specializations.

"That's one of the directions through which this company will continue to grow: understanding the business case with studio expertise," says Haynes. "It is not us grey-haired guys who are going to get to the next 40 years, it is the next generation. The mentoring has to happen."

40 more years

"The company has always had a forward looking view," Hoffman says. "We are all about trying to be an integrated service. It always looks ahead."

The firm's long-term goals include opening more branches in the Carolinas, adding mechanical and electrical divisions to its in-house services, and focusing on green design.

In fact, the Cleveland branch office was built and designed to be as green as possible as a functioning demonstration model for clients. The floor is exposed concrete, the ceilings are open and exposed, the carpets are recycled, and the kitchen area cupboards are made of pressed sunflowers.

Weber Murphy Fox recently won a \$25 million project in New York State to design and build Holiday Valley's Tamarack Club, a luxury resort time-share community that will include living, shopping, dining and recreation areas.

"Let's add the services; let's add the offices; let's add the creativity, whether it be through development or educational ventures," Hoffman says. "That's what we want to do." **P**

In business for 24 years



The Kingsview Landscape Co.

Complete Landscape Service

Commercial • Residential

330.468.0086

Specialists In:

- Professional Design by a
- Landscape Architect
- Luxurious Stone & Brick Patios - Walks
- Perennial Gardens - Rose & Herb Gardens
- Tree & Shrub Installations - Mulch
- Lawn Seed & Sod
- Water Features - Night Lighting
- Wood Decks & Fences
- Sprinkler Systems

Services Include:

- Weekly Lawn Mowing Services
- Shrub Trimming
- Fertilizer Programs
- Lawn Aeration
- Tree & Stump Removal
- Old Landscape Tear-outs
- Spring & Fall Clean-ups
- Snow Plowing & Salting
- Tractor Work & Field Mowing

**287 Seiberling Drive
Sagamore Hills, OH 44067**

Artful Engineering

Protecting priceless paintings at The Cleveland Museum of Art requires close HVAC tolerances

By Jeanne Bluffstone | Photos courtesy Karpinski Engineering

When it comes to renovating a structure as important as Cleveland's world-class Museum of Art, aesthetics is only one critical component. Equally, if not more important, is the planning of heating, air conditioning and ventilation systems that ensure precise control of humidity and interior temperature. Stringent values must be maintained in order to protect the condition of the museum's irreplaceable artwork.

A great deal of planning goes into a major project such as the one at the art museum. In addition to planning systems that protect the museum's collections, there is historical value in the buildings and careful attention is required in order to protect both the buildings and the treasures they house.

Renovating the buildings in stages

The original art museum building, which will remain intact, dates back to 1916. That is the portion that faces the reflection pond. Over the years, as the museum and its contents grew, a first addition was commissioned and built in 1956 and a second in 1971.



COOL ART HVAC is a crucial component of renovating The Cleveland Museum of Art.

This second addition was designed by well-known New York architect Marcel Breuer. In the late 1980s another addition was added to the structures that existed at that time. The project cur-

rently under construction replaces the 1956 addition in phase one and the 1989 addition in phase two, which has not yet commenced.

At present, the renovation, which started last year, is 75% complete. The first building to be completed and opened was the Breuer building which now houses an exhibit of Monet artwork. The most recent building, the one built in the '80s, will be torn down and replaced with a new structure in the second phase of the current construction project.

Experience in historical preservation

Karpinski Engineering is more than familiar with renovations of historical and artistic value. The firm was the engineer for the renovation and expansion of Severance Hall a few years ago and designed the HVAC system's renovation and expansion for that building project. It also designed the HVAC, lighting and plumbing systems that are the lifeblood of the renovated portions of the art museum expansion project.

Just as rapid changes in temperature and humidity can adversely affect the condition of priceless musical instruments, so do paintings, canvases and paint respond in different ways to sudden changes in humidity and temperature. Knowing that, close tolerances are required to maintain environmental consistency throughout the year, according to Dennis Wessel, senior vice president and director of marketing for Karpinski Engineering.

The Breuer Building, the addition to the building at the museum's entrance from the parking lot drive, is the first of the existing museum buildings to open

Givens Geotech

Jerry B. Givens, P.E.
Geotechnical Engineer

1745 Richmond Road Lyndhurst, Ohio 44124
Phone (216) 297-9950 Fax (216) 297-9951

Geotechnical Explorations



Charles Schulz
Building Company

General Contractor
Commercial - Industrial
216-749-0200
www.cschulzbuilding.com

Sheet Metal and Air Conditioning Contractors National Association



SMACNA member contractors work with industry professionals such as engineers, architects and general building contractors, as well as individual homeowners, to install, grade and maintain commercial, industrial, public and residential sheet metal projects – on time and within budget.

SKILLED.

SMACNA contractors possess specialized expertise in many areas of the sheet metal and HVAC industry, so they can offer customers the highest level of craftsmanship and custom design and fabrication.

EXPERIENCED.

SMACNA contractors abide by technical standards accepted by the construction community world-wide. The American National Standards Institute has even accredited SMACNA as a standards-setting organization.

COMMITTED.

SMACNA contractors annually spend \$28 million nationwide on training and constantly utilize continuing education programs, allowing them to remain on the cutting edge of technology, innovation and research.



**For the right results,
work with SMACNA/
SMIPP contractors!**

(Sheet Metal Industry Promotion Plan)

SMACNA, Cleveland Chapter
6060 Royalton Road
North Royalton, OH 44133
Phone: (440) 877-3500
Fax: (440) 877-3502
www.smacnacle.org

Active

ply co.
ing.com



In Stock Now

We have a better solution for your water heater needs

High efficiency water heaters and boilers:

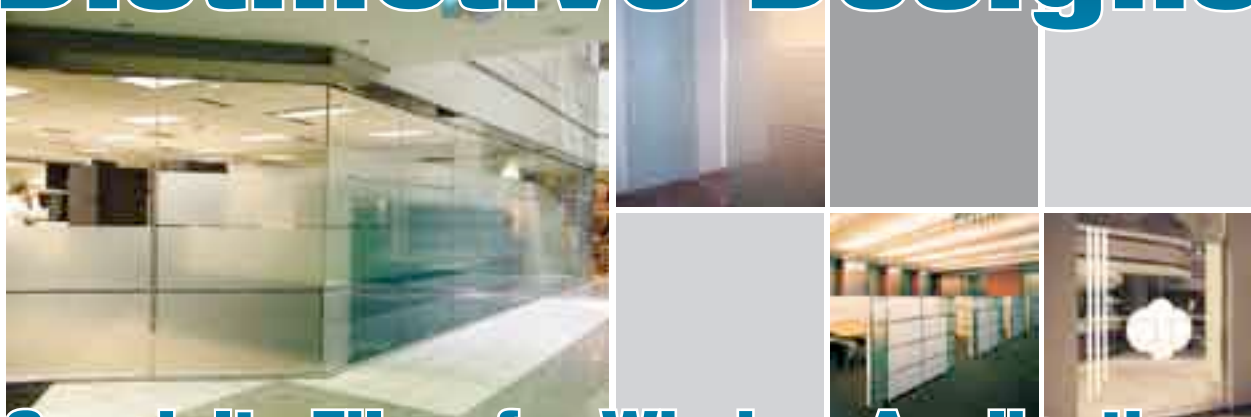
- lower operating costs
- higher efficiency
- longer warranty
- lower purchase price
- greater installation flexibility
- longer life
- ease of maintenance
- lower replacement costs

