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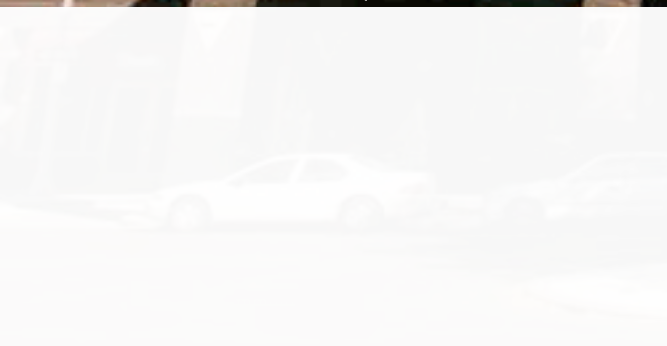
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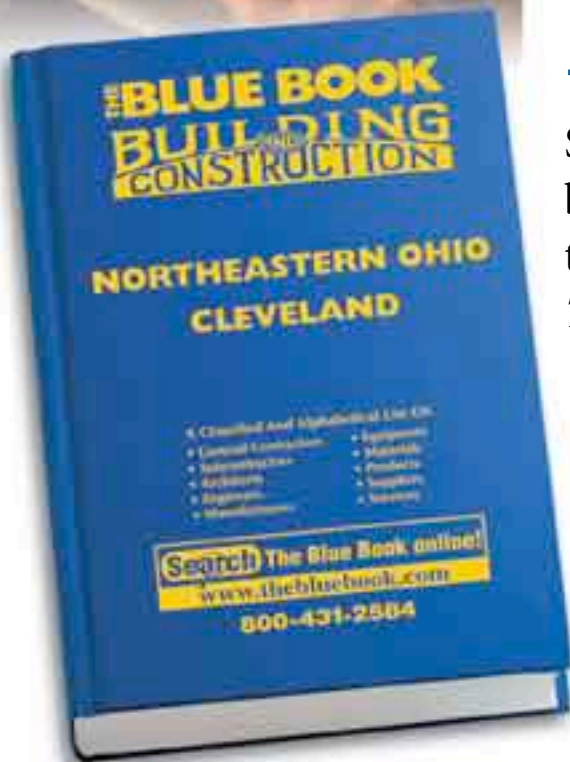
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## Things Come in Three



KEN KRYCH

Welcome to the December issue of *Properties*... it's holiday time again! This is a busy time of year, to be sure, with many things to do and places to be. From awards ceremonies to holiday gatherings, we've been making our way to a variety of local events, as you'll see in this issue's Properties People section on pages 8-9. We will be publishing additional photos in our January 2008 issue as well.

This month our main focus is on restoration, renovation and maintenance... and we bring you three distinct projects all unique in their own way.

Reserve Square was recently completed by The K&D Group. Doug Price and his company have breathed new life into this central structure with a mixed use of residential, business, hotel and

retail under one roof. I remember when it first opened in the early '70s. Today, the project team has kept the best and improved it tremendously. We are proud to give you a glimpse into what was accomplished.

General Growth Properties has also recently completed a large renovation/remodeling/addition to

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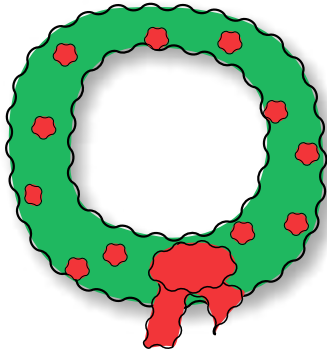
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Evenings by Appointment

beautiful Beachwood Place, adding new restaurants, many new fashion stores and upgrading interior décor.

And the union of men and women who work around the “orange barrels” in our region has a new headquarters on Prospect Avenue. Southworth Mansion



has been restored for Laborers Local 860. We would like to thank Anthony D. Liberatore, Jr. for his and his staff’s help in telling the story of this masterful restoration.

Look to our section on Planned Building Maintenance too for features from many of our leading experts on keeping buildings solid and up-to-date.



Next month is our “Look Back, Look Forward” issue, representing the best financial information on 2007 with forecasts for the year ahead, courtesy of local, regional and national experts.

We will also be doing a special profile on Otero Signature Homes and the Mandel Center for Non-Profit with Case Western Reserve University and the Albert M. Higley Company.



As we head into a new year, we remind you that we are always on the lookout for new projects and people to profile within *Properties*. Have an interesting tip? News on your firm? Any other story idea? Feel free to email me directly at [kkrych@propertiesmag.com](mailto:kkrych@propertiesmag.com) or drop me a line at 216.251.0035.

Until next time, here’s to a wonderful holiday season and a great 2008!

Kenneth C. Krych  
Publisher

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# PROPERTIES PEOPLE

Highlighting notable industry events



- 1 NCBIA's **Kelli Moss** and **Rocco Fana, Jr.**
- 2 (From left) **Dawn Conrad** and **Mellissa Hahn**, both of Modern Poured Walls Company
- 3 **Harry Mierau**, of Babin Building Solutions, and wife **Monica**

## NCBIA Installation Banquet

Over 150 homebuilders, developers and guests attended the North Coast Building Industry Association Installation Banquet, Hall of Fame Ceremony and holiday party at LaCentre in Westlake, which included a cocktail reception, dinner and dancing. **P**



- 1 (From left) **Ed Prabucki** (Member of the Year), **Renee Evans** (BOMA 2007 President), and **Pat O'Connell** (Associate Member of the Year)
- 2 2008 BOMA President **Brian Cappelli**, RPA and Executive Director **Janice Parham**

## BOMA Greater Cleveland Annual Celebration

The Building Owners and Managers Association (BOMA) of Greater Cleveland recently announced the installation of its 2008 officers and winners of this year's "Members of the Year" award at its 92nd Annual Business Meeting Awards luncheon held at the City Club. As part of the event, Chairperson Mary McBride PRA presented and recognized a dozen graduates for SMA, SMT, RPA and FMA degrees as well as citing the William J. Jennings Scholarship that annually goes to education.

The event was topped off with the induction of new officers, including President Elect **Brian Cappelli**, PRA (Forest City Commercial Group Inc.), First Vice President **Michael Springer**, PRA (General Services Administration) and Second Vice President **Keith Masters**, CSM, RPA, (The Dalad Group). **P**

## CABOR's Suitcases for Kids



CABOR's Suitcases for Kids collection

CABOR has collected over 500 duffel backpacks as part of this year's Suitcases for Kids program and recently presented them at their headquarters to the Cuyahoga County Department of Children and Family Services for local foster children.

**Tania Kegyes** and **Rachel Tanzilli** of Real Living Realty One were responsible for the collection of over 200 bags.

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- 1 **Margaret W. Wong** (Margaret W. Wong & Associates) and **Ken Krych** (*Properties Magazine*)
- 2 (From left) **Robert L. Pohorence** (Cooper Financial Services), **Peizhi Li** (Tai Chi Instructor), **Jung Jing** (Ohio Chinese American News)
- 3 (From left) **Jana Gerbocova** (City of Lorain) and **Tatyana Hower** (First Place Bank)
- 4 **Joann Tanz** plays the Guzheng, or zither

- 1 (From left) **David DiFrancesco** (Herman Gibans Fodor) and wife **Laura, Danielle** and **Michael Werner** (HGF), and **Maryanne and Anthony Hiti** (HGF)
- 2 (From left) AIA Cleveland's **Beth Kalapos**, and **Mary Helen Hammer**

### AIA Cleveland Awards

The Cleveland chapter of American Institute of Architects (AIA) recently held its annual awards ceremony at the Akron Art Museum and drew over 150 in attendance. (See full coverage on pg. 10).

## Margaret W. Wong & Associates Party

Margaret W. Wong & Associates, Co., LPA held its annual holiday "Celebration of Friendship" party at its corporate headquarters in Cleveland. Hundreds of friends, associates and clients enjoyed an afternoon of fine and exotic Chinese cuisine, live music performances and slideshows at the firms second floor location.

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# Dominating Designs

## AIA Cleveland honors area architects at annual awards

By Ken Krych | Photos courtesy of AIA Cleveland

**A**rea architects were honored at a recent annual awards ceremony hosted by the Cleveland chapter of the American Institute of Architects (AIA Cleveland). For the event, held at the Akron Art Museum in November, a judging panel comprised of prominent Pittsburgh area architectural firms selected 18 honorees from a tally of 54 entrants.

AIA Cleveland award winners included:

### SMALL PROJECT

Merit Award: Camp Wise Gateway (William McCullam, AIA)

### URBAN DESIGN

Honor Award: City of Cuyahoga Falls Strategic Plan & Urban Design (Bialosky + Partners, Architects, LLC)



**SMOOTH TRANSITION** According to one judge, the renovation of Skenandoa House was “very successful in adding significant program changes and modifying parts of the exterior without compromising the beauty of original structure.”

### RENOVATION

Merit Award: Skenandoa House Renovations (EwingCole)

### UNBUILT WORK

Merit Award: Cleveland Clinic Twinsburg Campus (Westlake Reed Leskosky)



**ROCK ROOTS** An Honor Award-winner in the Built Work category, Bethel Woods Center for the Arts is a new state-of-the-art, multi-venue cultural center on the original site of the legendary 1969 Woodstock Festival in Woodstock, New York. It was designed by Westlake Reed Leskosky.

Merit Award: Crystal Garden, Shenzhen MOCA[PE] (Khoury Levit Fong Partnership)

Merit Award: Cleveland Museum of Natural History Renovation & Expansion (Westlake Reed Leskosky)

Merit Award: Phyllis Litoff Jazz Institute & Conservatory Master Plan (Westlake Reed Leskosky)



**ONE FOR ALL** An “organic cellular screen” design for the Cleveland Museum of Natural History Renovation & Expansion “wonderfully combines with natural history artifacts to suggest engaging experience for all,” according to one judge.

Merit Award: Naples Jewish Community Center (Westlake Reed Leskosky)

Merit Award: pototype Architectural Ideas Competition (Kyle May, associate AIA, with Jonathan Kurtz, Kevin Stitak and Dru McKeown)

### INTERIORS

Honor Award: Toronto Health and Wellness Center (URS Corporation)

Merit Award: Cleveland Cavaliers Executive Offices (Vocon Architecture)



**FUTURE VISION** pototype Architectural Ideas Competition was honored with a Merit Award in the Unbuilt Work category for creating a “bold and inventive form for future urban living,” according to one judge. Another judge said it was a “fascinating study of private and open space in an urban context.”

Merit Award: P.S. Executive Centers (Kordalski Architects, Inc., Design Architect; and Meacham & Apel Architects, Inc., Architect of Record)

### BUILT WORK

Honor Award: Bethel Woods Center for the Arts (Westlake Reed Leskosky)

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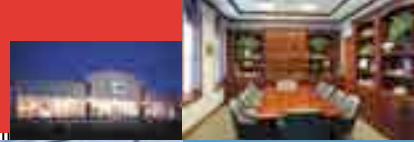
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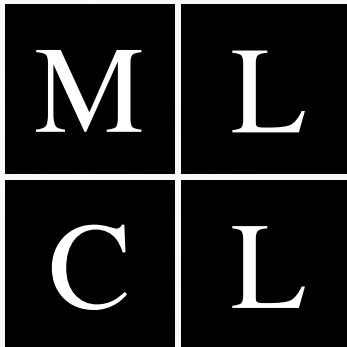
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**FRESH LOOK** A redesigned kitchen and stair at Woodside House, located in Akron, was honored with the Golden Detail award

Citation: 515 Euclid Avenue Parking Garage and Retail (Richard Fleischman + Partners Architects, Design Architect; and Desman Associates, Architect of Record)

Citation: Akron-Summit County Public Library – Main Branch (Gwathmey Siegel & Associates Architects, LLC, Design Architect; and Richard Fleischman + Partners Architects, Architect of Record)

Citation: Bridgewater at Friendship Village of Schaumburg (Dorsky Hodgson Parrish Yue)

**GOLDEN DETAIL**

Woodside House (Thom Stauffer Architects)



**ARTFUL OASIS** The design of the Peoria Center for the Performing Arts in Arizona was honored in part for its “beautifully composed and controlled design,” with materials and colors that blend “appropriately to the desert environment,” according to one judge.

**CHAIRMAN’S AWARD**

Peoria Center for the Performing Arts (Westlake Reed Leskosky) **P**

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# October Construction Unchanged from Prior Month

**A**t a seasonally adjusted annual rate of \$570.4 billion, new construction starts in October stayed essentially the same as September, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. While total construction was unchanged, there was a varied performance by construction's main sectors. Nonresidential building showed renewed growth after retreating in September, but a loss of momentum was reported for residential building and public works. During the first ten months of 2007, total construction on an unadjusted basis came in at \$530.0 billion, down 10% from the same period of 2006. Excluding residential building, new construction starts in the first ten months of 2007 advanced 4% compared to last year.

The October data kept the Dodge Index at 121 (2000=100), the same reading as September.

"Homebuilding has weakened steadily over the course of 2007, but nonresidential building through October has held up fairly well," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "For 2007 as a whole, nonresidential building should be able to register its fifth straight year of expansion, when viewed in current dollar terms. Tighter lending conditions and slower employment growth have not yet had much of a negative impact on

nonresidential building, although some dampening is likely to become more discernible in the coming year."

## Nonresidential building

Nonresidential building in October jumped 9% to \$221.8 billion (annual rate), helped by strong gains for several institutional structure types. Healthcare facilities surged 47%, boosted by groundbreaking for three very large hospital projects located in Kentucky (\$400 million), Wisconsin (\$161 million), and Arizona (\$160 million). The public buildings category (courthouses and detention

facilities) climbed 41%, regaining the heightened activity reported earlier, with October including such projects as a \$71 million federal courthouse in Buffalo, New York. Transportation terminal work rebounded 88% from a weak September, helped by a \$190 million addition for a baggage screening facility at Los Angeles International Airport. While the educational building category settled back 4% in October, this structure type showed several large projects reach groundbreaking – a \$300 million addition to a research center in New York City, plus three new university buildings



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## October Construction Contracts for Cleveland Area

located in Princeton, New Jersey (\$150 million); Cambridge, Massachusetts (\$140 million); and Ithaca, New York (\$108 million). Amusement-related work in October slipped 1%, while church construction declined 6%.

On the commercial side, hotel construction had a strong October, rising 13%. The largest hotel project included as an October start was \$550 million for the hotel portion of the massive Cosmopolitan Resort and Casino in Las Vegas, Nevada, with an estimated construction cost of \$1.4 billion. Warehouse construction also posted a substantial gain, rebounding 30% after a sluggish September. The office category improved 7% in October, aided by groundbreaking for large projects in Washington DC (\$160 million); Northlake, Illinois (\$90 million); Seattle, Washington (\$84 million); and two in Denver, Colorado (\$78 million and \$76 million). Store construction in October retreated 8% from the elevated pace reported in September, although October did include two large retail projects located in Las Vegas – the \$171 million retail portion of the Cosmopolitan Resort and Casino and \$120 million for a retail addition to the huge Project City Center.

