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Cover photo: The Cleveland Museum
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Properties (ISSN 033-1287) is published monthly for architects, engineers, building owners and managers, general contractors, home builders, mortgage bankers, savings and loans, real estate agents, appraisers, servicers and suppliers in Northern Ohio by *Properties, Inc.*, 3826 W. 158th St., Cleveland, Ohio 44111. Copyright © 2008 by *Properties, Inc.* All rights reserved. Reproduction or use, without written permission, of editorial or pictorial content is strictly prohibited. Periodicals postage paid in Cleveland, Ohio and additional offices. Subscription rates: one year \$24.95, single copy \$6.95, back issues \$10 when available. Postmaster: send change of address notices to *Properties*, P.O. Box 112127, Cleveland, Ohio 44111.

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Rendering courtesy of The Cleveland Museum of Art

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KEN KRYCH

Picture Perfect

Northeast Ohioans can now enjoy the long-awaited reopening of the newly renovated Cleveland Museum of Art. This month, we take great pleasure in presenting a closer look into the background and details of how this remarkable first phase was accomplished and what the future holds for this Cleveland landmark. Despite being in this business for over 35 years, I have rarely seen a project that has brought together such an array of the elite in architecture and building. The firm of Rafael Viñoly Architects, from New York, consulted on many aspects with the top firms in our city and the team of Panzica-Gilbane Construction did a masterful job of completing the first phase of this project. Phase two is poised to assure that our museum is

definitely one of the very best in the country, if not worldwide.

Also in this issue, we focus on the completion of Akron General's Health & Wellness Center North in Stow. It is a building that incorporates the latest in technology and strategy for rehabilitative and preventative medicine, and which has very few equals in the country.

Our third major feature is the newest medical facility for Southwest General Health Center that opened quite recently in Brunswick due to the expansive growth of the city and Medina County itself. It is a structure designed to be congruent with the health system's other buildings and brand of medical care with many improvements and an extremely well planned exterior landscaping and inte-



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rior design, which really makes this building aesthetically pleasing.

Winterization section

OK, I know... nobody wants to think about it. But the truth is that this is the best time to get buildings in shape and prepare for the inevitable change of seasons. This month, we thought it appropriate to share information on some of the things that can be done to save energy and make improvements.

Looking forward

Every September we include a special section on green building and this year we have searched the region for the latest and most unique projects that are on the boards and those that have been completed recently.

We look forward to sharing with you a new building and sustainably designed office and laboratory for Ben Venue Laboratories, a global company that manufactures sterile medical products, along with many others.

As always, please feel free to email us or call us with feedback or ideas for potential features or company profiles so we can continue to focus on the very best each month.

Enjoy the warm weather!

Positively,

Kenneth C. Krych
Owner/Publisher

LETTERS

Our company wants you to know how much we enjoyed the article you published on Korfant & Mazzone's new headquarters in the May [2008] issue of Properties Magazine. As you know from your visit at our newly restored building, we are pleased and proud to be here in our own building. Thank you for your continuous support of our organization over the years.

Joe Korfant
Mark Mazzone
Barbara Hajes

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PROPERTIES PEOPLE

Highlighting notable industry events



- 1 **Gregory A. Drensky** and **Billy Kodosky** (JACCO & Associates)
- 2 **Ken Kukowski, John Dzurik, Jim Triebar** and **Mike Cracker** (Janitorial Services, Inc.)
- 3 Charity helicopter golf ball drop
- 4 **Scott Sedio** (American Building Maintenance) and 4th Annual Ball Drop Winner **Eric Hepner** (Hepner Air Filter Sales & Service Inc.)
- 5 **Melissa Johns** (BOMA Greater Cleveland) and **Scott Sedio** (American Building Maintenance)
- 6 Red Tail Golf Club Grand Champions **Wynn Yamamoto, Tony Pack, Todd Roman** and **Eric Hepner**

BOMA's 23rd Annual Golf Outing & Ball Drop

Over 240 members and associate members of Building Owners & Managers Association (BOMA) of Greater Cleveland enjoyed a beautiful day of golf at Avon Oaks Country Club and Red Tail Golf Club recently, complete with dinner, a charity helicopter golf ball drop, raffles and a wide variety of great prizes. Over \$2,000 was raised for the Cleveland Area Food Bank through the event and sponsors. **P**

- 1 Manning the grill
- 2 Westfield Group Country Club
- 3 **Ken Hendershott** (Donley's Inc.), **Chris Lopez** (PSI Cleveland), **Jerry Hutchison** (PSI Cleveland) and **Tom Goins** (University Hospitals Case Medical Center - Construction)
- 4 Attendants enjoy refreshments