Call your local water heater specialist at:

Cleveland	216-459-2700	Stu
Willoughby	440-953-1532	Joe
Painesville	440-352-4411	Pat
Bainbridge	440-543-2233	Stu
Ashtabula	440-964-7575	Art



Distinctive Designs



Specialty Films for Window Applications



Providing decorative, security & sun control glass coating solutions in the commercial & residential marketplace for over 19 years.

For a free estimate, call **216.738.7070** or toll free **800.295.TINT**

3M

Authorized Window Film Dealer
Prestige Dealer Network

5005 Rockside Road, Suite 600 • Cleveland, Ohio 44131 • www.sunrayfilms.com



TIGHT WRAP Karpinski sealed supply ducts in the museum's original 1916 building.

after the renovation and is one of only two Cleveland buildings designed by the famous Hungarian-born architect. It will also remain as the only building designed by Breuer after the Cuyahoga County's planned demolition of the Ameritrust Building.

Systems that are critical, yet hidden

The engineering required for an intricate project such as the Cleveland Art Museum included heating and air conditioning, electrical power and power for the lighting, among others.

"While we didn't do the actual lighting design, we assisted with that and provided all the power for the lighting as well as the plumbing design for the renovations," Wessel says.

The most critical part of the engineering was the heating, air conditioning and ventilation because of the environmental control accuracy required for the artwork.

"If the building gets too hot or too cold, or too humid or too dry, there could be deterioration of the artifacts," he says. "Something that most people don't realize is when relative humidity changes rapidly in an environment that houses ancient works and art, significant stress and pressure can be placed on the artwork by the resultant change in vapor pressure."

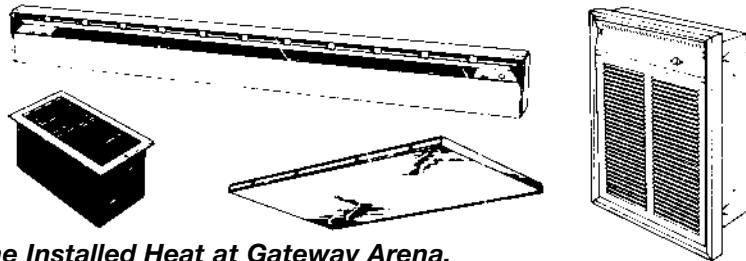
In the summer, the air conditioning equipment has to remove humidity from the air and in the winter, it has to spray steam into the air to add humidity, thus keeping not only temperature, but also humidity constant.

"We are trying to maintain a particular temperature and humidity tolerance



The FIRST name in quality electric heating equipment. The industry's referenced standard.

Specify clean, quiet and dependable **QMARK** Baseboard Sill-line Convectors, Fan-Forced Wall Heaters, Aztec™ Radiant Ceiling Panels and Unit Heaters on your next heating project.



The Installed Heat at Gateway Arena, Society Tower, and the Cleveland Library

Local Chromalox® and **QMARK** Representative:

ANDERSON-BOLDS

24050 Commerce Park, Cleve. 44122
Phone (216) 360-9800 • Fax 360-0425
www.anderson-bolds.com
For information, call Guy Mercer or Marlene Holderman

Cleveland area stocking distributors:

Don Burger, Inc.	451-0719
Cleveland Hermetic	961-6250
Famous Supply Co.	529-1010
Leff Electric	432-3000
Wolff Bros. Supply	225-2240



County Fire Protection

A full service fire safety company providing:

- Division 10 fire extinguishers/cabinets/fire safety products to the construction trades
- Fire protection contracting services to property owners/managers



www.county-fire.com

888.528.0928 • Cleveland/Akron: 330.633.1014

Fax: 330.633.2779

310 Geneva Ave., Tallmadge, OH 44278

HVAC & PLUMBING SYSTEMS

– 70-72 degrees and 48-52% relative humidity,” Wessel says.

To provide humidification in the wintertime, rather than using steam from the nearby Medical Center Company located between CWRU and University Hospital, Karpinski installed a clean steam system that emits no chemicals and uses soft water to produce steam without introducing any particulates into the air stream, says Wessel.

Cooling for the museum is provided by large water chillers which are used

to produce cold water that is distributed to air handling equipment which subsequently and delivers the conditioned air to various parts of the building.

When the engineers started working in the original building, they discovered that the equipment in the building had been installed in 1916. The system worked by taking return air out of the building and running it through two brick return air tunnels. It’s the original tunnel, and interestingly enough, the same type of tunnel

exists under Severance Hall’s basement floor. Severance’s tunnel is made of concrete; those at the art museum are approximately six feet high and four feet wide and are made of brick. Although the tunnel remained intact, it had to be cleaned prior to use.

Additionally, the majority of the original sheet-metal supply air ductwork in the 1916 building was concealed within interior brick walls of the building construction. In order to avoid the costly removal and replacement of this brick construction existing ducts were to be reused but had a considerable amount of leakage due to the original method of construction. Eliminating this leakage was going to be a challenge. A relatively new duct sealing method, which was developed at Lawrence Berkley Laboratories in California, was investigated and used successfully. This sealing process utilizes a water-based sealant, which was tested by the museum curator and determined to be safe for use in the proximity of the artwork, which is sprayed into the ducts. The material



Since 1972

C o m m e r c i a l & R e s i d e n t i a l

- Curbing
- Concrete Pavement
- Concrete Walls
- Concrete Footers
- Stamped Concrete
- Drain Tiles

6299 Hastings Drive • Seven Hills, OH 44131 • 216-447-9990

CNC

Construction News Corporation

**Ohio Construction News
Michigan Construction News**

Construction News Corporation provides timely, valuable and accurate planning, bid and bid results information to its customers through a daily online and bi-weekly hard copy trade newspaper with a physical and online plan room with scan capabilities.

Covering Northeast Ohio, Central Ohio, Northwest Ohio, Southern Ohio and the 41 counties of Southern Michigan, CNC reports private- and public-sector commercial, environmental, industrial, institutional and multi-family construction bid information.

Call us today to subscribe.