“On a year-to-date basis, store construction for the nation has proven to be resilient, advancing 13% in the January-October period,” Murray says.

Manufacturing plant construction had a subdued October, falling 25% from the previous month.

### Residential building

Residential building, at \$239.1 billion (annual rate), dropped 4% in October. Single-family housing slipped 2% in dollar terms, and has shown declines in nine out of the first ten months of 2007.

McGraw-Hill Construction recently reported on October 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
<b>Nonresidential</b>	\$121,997,000	\$89,249,000	+37
<b>Residential</b>	\$101,352,000	\$80,801,000	+25
<b>Total Building</b>	\$223,349,000	\$170,050,000	+31

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

	2007	2006	Percent Change
<b>Nonresidential</b>	\$932,318,000	\$898,149,000	+4
<b>Residential</b>	\$847,301,000	\$1,045,782,000	-19
<b>Total Building</b>	\$1,779,619,000	\$1,943,931,000	-8

- Nonresidential buildings include commercial, manufacturing, educational, religious, administrative, recreational, hotel, dormitory and other buildings.

- Residential buildings include one- and two-family houses and apartments.

For the January-October period, single family construction came in 25% below a year ago, as the result of this pattern by region – the South Atlantic, down 32%; the West, down 27%; the Midwest, down 24%; the Northeast, down 18%; and the South Central, down 17%.

“Given the substantial backlog of unsold homes, combined with diminished homebuyer demand due to stricter lending conditions, single family housing is expected to weaken further through the end of ‘07 and into ‘08,” Murray says.

Multifamily housing in October dropped 8%, as its declining trend resumed after a brief upturn in September. The multifamily category in October included a few noteworthy projects, such as \$585 million for the condo portion of the Cosmopolitan Resort and Casino

in Las Vegas and \$129 million for the condo portion of a \$140 million high-rise in Chicago, Illinois, but in general the number of major condominium projects that have reached groundbreaking in 2007 is down considerably from last year.

For the January-October period, multifamily housing has fallen 16% in dollar terms from 2006, reflecting this behavior by region – the Northeast, down 29%; the South Atlantic, down 28%; the South Central, down 10%; the Midwest, down 6%; and the West, down 2%.

### Nonbuilding construction

Nonbuilding construction in October retreated 7% to \$109.5 billion (annual rate), as declines were reported for most of the public works categories. Highway and bridge construction fell 16% in



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4	Asbestos & Hazardous Materials Abatement	14 days	Fri 10/26/07			10/26	11/14			
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October, slipping from the strong contracting witnessed earlier in the year.

“Congress was not able to finalize fiscal 2008 appropriations by the start of the new federal fiscal year on October 1, and this may have played some role in October’s decreased amount of highway and bridge starts,” Murray says. “On a positive note, it’s expected that the 2008 transportation appropriations bill when enacted will include a moderate increase for highways and bridges, including more spending directed at bridge maintenance.”

For the environmental categories, reduced activity in October was reported for river/harbor development, down 4%; and water supply systems, down 34%. Sewer construction was down a relatively small 2%, as its decline was cushioned by a \$211 million expansion for a wastewater treatment plant in California.

The “miscellaneous” public works category, which includes a diverse set of project types, did rise 13% in October, aided by the start of two large projects –

**“Store construction for the nation has proven to be resilient, advancing 13% in the January-October period.”**

*Robert A. Murray*  
**McGraw-Hill Construction**

\$407 million related to excavation for a rail tunnel in New York and \$190 million related to improvements at Kauffman Stadium in Kansas City, Missouri.

Also providing some support to the nonbuilding total was a 136% increase for electric utility construction from a very weak September. The largest electric utility project entered as a start for October was a \$178 million wind farm in Wisconsin.

The 10% reduction for total construction during the first ten months of 2007 relative to last year was due to this performance by major sector – residential building, down 24%; nonbuilding construction, up 3%; and nonresidential building, up 4%. By geography, total construction in the January-October period showed the following behavior – the South Atlantic, down 12%; the West, down 11%; the South Central, down 10%; the Midwest, down 8%; and the Northeast, down 7%. **P**



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“Forget the science of global warming and we’re still left with the fact that more and more companies see global warming and climate change as a business risk, particularly for those organizations with international ties,” says BOMA International’s Chairman Brenna Walraven. “Increasingly, business and the public sector are requiring better performance from real estate – real estate that uses less natural resources, wastes less, has better indoor air quality and thus costs less to occupy. If we expect to remain competitive, we must improve our performance.”

BOMA International recognized early on that combating global warming, improving energy efficiency and “going green” was no passing fad, and the association has been rolling out program after program to help its members – and the industry – make serious inroads into improving their efficiencies, cutting their utility expenses and reducing their carbon footprint. In July, BOMA issued perhaps its biggest challenge for commercial real estate professionals to date: to improve energy efficiency across their portfolios by 30% by 2012.

BOMA International calls upon all commercial real estate owners and property managers to accept this seven-point challenge to reduce the use of natural resources, non-renewable energy sources and waste production, and to work in coordination

with building management, ownership and tenants to achieve the following goals:

1. Continue to work towards a goal to decrease energy consumption by 30% across your portfolios by 2012
2. At least once a year, benchmark your energy performance and water usage through EPA’s EnergyStar benchmarking tool and share your results with BOMA
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4. Perform an energy audit and/or retro-commissioning of your building, and implement low-risk, low-cost and cost effective strategies to improve energy efficiency with high returns
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6. Through leadership, positively impact your community and your planet by helping to reduce your industry’s role in global warming
7. Position yourself and the industry as leaders and solution providers to owners and tenants seeking environmental and operational excellence

Will you accept the Challenge?

*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 Tom Hruby, account representative for CuraFlo Midwest. He can be reached at 216.416.8000 or hrubyt@curaflodealer.com. CuraFlo recently became a new member of BOMA Greater Cleveland.*

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# Shopper's Delight

## Beachwood Mall relocates food court, adds retail space to enhance visitors' experience

By John Elliott | Photos by Scott Pease

**N**ortheast Ohio shoppers can enjoy their shopping experience at Beachwood Place more than ever, thanks to a recent \$23 million renovation that relocated the food court to a larger and more convenient section of the 950,000-square-foot mall, allowing for the addition of more stores and two fine-dining restaurants.

The mall's owner, Chicago-based General Growth Properties Inc. (GGP), recognized the need for an upgrade. While complaints were few and far between since the mall opened in 1978 just off of I-271 on Cedar Road in Beachwood, GGP felt it was time for some improvements.

Relocating the food court from the first floor entrance to the second floor has been a welcome change to consumers and merchants alike. The new food court includes more restaurants, more amenities, a more relaxing environment and a beautiful view. Shoppers can now take their time and enjoy a meal while they shop the biggest collection of high quality stores found in Northeast Ohio.

At the same time, a second fine dining restaurant, McCormick & Schmick's Seafood, recently opened on the ground floor near the mall's northeast entrance, opposite Maggiano's Little Italy, another fine dining restaurant that opened just more than a year ago.

Situated between two of the mall's three department stores – Sak's Fifth Avenue and Dillard's – the two restaurants are immediately visible at the mall's main entrance, which is now more elaborate than ever.

The grandeur of the mall is more pronounced now with the stone walkway plaza entrance. The first thing to grab your attention upon approaching the main entrance is a 25-foot kinetic sculp-

ture. The sculpture's name, "ImaginetiC," was created by a Beachwood public elementary school student. The student's name is on the sculpture, along with the sculptor, Jeffery Laudenslager.

A series of lighting sources dots the plaza's perimeter.

Once inside, neither of the anchor restaurants lacks for character.

### McCormick & Schmick's Seafood arrives

McCormick & Schmick's Seafood features turn-of-the century style interior woodwork on the walls and pillars. Three hanging lamps over the main bar offer graphic emblems of Cleveland's professional sports teams – the Cavaliers,

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Photo by Ken Krych

**RETAIL REVIVAL** Existing stores in the mall, such as Jule (above), have been joined by new first-to-market retailers Lucky Brand Jeans, Lacoste, Sony Style and Solstice.

the Indians and the Browns. The restaurant's seating area shares the mall's clerestory ceiling.

"We are very proud to be opening our fourth restaurant in Ohio, where we have already experienced strong acceptance in the Columbus, Dayton and Cincinnati markets," says Doug Schmick, chairman and CEO of McCormick & Schmick's Seafood Restaurants. "This location at Beachwood Place situates us strategically at a destination shopping mall, which will help drive traffic and introduce our brand to new guests."

McCormick & Schmick's is approximately 7,900 square feet and includes an outdoor patio. The restaurant is expected to seat approximately 295 guests.

### Mall owner recognizes need

GGP, which owns, develops, operates and manages shopping malls in 44 states, as well as master planned communities, quickly recognized the need to improve the food court when it acquired Beachwood Place from Rouse Property Management Inc. in 2004. The renovation is the first since Nordstrom's became the mall's third major tenant and expanded the southwest quadrant in 1997.

"We needed to look at the location of the food court," says Rob Clarke, the senior general manager of the mall. "It wasn't putting your best foot forward. We did not think the main entrance was the best place for it."

Besides expanding and enhancing the food presentation, GGP had also upgraded its own restroom standards,

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**ROOM TO REST** The enlarged food court includes a corner lounge with furniture and a working, gas-powered fireplace.

making family restrooms and nursing stations mandatory amenities.

“By moving everything upstairs, we were able to accommodate more of the amenities in the mall,” says Julie Zamudio, senior development director at GGP.

GGP conducted intercept surveys with shoppers on site before finalizing a new plan. They documented that the highly affluent audience still wanted the best quality merchandise, but more variety and actual sit-down restaurants.

“We knew what we wanted to do merchandising wise,” Clarke says.

Clarke says the mall’s clientele are consumers with international tastes and are “very fashion oriented.”

Besides offering a highly affluent population, Beachwood also has a lot of industry, meaning many people find it a convenient place to shop. The mall is surrounded by ample parking on all sides, and is accessible from Cedar Road



Photo by Ken Krych

on the north and Richmond Road on the West.

Market research indicated that more than 100,000 people commute to a work site in Beachwood daily.

GGP, with its extensive relationships among retailers nationwide, was in a position to deliver what the shoppers wanted. Clarke says there was a waiting

list of merchants who wanted to get into Beachwood Place.

“This is one that a lot of retailers knew about,” he says.

### Renovation plans begin

By the end of 2005, GGP had a renovation plan and was applying for construction permits with the city.



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**DINING REDESIGN** The relocated contemporary-style food court is more than twice the size of the old court and provides a larger variety of restaurants.

Ground broke in early May 2006, and the renovation was completed in six months, on budget and on schedule.

Zamudio gives the city building department high marks for making things happen.

“The inspectors were very accommodating to our schedule,” she says.

The main entrance was closed for several months while the new food court was being built; shoppers were redirected to another entrance. There was never a day when food was not available.

“It was very complicated in that you couldn’t just construct everything at once,” Zamudio says.

“[The project] was extremely fast paced,” says Cheryl Steigerwald, a senior design architect and studio leader at Cleveland-based ka Architecture Inc., which served as design architect.

An immediate concern was relocating the mall office since it was originally housed in the area earmarked for the food court. Steigerwald says the mall office had to be relocated before work on the new food court could get started.

There was less than a month to relocate the mall office. The office was moved from the second floor near Saks Fifth Avenue to the first floor.

Fortunately, ka had already done site planning for some of the earlier mall renovations and had developed the drawings for Maggiano’s Little Italy.

“They wanted to create a larger space with more uniformity for food court tenants and more of a restaurant feel,” Steigerwald says.

“We only added about 15,000 square feet to the building,” Clarke says.

The existing tenants affected by the relocations all had a chance to give their input on the design, as did all three of the mall’s department stores.

### The food court expands

The seats in the old food court were in a main eating area between two walls of typical mall style, grab-and-go restaurants. There was room for about 200



seats, and the area was always crowded at meal times, forcing patrons to navigate around each other.

Expanding the mall and relocating the food court would not only give GGP a way to alleviate the inconvenient dining of the old food court. It also created an opportunity to provide what shoppers wanted: more variety.

“It just needed to be tweaked a little bit,” Clarke says.

GGP understood the importance of adequate meal facilities to a shopping mall.

“If your customer buys and eats, their shopping trip extends from 62 minutes to 82 minutes,” Clarke says. “They don’t have a lot of time to shop.”

“Moving food upstairs allowed us to have a tremendous amount of shopping space for new and better retailers facing center court,” says Bruce Yeager, director of planning and design at GGP. “We were able to add more tenants in a desirable location.”

The new food court seats about 500, more than double that of the old court, and has two regular-size restrooms, two family restrooms and a nursery area, more than doubling what the old food court offered.

“You’ve got a nice representation of all different types of food fare,” Clarke says of the new food court. The restaurants include: Asian Chao, Auntie Anne’s Pretzels, Currito, Burritos Without Borders, Chick-fil-A, Express

Grille, The Great Steak and Potato Co., Subway and Villa Pizza.

Yeager says the selection of ka as the design architect was based on that firm’s knowledge of the mall and of the city of Beachwood’s approval processes.

“ka was a local firm that was very familiar with the project and the city approval processes,” Yeager says. “We had an extremely tight schedule in which to do the project.”

### New utility connections

Yeager says there was not only a fair amount of aesthetic expertise involved in the project, but GGP needed a partner that could make sure utility work could get done. The project involved changes to water, phone and electric feeds.

Various utility lines came into the mall from the parking lot near the main entrance and new connections were needed.

“All that had to move before we could start,” Yeager says. “You have to have the new service in place to make sure that connection will be made the next day at 9 a.m. There was no second guessing any decision.”

L&F Design Build, LLC, based in Louisville, Kentucky, acted as general contractor on the project. Todd Gordon, project manager for the company, says the project had its share of challenges, due to the need to expand the entrance. Storm sewers, sanitary sewers, plumbing

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fixtures and electrical lines all had to relocate.

Gordon says a primary electrical transformer was installed underground and a switch gear panel was installed inside the building. But the building was never without power during work hours.

"You just have to design and engineer around these things," he says.

A portion of the existing building had to be demolished to allow for a larger, more elaborate entrance that now features the big decorative sculpture.

The entrance inside the building previously housed two escalators. Gordon says one was removed and the other was reconditioned and reinstalled.

Poured-in-place concrete was used to expand the first level. This created more open space and was finished faster than would have been possible with steel joists.

"It created more clear space for a tenant to use," Yeager says. "It was a delightful solution."

The second level ceiling/roof uses steel joists in its assembly.

**Contemporary design  
 enhanced**

"We made it a little more contemporary with our expansion," Steigerwald says. This was achieved by using overlapping plain toned walls and some non-traditional, linear patterned tiles that offered a combined suede and wood design.