"Fore the Kids" Golf Outing

The Golf Circle of Friends hosted its inaugural "Fore the Kids" golf outing fundraiser recently for Rainbow Babies and Children's Hospital. Over 80 professional engineers, architects and construction managers attended the event held at the Westfield Group Country Club. All proceeds collected from the event were donated directly to the hospital. **P**



- 1 **Ken Krych** (Properties); **Robert Sobol** (Sobol Sales Inc.), **Edward T. Lauer** (Lauer Enterprises, Inc.); and **George Tamas** (Huntington Bank)
- 2 **Jing Liu-Krych** and **Mark Mazzone** (Korfant & Mazzone Construction)

Dinner Tour at Korfant & Mazzone Headquarters

Mark Mazzone, of Korfant & Mazzone Construction, recently held a tour and dinner party at the company's new headquarters at 1148 Prospect (The Joshua E. Hall Building) for members of the Cleveland Executives Association (CEA), of which he has been a longtime member and past president. *Properties* featured the company's new headquarters in the May 2008 edition, which can also be seen online at www.propertiesmag.com. **P**



NAWIC 40th Anniversary Party

The Cleveland Chapter #156 of the National Association of Women in Construction celebrated its 40th anniversary recently with a dinner and awards ceremony at Pazzo's Grand Ballroom in Cleveland. The event was highlighted by a review of the history of NAWIC, awards/scholarship presentations, the attendance of NAWIC National President Tammie Taylor, and main speaker Rob Medlock, of the Cleveland Area OSHA Office. **P**

- 1 **Meg Webster** (Brewer Garrett Co.), **Cory Bruaw** and **Monica Bruaw** (Regency Construction Services)
- 2 **Stephanie Smith**, **Geoff Engel** (Brewer Garrett Co.), **Debbie Gregoire** (Brewer Garrett Co.), **Thomas Wanner** (Mechanical and Plumbing Industry Council; MAPIC), **Meg Webster** (Brewer Garrett Co.), **Neal Konesky** (Kent State Student Chapter of the Mechanical Contractors Association of Cleveland; MCA), **Betty Kearney** (MAPIC), and **Kathy Rolland** (MAPIC)
- 3 **Courtney Behm** (Gilbane Building Co.) and **Ken Krych** (Properties)
- 4 **Tamie Taylor** (National NAWIC President), Rob Medlock (Regional OSHA Director and Keynote Speaker) and **Debbie Gregoire** (Brewer Garrett Co.)
- 5 Guitarist **Rick Iacoboni**
- 6 **Gussie McCoy** (Retired F.W. Dodge) and Ken Krych (Properties)
- 7 **Kathy Rolland** (MAPIC), Susan Wanner (Builders Exchange), Thomas Wanner (MAPIC), Betty Kearney (MAPIC), Tom Ferguson
- 8 **Neal Konesky** (Kent State Student Chapter of the MCA of Cleveland) and **Stephanie Smith**



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June Construction Slips 1%

New construction starts in June retreated 1% to a seasonally adjusted annual rate of \$552.0 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Nonresidential building fell 12% after its elevated May pace, pulling down the volume of total construction. Meanwhile, residential building registered a modest 2% gain in June, and a more substantial 19% increase was reported for nonbuilding construction. During the first six months of 2008, total construction on an unadjusted basis came in at \$282.1 billion, down 16% from a year ago. If residential building is excluded, new construction starts in the first six months of 2008 were up 3%.

The June statistics produced a 117 reading for the Dodge Index (2000=100), compared to May's 118.

"The pattern of activity during the first half of 2008 featured wide swings month-to-month for nonresidential building and nonbuilding construction, often due to the impact of unusually large projects," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "In May, nonresidential building was the beneficiary of several huge projects that reached groundbreaking, while in June this was the case for nonbuilding construction. In

contrast to such up-and-down behavior, residential building during the first half of 2008 was consistently depressed, and despite June's slight upturn it's expected that homebuilding will see continued weakness in coming months."

Nonresidential building

Nonresidential building in June was \$233.2 billion (annual rate), a 12% decline that followed a 32% jump in May. Much of May's strength came from the start of a massive \$3.8 billion oil refinery expansion in Indiana. June also included the start of a major

refinery project, a \$1.9 billion refinery addition in Michigan, which though considerable in scope was smaller than the entry for May. Reflecting the impact of these two refinery projects, the manufacturing plant category in June fell 43%. If these two refinery projects are excluded from the May and June statistics, the manufacturing plant category in June would be down 23% and nonresidential building would be down 4%. The June retreat for manufacturing plants was made somewhat less severe by the start of a \$250 million steel mill in

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Alabama. The commercial categories showed a mixed performance in June. Store construction revealed a further loss of momentum, slipping 3%, and a similar 2% decline was reported for warehouses. On the plus side, hotel construction jumped 35% in June, boosted by groundbreaking for a \$270 million hotel in Uncasville, Connecticut and a \$226 million convention center hotel in Indianapolis, Indiana. Office construction also witnessed expansion in June, rising 4% with the help of a \$140 million office project in Washington, D.C.