7261 Engle Road, Suite 304
Cleveland, Ohio 44130
phone: 800.969.4700
fax: 800.622.8234
www.cncnewsonline.com

congeals at holes in the ducts eventually closing up these penetrations, considerably reducing the original duct leakage.

Filtration system keeps air, art clean

Obviously, because of the artwork, the filtration system in the building has to be high-efficiency, so it has not only high efficiency filtration for removing particulate matter, but also uses a gas phase filtration that uses a mixture of chemicals, primarily activated carbon and potassium permanganate, to remove aerosols and chemicals from the air. The filters remove particles and contaminants such as formaldehydes in carpeting, aerosols and other organic chemicals.

Karpinski Engineering worked with New York architect Rafael and Vinoly on the project, says Wessel. Vinoly also designed the Lawrence Convention Center in Pittsburgh, which is the largest LEED certified convention center in the country.

“While the architect designs the visible portions of the buildings, what we engineers design most people don’t see,” Wessel says. “But our systems have to work or there would be a lot of problems. Without our engineering, the constructed buildings wouldn’t have light or heating and cooling, and would be virtually unoccupiable.”

Some of the systems are very high tech.

“We designed a digital automation system for the art museum that controls all of the heating cooling and lighting,” he says. “The system is run by a central terminal that is controlled by the building operators. The system monitors what’s happening all over the building and can tell if the HVAC and lighting are operating properly. Lighting can be turned off and on automatically and temperatures can be reset as necessary from this remote location.” **P**

For more info on Karpinski Engineering (www.karpinskieng.com), contact Dennis Wessel, senior vice president and director of marketing, 3135 Euclid Ave. in Cleveland, or email him at dwessel@karpinskieng.com.

Basement Waterproofing • Sewer Cleaning & Repair • Plumbing Services • Residential & Commercial

ALPHONSO & SON, INC.

Specializing in Preventative Maintenance

25057 Broadway Avenue, Cleveland, Ohio 44146

Phone: 440-232-1418 • Fax: (440) 439-2863 • alphonsoandson@aol.com



Brennan and associates

Heating & Cooling

Commercial, Industrial & Residential

**Specializing in Computerized
Preventive Maintenance
& Service Contracts**



24 Hour Services ✓ Design, Build & Installation
(216) 391-4822 ✓ In Business Over 30 Years
www.brennanhvac.com ✓ "Trust Our Professionals"

Mechanical Contractors' Association of Cleveland



Call 216.459.0770
for a list of contractors

The
Mechanical and Plumbing Contractors
BEST
in Northeast Ohio



Mechanical, Plumbing Contractors on the Move

MCA, CPCA presidents announce recent organization news

Photos by Mort Tucker Photography

The president of the Mechanical Contractors' Association of Cleveland (MCA) and the president of the Cleveland Plumbing Contractors' Association (CPCA) have two things in common. First of all, both of their organizations are under the administrative umbrella of the Mechanical and Plumbing Industry Council (MAPIC), and secondly, they both have some interesting news to tell.

MCA President James Neiheiser is anxious to announce that MCA of Cleveland has established a student chapter at Kent State University (KSU). This student chapter will be housed in the brand new Construction Management Department at KSU.

The purpose of the chapter is to expose students to the mechanical contracting



TWO WITH NEWS MCA President James Neiheiser and CPCA President Scott Wallenstein have projects in the pipeline.

industry by inviting the students to participate in MCA meetings and seminars and by instituting an internship program whereby KSU students can work for MCA members during the summer or part-time during the school year.

"We look at this student chapter as an apprenticeship program for contractors,"

President Jim Neiheiser says. "We have a program in place to replenish our field workforce and that's called apprenticeship, but we have never developed a program to replenish our management workforce. Well now we have that program in place and it is off to a good start."

The faculty advisor is in place and KSU, Local MCA and National MCAA have signed off. The first 12 students held their inaugural meeting in April. Nationwide, this will be the 39th student chapter. It couldn't have come at a better time, Neiheiser says, because the National MCAA Student Chapter's annual summit will be held in Cleveland this October. These KSU students will also be sponsored by MCA of Cleveland to attend the MCAA

Complete Abatement & Environmental Services



COMMERCIAL — INDUSTRIAL

Committed to Excellence . . .

- ASBESTOS & LEAD ABATEMENT
- ENVIRONMENTAL REMEDIATION
- SELECTIVE DEMOLITION
- INDOOR AIR QUALITY
- CONCRETE SAWING AND DRILLING
- FLOOR COVERING REMOVAL
- SURFACE PREPARATION

. . . Dedicated to quality and performance

Member of Construction Employers' Association

5722 Schaaf Road
Independence, Ohio 44131

(216) 642-6040
Fax: (216) 642-0891

Emergency Response Service Available



decorative surfaces

Northern Ohio's proud distributor of these commercial wallcovering brands:



Koroseal® | Victrex® | Studios | Walltalkers® | Korogard®



800.348.7596

decorativesurfacesonline.com

80 & OUT INC.

COMMERCIAL CARPENTRY CONTRACTOR

Over 18 Years Experience Serving Northern Ohio

152 Moorewood Ave., Avon Lake, Oh 44012

440-371-5440

SPACE COMFORT CO.

HVAC / Pollution Control • Design • Build Services

Space Building Systems

- Managers • Consultants • Contractors

Space Environmental Group

- Design • Build • Installation

DUST-HOG®
DUST COLLECTION SYSTEMS

SMOG-HOG®
ELECTROSTATIC PRECIPITATOR SYSTEMS

216-281-2000 • 800-203-9645

Fax: 216-281-8420

5201 Clark Avenue • Cleveland, Ohio 44102

National Convention in California next March, where they will compete with the other 38 chapters in a contest to win scholarships.

Neiheiser is also pleased to announce that MCA and its union partner, Pipefitters Local #120, are about to undertake some community volunteer projects. For seven years, MCA and Local #120 provided free pre-winter furnace maintenance for senior citizens, and now they are extending heating, air conditioning and sprinkler services to non-profit organizations. According to Neiheiser, if a non-profit, community-based organization that provides service to needy individuals requests help, MCA and Local #120 will consider that request and try to provide a free service.

Scott Wallenstein, president of CPCA, also has a few things to brag about. CPCA's education and promotion arm,

Neiheiser and Wallenstein agree that there are many positive advances going on in the union mechanical and plumbing industry, and those advances will pay dividends in the future.

CPI, has initiated a cooperative program with the Cleveland Clinic's Children's Hospital. The Clinic informed CPCA that hot water tanks and infants don't always get along that well. In fact, according to the Clinic, scalding during bath time is a frequent occurrence for infants because bath water that is comfortable to an adult could burn an infant. So CPCA and CPI put their heads together and developed an anti-scald kit that includes an informative brochure on the safe way to bathe newborns and a plastic (credit card size) thermometer. To date, 7,000 of these kits have been distributed to new mothers as they were discharged from one of the Cleveland Clinic Hospitals.