In addition, the LED lights in the walls along the express escalator leading from the entrance to the food court on the second floor gives a contemporary feel, while at the same time conserving energy.

"They add a lot of visual interest," Steigerwald says of the LED lights.

The food court is not only much larger now, it is also much more intimate, thanks to the aesthetic touches such as a clerestory roof, ceramic tile floors, padded furniture, sound absorption enhanced ceilings, a corner lounge with furniture and a working, gas-powered fireplace.

The earth tones of the lounge area wood and fabric finishes are complemented with commissioned paintings and sculpting on the walls. Big pendant lights suspended from the ceiling also give the space character.

"We're a very 'arts cultural' community," Clarke says. "We felt those were

**SHAPE OF THINGS TO COME** Beachwood Place's renovation is scheduled to continue in 2008, with an additional 75,000 square feet of remerchandised space.

some of the accents and finishes that needed to be here at the property.”

Food court chairs and tables mix with built-in banquettes and soft seating. Flat-screen video screens are mounted on several of the stone-like, tile-covered pillars, carrying advertising.

The food court is on the second level overlooking the mall's main entrance between Saks and Dillard's, and is adjacent to H&M, the men's clothing store. The northeastern section of the food court faces a massive window overlooking the new entry plaza and sculpture.

Steigerwald of ka notes that special lighting was used in the food court to accent the food.

“Sometimes food courts can be harsh with the light, which creates a green cast to everything that is not very pleasant,” she says.

Yeager, the planning and design director, notes that the intent was to create a more intimate feel through smaller spaces, created by a variety of partitions, staggered ceilings and variable lighting.

“The lighting level changes as you move through one area to another,” he says.

Overall, the mall is very contemporary due in part to the strong geometric shapes that it uses. The floor plan uses a series of connected octagonal shapes. The sky-lit roof features a series of wood lattice screens.

Yeager says the existing contemporary character was enhanced by accoutrements, such as commissioned wall art including a large triptych lake scene, a ceramic wall hanging piece and the gas-powered fire place. Still to come is a large-screen TV in the food court.

New “first-to-market” stores near the new food court include Lucky Brand Jeans, Lacoste, Swim'N Sport, Sony Style and Solstice. A clothing store called Next introduced its most elaborate store, its fifth in Greater Cleveland.

Other first-to-the-market stores in the mall include Bebe, Bebe Sport, Lush Cosmetics, Lucky Brand Jeans, Metropark, the Art of Shaving, Teavana and Jule. Close to a third of the mall's 115 stores are new or have



been remodeled. Newly expanded favorites including Sephora, ALDO, Coach, Brighton Collectibles, Jessica McClintock and Origins.

The mall's guest services area remains by the main entrance at the mall's northeast quadrant, but it has been redesigned to better match the interior décor. A small lounge with furniture has also been added in this area where the food court once stood.

GGP upgraded most of the furniture and carpeting throughout the mall.

Steigerwald says the commissioned artwork offers an added touch that not many malls can afford.

“In a retail project it's not real common to do things like that,” she says. “It proved to be a very fun project.”

“I was very pleased with the renovation and the expansion,” says Beachwood

Mayor Merle Gorden, who says there were no complaints throughout the construction. “I hear many accolades from people that [travel] through the mall.”

Legacy Village, the lifestyle mall that opened in 2006 just west of Beachwood Place on Cedar Road in Lyndhurst, did not erode tenant demand for Beachwood Place, but strengthened it, Clarke says. While Legacy Village is also a “fashion forward” destination, there is no duplication of stores between the two centers. “[Legacy Village] enhances customer convenience,” Clarke says. “I'd rather see them there than down the street a mile.”

In 2008, another 75,000 square feet of space will be remerchandised at Beachwood Place. **P**

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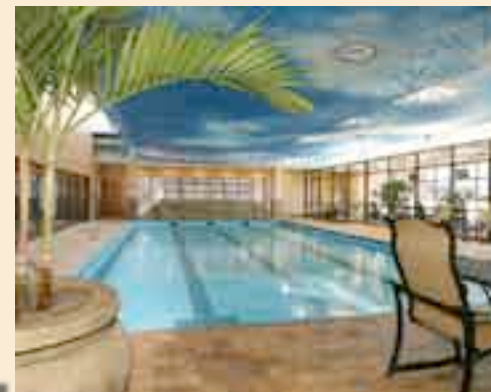
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# Rich Living at Reserve Square

Renovated mixed-use development offers luxury in the heart of Downtown Cleveland

By Nancy Loyan Schuemann | Photos courtesy of The K&D Group

The K&D Group, Inc., Cleveland's largest multi-family development firm, has created a sophisticated lifestyle environment in the middle of downtown Cleveland. Encompassing two city blocks, the Reserve Square complex incorporates luxury apartments, an all-suite hotel, offices, restaurants, retail and parking under one roof.

The cornerstone of the development is Reserve Square Apartments at 1701 E. 12th St. Built 30 years ago, Reserve Square originally featured two 23-floor apartment towers with a lower-level food court and movie theater. The K&D Group purchased the property three years ago and have recently completed a \$10 million renovation and transformation. Change is evident in the complex's new warmer, unifying exterior color scheme.

"The K&D Group hired us initially to develop an overall master plan to rework

the lobby entrances and create a new leasing center," says Michael J. Caito, AIA, principal of City Architecture. "We were also hired to investigate ways to enhance the exteriors of the buildings with paint, signage, awnings, lighting and anything else we could add to soften the look and feel of the building.

"Reserve Square is a very large, massive concrete building that is a visible feature on the city's skyline. K&D

wanted to create a more inviting look utilizing warmer colors. Our office created a variety of color studies to create and highlight any 'hidden' architectural attributes the building possesses. With much discussion, the final scheme that was implemented adds three colors, which highlight the prominent grid of the concrete columns, slabs and spandrel columns into a design that breaks down the scale of the building's repetitive elements. The ground level was of overall importance to make the building feel fresh and new.





**RICHES IN RESERVE** The K&D Group purchased the property in 2005 and has completed a \$10 million renovation and transformation.

Since Reserve Square is the southern anchor of the new Avenue District, of which City Architecture is also planning and designing, the street level façade was important to be interesting and inviting to pedestrians and be attractive to new residents.”

The first phase of the renovation began with the streetscape on East 12th Street.

The City of Cleveland was instrumental in changing the configuration of East 12th Street to accommodate Reserve Square and the Avenue District development.

“The City worked with us on the 12th Street side by tearing out the existing 30-foot planters in the center, opening up space and adding more light,” says Craig Brown, manager of HWH

Architects, Engineers, Planners’ site department. “We’ve had an active role in downtown streetscapes and its great to use our skills on an actual project and not just as a consultant.”

An additional 15 feet of space was added for Reserve Square, creating a wider drop-off space under and around the hotel’s existing porte-cochère and adding angled parking, a feature unique

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**CITY SIGHTS** As part of the project, a fenced-in outdoor dining area has been added at Reserve Square.

to downtown. Enough space was added for fenced-in outdoor dining as well. Outdoor dining areas have also been created on the East 13th Street façade.

“The unique aspects of the building include the transparent polycarbonate panels in the leasing center reception area and the signage designed for over the retail areas designed to add dimension, depth and animation to an otherwise

**“Reserve Square is a very large, massive concrete building that is a visible feature on the city’s skyline. K&D wanted to create a more inviting look utilizing warmer colors.”**

**Michael Caito**  
City Architecture

heavy, flat concrete façade,” Caito says. “The signs are quite large and intricate in their design. City Architecture designed the concept and worked with the sign manufacturer in the final development of the details. Working with K&D’s contractor and Sherwin Williams, we were able to develop a paint and primer application to cover the existing tex-

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**CONVENIENCE ON COURSE** Reserve Square is more than an apartment building and hotel. It is a lifestyle center. In the middle of the complex is an indoor shopping arcade (above), including a coffee shop, the Reserve Square grocery store and more.

tured dirty concrete façade. The awnings are large and were an integral design element to not only work with the signage, but the existing storefronts. The awnings needed to add a graphic ‘punch’ to the facades of the building when viewed head-on, but also provide covering and ‘human scale’ to the sidewalk.”

Each of the 630 apartments has been completely renovated and upgraded by

K&D with condominium quality finishes. Walls were cut to create more open floor plans. Floor plans include a variety of studios, one- and two-bedroom layouts, three-bedroom suites and penthouses, ranging from approximately 561 square feet to 1,615 square feet. Each unit features neutral décor, Frigidaire appliances, granite-look laminate countertops, ceiling fans, vertical

blinds, ceramic tile in bath and kitchen and spacious walk-in closets. Expansive windows offer scenic lake and/or city views.

Rent ranges from \$660 to \$1,725 per month and includes heat, air conditioning and water. Amenities include 24-hour security (with new panoramic cameras), a high-tech business center, outdoor garden terraces, a state-of-the-

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**LIGHT TOUCH** The renovated Embassy Suites Hotel includes fitness resources, a sun deck and more.

art fitness center, spa, sauna, sun deck, outdoor tennis court and indoor pool. Each tower has its own coin-operated laundry with television room. Parking in the attached indoor multi-level, 900-space garage is available.

Occupancy has grown from 75% to 92% since the renovation.

“This is our largest remodeling project to date,” Douglas Price, president of The K&D Group, Inc. says.

A unique feature is the inclusion of The Corporate Suites, 120 fully remodeled and furnished apartments designed

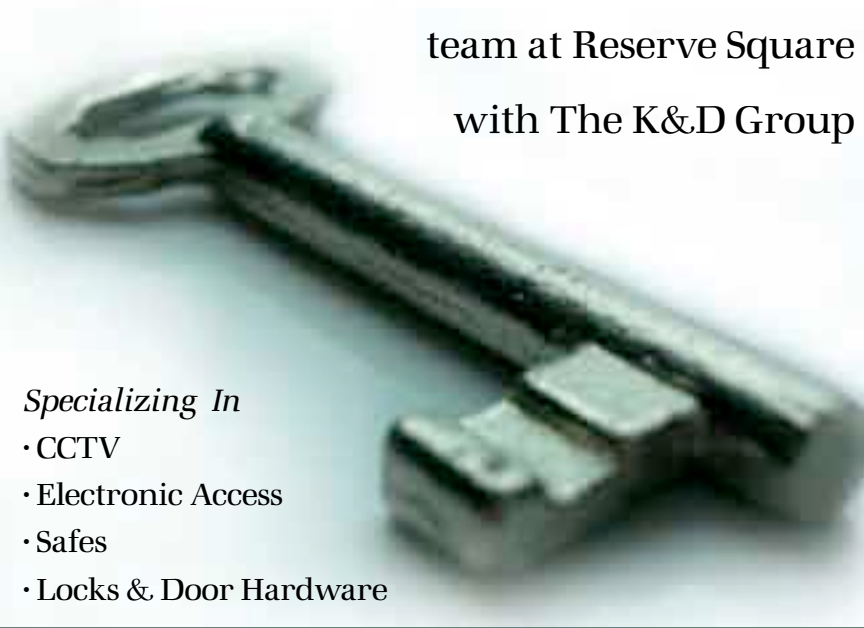
**“We have all the amenities [at Reserve Square]. You never have to leave the building. It’s a city within a city. This is one-stop shopping.”**

**Doug Price  
 The K&D Group**

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**POOLSIDE PERK** An integral part of the Reserve Square Complex is the newly renovated Embassy Suites Hotel Cleveland-Downtown, an all-suite hotel with amenities that include a spa, sauna, sun deck, outdoor tennis court and indoor swimming pool.

ship. Attached garage parking and high speed Internet are available as well.

An integral part of the Reserve Square Complex is the completely renovated Embassy Suites Hotel Cleveland-Downtown, the only upscale, full-service, all-suite hotel in downtown Cleveland. Originally a Raddison Hotel, it became an Embassy Suites in 1995. The K&D Group purchased the property two years ago and began a “down-to-the-drywall” \$7 million renovation.

The space has been transformed from dark and dank to bright and luxurious in hues of gold, red and blue. Sliding glass doors have been replaced with oversized French doors. The main lobby has been transformed with the addition of a towering glass waterfall, a marble clad elevator lobby, marble floors, warm woods and an atrium. Spaces transition, effortlessly flowing into one another.

Each of the 252 spacious suites features a private bedroom and separate

living room, a kitchenette with refrigerator, microwave and coffeemaker, flat screen high-definition television, two telephones and an ironing board and iron. Amenities include a free

**The hotel features over 10,000 square feet of banquet and meeting space (including an 8,000-square-foot ballroom), expanded business center, gift shop, outdoor garden terraces and two restaurants, including American Bar & Grille.**

cooked-to-order breakfast in the atrium, evening Manager’s Reception with complimentary beverages and snacks, complimentary shuttle, fitness center, spa, indoor swimming pool, sauna, sun deck and outdoor tennis court. The hotel features over 10,000 square feet of banquet and meeting space (including an 8,000-square-foot ballroom),

expanded business center, gift shop, outdoor garden terraces and two restaurants, including American Bar & Grille. K&D owns the property while Hilton Hotels manages the hotel.

“Hilton Hotels provided performance specs, a package of goals to achieve and offered a prototype with input from the owner,” Tony Bertone, architect with E. Thomas Marcel Architects explains.

Marcel worked on the hotel renovations and tenant build-outs on Reserve Square.

“We worked closely with Doug and Hilton to come up with a theme for the Cleveland market, a collaboration on the rooms, corridors, pool and fitness center,” he says. “We wanted the hotel to reflect Cleveland, not a national prototype but a Cleveland brand. Thus, the water feature, warmer woods and marble.”

“We re-invented the wheel,” Price says of the extensive renovation of K&D’s first hotel development.

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**FAIR SHARE** Residents and hotel guests at Reserve Square share amenities, including a seventh-floor fitness center with a mirrored, full weight room and a cardio room with sweeping views of the city and Lake Erie.

*Proud to have provided our services at Embassy Suites Hotel at Reserve Square Complex*



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An elevator lobby features separate elevators for apartment residents and hotel guests. Residents and hotel guests, however, share amenities like the fitness center, spa, indoor pool and outdoor terraces.

The seventh-floor fitness center features a mirrored, full weight room and a cardio room with sweeping views of the city and the lake. The views are also enjoyed from the outdoor sun deck. Inside, an Olympic-sized swimming pool and raised hot tub, sauna, locker room with showers are additional amenities.

Renovations have been more than cosmetic. Roofing has been replaced. Electrical, plumbing and HVAC systems have been modernized, with over \$1 million spent on the upgraded HVAC systems.

Reserve Square is more than an apartment building and hotel however. It is a lifestyle center. In the middle of the complex is an indoor shopping arcade.

“When we purchased the building, 70,000 square-feet of space was vacant,” Price says.

New tenants have been added, creating an urban shopping environment.

A highlight of Reserve Square is the independently owned Reserve Square Market, a 20,000-square-foot, full-service, competitively priced grocery store. With a bakery, vast prepared food section and a full food court seating 70, the Market is unique to central downtown.