The institutional categories in June showed a 33% pullback for healthcare facilities, following the heightened activity in the previous two months. Amusement-related construction in June dropped 31%, compared to a May that included the start of a \$275 million convention center expansion in Indianapolis, Indiana. The educational building category showed more growth in June, climbing 8% with the push coming from the start of several large high school projects, including a \$186 million high school in Newton, Massachusetts. Other institutional categories with June increases were public buildings, up 6%; dormitories, up 10%; churches, up 20%; and transportation terminals, up 33%.

During the first half of 2008, nonresidential building registered a 6% gain compared to last year. The manufacturing plant category surged 132%, lifted by the large refinery projects in May (\$3.8 billion) and June (\$1.9 billion), plus a \$7.0 billion refinery expansion in Texas reported as a January start. Hotel construction advanced 37% during the first half of 2008, aided by the start of three very large hotel/casino projects at the outset of 2008, located in Las Vegas, Nevada and Atlantic City, New Jersey. Office construction during the first half of 2008 was steady in dollar volume, and included groundbreaking for World Trade Center Towers 2, 3, and 4 in New York City, each valued in excess of \$1 billion. Showing the impact of the difficult economic climate were stores and warehouses, with year-to-date declines of 25% and 32%, respectively.

The institutional categories in the first half of 2008 included dollar volume gains for educational buildings, up 2%; amusement-related construction,

June Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on June contracts for future construction in the metropolitan statistical area of Cleveland-Elyria-Mentor, consisting of 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:

	2008	2007	Percent Change
Nonresidential	\$183,340,000	\$166,466,000	+10
Residential	\$65,778,000	\$88,125,000	-25
Total Building	\$249,118,000	\$254,591,000	-2

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

	2008	2007	Percent Change
Nonresidential	\$886,557,000	\$520,897,000	+70
Residential	\$312,250,000	\$471,871,000	-34
Total Building	\$1,198,807,000	\$992,768,000	+21

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

Source: McGraw-Hill Construction

up 3%; healthcare facilities, up 4%; public buildings, up 23%; and dormitories, up 30%. Reduced activity for the January-June period was reported for transportation terminals, down 7%; and churches, down 16%.

Residential building

Residential building, at \$179.0 billion (annual rate), rose 2% in June as the result of moderate improvement for multifamily housing. Helped by start of three large projects in New York City (valued at \$150 million, \$116 million, and \$100 million, respectively), plus the start of a \$139 million residential complex in Salt Lake City, Utah, multifamily housing in June climbed 11%. However, single-family housing slipped

an additional 1%, as the lengthy correction for homebuilding remains very much in progress.

For the first half of 2008, residential building was down 39% from the same period a year ago. Single-family housing during this time fell 38%, reflecting the following regional performance – the West, down 48%; the South Atlantic, down 40%; the Midwest, down 38%; the South Central, down 30%; and the Northeast, down 22%. Particularly large dollar volume declines for single-family housing were reported by these states – Nevada, down 59%; Utah, down 59%; California, down 52%; Georgia, down 51%; and Arizona, down 49%.

Florida, which showed the steepest reduction for single-family housing

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of any state in 2007 (down 49%), reported a 43% dollar volume decline for the first half of 2008. Multifamily housing in the January-June period was down 41% in dollar volume, as the amount of large-scale multifamily projects (mostly condominiums) that reached groundbreaking has fallen substantially. The construction start statistics indicate that during the first half of 2008 there were 12 multifamily projects valued at \$100 million or more, compared to 21 such projects during the first half of 2007.

Nonbuilding construction

Nonbuilding construction in June was \$139.9 billion (annual rate), a 19% rise that reflected greater activity for power plants, pipelines, and sewers. After May's weak amount, the electric power category soared 336% in June, boosted by the start of a \$500 million wind farm in Montana, plus two large power plants in Pennsylvania – a \$475 million gas-fired plant and a \$425 million coal-fired plant.

For the first six months of 2008, nonbuilding construction came in 3% below

the same period a year ago. Highway construction retreated 7%, while the bridge category was down 18% from the first half of 2007 that included \$1.4 billion for the start of work on the suspension span of the San Francisco-Oakland Bay Bridge.