Wallenstein is also proud to announce a new joint effort with Plumbers' Local

Heard on the Hill

Coleman Spohn president testifies before U.S. House of Reps

Coleman Spohn Corporation President Lonnie Coleman testified on Capitol Hill last month before the House of Representatives' Small Business Committee, urging Congress to repeal the 3% withholding provision. Coleman, a past president of the Mechanical Contractors' Association of Cleveland (MCA), was representing MCAA and five other union-signatory construction employer associations in the Campaign for Quality Construction (NECA, SMACNA, ICE, TAUC and FCA).

At the hearing, he stressed the immediate need for repeal of the added withholding provision as proposed in the Meek-Herger repeal bill, H.R. 023. The subject of the hearing has attracted opposition from business groups in varied industries and public purchasing agencies that argue against high administrative and contract costs that jeopardize agency procurement goals. Lonnie also discussed a wide array of possible procurement and fiscal reforms that could be used to close the gap without burdening tax compliant construction contractors with even further contract payment withholding. He suggested ways to improve the screening of responsible bidders and offerors with tax compliance certification requirements. He also emphasized the need to reform misclassification of employees as independent contractors as a way to close a big part of the tax gap, and the ongoing need to eliminate retainage and require prompt payment by government agencies at all levels.

Coleman is the chairman of the Government Affairs Committee at the National MCAA, a position he has held for six years. One of his credentials is that he is currently treasurer of MCAA and in two years will be the national president of MCAA, a spot that hasn't been held by a Clevelander since Horace Wetzell of the Smith & Oby Company in 1958. Coleman will be the first minority contractor to be president of this 118-year-old organization. **P**



HOUSE BOUND Representing MCAA and other construction employer associations on a recent D.C. visit, Lonnie Coleman urged Congress to repeal the 3% withholding provision.

#55 to enhance productivity, professionalism and the image of the plumbing industry. CPCA and Plumbers' Local #55 have adopted the Standards for Excellence, which are guidelines for professional behavior, efficient productivity, quality workmanship, high ethics and a positive image. Local #55 and CPCA have established a new committee called the Industry Standards Group (ISG), which will educate contractors

and union members on the value of the new Standards for Excellence.

Neiheiser and Wallenstein agree that there are many positive advances going on in the union mechanical and plumbing industry, and those advances will pay dividends in the future. In the meantime, MCA and CPCA remain strong and vital, and in the forefront on mechanical and plumbing issues, Neiheiser says. **P**

Living, Breathing Buildings

Automation, integration of quality components key to superior HVAC systems

By Greg Drensky

A building's automation system isn't just for heating, ventilating and air conditioning (HVAC) equipment any more. Today's world allows access into many more aspects of a building's operation, maintenance, security and safety. Discerning owners should look at their buildings as complete living, breathing systems where everything can and should work in conjunction. This allows for access to the building's vital systems, which provides for easier and more complete maintenance. The various components that should be considered for energy management and integration are HVAC equipment, lighting control, smoke control, card access/security, and closed circuit television (CCTV). All of these components can be viewed and/or accessed through a common front end either through a PC on site or remotely with internet access. This is what is referred to as integration; the connection of various system components through a common link (the building automation system or BAS).

HVAC equipment has been utilizing direct digital control (DDC) systems since 1980 to schedule, maintain and diagnose systems. Most of the major control companies have migrated into open protocol systems (BACnet or Lon), knocking down the proprietary wall and giving owners an open system with more control over their buildings and their budget. Practically all HVAC manufacturers can provide their equipment with factory mounted BACnet or Lon controls which allows the Integrator to communicate directly with the equipment.

Lighting control is often integrated into the BAS as well. This provides a common point of scheduling which leads directly into energy management. Lighting accounts for approximately 33% of a buildings overall energy use. Ohio Building Code requires that a lighting control system be provided in all commercial buildings. Typically the majority of lights are scheduled in conjunction with the HVAC equipment so they operate in tandem during occupied times. Some systems also utilize motion detectors to limit energy consumption in areas that are not consistently occupied.

Smoke control is of course an important and vital portion of your building. While the BAS cannot control the

smoke control systems themselves, they can be integrated into the BAS to monitor them. The BAS can contain floor plans, which will show areas that are in alarm, test or normal mode. If a condition changes an email or page can be sent to notify someone of an alarm and the location of that alarm.

Unfortunately in today's world card access and security in buildings is a high priority. Many Integrators have a BACnet or Lon based card access system, which will provide critical information such as access control, activity monitoring, intrusion detection, alarms, and floor plan graphic displays. This provides an owner with up to date access to see who is in the building and who can enter the building, along with email or pager notification of any alarms. Did you change the locks the last time an employee left your company? A card access system is a simple way to manage who can and cannot enter your building.

CCTV systems can and often do accompany a card access system. The CCTV system will record all activity at points of interest and can be viewed through the BAS. Often they are placed at entrances to monitor visitors coming into buildings, or other critical areas of the building or site such as deliv-

ery docks, power equipment, HVAC equipment or parking lots. Some CCTV systems can also provide motion sensitive cameras, which will save on energy and storage space on your server.

Do you have a campus of buildings? That is not a problem. Access to any building in a campus can be done through the Internet or with a wireless system that will transmit information between buildings. Access can be provided with a user id and password, and for any predetermined security level. This allows for remote viewing of the building by maintenance, security, management or owners at any time.

Finally and most importantly make sure the Integrator provides a complete and detailed point-to-point commissioning report. This report goes through each and every point of interest in the BAS to insure that all components are working, communicating, coordinated and accessible through the front end. This will guarantee an operating system per your requirements.

When you combine all of these building components into one complete and automated system you gain the advantages of one common point of access. With a single point of access it is easier for the users to be trained, navigate and utilize the system to its full potential.

Just as well you save on installation costs by not having redundant systems, and having only one point of contact for updates, service and maintenance of the system.

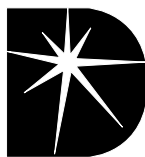
There is a lot of technology present that should be taken advantage of to increase your building's efficiency, safety and security for you, your clients and your employees. At a minimum you should look into the specific costs and advantages of these systems for your buildings. Estimates and consultations are free services that an Integrator will offer so you can evaluate the need, requirements and level of sophistication your building requires. **P**

Author Greg Drensky is the Marketing Manager at Jacco & Associates located in Hudson. Jacco has been providing Alerton and Honeywell Energy Management and Integration systems since 1989. You can contact him at (330) 342-9400 extension 126 or gregd@jacco.com.

Got Mold?

Mold found indoors may cause harmful effects like allergies, bronchitis and asthma. This translates into higher absenteeism, health insurance premiums, and Workers' Compensation claims.