We are proud to have completed extensive work at Reserve Square and Embassy Suites for The K&D Group. We performed the demolition, metal studs, cabinetry, granite counter tops, sinks for all the suites, bar areas and common areas.



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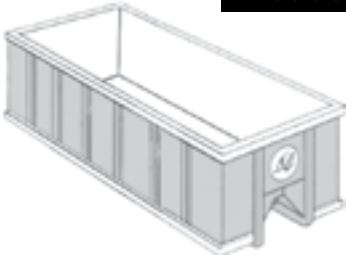
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**PRICE'S PAIR** Developer Doug Price's projects now anchor Cleveland's Central Business District with Reserve Square to the east and Stonebridge to the west.

In addition to the market, retail includes Davis Laundry/Dry Cleaner, a coffee shop, Subway, Scorchers Sports Bar, Professional Travel Agency, Avis car rental and Fast Signs. Other tenants in the complex are Bryant and Stratton Business College and Lighthouse Academy, a 20,000-square-foot, K-6 charter school with 250 students. The

**"This is a very unique property, a community with everything you need. I'm proud of the work on Embassy Suites. Personally, when you complete a job, you hope you're accomplishing something. We did."**

**Tony Bertone**  
**E. Thomas Marcel Architects**

vacant, raw space was transformed into a two-story school complete with an elevator. Office tenants include Channel 19 television studios and 70,000-square-foot of office space for 300 county employees.

"We have all the amenities," Price says. "You never have to leave the building. It's a city within a city. This is one-stop shopping."

"This is a very unique property, a community with everything you need,"

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Bertone adds. "I'm proud of the work on Embassy Suites. Personally, when you complete a job, you hope you're accomplishing something. We did."

"Reserve Square is another great example of a downtown mixed-use development," says G. F. "Geoff" Coyle, SIOR, senior vice president at Colliers Ostendorf-Morris. "Having a local investor working on this project has allowed Reserve Square to be redeveloped into a facility that supports the amenities the local residents need. Doug Price of K&D Group continues to invest in downtown residential and mixed-use properties."

Price's projects now anchor Cleveland's Central Business District with Reserve Square to the east and Stonebridge to the west.

"Since K&D Group purchased Reserve Square and started renovations, residential and commercial vacancies have continued to decrease," Coyle says. "Out of 250,000 square feet of commercial space, only 3,000 of that is currently available. It is exciting to be part of Cleveland's redevelopment. Through my relationship with Doug Price and K&D, I have been able to witness the transformation of out-of-date facilities into thriving mixed-use developments."

"Reserve Square symbolizes a new interest in older buildings in Cleveland," Caito adds. "With some creativity and vision, 'old' can become 'new' again."

Reserve Square is the first part of the Avenue District, one of downtown Cleveland's largest mixed-use projects, to be completed. **P**

**Pleased to provide security services for Reserve Square**



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ALEC J. PACELLA

## The ABCs of Real Estate

**T**he real estate industry, like many others, has a language all of its own. This month, we are going to take some of the mystery out of the plethora of acronyms and abbreviations commonplace within the industry.

While there are all sorts of jargon associated with different aspects, we are going to focus specifically on the wonderful world of valuation and underwriting.

### **BPS (Basis Point Spread)**

This describes the difference between a financial index (such as the 10-year treasury rate) and the interest rate associated with a quote or actual loan. This can also be used to describe the broader movement of an index. For example, if a vacancy rate increases from 8.5% to 9%, it could be characterized as increasing by “50 bps.”

### **CAP (Capitalization Rate)**

What would one of my *Properties* columns be without mention of the ubiquitous CAP rate?

As you hopefully know by now, CAP rate is a financial ratio that illustrates the efficiency of an investment. The numerator is Net Operating Income and the denominator is Purchase Price. Having given this concept plenty of ink within these pages, I will spare you the details – just be sure to understand how both numerator and denominator are derived.

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### **DSC (Debt Service Coverage)**

This is a quick ratio often used by lenders in determining lending threshold. It measures the cushion between income and debt service. The numerator is Net Operating Income and the denominator is Annual Debt Service Payment. Lenders generally look for a minimum ratio of 1.2, which loosely means that the income generated from a property is 20 percent greater than the required debt service.

### **GRM (Gross Rent Multiplier)**

An alternative financial ratio that illustrates the efficiency of an investment, GRM is a simplistic form of CAP rate. The numerator is Price and the denominator is Gross Potential Rental Income. For those of you familiar with stocks and securities, GRM is the real estate equivalent of a P/E ratio.

### **IRR (Internal Rate of Return)**

The strict definition of IRR is the discount rate at which the present value of all future cash flows is exactly equal to the initial capital investment. I'm not being much help here, am I? For now, just think of IRR as a sophisticated relative of CAP rate. It considers cash flows over a time horizon and includes the initial purchase price and an eventual sale price as well as all of the intermittent annual cash flows. Don't fret, I have a series of future columns planned to take the mystery out of this concept.

### **LTV (Loan to Value)**

Another quick lender ratio, this one illustrates the percentage that the loan as compared to total value of the property. The numerator is Loan Value and the denominator is Property Value, so this is really a measurement showing how much exposure a lender will have in a deal. Lenders generally look for a maximum ratio of 0.80 and lower is always better, at least from their perspective.

### **NOI (Net Operating Income)**

Again, we have spent time in past articles talking about this concept in detail, so we don't need to get too involved. NOI is simply the difference between Gross Income and Operating Expenses from a property. It includes ordinary and recurring items but excludes capital expense items and debt service.

## **Heard Here First**

**BANKING ON DOWNTOWN** National City Investment Center, a 168,000-square-foot office building on East 6th Street, is being sold as part of a merger between American Financial Realty Trust and Gramercy Capital Corporation. The allocated purchase price for this property is \$21.3 million, which is 2 ½ times what American Financial paid a scant 24 months ago. —AP

### **PV (Present Value)**

Present Value is a concept that introduces time to the value of money. The basic premise is that one dollar today should grow over time and, in the future, be worth more than one dollar. Alternatively, if an investor is going to receive one dollar in the future, its present value (or what it is worth today), would be something less than one dollar. The exact amount is dependent on the discount rate that is applied and length of time over which the dollar is being discounted.

### **NPV (Net Present Value)**

Net Present Value is related to Present Value and is simply the summation of a series of the discounted cash flows determined by their respective Present Values. For example, suppose you have the Present Values of cash flows for each year over a period of five years. To find

the NPV, you would simply add these up. NPV is also a sort of kissing cousin to IRR. This whole relationship and relevance to investment real estate will be discussed in greater detail in a future column series.

### **ROI (Return on Investment)**

This is another financial ratio that illustrates the efficiency of an investment. The numerator is the difference between the Gain of the Investment and the Cost of the Investment while the denominator is the Cost of the Investment. Although a useful measurement, be sure to understand how the gains and costs are determined.

### **ROE (Return on Equity)**

This is yet another financial ratio that illustrates the efficiency of an investment but this one focuses on the equity. The numerator is the difference between the Gain of the Investment after payments associated with any debt and the Equity included in the Investment while the denominator is the Equity included in the Investment. Again, be sure to understand how the gains and equity levels are determined. **P**

*Alec Pacella is regional manager for First Industrial Trust, Inc. He can be reached by email at [apacella@firstindustrial.com](mailto:apacella@firstindustrial.com) or by phone at 216.525.0968.*



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## KS Awards University of Akron Women in Engineering Scholarship

Heather Parker, a junior at The University of Akron (UA), is this year's recipient of The KS Associates Scholarship for Women in Engineering. The \$2,500 scholarship was established by KS Associates, a civil engineering and surveying firm. The scholarship was created in 2005 in partnership with UA's Women in Engineering Program (WIEP). It was designed to support women's pursuits of careers in this technical, traditionally male-dominated field. This is the second consecutive year in which Parker has been named the recipient.

The annual scholarship is available to female civil engineering students of sophomore status and above who demonstrate academic excellence and who have a minimum grade-point-average (GPA) of 2.75.

Lynn S. Miggins, P.E., president of KS Associates, is a member of the UA WEIP Advisory Council.

"Heather was selected based on her 3.99 GPA and the quality of her essay," Miggins says.



(From left) University of Akron Junior Heather Parker with Lynn S. Miggins, P.E., president of KS Associates.

sion for Strickland who has served on the northern Ohio Chapter board since its founding in 2004. Strickland also serves as president of Project and Construction Services, In. (PCS), headquartered in Cleveland, with branch offices in Phoenix, Arizona and Wheeling, West Virginia. PCS has been committed to providing professional construction services for nearly 20 years. PCS has extensive experience providing construction advisory and management services from initial concept through final completion.

## CB Richard Ellis Announces First V.P. Promotion

CB Richard Ellis is pleased to announce the promotion of Scott Halloran to the position of first vice president. Halloran is part of the CB Richard Ellis Tenant Representation Services Group. He has over seven years of experience in the real estate industry, beginning his career with Brandon-Wiant-

## CMAA Elects New President From PCS

The Northern Ohio Chapter of Construction Management Association of America (CMAA) recently elected Robert S. Strickland as its new president.

"I am honored to have been elected to this position,"

Strickland says. "CMAA represents over 4,500 hard-working public and private individuals committed to promoting and enhancing leadership, professionalism, and excellence in construction management and I am looking forward to advancing the use of construction management in Ohio."

Regional chapter activities include scholarship programs, workshops, networking opportunities, recognition of outstanding projects and accomplishments, and advocacy for the construction management profession on the local and regional levels.

This new role as president has been a natural progres-



Paul Stark and Brian Stark

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Halloran has emerged as one of Northeast Ohio's most active tenant representative brokers. He works on behalf of tenants in the search for office space and is responsible for the leasing of over 1,000,000 square feet of space.

"Scott is a focused professional who has become one of the premiere tenant brokers in the market," says David Browning, managing director of the Cleveland office.

Halloran has also represented several large corporations on space disposition assignments totaling over 300,000 square feet.

In addition to his core business, Halloran is also a

member of the company's Law Firm Practice Group, a network of CB Richard Ellis professionals across the country who provide real estate solutions to the legal industry. His track record in the Greater Cleveland legal community includes more than 35 transactions on behalf of law firms.

### Lighting Retrofit Program Reduces Huntington Bank's Electrical Use

Roth Bros., a national HVAC, roofing and energy management firm, recently announced that its lighting retrofit program reduced Huntington Bank's electrical use 64% at 42 locations. The reduction, which included

the use of more efficient fixtures, earned Huntington a 60 cent per square foot tax savings for 2007. As part of the program, Roth plans to recertify bank locations for a projected savings of an additional 15 cents per square foot on Huntington's taxes in 2008.

"We approached the bank with this unique dual-pronged opportunity to achieve energy-efficiency and capitalize on government incentives to lower its corporate tax liability," says Tom Froelich Jr., executive vice president of Roth. "Our lighting retrofit program has been met with great success, and with it, proven our ability in this business sector. Our relationship with Huntington put us

in the position to offer this innovative program to other organizations that want to cut their energy use and also take advantage of EPCAT tax incentives."

Roth's program qualified Huntington Bank for the tax deductions under the 2005 Energy Policy Act (EPCAT) by replacing current T12 fluorescent lighting with new high-tech fluorescent lamps and fixtures with the latest electronic ballasts.

The new fluorescent lamps are maintenance-free for two years, emit less heat, and reduce power consumption by 50% over the American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) standard, which

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Huntington's relationship with Roth gives it the extra advantage of drawing on the company's industry contacts. To illustrate, it was through Roth's network of industry experts that the company found the energy-efficient

commercial building deduction provision of EPCRA may increase to 75 cents per square foot next year.

## Tec Inc. Engineering & Design Welcomes New Hires

Tec Inc. Engineering & Design, a mechanical, electrical, lighting and technology firm, recently added to its electrical engineering expertise with the addition of two professionals to its electrical engineering department.

C. Anthony "Tony" Bledsoe has been designing electrical systems for commercial, educational and healthcare facilities for more than 35 years. As a senior electrical designer, he joins Tec as a project manager and

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will also lead the electrical department's professional development and mentoring program.

Stephen Bohn joins Tec's electrical engineering department as a project engineer. He received his bachelor of science in engineering from the University of Toledo. Bohn is an active member of the Illuminating Engineering Society of North America Cleveland Chapter.

### Geauga County Resident Heads Howard Hanna Smythe Cramer Training

Chuck McGroarty, previously the manager of the Chesterland office of Howard Hanna Smythe Cramer, has been appointed to the posi-



Chuck McGroarty

tion of director of corporate training for the company. In his new role, McGroarty will work with the company's executives, branch leaders and Realtors in the development and implementation of training and education programs.

He served as manager in Chesterland for five years and

previously had been a Realtor with the company for five years. McGroarty, a graduate of Ohio State University, has been active in the community with the Women's Council of Realtors and PTA for the West Geauga School District.

### Board Recommends NE Ohio Nominations to National Register of Historic Places

Members of the Ohio Historic Site Preservation Advisory Board recently voted to recommend that nine nominations for properties in Ohio be forwarded to the Keeper of the National Register of Historic Places for her consideration. Among those are three from

Northeast Ohio, including the Chardon Post Office Building (Geauga County), Cleveland Club (Cuyahoga County) and Grafton School (Lorain County).

The Chardon Post Office Building, at 121 South St. in Chardon, was built by the Public Works Administration (PWA) and completed in 1940. It was designed by Taylor-Davis of Philadelphia in a style described as "Colonial" at the time. Although the overall effect is simpler and more modern, the raised site, symmetrical massing and classical details recall early buildings of the Western Reserve, complementing the 19th century buildings of Chardon's nearby public square.

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The Cleveland Club building, at 10660 Carnegie Ave. in Cleveland, has been recommended for nomination to the National Register of Historic Places for its association with the growth of private social and recreational clubs in early 20th century Cleveland. Completed in 1930, the Tudor-style building was designed by Cleveland architects Meade & Hamilton.

Grafton School, at 1111 Elm St. in Grafton, was completed in 1936, with an addition in 1959. As one of 249 schools in Ohio built by the Works Progress Administration, or WPA, the “Modernistic” Art Deco building is also associated with the history of govern-

ment-funded construction of public buildings as a way of creating jobs for the unemployed during the Great Depression.

### Nonprofit Coffee Lounge Opens in Medina

Excellence in Eye Care recently announced the grand opening of a new coffee lounge, called coffeE, at the vision care facility located at 3609 Medina Road, across the street from the Buehler’s shopping center. Established by Joseph Noreika, MD, founder and president of Excellence in Eye Care, the coffee lounge is a non-profit enterprise. In lieu of paying set prices for the self-serve coffee, tea or hot chocolate,



coffeE

patrons are invited to make a donation and all net proceeds will be contributed to the Leukemia and Lymphoma Society (LLS) of Northeast Ohio.

As a survivor of a rare and deadly form of leukemia, Noreika developed the lounge concept as a way to give back to the physicians,

caregivers and other professionals who helped him and others conquer the disease.

The 400-square-foot free-standing cafe, located just inside the Excellence in Eye Care offices in the “big E” building, also features a lending library, beaded jewelry consignment display, and a leukemia “Heroes” display.

The coffeE enterprise is made possible by partnerships with Excellence in Eye Care which provides the furnished space rent free; Green Mountain Coffee Roasters of Vermont contributes paper goods and expertise as well as the product at preferred pricing; and Accent Floral Gallery of Medina provides fresh bud vases weekly. **P**



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PROP-08

## Commercial Real Estate on Sound Course



MIKE FANOUS

Throughout the United States, commercial real estate sectors continue to perform well with sound market fundamentals, according to a commercial market update and forecast presented by the National Association of Realtors (NAR). NAR expects vacancy rates to trend down in most commercial markets next year. It was also noted that recent disruptions in the mortgage market have not had a similar impact on the commercial sectors.

Foreign investors continue to pour funds into U.S. commercial real estate, made more attractive by recent weakness in the dollar

The NAR forecast in four major commercial sectors analyzes quarterly data for various tracked metro areas. The

following are the findings of their most recent report.

### Office Market

Job growth continues to have a positive impact on the office market, resulting in a rising demand for space.



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Even with new space coming on line, office vacancies are forecast to decline from an estimated 12.9% in the fourth quarter to 12.4% by the end of 2008.

Annual rent growth in the office sector is projected at 6.1% this year and 3.1% in 2008.

Net absorption of office space in 57 markets tracked, which includes the leasing of new space coming on the market as well as space in existing properties, is likely total 53.8 million square feet in 2007 and rise to 65.1 million next year.

**Industrial Market**

Demand in ports and distribution hubs remains the driving factor in industrial real estate, in addition to the need for flex space in the technology sector.

Industrial vacancy rates should average 9.6% in the fourth quarter and decline to 9.4% by the end of next year.

Annual rent growth is expected to be 3.9% in the fourth quarter, and is seen at 3.7% by the end of 2008.

Net absorption of industrial space in 58 markets tracked should total 125.0 million square feet this year and increase to 165.6 million in 2008.

**Retail Market**

Vacancy rates in the retail sector have risen this year with a lot on new space on the market, but are forecast at 9.3% by the end of the year before easing to 8.9% by the fourth quarter of 2008.

Average retail rent is likely to rise 2.9% in 2007 and 1.0% next year.

Net absorption of retail space in 53 tracked markets is estimated at 12.1 million square feet in 2007 and 19.0 million next year.

**Multifamily Market**

Vacancy rates for the apartment rental market – multifamily housing – are projected to average 5.9% in the fourth quarter and decline to 5.6% by the end of 2008.

Average rent is estimated to increase 2.9% for all of 2007 and 3.8% next year.

Multifamily net absorption should total 209,200 units in 59 tracked metro areas in 2007, and increase to 234,400 next year. **P**

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




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## Death of Toxic Mold Cases?



DAVID W. WOODBURN

Over the last ten years, there has been a proliferation of toxic mold litigation, which rivals the asbestos litigation craze from years ago. Although not traditionally viewed as being a toxin like asbestos, many personal injury attorneys have argued there are similarities in the damaging effects that mold exposure can produce in individuals. Consequently, mold litigation throughout the country has increased over the last decade as personal injury attorneys seek to capitalize on this potential windfall.

When mold litigation was in its infancy, significant verdicts were rendered against construction managers, landlords, architects, subcontractors, insurance companies, construction companies, builders and landlords. No one in the real estate industry was left unscathed

by the potential liability resulting from the toxic mold tort litigation.

For example, in *Centex-Rooney Construction Co., Inc. v. Martin County* (706 S.2d 20 [Fla. Dist. Ct. App. 1997]), the county brought suit against the construction manager of a county court-



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house and received a \$14 million verdict for construction defects. In this case, window and exterior wall leaks led to mold growth in the building that resulted in asthma for several building employees and eventual evacuation. Similarly, in *Ballard v. Fire Insurance Exchange* (No. 99-05252 [Tex. Travis Cty. Dist. Ct. June 1, 2001]), a jury award \$32.1 million to a married couple and their three-year old son who brought suit against their insurance company for health problems allegedly caused by mold that had formed after a plumbing leak. Although the home had to be decontaminated, razed and rebuilt, the insurers had refused to remedy the problem. Accordingly, the court held them accountable.

Despite these and other large verdict cases throughout the country, there has been a recently growing trend to deny liability absent a significant amount of concrete proof that the mold really caused the alleged injuries. Mercifully for those in the real estate industry, this trend appears to have finally reached Ohio. On October 3, 2007, in *Terry v. Caputo* (2007 Ohio 5023), the Supreme Court of Ohio held that in order to present a prima facie case involving an injury caused by exposure to mold, a claimant must establish (1) that the toxin is capable of causing the medical condition or ailment (i.e., "general" causation), and (2) that the toxic substance in fact caused the claimant's medical condition (i.e., "specific" causation). Failure to provide proper expert testimony as to both general and specific causation precludes a plaintiff from establishing a prima facie case of mold exposure.

The *Terry* case arose from a situation in 1996 where the Ottawa County Board of MRDD leased several suites in Port Clinton, Ohio. After working at the building for some time, several MRDD employees reported headaches and other physical ailments, which they attributed to damp conditions in the building. Despite attempts to eradicate the mold problems, subsequent testing revealed that the mold was not completely eliminated and that five separate species of mold spores, including *stachybotrys chartarum*, could have explained the physical ailments alleged by the employees.

The employees later filed suit, seeking redress for their injuries. The trial court, however, prevented the employees from



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using their doctor's testimony because (1) he allegedly did not base his report on sufficient facts or data, (2) his report was not the product of reliable principles and methods, and (3) he did not apply the principles and methods reliably to the facts of the case. In other words, the court did not believe that he used an established methodology for diagnosing the correlation between the employees' injuries caused by exposure to mold, irritants, and allergens and the mold and irritants present in the building. Accordingly, the employees failed to meet the proximate cause element necessary to establish liability.

Upon further review, the Ohio Supreme Court held that courts have established a two-step process which must be followed in order to establish liability in toxic mold cases. The first step requires a plaintiff to offer evidence establishing "general" causation. In other words, the plaintiff must establish

*The Ohio Supreme Court has taken a significant step towards reducing the likelihood of success in [toxic mold liability] cases without concrete medical testimony to corroborate the allegations.*

that the mold is capable of causing a particular injury or condition in the general population. The second step requires the claimant to offer "specific" causation evidence, namely whether the substance caused the particular individual's injury.

Under this analysis, Ohio essentially is requiring a more thorough assessment of the validity of the plaintiff's expert's methodology. A trial court must now assess whether the method or theory has been tested and whether the theory has been the subject of an accurate peer review. There has been much debate over this issue in the past as there is not a lot of medical research to support at what level molds become damaging. Finally, the court must examine whether the method has a known or potential error rate. Though none of these factors

individually is dispositive of the case, the trial court must focus on these principles and not solely on the conclusions generated.

The *Terry* ruling poses a significant problem for plaintiffs in mold cases as the links between mold exposure and the injuries allegedly resulting therefrom have been challenged more successfully in recent cases. In *Roche v. Lincoln Property Co.* ([C.A. 4, 2006], 175 Fed. Appx. 597), plaintiffs filed suit against their landlord, alleging exposure to toxic mold in their apartment. The court ultimately found that the expert's testimony was unreliable because the expert had been unable to determine that the particular types of mold found in the apartment were the "specific" cause of the ailments.

Similarly, in *Jazairi v. Royal Oaks Apt. Assocs., L.P.* ([C. A. 11, 2007], 217 Fed. Appx. 895), the plaintiff sued her landlord complaining that she suffered from memory loss and fatigue because of mold exposure. The plaintiff submitted an affidavit from her doctor who was an alleged specialist in mold caused illnesses. The trial court granted a motion to strike the affidavit, concluding the expert failed to establish the mold as the cause of her symptoms and relied too heavily on the temporal proximity of the exposure to the onset of the symptoms.

As one can see, there appears to be a growing trend in Ohio, California, and other jurisdictions, which requires a significant emphasis on the specific causation element in order to establish a toxic mold liability. In *Terry*, the Ohio Supreme Court has taken a significant step towards reducing the likelihood of success in these types of cases without concrete medical testimony to corroborate the allegations. The *Terry* case could very well be the first step towards the death of toxic mold litigation in the State of Ohio. **P**

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*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 David Woodburn at [dwoodburn@bdblaw.com](mailto:dwoodburn@bdblaw.com) or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2007.*

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## Condominiums – Not Just for Retirees Anymore



DAVID LINDNER

When most people hear the word “condominium,” they typically envision a residential development where all of the homes look the same, the lawns are neatly trimmed and an unauthorized flagpole can result in a federal lawsuit. Condominiums, however, are much more than homes for empty nesters and snowbirds. Though many developers have yet to realize it, the condominium has evolved into a flexible and powerful tool for the development of commercial real estate.

Before I explain the benefits of using the condominium structure for commercial development, a brief explanation of some basic condominium terminology is in order. Chapter 5311 of the Ohio Revised Code is known as the Ohio

Condominium Act, and it sets forth the rules and procedures applicable to all condominium developments in Ohio. The individually owned portions of the condominium property are known as “units.” Each unit has an undivided interest in the remaining portions of the condominium property, which are known as the “common elements.” In a residential condominium, the common elements usually consist of the structural portions of the building, such as the roof, foundation, and structural walls, along with the land, private roads, and recreational facilities.

The developer also forms a condominium owners’ association to be responsible for the maintenance and repair of the common elements and to collect assess-



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ments from the unit owners to pay for those costs.

Why would a developer want to use the condominium structure for a commercial development? There are a number of benefits, but the main advantage to the condominium structure is flexibility. By making the development a condominium, the developer can easily build in phases, adding new land and structures to the condominium as sales warrant. As long as the condominium is designated an "expandable" condominium and the land onto which the condominium may be expanded is reserved as "additional property" in the declaration of condominium, then the developer can reserve an option to expand onto that additional property for up to seven years. The developer is not required to own the additional property at the time the initial condominium is formed. Thus, the developer can reserve the right to expand onto adjacent property she may one day acquire, even though she has no current right to build on that property.

The developer may not even be sure how many units will be needed at the outset of the project, or demand may change by the time the initial building is completed. One way for the developer to retain maximum flexibility while construction is underway is to create one or more "convertible units." A convertible unit is a unit that can subsequently be converted into multiple units and common elements. For example, a developer may start with a 40,000-square-foot convertible unit, then, as demand dictates, convert the unit into one 15,000-square-foot unit and one 25,000-square-foot unit. The use of convertible units allows the developer to customize the units for the purchasers' needs.

To allow even more flexibility, the developer can create units that not only consist of space within a building, but also contain vacant land. By doing so, the developer allows for the possibility of the unit owner expanding the building into that vacant land area. Many business owners will be more comfortable investing in a condominium unit if they know they will have the ability to expand the building as their business grows.

Another benefit to the developer is that she can sell off some units in the

condominium to take immediate profits while renting others for current income and future price appreciation. This may help mitigate some of the risk associated with a non-condominium development, where the developer must either sell the entire building or assume the burden of finding tenants and managing the property.

Commercial condominiums are not limited to new construction. Existing buildings can also be turned into condominiums for commercial or industrial use. Office buildings, warehouses, strip malls and other commercial buildings have been turned into condominiums, allowing the developer to redevelop and sell the property in pieces, rather than as a whole. While the condominium structure itself allows nearly any type of use, local zoning laws affecting the property will, of course, determine what uses are permissible for that particular property.

As discussed, the condominium form of ownership can provide a flexible framework for many types of commercial development. As with any real estate development project, a commercial condominium requires due diligence to determine, among other things, whether

the market will support the project and whether the use will be permitted under local zoning and planning codes and ordinances. If the developer wishes to proceed with the project, it is essential to engage the appropriate professionals as early as possible. The developer will need to hire an architect and engineer to produce the construction plans and create the condominium drawings that must be filed with the county recorder and auditor. The developer will also need an attorney to prepare the declaration of condominium, along with articles of incorporation and bylaws to create and govern the condominium owners' association. **P**

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*This article is not intended as a substitute for professional legal advice and does not by itself create an attorney/client relationship. David Lindner is an associate with the law firm Ulmer & Berne LLP. He represents owners, developers, contractors and governmental entities. His practice focuses on all facets of residential and commercial real estate, including acquisition and disposition, financing, development, leasing, zoning and condominium law.*



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# Classic Character

Laborers Local 860 moves into newly renovated, 19th century Cleveland mansion

By Mark Watt | Photos by William Reiter

“When some of our guys walked in here for the first time a couple of years ago, they said, ‘Tony, you’re crazy,’” says Anthony Liberatore Jr., business manager and secretary of Laborers Local 860, which serves heavy highway and construction trades in Northeast Ohio’s Cuyahoga, Lake and Geauga counties. “This place was dark and boarded up. There were some broken windows. It was a bird’s nest.”

Liberatore is speaking of the nearly 130-year-old historic Southworth House, a grand 12,000-square-foot mansion at 3334 Prospect Avenue in downtown Cleveland, which was purchased from developer Michael Chesler in 2005 to become the new headquarters for Laborers Local 860. After an extensive restoration and renovation project at a cost of \$2.5 million, the Southworth House has been reconditioned to its original aesthetic splendor with an infrastructure that should serve its occupants well for years to come.

“The results are even beyond my expectations,” Liberatore says.

Today, the revived three-story Italianate brick building stands out among more modern neighboring structures as a relic from a prosperous period of Cleveland’s history. Originally built for area industrialist William Palmer Southworth in 1879, the structure includes meticulously crafted architectural features, from cast iron hoodmolds above exterior windows to extravagant Eastlake ornamental woodwork inside, which create a richly textured environment for the union headquarters’ operations.



“We may be the only union in America based out of a 19th century home,” Liberatore says. “What we have here is a building on the National Register of Historic Places that is a valuable investment for our organization.”

Funded fully by the union’s own prudent investment returns, the project took advantage of historical federal tax credits,

which were purchased by National City Bank through a program administered by the National Park Service. It also benefited from the City of Cleveland Storefront Renovation Program, which provided design, technical and financial assistance to the exterior renovation.

Frank Piccirillo, a design specialist with the City of Cleveland Storefront

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**PAST PURPOSES** Built for industrialist William Palmer Southworth in 1879, the mansion has since been occupied by numerous occupants throughout the past century: a fraternity, an organization of elderly Baptist women and various small-business offices.

Renovation Program, notes that while the renovation work at Southworth House is impressive enough, there's more to the story.

"For me, the most exciting aspect about the project was that Laborers Local 860 chose to stay in downtown Cleveland, to stay on Prospect Avenue and make a real commitment to the Midtown neighborhood," Piccirillo says. "This is huge in a time when businesses are moving out of the central city. For the union to step up and set an example is wonderful."