Indoor Air Quality Specialists
in Mold Remediation and HVAC Systems Cleaning



DELTA
INDUSTRIAL SERVICES, INC.

216-281-8700
www.deltahq.com

5215 Denison Avenue
Cleveland, OH 44102-5847



- High Performance Energy Management
- High Commitment to Sustainability
- High Efficiency HVAC Equipment
- High Integrity Service & Maintenance
- High Quality Parts

www.jacco.com
330:463-0100 Cleveland
330: 342-9400 Akron
Fax: 330-463-0101
61 Milford Drive
Hudson, OH 44236

**Fire protection installation
for your next project:**

Process Piping
Heating
Fire Protection
Inspection

LORIG
MECHANICAL, INC.

2317 Pearl Road, Medina, Ohio 44256
330.273.7344 • Fax 330.225.9276

CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-50411008
HEADQUARTERS BUILDING
Lorain County Community College Technology Park
Elyria, OH (Lorain Co.)
CONTRACTING METHOD: G.C. Subcontracts
STATUS: Owner awarded tax credits; planning is underway.
OWNER: Equity Trust
 225 Burns Road
 Elyria, OH 44035
 (440) 323-5491
G.C.: Williams Brothers Builders, Inc.
 686 Sugar Lane
 Elyria, OH 44035-6310
 (440) 365-3261 FAX (440) 365-5674

DETAILS: 28,000 SF; sitework; utilities; concrete; mechanical; electrical; HVAC; painting; plumbing; lighting; wood and plastics; drywall; insulation; doors and hardware; masonry; glass and glazing; metals; floor coverings; finishes; fire suppression.

PN-50412046
YMCA RECREATION CENTER
Avon, OH (Lorain Co.)
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
STATUS: Planning is preliminary; construction possible in 2008.
OWNER: City of Avon
 36080 Chester Road
 Avon, OH 44011

www.cityofavon.com
 (440) 937-7800
OWNER: Greater Cleveland YMCA
 2200 Prospect Ave.
 Cleveland, OH 44115
 (216) 344-0095
DETAILS: Approx. 70,000 SF; swimming pool, exercise equipment and rooms for adult and children's activities; concrete; masonry; structural steel; wood and plastics; roof membrane; insulation; steel doors/hardware; caulking; glass and glazing; painting; drywall; floor coverings; toilet and bath accessories; plumbing; HVAC; electrical; lighting.

PN-R0614070

NEW POLICE DEPARTMENT
Chagrin Falls, OH (Cuyahoga Co.)
ESTIMATED AMOUNT: \$5,700,000
CONTRACTING METHOD: Public Bids
UPDATE: Consultant is assessing possible locations; owner will seek a bond issue in 2008.
OWNER: Village of Chagrin Falls
 21 West Washington Street
 Chagrin Falls, OH 44022

Perrin
ASPHALT • CONCRETE
 525 Dan Street, Akron, OH 44310
 330-253-1020 • Fax: 330-253-1042

Window Cleaning!
 ...righten customers
 ...red
 ...Power Washing
 ...ble
 ...ng,
 ...tters
 Call 440-954-4537 for a free estimate
 ...contracted discounts.

We're Out To Clean Up This Town . . .

- Sweeping
- Steam Cleaning
- Degreasing
- Parking Lots
- Streets
- Warehouses
- Parking Garages
- Construction Sites
- Snowplowing
- Salting

BUCKEYE SWEEPING
 Commercial & Industrial
330-798-9200
www.buckeyesweeping.com

(440) 247-5050

CONSULTANT: Horne & King Architects
7219 Sawmill Road, Suite 106
Dublin, OH 43016
www.horneandking.com

DETAILS: Approx. 27,000 SF; offices; dispatch area; restrooms and locker rooms; possible firing range; sitework; concrete; masonry; HVAC; doors and hardware; glass and glazing; electrical; drywall; toilet and bathroom accessories; lighting; painting; floor coverings.

PN-R1208034

BEHAVIORAL HEALTHCARE FACILITY

To be determined, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$68,250,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing architect; bid schedule to be determined.

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

ARCHITECT: Hasenstab Architects, Inc.

190 N. Union St. #400

Akron, OH 44304

www.hainc.cc

(330) 434-4464 FAX (330) 434-8546

DETAILS: Project No. 580-2006-178



JANCE & COMPANY, INC.

Established 1970

- General Contractor
- Construction Manager
- Design – Build

“Building Confidence”

8666 Tyler Boulevard
Mentor, Ohio 44060

(440) 255-5800
(440) 255-1508 Fax

www.jance.com



Site Work • Landscaping • Property Maintenance

- Landscape maintenance contracts - *extraordinary seasonal color plans*
- Snow & ice management
- Irrigation installation & repair - *certified backflow testing*
- Daily/weekly routine property inspection & maintenance
- Retaining walls, pavers, planting, surface drainage and erosion control

440-526-3257

330-239-1995

fax 330-239-0265

4843 Ridge Road

Wadsworth, Ohio 44281

HUGE INVENTORY

We offer over 95 selections of stone to choose from!



Visit our showroom to see all the possibilities.



Mason Structural Steel, Inc.

7500 Northfield Rd.
Walton Hills, Ohio 44146

440.439.1040

Cultured Stone® products are an ideal complement for any type of commercial building, from office buildings and country clubs to retail spaces, restaurants and hotels.

www.masonsteel.com

"Serving Northeast Ohio Since 1958"

WINDOW CLEANING

Div. of
KOZLOVICH ENTERPRISES

SPECIALISTS

CONSTRUCTION CLEANING SPECIALISTS

COMPLETE FINAL CONSTRUCTION
CLEANING

FROM FLOORS TO SKYLIGHTS

WE CAN HANDLE ANY SIZE PROJECTS

4067 Erie Street, Willoughby, Ohio 44094
Phone: (440) 946-3700 • Akron Phone: (330) 376-7272
Fax: (440) 946-8803

1-888-4WCSWCS

New facility will provide a 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-S0406002

HEADQUARTERS BUILDING

Akron, OH (Summit Co.) South Main Street

ESTIMATED AMOUNT: \$10,000,000-15,000,000

CONTRACTING METHOD: Owner Subcontracts

STATUS: Owner recently signed a memorandum of understanding with city; a fall 2007 groundbreaking is planned.

OWNER: Signet Development Ltd.

75 East Market Street

Akron, OH 44308

(330) 762-9102

DETAILS: New headquarters building for owner; 50,000-100,000 SF three- to five-story structure; concrete; masonry; structural steel; wood and plastics; drywall; insulation; doors and hardware; glass and glazing; electrical; HVAC; mechanical; metals; floor coverings; elevators; fire protection.