### Meet the mansion

According to Liberatore, his first in-person encounter with the Southworth House came about two years ago, after the union had spent time reassessing its space needs. At the time, the union was headquartered nearby at 4220 Prospect Avenue, a 7,000-square-foot building that had been home to the organization for roughly 50 years and had most recently undergone renovation work in 1995.

"We had put half a million dollars into the 4220 building back then and



Photo courtesy of Laborers Local 860

the building wasn't even worth half a million dollars," Liberatore says.

But the organizations' needs had continued to grow, Liberatore says. After talking with several contractors in 2006 about the cost of making further updates and adding on to the 4220 building, he began to reconsider.

"Staying put or starting fresh somewhere else – it became a business decision," Liberatore says.

Meanwhile, Michael Chesler, a developer who restores historical properties, was beginning his own project at the Southworth House, which he had purchased in July 2005. Chesler initially had

envisioned converting the mansion to leased commercial office space for multiple tenants, as he has done at various area mansions such as the Kies-Murphy House (4208 Prospect Ave.), Gaenssilen Place (3050 Prospect Ave.) and others. Working with design team Scott and Analia Dimit, of Dimit Architects, LLC, Chesler began work at the site in late 2005 and into the following summer.

When neighbors Liberatore and Chesler crossed paths, both men's plans changed. For Liberatore, the mansion seemed a suitable solution for the union's needs. And although Chesler generally prefers to retain ownership and lease space at his purchased properties, he opted to sell the property, which



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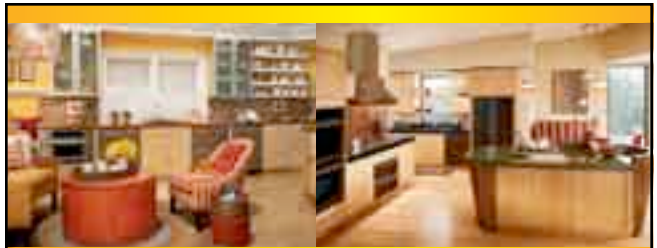
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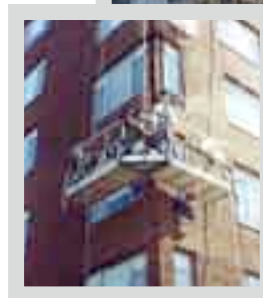
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includes the mansion's original 1,500-square-foot coach house.

Roughly half of the renovation work, including the manual removal of a two-story, 10-foot by 18-foot masonry and iron safe from within the house and most plumbing and wiring updates, had already taken place at this point, according to Chesler. Liberatore took over the project after the purchase, retaining Dimit Architects but adjusting the project into a fully union job.

"I give [Liberatore] a lot of credit," Chesler says. "He had a great deal of trust in our design and its direction and he had a great deal of vision to want to see this project through. Converting old historic buildings into office space is like performing microsurgery. There are so many defined rules to follow and constant oversight by the Ohio State Historical Preservation Office and National Park Service, yet you have to express yourself while doing the renovation. I knew he'd do a good job and that's what he's done."

### Keeping character intact

The Southworth House renovation was designed to retain the building's original character, yet offers the union updated amenities and several significant architectural changes, according to Dimit.

As discovered during the renovation project, the front portion of the mansion, with exquisite plastering and Eastlake woodwork details, was built in the 1870s, while the relatively less



**MAKING ROOM** To provide a space large enough to accommodate up to 80 union members, several interior walls and support columns were removed on the south end of the mansion.

ornate rear half of the house was likely added as servants' quarters near the turn of the century.

So for the front half of the mansion, a determined focus on restoration was in order. A five-room suite of rooms flanking a parlor entry and grand staircase on the first floor was meticulously brought back to life, as was an additional suite of four rooms on the second floor. In these areas, dramatic window surrounds, molding, trim and wood profiles around doors, all in the Eastlake style of design, were restored by hand. Craftsmen applied intense attention to cleaning up relief patterns in 12-foot-high, plaster ceilings. Seven original fireplace mantels were restored as well.

"A real plus of the restoration was the craft skills of the carpenters and plasterers here," Dimit says. "They had the time and skill to restore and replicate original details where it was necessary. It really paid off."

Dimit notes that these details were in surprisingly good condition, considering the building had been occupied by numerous occupants throughout the past century: a fraternity (the Cleveland State chapter of Delta Sigma Phi), an organization of elderly Baptist women and various small-business offices.

"In general, the building was remarkably intact," Dimit says. "In many historic buildings dating from this period, fireplace mantels, ornate carved doors and

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**DESIGN DETAILS** The Eastlake style, prominently found at the newly restored and renovated Southworth House, is a decorative type of design that includes intricate, Gothic wood details, such as geometric ornaments and low relief carvings, created by chisel, gouge and lathe. The style is named after a 19th century furniture designer and architect named Charles Locke Eastlake, whose 1868 book "Hints on Household Taste in Furniture, Upholstery, and Other Details" heavily influenced architectural and interior design at the time.

According to Frank Piccirillo, a design specialist with the City of Cleveland Storefront Renovation Program, the Eastlake style exploded in the United States after being presented at the 1876 Centennial Exhibition in Philadelphia. "The Centennial Exhibition affected American culture in a lot of ways, including introducing Eastlake to the public in this country," Piccirillo says. "It became very popular from that point on."

At Southworth House, the Eastlake style is evident, particularly in the building's intricately detailed doorframes, window surrounds, crown molding and trim.



trim moldings have been removed or damaged beyond repair. Here, all of the leaded glass entry doors at the entry hall are original and intact. While many of the other historic doors had been removed, we discovered most of them stored away in the coach house, basement and attic. We were very lucky.”

Today, one of the front nine rooms serves as a boardroom, while the remaining eight rooms are being utilized as offices for various union leaders.

The less ornate back half of the building features a significant architectural alteration. As the union required an assembly space large enough to accommodate roughly 80 members for bi-monthly meetings, the design team carved out a large meeting space on the first floor, replacing a group of smaller rooms. To do this, interior walls were removed and load bearing columns were replaced with steel I-beams in the first floor ceiling. A back porch, with original fan windows and double-hung sash windows, was incorporated into the meeting space as well.

“The meeting area is not of a historical style but has a nice, compatible feel,” Dimit says. “This is intentional, in fact. In terms of historic compatibility, the Ohio State Historical Preservation Office doesn’t want you to add something that looks like historic fabric. Basically, if it’s not original, you don’t want to mimic it, although you want it to be compatible.”

A recessed ceiling in the meeting space is illuminated by indirect light-

ing. Automated shades, installed by Art Window Shade & Drapery Company, and a drop-down projection screen provide another touch of modernity.

“The audio/visual system in the meeting room is pretty sophisticated with the shades, the projection screen, audio and lighting controlled by one integrated remote control,” says Eric Golubitsky, vice president of sales/marketing at S.M.I.L.E. Inc., which provided phone and data wiring, audio/video installations and more throughout the building.

Above the meeting room on the third floor is Liberatore’s office, which includes a meeting space and kitchenette. A post

**“A real plus of the restoration was the craft skills of the carpenters and plasterers here. They had the time and skill to restore and replicate original details where it was necessary. It really paid off.”**

**Scott Dimit  
Dimit Architects**

column in this space was removed as well. Here, most of the casings, base and trim had to be reconstructed, according to Frank Rini, president of Rinello Builders, Inc., construction manager for the project.

“We had a great trim crew,” Rini says.

The other significant architectural changes are situated on the third floor, where framing in a former attic space has been pushed out to accommodate larger

ceiling heights. Exposed beams, small windows at foot level and electrically operated skylights combine to provide an aesthetically interesting loft-style reception area. From this space, an exterior door opens to a newly built porch, which has been cut into the roof.

The mansion’s basement, or garden level, was remodeled as well and now includes a lunchroom with stainless kitchen equipment, wall tiles and a dinner table. Brick walls here and throughout the basement level have been exposed and cleaned up to create a warmer atmosphere. Degraded flooring has been replaced with poured, stamped and glazed concrete, cut to resemble the original bluestone slab flooring that still exists in some areas of the space.

Bathrooms throughout the entire building have been remodeled with matching period-style porcelain tile floors, fixtures and toilets.

Also as part of the restoration process, an American Disabilities Act-compliant elevator, handicap accessible ramp and new fire exit stair have been included.

The building’s exterior has been cleaned up as well, with work included the full restoration of the front canopy and brick façade, and repairs to cast iron lentils.

Liberatore notes that the infrastructure updates, some of which took place before the purchase of the building, were significant. Installing all new plumbing and electrical systems, seven new furnaces and ductwork, and communi-

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**IN A NEW LIGHT** Throughout the mansion, previously underutilized spaces have been adapted to meet the needs of Laborers Local 860. This includes a stylized reception area (left) in the attic and a rooftop porch, as well as restrooms (right), a lunchroom and more in the basement.

cations/security wiring into a historical building was a challenge for the construction team, he says.

“It’s a 130-year-old shell with all new components,” Liberatore says.

### Ready for the future

Since moving in during the month of October, the union has already had multiple receptions and meetings in the Southworth House. Union members have been impressed, he says. And he has them to thank for the success of the organization, he says.

“I’m the luckiest man in labor,” he says. “We’ve got a great group of people

out there. They’re productive. They’re versatile. They bring true value to construction. Because of that and the rapport we have with employers, 860 has the highest market share of any organization in our 14-state region.”

Liberatore adds that the union leaders working day-to-day in the new headquarters have been pleased with the new environment.

“This project was a complicated process but we just took it one day at a time,” he says. “Being in uncharted waters, we’ve done a real good job of staying out of trouble. We’re very happy with how it has all turned out.”

Frank Rini, of Rinello Builders, says that a number of visitors with historical renovation expertise have mentioned that the work at Southworth House stands far above much of what they’d seen elsewhere.

“A lot of that is a tribute to Tony Liberatore and his people,” Rini says. “When it came to selecting materials, they didn’t substitute quality for anything. Even when they knew it would take a little more time or effort, they took those extra steps because they plan on being there forever.”

Dimit says that he’s proud to have played a role in bringing the historical mansion back to life.

“It’s always a pleasure to help restore a classic building like this,” he says. “If you were to try to construct a new building with this level of hand-crafted quality today, it would be daunting and costly task. Now, after all the work that has taken place, the house should be vibrant for another 100 years.” **P**

## Parallel Pursuits

William Palmer Southworth, the original owner of the newly restored Southworth House, was 17 years old when he moved to Cleveland from Connecticut in 1836 with his mother and brother. According to information available at [www.heritagepursuit.com](http://www.heritagepursuit.com), Southworth worked as a carpenter and eventually became a builder and contractor on a small scale.

“He was a self-made man,” says Anthony Liberatore, Jr., of Laborers Local 860, which serves heavy highway and construction trades in the area. “Coincidentally, he was the first contractor to pave Euclid Avenue. Today, [Laborers Local 860] has an \$80 million job going on there right now. We’re repaving it.”

In the late 1860s, Southworth opened a successful retail grocery establishment at Ontario and Champlain streets. After some time, the entrepreneur became president of National City Bank in 1873, a position he would hold until 1889. It was during that time that the recently restored mansion at 3334 Prospect Ave. was constructed. Southworth died in the 1890s.

“The fact that he was president of National City Bank is another strange coincidence,” Liberatore says. “We partnered with National City for the renovation of [Southworth’s former home]. The parallels are interesting.” —*MW*

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# Risk Transfer in Construction Contracts

By Lori A. Proch

The term “risk transfer” sounds like a great idea, doesn’t it? If possible, who wouldn’t want to transfer their risk of liability to another party? Risk transfer is an agreement whereby responsibility for payment of specific losses is shifted from one party to another.

It is possible to accomplish a degree of risk transfer through effective use of construction contracts, insurance endorsements and surety bonds, yet a surprising number of owners, property managers and even contractors themselves fail to utilize the techniques and processes that are readily available to them.

Before beginning a discussion of the various risk transfer vehicles, a brief examination of the benefits of risk transfer is in order. Undoubtedly, the most important benefit is the protection of the assets that you’ve worked hard to obtain. In addition, effective risk transfer will preserve your limits of insurance and help control your insurance costs by reducing claims. Positive loss experience will allow insurance underwriting

to view your exposures more favorably thereby reducing your insurance rates. Lastly, risk transfer reduces the possibility that you will be party to lengthy legal disputes.

The most commonly used methods of risk transfer are:

- Indemnification and hold harmless clauses in construction contracts
- Additional insured requirements and endorsements
- Surety bonds guaranteeing the completion of a contract and the payment of the subcontractors (addressed later in this article)

Indemnity agreements and additional insured requirements are common tech-

niques for transferring liability risks in construction contracts. Together these two strategies supply a “belt and suspenders” approach to transferring risk. While no risk transfer design is foolproof, when one fails the other will most likely provide the desired protection because the indemnity clause and the additional insured coverage are usually independent of each other. If indemnification (hold harmless) is successful, there is no need to rely on the additional insured status. If indemnification does not hold up, the additional insured status may protect the insured. If both are successful, the broader of the two will apply.

The primary objectives in requiring additional insured status are securing coverage as a back up to the indemnity agreement and obtaining a duty

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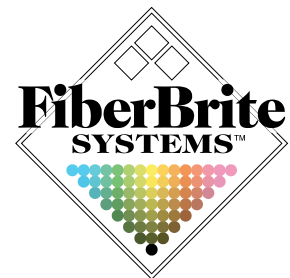


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to defend from the insurance provider. An added benefit is the possibility of securing coverage under the insurance policy for liabilities that cannot legally be transferred in an indemnity agreement.

As mentioned previously, the additional insured's endorsement operates independently of the contractual agreement and therefore, must define the scope of the coverage. To this end, the Insurance Services Office (ISO) publishes several different additional insured endorsements and the scope of coverage provided will reflect the nature of the

*It is possible to accomplish a degree of risk transfer through effective use of construction contracts, insurance endorsements and surety bonds, yet a surprising number of owners, property managers and even contractors themselves fail to utilize the techniques and processes that are readily available to them.*

relationship between the policyholder and the additional insured.

Time and space prevent an in-depth review of all the additional insured endorsements available. A brief overview of the most commonly used endorsements includes forms specific to providing coverage for the following: Owners, Lessees or Contractors; Engineers, Architects or Surveyors; Lessor of Leased Equipment and "blanket" forms that provide automatic status when required in a construction agreement.

Due to the number and complexity of the various additional insured endorsements, please consult with your insurance agent and provide him with a copy of the contract and insurance requirements for his review. **P**

Lori A. Proch is vice president of Dawson Insurance, Inc., of Rocky River, and can be reached by phone at 440.895.6538 or by email at lproch@dawsoncompanies.com.