PN-S0404022

CHURCH EXPANSION

"THE PARKING LOT SPECIALISTS"

Commercial • Industrial • Institutional Asphalt Paving

Providing lasting quality, a superior value, & professional service while building long-term relationships for over 25 years.

Licensed • Bonded • Insured

- Design Layout
- Site Development
- New Asphalt Paving
- Maintenance &
- Reconstruction

Call today for a
FREE estimate.



38220 Willoughby Pkwy
Willoughby, OH 44094

PH: 440-975-8929

Fax: 440-975-9019

www.ohiopaving.com



J.V. Janitorial Services, Inc.

- Commercial Buildings
- Construction Sites
- Special Event Clean-Up
- Concrete Cleaning
- Carpet Cleaning
- Window Cleaning
- Wall Washing
- Acoustical Ceilings

1230 East Schaaf Road
Brooklyn Heights, OH 44131

216-749-1150

www.jvjanitorial.com

Hudson, OH (Summit Co.)
ESTIMATED AMOUNT: \$7,000,000
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
STATUS: Conceptual site plans have been approved.
OWNER: Hudson Community Chapel
 650 W. Streetsboro Street
 Hudson, OH 44236
 (330) 650-9533
ARCHITECT: Braun & Steidl Architects - Akron
 1041 West Market Street
 Akron, OH 44313
 www.bsa-net.com
 (330) 864-7755 FAX (330) 864-3691
DETAILS: 31,787 SF addition to existing 77,945 SF facility; two-story children's ministry addition on the western corner; interior expansions for a larger nursery; two-story teen worship center on the southeast corner; atrium expansion; concrete; metals; lighting; electrical; painting; HVAC; drywall; insulation; wood and plastics; floor coverings.

PN-S0404014

MARITIME MUSEUM
Vermilion, OH (Lorain Co.)
ESTIMATED AMOUNT: \$10,000,000
CONTRACTING METHOD: G.C. Bids (By Invitation Only) or Negotiated G.C.
STATUS: Owner is fundraising and interviewing firms to conduct a feasibility study.
OWNER: Great Lakes Historical Society
 480 Main Street
 P.O. Box 435
 Vermilion, OH 44089
 (440) 967-3467
DETAILS: 40,000 SF facility to house a full-scale replica of a Great Lakes schooner; space for permanent and traveling exhibits, workshops and events; to be located on the former Lorain pellet terminal; concrete; electrical; lighting; painting; mechanical; wood and plastics; masonry; sitework; drywall; insulation; doors and hardware; floor coverings; glass and glazing.

PN-P0121002

RICHARD HOWE HOUSE RENOVATION
Akron, OH (Summit Co.) S. High St.
ESTIMATED AMOUNT: \$1,500,000
CONTRACTING METHOD: G.C. Subcontracts
UPDATE: Announcing architectural team; construction schedule to be announced.
OWNER: Ohio & Erie Canal Corridor Coalition
 520 South Main Street, Suite 2452
 Akron, OH 44311
 (330) 434-5657
ARCHITECT: Braun & Steidl Architects - Akron
 1041 West Market Street
 Akron, OH 44313
 www.bsa-net.com
 (330) 864-7755 FAX (330) 864-3691



Let Us Take Care of Your
 Landscaping and
 Grounds Maintenance
 COMMERCIAL
 LANDSCAPE ARCHITECTS
 - SINCE 1948 -

R.B. STOUT INC.
LANDSCAPE CONTRACTORS
 Bath, Ohio
 (330) 666-8811 1-800-896-8811

Your Real Estate & Construction Insurance Professional



THE HOFFMAN GROUP

Insurance Placement
 Risk Consulting

Serving Northeast Ohio Since 1919

CONVENIENTLY LOCATED
 AVON BERIA BRUNSWICK
 ELYRIA MEDINA

800.826.4006
www.thehoffmangrp.com



KRILL
 THE PROFESSIONAL BUILDERS

- ▲ Construction Management
- ▲ General Contracting
- ▲ Design/Build



The Krill Co., Inc.
 1275 Main Avenue ▲ Cleveland, OH 44113-2329 ▲ 216-357-4777 ▲ www.krill.com

ARCHITECT: Chambers, Murphy & Burge Architects
43 E. Market Street, Suite 201
Akron, OH 44308

(330) 434-9300 FAX (330) 434-9331

G.C.: Welty Building Corporation
123 S. Miller Road
Akron, OH 44333
www.weltybldg.com

(330) 867-2400 FAX (330) 864-4566

DETAILS: Two stories; convert historic 1836 house into canal-trail visitor center and offices; electrical; plumbing; brick work; carpentry; structural; HVAC; plaster; drywall; finishes.

PN-R1226033

LAKEFRONT DEVELOPMENT

Beachwood, OH (Cuyahoga Co.) 24801 Lakeshore Blvd.

ESTIMATED AMOUNT: \$75,000,000

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

UPDATE: Announcing contracting method; project is being redesigned.

DEVELOPER: K & D Group Inc.

4420 Sherwin Road
Willoughby, OH 44094

(440) 946-3600 FAX (440) 946-8760

ARCHITECT: City Architecture Inc.

3634 Euclid Avenue, Suite 100
Cleveland, OH 44115

www.cityarch.com

(216) 881-2444 FAX (216) 881-6713

DETAILS: 30 floating homes; three stories; concrete; masonry; metals; wood and plastics; doors and windows; glass and glazing; drywall; painting; carpeting; HVAC; fire protection; plumbing; lighting.

PN-S0215003

BEREA RECREATION CENTER EXPANSION

Berea, OH (Cuyahoga Co.) Front Street

ESTIMATED AMOUNT: \$5,000,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing architect; bid schedule to be determined; plans are in design.

OWNER: City of Berea

11 Berea Commons
Berea, OH 44017

www.bereaohio.com

(440) 826-5800

ARCHITECT: RCU Architects

7311 Valleyview Drive

Independence, OH 44131

(216) 524-6068 FAX (216) 524-6072

DETAILS: Approx. 30,000 SF; sitework; concrete; masonry/brick; rough carpentry; glass & glazing; metal door & windows; painting; interior finishes.

PN-S0329006

OFFICE/WAREHOUSE

Macedonia, OH (Summit Co.) East Highland Road

CONTRACTING METHOD: D/B Subcontracts

STATUS: Project has received preliminary approval from city; owner seeking tenants.

OWNER: Industrial Works Management LLC c/o D/B

D/B: Scannell Properties

800 East 96th Street

Indianapolis, IN 46240

(317) 843-5959 FAX (317) 843-5957

DETAILS: 152,000 SF warehouse and a 28,000 SF office/warehouse building; sitework; concrete slab; thermal & moisture protection; plumbing; electrical; HVAC; interior finishes.

PN-S0110003

GATES MILLS HORTICULTURE CENTER UPGRADES

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

CONTRACTING METHOD: Public Bids

UPDATE: Bidding is now expected in late April 2007.