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**S**ewer system cleaning and maintenance is probably the least understood and the most neglected aspect of any residential, commercial or industrial dwelling. This area of maintenance and sewer cleaning almost always goes unnoticed for a long time and the end result is always a blockage or even worse severe damage throughout the sewer system. Sewer problems occur from a wide variety of offenders such as tree roots, dirt, leaves, grease, sludge, waste and more. Proper preventative maintenance and cleaning of your sewer system virtually ensures that the system will remain fully functional and will maximize its lifespan.

Since 1971, Alphonso & Son, Inc. has played an important role in Northern Ohio's residential, commercial and industrial community for sewer system needs. The full service company focuses on cost effective sewer system problem solving and preventative maintenance.

"We have the right equipment to get any sewer problem back to functioning properly," says Vice President Vince DelPrete.

The company utilizes state-of-the-art equipment such as hand held electronic snaking units, industrial electronic snaking units, sewer jets, vacuum jets and combination jets to maintain sewer lines and to alleviate all blockages in sewer lines, manholes and catch basins. The company also carries a variety of attachments on its jet flushing units such as

dirt, sludge, debris, sand blasters, root cutters and various jet nozzles.

Proper attachments and proper equipment is vital as sewer problems and blockages occur from a wide variety of offenders, DelPrete notes.

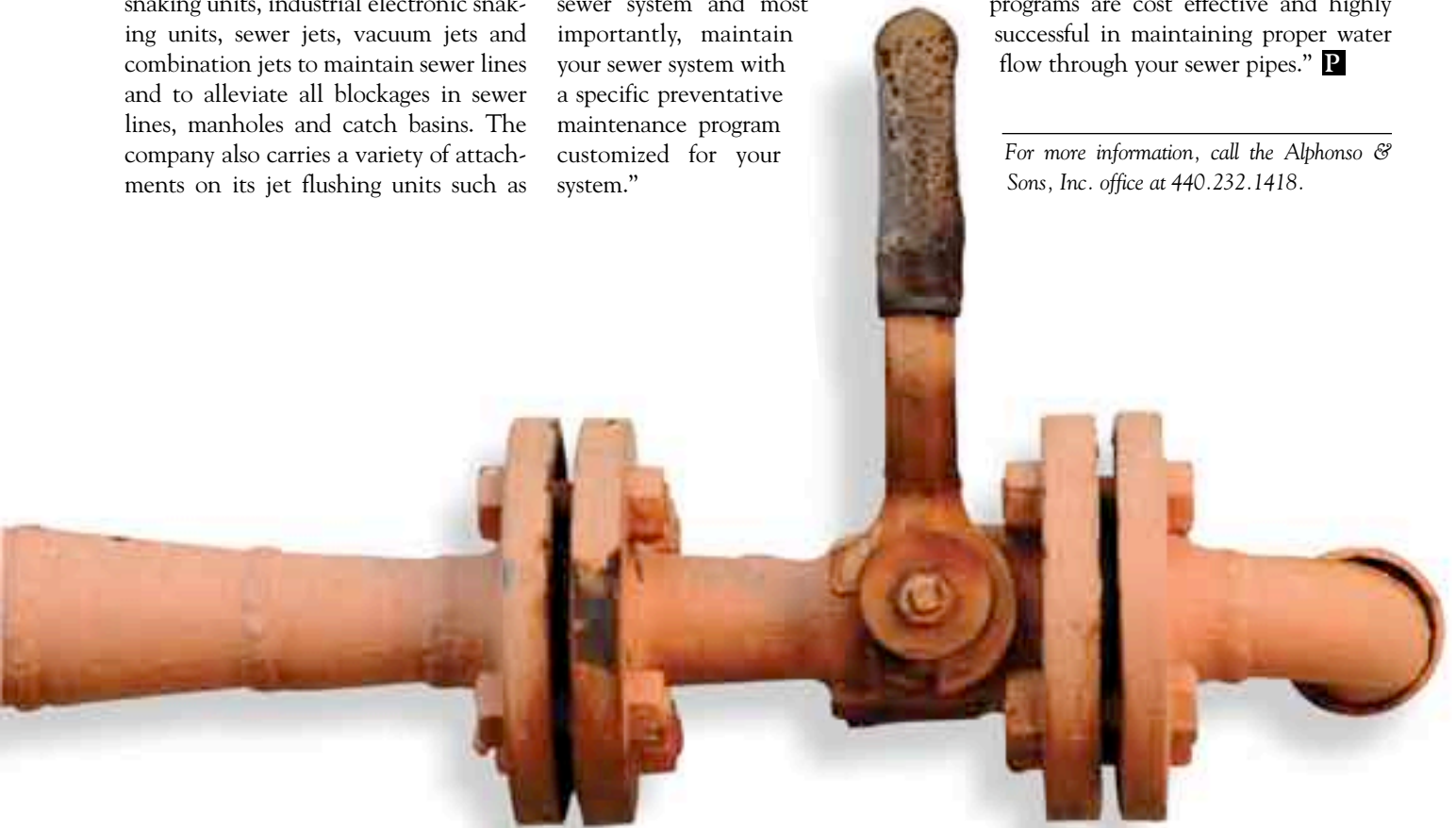
"We are equipped with advanced equipment and technology that is matched with professionally trained personnel producing a winning combination for your service needs," DelPrete says. "This combination makes it possible for us to inspect, clean and repair your sewer system and most importantly, maintain your sewer system with a specific preventative maintenance program customized for your system."

Preventative maintenance minimizes future system problems and failures and is essential to maintaining the proper water flow throughout your system whether it's your business or residence, he adds.

"One of our representatives would welcome the opportunity to meet with you and customize a maintenance plan for your specific sewer system, whether it is for your residence or commercial or industrial business," DelPrete says. "Our planned preventative maintenance programs are cost effective and highly successful in maintaining proper water flow through your sewer pipes." **P**

---

*For more information, call the Alphonso & Sons, Inc. office at 440.232.1418.*



# Lighting Casts Bright Future for Improved Energy Management

By Peter Weller

Increasing energy demand, global climate change and constrained energy supplies are likely to impact how energy affects business in the near future. According to the U.S. Environmental Protection Agency, global demand for all energy sources is forecast to grow by more than 57% over the next 25 years, with electricity demand in the U.S. anticipated to experience at least 40% growth by 2032. Add to that a dramatic rise in energy prices due to increased demand and limited supply, and businesses could be the most adversely affected through reduced profits, decline of sales of energy-using products and disruptions in supply chains as suppliers are unable to meet cost obligations.

Improving the energy performance of buildings and plants requires managing energy strategically across the entire organization. One critical component is the use of energy efficient lighting systems. Lighting is the single largest end-use for energy consumption in the commercial buildings sector, accounting for about 40% total energy usage. Much of the market, however, is still using older lighting technologies. About 23% of existing commercial fixtures use standard performance T12 fluorescent lamps and ballasts.

Today's energy efficient T8 and T5HO lamps provide long rated life, excellent color rendition, instant-on and good initial and maintained light levels. To maximize light output, it's important to match the right fluorescent lamps and ballast. Because the output of fluorescent lamps are based on temperature,

facility and energy managers will see the best performance from a combination lamp and ballast that is best suited to a location's specific needs.

Over time, the gradual reduction of light emitted from any lamp source is

*Many utility companies offer financial incentives for installing energy efficient lamps and fixtures. Rebates are the fastest way for an end user to get cash back for purchasing energy efficient products and increase the return on investment. Lighting manufacturers can assist in securing utility rebates for end users.*

referred to as lamp lumen depreciation. The amount of lumen depreciation varies per lamp source. Energy efficient fluorescent lamps have much less depreciation

than metal halide lighting systems. Current high-quality fluorescent lamps using earth phosphors will lose only 5% to 10% of initial lumens over the lamp life. However, metal halides will lose more than 30% of the original lumen output in less than half of the rated lamp life.

## Improved economic efficiencies

Depending on the lamp and ballast combination, high efficiency linear fluorescent high bay input watts are reduced by half compared to a traditional metal halide system. As a result, the energy consumed and demand side costs are significantly reduced. In addition, the amount of money saved not only pays for a typical retrofit within 2.5 years, but also drives bottom line growth. The use of high efficiency T8 and T5HO lamps and ballasts helps to reduce maintenance costs by extending the relamp cycle by 5,000 to 15,000 hours, depending on the rated lamp life.

Many utility companies offer financial incentives for installing energy efficient lamps and fixtures. Rebates are the fastest way for an end user to get cash back for purchasing energy efficient products and increase the return on investment. Lighting manufacturers can assist in securing utility rebates for end users.

## Sensibility & sustainability

Beyond the energy and cost saving benefits, energy efficient lighting can help the environment too. For every

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400-watt metal halide high bay replaced with a fluorescent high bay, there is an annual decreased usage of 696 pounds of coal burning fuel, which renders an additional decrease of more than 2,500 pounds of carbon dioxide into the environment. Utilizing energy efficient lighting systems in conjunction with occupancy sensors and simple light controls significantly reduces the overall impact lighting systems have on the environment.

While lighting is one piece of the energy management puzzle, it is perhaps the easiest and one of the most affordable steps businesses can take to experience immediate, measurable energy and cost savings. **P**

*Peter Weller is director of engineering – product management at TCP, of Aurora. TCP drives lighting innovation for commercial, industrial and residential applications.*

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# Airing Concerns

## How the right window film can enhance indoor environment quality

By Marty Watts, V-Kool, Inc.

**T**oday's indoor building management challenge includes dealing with high indoor temperatures, stale, under-ventilated and circulated air, moisture and mold growth, off-gassing of furniture and building components and the impact of such conditions on the productivity and health of building occupants.

Sick building syndrome not only threatens building occupants, it can result in litigation that threatens the bottom-line of employers and building owners alike. Ironically, many of the measures taken to increase energy effi-

ciency such as "tightening" buildings to reduce both air infiltration and outflow have degraded a building's air quality.

Building managers must understand how light and heat through existing glass can impact a building's environment.

Knowing how glass performs will make clear the role of window film in mitigating the ability of glass to negatively impact the indoor environment.

According to the California Energy Commission, 30% of a building's cooling requirements is from heat entering through existing windows. Yet, reducing heat in a building is usually considered to be an exclusive HVAC function.

As a supplement to HVAC, stopping heat at the window using heat-blocking window film can not only reduce air conditioning operating frequency and cost, but can also placate many building occupants who believe "conditioned" air is less desirable to work or live in than non-conditioned air.

Here's why building occupants might prefer using air conditioning less and window film more to keep interior temperatures comfortable. According to the Common Colds Centre, Cardiff School

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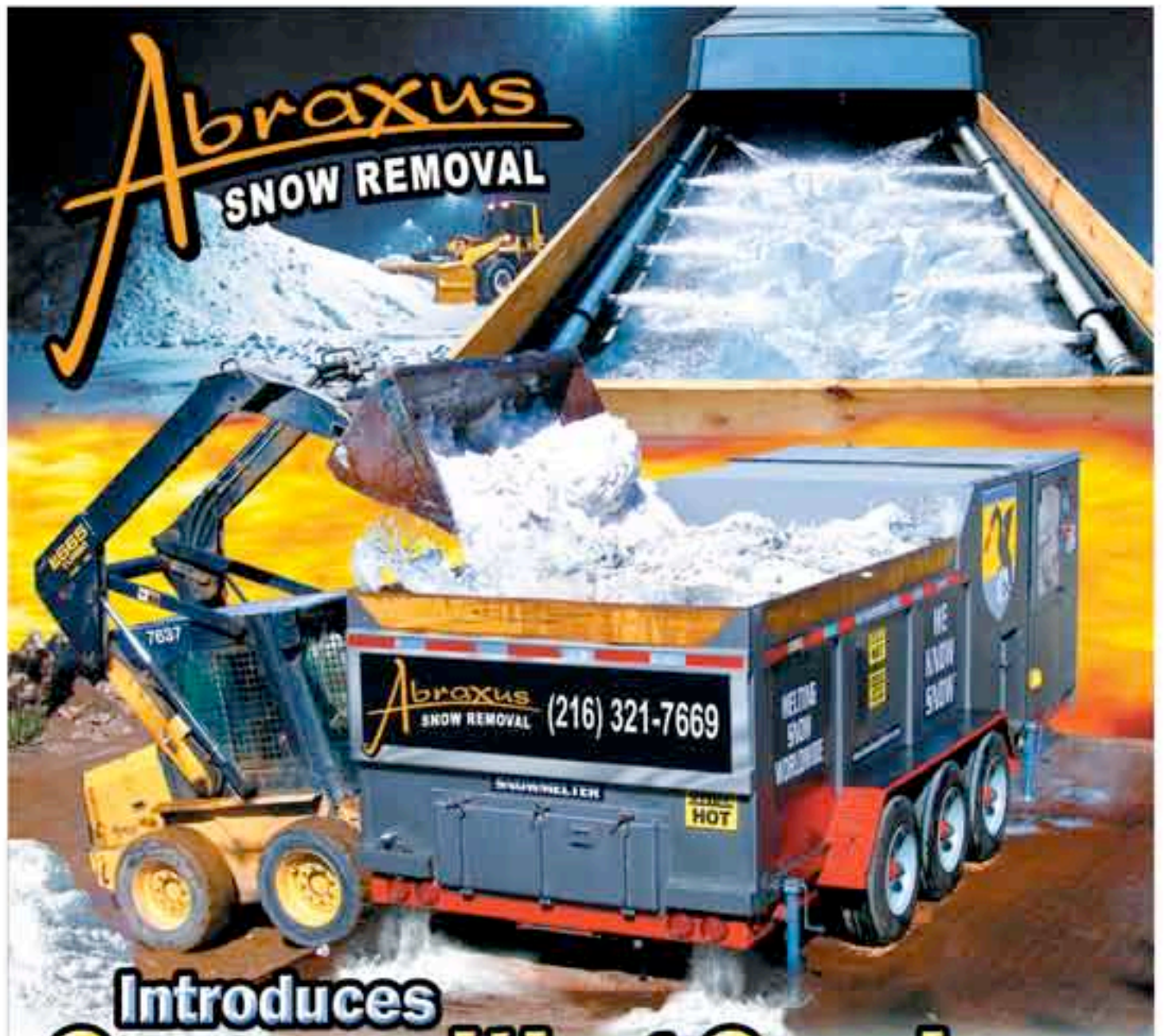
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of Biosciences at Cardiff University in the U.K., air conditioning itself may contribute to infection with common cold viruses. The Centre's website contends that "the lining of the nose is covered with a thin layer of mucus which protects against infection. Since air conditioners extract moisture from the air they may cause some drying of the protective mucous blanket in the nose and predispose to infection. The cold air may also help viruses to establish a hold in the nose as they reproduce better in a cold nose."

## Indoor air quality & heat

Increased heat increases the motion of molecules. Out-gassing is the propensity of carpeting, glue used in furniture, and various chemicals in building materials to release fumes that are not healthy for

building occupants to breathe. Out-gassing is a function of molecular motion. As the temperature of a room increases, no matter what the source of that heat, those physical entities that are out-gassing will out-gas more. According to the

***Fortunately it is possible to select window film that will block significant amounts of solar heat entering a building without reducing desired levels of natural light. Spectrally selective film transmits natural light while blocking the heat that can exacerbate out gassing, mold formation and sick building syndrome.***

heating and cooling-themed website of structural improvement authority Bob Villa, "the rate at which formaldehyde is released [from building materials and products used indoors] is accelerated by heat."