OWNER: Gates Mills Horticulture Center

390 County Line Rd.

Gates Mills, OH 44040

(440) 605-9517

OWNER: Mayfield City Schools

59 Alpha Park Drive

Highland Heights, OH 44143

www.mayfield.k12.oh.us/

(440) 995-6900

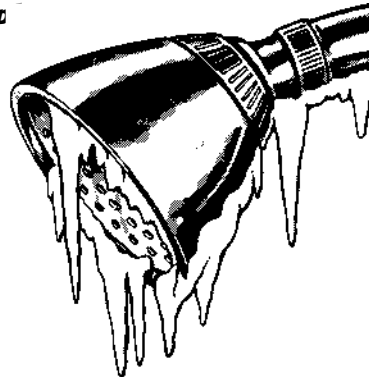
ARCHITECT: Doty & Miller Architects

600 Broadway Avenue



www.woodhillsupp

Is that nice hot shower leaving you cold lately?



Maybe it's your Water Heater's way of letting you know it should be replaced. Or that it's too small to handle your Hot Water needs. Woodhill carries a complete line of A.O. Smith Commercial and Residential Water Heaters. Whatever your needs, Woodhill can supply the right A.O. Smith Water Heater

A.O. SMITH
Water Heaters

Call Woodhill Supply today for more info

440.269.1100

4665 Beidler Rd., Willoughby 44094

216.229.3900

1862 E. 123rd St., Cleveland 44106

Bedford, OH 44146
www.dotyandmiller.com
(440) 399-4100 FAX (440) 399-4111

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

PN-R0508043

JUSTICE CENTER

Berea, OH (Cuyahoga Co.)
ESTIMATED AMOUNT: \$9,500,000
CONTRACTING METHOD: Public Bids

UPDATE: Announcing estimated amount; planning is preliminary; owner is reviewing options.

OWNER: City of Berea
11 Berea Commons
Berea, OH 44017
www.bereaohio.com
(440) 826-5800

DETAILS: SF to be determined; sitework; landscaping; concrete; masonry; structural steel; thermal and moisture protection; finishes; drywall; painting; HVAC; plumbing; electrical; lighting.

PN-N1104003

HEALTH SCIENCE BUILDING

Ashtabula, OH (Ashtabula Co.)
ESTIMATED AMOUNT: \$12,000,000
CONTRACTING METHOD: Public Bids

UPDATE: Bidding to advance shortly.

OWNER: KSU - Architect's Office
334 Lowry Hall
Kent, OH 44242
www.kent.edu/facilitiesplanning
univarchitect@kent.edu
(330) 672-3880 FAX (330) 672-2648

ARCHITECT: CBLH Design Inc.

7550 Lucerne Drive, Suite 207
Middleburg Heights, OH 44130
www.cblhdesign.com
info@cblhdesign.com
(440) 243-2000 FAX (440) 243-3305

AGENT: ODAS - State Architect
4200 Surface Road
Columbus, OH 43228

(614) 466-4761 FAX (614) 644-7982

DETAILS: KSU - 20323

45,000 SF; laboratories; classrooms to include an auditorium-style classroom; sitework, service drives and 100-150 parking spaces; brick/masonry; utilities; concrete; glass and glazing; HVAC; electrical; mechanical; plumbing; painting; drywall; insulation; floor coverings; doors and hardware.

Construction Progress Reports are provided to Properties by CNCNewsOnline.com. For more comprehensive and up-to-date building and bidding information, call Construction News Corporation at 800.969.4700 or visit the website at www.CNCNewsOnline.com.

Northeast Ohio's Most Award-Winning General Contractor for Excellence & Safety in Construction

GENERAL CONTRACTING,
CONSTRUCTION MANAGEMENT, DESIGN-BUILD,
COMMERCIAL AND RETAIL SPECIALISTS



Baywest

Construction Group, Inc.

671 Columbia Road, #7
Westlake, Ohio 44145
440-617-9910
www.baywestcg.com



COMMERCIAL • INDUSTRIAL

Your Authorized Duro-Last Roofing Contractor:



**DURO-
LAST®**
Roofing, Inc.

Duro-Last's customized Single-Ply Roofing System eliminates leaks. It is perfect for new or replacement flat roofs. Longer lasting.

- EASILY INSTALLED
- 87% REFLECTIVE SURFACE
- 15-YEAR 100% NON-PRORATED GUARANTEE
- BEST FIRE/WIND RATINGS



Damschroder Construction Company

"Building Satisfaction For Over 30 Years"

888.307.2785 • www.damschroderconstruction.com

Coming in June



**Westside
Community
Center**

**Verizon Regional
Headquarters**

Avalon Lofts

**Infinity
Construction 10th
Anniversary**

**Environmental
Solutions**

& much more...

Interested in advertising? Call *Properties* today and an account representative can help you address your advertising needs:

216.251.0035 / 888.641.4241



www.propertiesmag.com

**The 2007 Media Planner
is now available in
downloadable PDF form.
Visit us online today!**

ADVERTISER INDEX

80 & Out, Inc.....	60	North Coast Concrete, Inc.....	45
Active Plumbing Supply Company.....	54	Ohio Concrete Sawing & Drilling.....	21
AIA.....	32	Ohio Paving & Construction.....	66
All Erection Crane.....	2	Pease Photography.....	6
Alphonso & Sons, Inc.....	57	Perrin Asphalt Co., Inc.....	64
Anderson-Bolds, Inc.....	55	Pete & Pete Container Service, Inc.....	10
Atwell-Hicks.....	72	Power Alarm.....	20
Baywest Construction Group, Inc.....	69	Precision Environmental Co.....	59
BC Cement, Co.....	56	ProSource Flooring.....	42
Belenky Inc.....	33	RAF Building Maintenance.....	21
Brennan & Associates.....	57	Rogers Commercial Flooding, Inc.....	38
Bruder Building Materials, Inc.....	43	S. A. Comunale.....	56
Buckeye Sweeping, Inc.....	64	Schneider-Dorsey & Rubin.....	11
Cardinal Window Cleaning Co.....	35	Schulz, Charles Building Company.....	52
Carney Construction Company.....	40	Service-Tech Corporation.....	48
Carron Asphalt Paving, Inc.....	20	SMACNA Cleveland.....	53
CertaPro Painters.....	49	SMPS Northeast Ohio.....	49
Cleveland Granite & Marble Company, Inc.....	44	Sobol Sales Co.....	22
Cleveland Quarries.....	71	Soprema, Inc.....	7
Cleveland Trinidad Company.....	28	Space Comfort Co.....	60
Clock Electric, Inc.....	21	Stark Group, The.....	36
CNC Construction News Corp.....	56	Stout, R.B. Inc.....	67
Coakley Real Estate Company.....	38	Sunray Window Films LLC.....	54
County Fire Protection Inc.....	55	Suntrol Co.....	28
Crowley Group, The.....	70	Svec, Charles Inc.....	40
CSU Cabinet Company.....	28	T C Architects, Inc.....	11
Cunningham Paving Inc.....	71	The Blue Book.....	9
Cuyahoga Siding, Windows & Gutters.....	64	Warren Roofing & Insulating Co.....	32
Damschroder Construction, LLC.....	69	Weber Murphy Fox/Arris.....	46
DAS Construction.....	50	West Roofing Systems, Inc.....	38
Decorative Surfaces, Inc.....	60	Weston, Inc.....	15
Delta Industrial Services, Inc.....	63	Window Cleaning Specialists.....	66
Dunlop & Johnston, Inc.....	43	Woodhill Supply, Inc.....	30, 40, 68
Eagle Fabricators.....	30	Zaverella Brothers Construction.....	21
eBlueprint.....	4		
GEM Electric, Inc.....	28		
Giambone Masonry, Inc.....	31		
Gilbane Building Co.....	48		
Givens Geotech.....	52		
Great Lakes Flooring.....	29		
Greater Cleveland Real Estate Organizations (GCREO).....	43		
H Leff Electric.....	14		
Health & Fitness Equipment Centers.....	13		
Hoffman Group, The.....	67		
Indy Equipment & Fabricating.....	18		
Infinity Construction.....	35		
J.V. Janitorial Services, Inc.....	66		
JACCO & Associates Inc.....	63		
Jance Construction, LLC.....	65		
KAS Interiors.....	7		
Key Bank.....	27		
Kingsview Landscape Co., Inc.....	51		
Kline Construction, Corp.....	24		
Korfant & Mazzone Construction.....	45		
Krill Company, The.....	67		
Kurtz Bros.....	14		
Lake Erie Winnelson.....	34		
Lorig Mechanical.....	63		
Mason Structural Steel, Inc.....	65		
McConnell Excavating, Ltd.....	49		
McGraw-Hill Construction Network.....	12		
Mechanical Contractors Association.....	58		
Miller Ornamental.....	28		
Mouldings One, Inc.....	32		
NAIOP.....	3		
Nelson Contracting.....	65		
Neshkin Construction Company.....	16		

INSERT: FORTNEY & WEYGANDT, INC.

All Weather Heating & Cooling.....	FW-13
Art Window Shade & Drapery Co.....	FW-5
BOMA Greater Cleveland.....	FW-15
Carey Roofing Corporation.....	FW-15
Century Contractors, Inc.....	FW-7
Cipra Excavating & Trucking Services, Inc.....	FW-7
Clayco Electric.....	FW-4
Clearview Window & Gutter Cleaning.....	FW-14
Cleveland Chemical Pest Control, Inc.....	FW-8
Columbia Building Products.....	FW-13
Courtad Inc.....	FW-7
Dougherty Lumber Company, The.....	FW-5
Flooring International.....	FW-9
Fortney & Weygandt, Inc.....	FW-16
Geist Co., The.....	FW-8
HMH Restoration Ltd.....	FW-9
Industrial Energy Systems, Inc.....	FW-6
Joseph M. Electric, Co.....	FW-4
Lisco Heating & Cooling, Inc.....	FW-12
Lucky Sand & Gravel Co.....	FW-8
Mid State Restoration, Inc.....	FW-11
North Coast Paving.....	FW-2
Oak Lawn Blacktop.....	FW-10
Osmic, Inc.....	FW-13
Phoenix Retail Group.....	FW-9
Ptacek, Jim Photography.....	FW-11
Qualified Interiors Inc.....	FW-12
Shank Painting, Inc.....	FW-14
Westland Heating & Air Conditioning, Inc.....	FW-10



216.231.1100
TELEPHONE



Know Your Customers' Customer

Through identifying, anticipating and servicing their customer's changing needs, on the customer's terms, The Crowley Group is able to deliver projects which help their customers grow and thrive.

- + General Contractors + Construction Managers +
- + Design-Build + Interior Construction +
- + New Facilities + Renovations +
- + Owner Representation +

www.crowleygrp.com
email: sales@crowleygrp.com



ASPHALT PAVING

ASPHALT REPAIR

SEALCOATING

CRACK FILLING

**COMPLETE SITE
CONSTRUCTION**

**EXCAVATION TO
COMPLETION**



- Excellent quality, competitive pricing & reliability
- Cunningham Paving is a family-owned business, with over 15 years of experience
- Licensed, bonded & insured
- Our motto: "Keeping our customers satisfied, keeps them coming back."



Phone 216.581.8600

Fax 216.581.8683

20814 Aurora Road, Warrensville Heights, OH 44146-1006



Master Carvers of the Berea Sandstone used to build the Lorain-Carnegie (Hope Memorial) Bridge.

Quality sandstone for Architecture & Restoration

Since 1868, Cleveland Quarries has followed the time-honored tradition of quarrying and fabricating sandstone from the Amherst, Ohio area. Spanning an area of 1,000 acres and containing over 300 million cubic feet of deposits, these quarries are both the oldest and largest in existence.

Fine, custom Berea Sandstone™ from "The Sandstone Center of the World".

Driven by the imagination of architectural design, new uses are constantly being developed for Berea Sandstone™ because of its durability and strength. These include the renovation and restoration of existing structures, the building of prestigious new projects and the production of standard landscape items such as patio stones, wall stones and split face ashlar.

From raw block to masonry unit, Cleveland Quarries has three on-site plants which process Berea Sandstone™ to provide sandstone blocks up to 16 tons. Berea Sandstone™ is squared, shaped, finished and carved to detailed specifications by skilled craftsmen and diamond technology.

Berea Sandstone™ is available *exclusively* from:

www.clevelandquarries.com



**CLEVELAND
QUARRIES**

Legendary Berea Sandstone™

PROP-07

Block/Slab · Dimensioned Stone · Landscaping Products · Quality Customer Service · On-Time Delivery

Cleveland Quarries | 230 West Main Street | S. Amherst, OH 44001 | p: (800)248-0250 | f: (800)649-8669

Does Your Wetland Consultant Leave the Right Impression?



Comprehensive Ecological Services

Aggressive permitting strategies

Focused on private development solutions

Quick-glance data and aerial interpretations

Teamed with due diligence, entitlement and design specialists

Northeast Ohio location; 10 offices nationwide

In-depth site and feasibility analysis

Get Atwell. Get it Done.

Always negotiating for your best interest



ATWELL-HICKS
DEVELOPMENT CONSULTANTS

440.349.2000 x2119 • www.atwell-hicks.com

Land Planning • Civil Engineering • Environmental • Ecological • Surveying • Water Resources