The presence of mold has been demonstrated to be a function of moisture inside a building. Humid interiors will breed mold and the warmer those interiors become without actually reducing the amount of moisture, the more hospitable the environment for mold formation and proliferation.

As with reducing heat to mitigate out-gassing, reducing interior temperatures supportive of mold growth in humid environments need not depend entirely on HVAC systems and the necessity to subject building occupants to prolonged "conditioned" air. Less costly and more benign window film can shoulder much of the burden of interior heat reduction if that heat is caused by solar energy entering through glass in the building envelope.

Unfortunately, conventional window film blocks so much natural light it

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darkens building interiors often resulting in the need for additional artificial illumination that can often generate more heat. Ultimately, in many buildings this requires the use of more air conditioning, which defeats the purpose of installing heat-reducing window film.

Not only does conventional window film block natural light resulting in increased artificial illumination, the denial of natural light to building occupants negatively impacts their productivity and well being, according to studies conducted by the California Energy Commission, the U.S. Department of Energy and elsewhere.

Fortunately it is possible to select window film that will block significant amounts of solar heat entering a building without reducing desired levels of natural light. Spectrally selective film transmits natural light while blocking the heat that can exacerbate out gassing, mold formation and sick building syndrome.

### **No silver bullet**

The quality of the indoor air and overall environment depends on selecting furnishings and building components that will not out-gas and preventing the formation of condensation and humidity in sufficient amounts to cause mold. Most significantly, a strategy to manage a building's environment must rely on an adequate HVAC system whose ability to reduce heat is aided by the simultaneous implementation of appropriate heat-blocking window film and other relevant methods to both save energy and enhance environmental quality. Only when a multitude of systems function in an integrated and orchestrated approach will positive results be achieved and maintained. In such a program window film will play an increasingly important role. **P**

*Marty Watts is president and CEO of V-Kool, Inc., a Houston-based North American distributor of spectrally selective and security applied window films. He may be reached at 800-217-7046.*

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# CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-S1119071

## NEW PROMISE CHURCH

**Kirtland, OH** (Lake Co.) 8671 Chardon Road

**CONTRACTING METHOD:** To Be Determined

**STATUS:** Planning is very preliminary; owner seeking funding; bid schedule to be announced.

**OWNER:** New Promise Church  
7789 Russellhurst Drive  
Kirtland, OH 44094  
(440) 256-2714

**DETAILS:** 30,000 SF; sitework; concrete; masonry; mechanical; electrical; HVAC; plumbing; landscaping; doors & windows; shingle roof; flooring.

351 Sixth Street  
Lorain, OH 44052  
www.lorain.lib.oh.us/  
(440) 244-1192 FAX (440) 244-4888

**DETAILS:** Restoration of an EIFS chimney with new cementitious coating or installation of a new facade system; restoration of concrete building facade including patching, crack repair, creation of control joints, and cleaning and sealing with water repellent; replacement of sealant at metal roof terminations and application of aluminum roof coatings on flashings and other coated areas; removal of excess bitumen from roof drain sumps.

and corner guards; HVAC; electrical; landscaping.

PN-R0519089

## BUILDING RENOVATIONS

**Health/Physical Education/Recreation**

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

**ESTIMATED AMOUNT:** \$4,500,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Bidding to advance January 2008.

**OWNER:** Lorain County Community College  
1005 North Abbe Rd.  
Elyria, OH 44035  
www.lorainccc.edu  
(440) 365-5222

**ARCHITECT:** Clark & Post Architects, Inc.

6125 South Broadway  
Lorain, OH 44053  
www.clarkandpost.com  
(440) 233-8487 FAX (440) 233-8658

**ARCHITECT:** WTW Architects - Pittsburgh

Timber Court, Suite 301  
Pittsburgh, PA 15212  
(412) 321-0551 FAX (412) 321-2431

**DETAILS:** Addition and renovation for aerobic exercise, weight lifting, circuit training and general classroom use; office renovation and technology upgrades; SF to be determined; painting; various flooring; framing; plumbing; electrical; HVAC.

PN-S1011067

## QUARRY LAKES

**Amherst, OH** (Lorain Co.) Cooper Foster Park Rd

**CONTRACTING METHOD:** Developer Subcontracts

**UPDATE:** Announcing architect.

**DEVELOPER:** Long & Wilcox  
3100 Tremont Road  
Columbus, OH 43221  
(614) 273-3100

**ARCHITECT:** Jester Jones Schifer Architects - Marion  
355 East Center Street  
Marion, OH 43302

www.jjsa.net  
marion@jjsa.net  
(740) 382-6840 FAX (740) 387-0318

**DETAILS:** 22 acres; 20 four-unit buildings; two two-unit buildings; clubhouse; four ponds; sitework; thermal and moisture protection; foundation; concrete; finishes; windows and doors; wood and plastics; specialties; HVAC; electrical; plumbing.

PN-S1112060

## CHURCH

**Hudson, OH** (Summit Co.)

**CONTRACTING METHOD:** To Be Determined

**STATUS:** Owner is seeking approvals; planning is preliminary.

PN-S0911065

## DISTRICT IMPROVEMENTS

**Louisville, OH** (Stark Co.)

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Announcing architect.

**OWNER:** Louisville Board of Education  
408 E. Main Street  
Louisville, OH 44641  
(330) 875-1666

**ARCHITECT:** Fanning/Howey Associates - Celina  
540 East Market Street  
Celina, OH 45822  
www.fhai.com  
(419) 586-7771 FAX (419) 586-2141

**DETAILS:** Design and construction of new and/or renovation projects; specific details to be determined.

PN-S1115025

## PANERA BREAD

**Lyndhurst, OH** (Cuyahoga Co.)

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

**STATUS:** Bidding possible March 2008.

**OWNER:** St. Louis Bread Co.  
2433 South Hanley Road  
St. Louis, MO 63146  
(314) 633-7100

**ARCHITECT:** Phillips/Sekanick Architects  
142 East Market Street  
Warren, OH 44481  
www.phillips-sekanick.com  
(330) 395-9518 FAX (330) 395-4296

**DETAILS:** Approx. 5,000 SF; brick pavers; concrete sidewalks; masonry block foundation; brick exterior; structural steel, joists and deck; EIFS; casework; millwork; conveying system; EPDM; steel doors and frames; glass and glazing; metal studs and drywall; tile flooring; food service equipment; soda system; window treatments; leather furniture; dining chairs; vinyl wallcoverings; banquette booths; painting; metal toilet partitions and accessories; plumbing; wall

PN-S1116002

## MAIN LIBRARY IMPROVEMENTS

**Lorain, OH** (Lorain Co.) 351 Sixth Street

**CONTRACTING METHOD:** Public Bids

**STATUS:** Professional Design Services due Tuesday, November 27, 2007 at 5:00 PM (To Owner)

**OWNER:** Lorain Public Library



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**OWNER:** Rejoice Lutheran Church  
9217 State Route 43  
Streetsboro, OH 44241  
(330) 422-1374

**DETAILS:** 7,100 SF church on 8 acres; sitework; fencing; electrical; lighting; wood and plastics; toilet and bathroom accessories; HVAC; floor coverings; painting; plumbing; dry-wall; insulation; doors and hardware; glass and glazing; fire protection; masonry; finishes.

PN-S0626074

### BASKETBALL WORLD

**North Ridgeville, OH** (Lorain Co.) Cook Rd.

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

**UPDATE:** Owner is seeking approvals; bidding is expected in February 2008.

**OWNER:** Softball World  
5500 W. 130th Street  
Cleveland, OH 44147  
(216) 362-8200 FAX (216) 362-1059

**DETAILS:** SF to be determined; courts to be located across the street from future softball world; sitework; concrete; masonry; metals; wood and plastics; siding; roofing; doors and windows; glass and glazing; painting; plumbing HVAC; fire protection; lighting; electrical.

PN-S0817041

### PANERA BREAD NO. 4626

**Stow Community Center Phase I**

**Stow, OH** (Summit Co.) Kent Road

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

**UPDATE:** Anticipated bidding to begin early in 2008.

**OWNER:** St. Louis Bread Co.  
2433 South Hanley Road  
St. Louis, MO 63146  
(314) 633-7100

**DEVELOPER:** Developers Diversified  
3300 Enterprise Pkwy.  
Beachwood, OH 44122  
www.ddrc.com  
(216) 755-5500

**ARCHITECT:** Phillips/Sekanick Architects  
142 East Market Street  
Warren, OH 44481  
www.phillips-sekanick.com  
(330) 395-9518 FAX (330) 395-4296

**SHELL G.C.:** O'Brien Construction  
37152 O'Neil Drive  
Solon, OH 44139  
(440) 519-9891 FAX (440) 519-9993

**DETAILS:** Approx. 5,000 SF; brick pavers; concrete sidewalks; masonry block foundation; brick exterior; structural steel, joists and deck; EIFS; casework; millwork; conveying system; EPDM; steel doors and frames; glass and glazing; metal studs and dry-wall; tile flooring; food service equipment;

soda system; window treatments; leather furniture; dining chairs; vinyl wallcoverings; banquet booths; painting; metal toilet partitions and accessories; plumbing; wall and corner guards; HVAC; electrical; landscaping.

PN-S1022029

### CITY OFFICE SPACE

**Canton, OH** (Stark Co.)

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Architectural and Engineering Services SOQs have been received; award to be announced.

**OWNER:** City of Canton  
218 Cleveland Avenue SW, 6th Floor  
Canton, OH 44702  
www.ci.canton.oh.us  
klharper@ci.canton.oh.us  
(330) 489-3344 FAX (330) 489-3282

**DETAILS:** Design and construction of clinic and office space for the Canton City Health Department and general office space for the Canton City Building Department on the first and second floors of the existing building located at 420 Market Avenue North, Canton, Ohio 44702 (the Sears Building); additional details to be determined.

PN-S0130009

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Geneva, OH (Ashtabula Co.)

**ESTIMATED AMOUNT:** \$2,500,000

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

**UPDATE:** Announcing architect and G.C.; groundbreaking is planned for spring 2008.

**OWNER:** University Hospitals Health System-Geneva

870 W. Main Street

Geneva, OH 44041

(440) 466-1141

**ARCHITECT:** MAA Design

2509 Professor Drive

Cleveland, OH 44113

(216) 241-7662

**G.C.:** Amicon Corp.

28001 Chagrin Boulevard

Cleveland, OH 44122

(216) 591-0606 FAX (216) 591-0381

**DETAILS:** 12,000 SF medical building to house the Geneva Clinic, laboratory and blood draw station, physical rehabilitation center, Women's Health suite and physician's offices; one story; connection from new building to the main entrance of the hospital via an enclosed glass atrium; concrete; masonry; wood and plastics; metals; doors and hardware; glass and glazing; plumbing; painting; drywall; electrical;

mechanical; lighting; insulation; floor coverings; fire suppression; finishes.

PN-Q0913003

**COSTCO WAREHOUSE CLUB**

**Strongsville, OH** (Cuyahoga Co.) SR 82 & I-71

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

**UPDATE:** Completion possible 2009; bid schedule has not been released.

**OWNER:** Costco Wholesale Corporation

999 Lake Drive #200

Issaquah, WA 98027

(425) 313-8100

**DEVELOPER:** Visconsi Development

30050 Chagrin Boulevard

Cleveland, OH 44124

(216) 464-5550 FAX (216) 464-7219

**ARCHITECT:** Mulvanny Architects

1110 112th Avenue NE #500

Bellevue, WA 98004

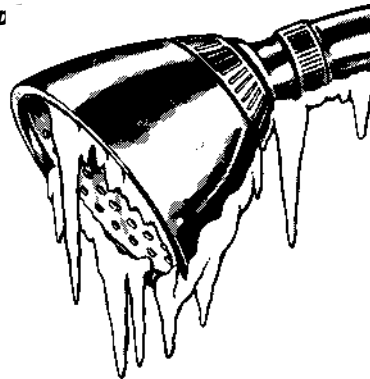
(425) 463-2000

**DETAILS:** Approx. 140,000 SF; structural steel; block construction; slab-on-grade concrete; plumbing; electrical; mechanical; HVAC; insulation; waterproofing; rough carpentry; EIFS; roofing; glass & glazing; steel doors and frames; drywall; ACT; ceramic tile; VCT; carpeting; rubber cove base; painting; fire protection.



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**Wadsworth, Ohio 44281**

**NEW POLICE DEPARTMENT**

**Chagrin Falls, OH** (Cuyahoga Co.)

**ESTIMATED AMOUNT:** \$5,700,000

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Architectural Services RFPs due November 28, 2007 at 12:00 PM (To Owner); owner will seek a bond issue in 2008.

**OWNER:** Village of Chagrin Falls  
21 West Washington Street  
Chagrin Falls, OH 44022  
(440) 247-5050

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

(614) 766-6711 FAX (614) 766-6713

**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. Locations: West Washington Street municipal parking lot; Solon Road within the village service department complex; Solon Road in River Run Park

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

**UPDATE:** Owner seeking approvals; announcing architect.

**OWNER:** J. C. Penney Co., Inc.  
6501 Legacy Drive  
Plano, TX 75024  
(972) 431-1000

**DEVELOPER:** Snider-Cannata Interests  
5595 Transportation Blvd.  
Garfield Heights, OH 44125  
(216) 587-0900 FAX (216) 587-0999

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

**DETAILS:** Approx. 85,000 SF; concrete; masonry; structural steel; various woods and plastics; thermal and moisture protection; drywall; painting; plumbing; HVAC; electrical; lighting.

PN-S0926069

### EDUCATION FACILITY

**Beachwood, OH** (Cuyahoga Co.) Shaker Blvd.

**CONTRACTING METHOD:** To Be Determined

**UPDATE:** Announcing C.M.; Bidding possible February or March 2008.

**OWNER:** Fuchs Mizrachi  
2301 Fenwick Road  
University Heights, OH 44118  
www.fuchsmizrachi.org  
zkessler@fuchsmizrachi.org  
(216) 932-0220 FAX (216) 932-0345

**ARCHITECT:** Bialosky and Partners Architects  
2775 S. Moreland Blvd.  
Shaker Heights, OH 44120  
www.bialosky.com  
(216) 752-8750 FAX (216) 752-9437

**C.M.:** Krill Company, Inc.  
1275 Main Avenue  
Cleveland, OH 44113  
www.krill.com  
(216) 357-4777 FAX (216) 357-3463

**DETAILS:** SF to be determined; sitework; concrete; masonry; metals; wood and plastics; siding; roofing; doors and windows; glass and glazing; painting; carpeting; terrazzo and tile; plumbing; HVAC; fire protection; lighting; electrical.

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