The year-to-date statistics also showed decreased activity for sewers, down 9%; and miscellaneous public works, down 13%. On the plus side for public works, growth was reported for river/harbor development, up 1%; and water supply systems, up 15%. The electric power category grew 26% in this year's first six months, and renewed expansion for full year 2008 now appears likely after the moderate retreat experienced in 2007.

For total construction, the 16% drop reported for the U.S. in the first half of 2008 reflected double-digit declines in three regions – the South Atlantic, down 28%; the West, down 26%; and the Midwest, down 11%. The South Central was down a more moderate 4% year-to-date, while the Northeast stood apart from the other regions by advancing 5%. **P**

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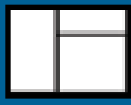
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Getting Roofs that Work (the First Time)

With all the potential pitfalls in a roofing project, do they ever go well? Here is one that did: the Bricker Building roof. The original tile roof was installed about 90 years ago. Up until the last few years, it worked well, but then we started to notice leaks. As a result, the firm undertook a major reroofing project.

What did we do to get a roof that is weathertight? We took the steps that any prudent owner should take: we hired an architect who worked closely with our roofing consultant; we had good contract documents; we hired a competent contractor; and our roofing consultant was on the roof daily.

This is a formula for the successful installation of a weathertight roofing system.

Hiring the design professional

An owner will want a design professional who understands how to design a weathertight roofing system and who will educate the owner early in the process. This education should include the advantages and disadvantages of the proposed roofing system, life of the system, terms of the warranty, what will be done to help ensure that the roofing system will be weathertight, the installation procedures, including coordination with other contractors, and required maintenance of the system.

The owner should consider including provisions specific to the roofing system in the owner–design professional agreement, such as the following:

- Acknowledgment that a weathertight roofing system is a high priority for the owner;
- The design professional's agreement that it has experience in the successful design of the roofing system and that personnel with that experience will be assigned to the design;
- The requirement for meetings with the owner, its facilities and maintenance staff, and the construction manager,

and the specific purposes of those meetings; and

- The specific on-site observation requirements.

Hiring the construction manager

If the owner is hiring a construction manager, the owner will want to find out about the candidates' roofing experience. Specifically, do the candidates have someone on their staffs who knows how to install roofing systems so they do not leak? The owner wants someone who knows how to install a weathertight roofing system to review and comment upon the design for completeness and constructability. For quality control, that person should also be on the roof daily while the work is in progress.

If neither the design professional nor the construction manager has such a person available for the owner's project, then the owner should consider hiring a competent roofing consultant to assist it in getting a weathertight roofing system.

Unnecessary leaks

For far too many owners, when it rains, it leaks. And the predominant reason why new roofs leak almost always is improper installation. While it may cost a little more, the suggestions presented in this article are a small price to pay for avoiding the aggravation of a leaking roof that disrupts normal activities, causes mold, and may cost hundreds of thousands of dollars or even more to fix.

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 Michael S. Holman & Scott W. Davis, Bricker & Eckler LLP. Bricker & Eckler LLP has been a member of BOMA Greater Cleveland since 2006.

Melissa Johns
Communications Manager
BOMA Greater Cleveland

For more info on this article or BOMA Greater Cleveland, contact Melissa Johns at 216.575.0305 or mjohns@bomacleveland.org



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**Construction Manager for
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Center of Attention

Southwest General Health Center's new Brunswick facility a win-win for all involved

By Penelope Derethik | Photos by Scott Pease

Not so very long ago when Southwest General Health Center's board of directors looked to the future for possible sites for market expansion, one of the group's first thoughts was Brunswick. Why? Well according to Patrick McMahon, vice president at Southwest General, the answer was simply a matter of practical need.

"For many years we've been serving the people of Brunswick at our main campus [in Middleburg Heights]," McMahon says. "When we realized that approximately 40% of this rapidly growing community's population looks to us for healthcare, we knew it was time to provide the world class medical services they've come to depend on closer to home."

Working in tandem with city officials, a site was selected at 4065 Center Rd. (Rt. 303), right next to City Hall and the police station, and in less than a year, the 40,000-square-foot, state-of-the-art Brunswick Medical Center opened for business.

"It was a relatively easy project from start to finish," says Steven Netta, project engineer with general contractor The Albert M. Higley Company. "Even though it meant the piece by piece relocation of the city's skate park to clear the way for construction, we were on a fast track from the beginning. And being located right next to City Hall and police headquarters ended up being a win/win for everyone."

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HEALTH ASSURANCE Brunswick Medical Center is equipped with primary and specialty care offices and an "Urgicare" unit for on-site treatment of minor injuries and illnesses.

The project was completed one month ahead of schedule.

Besides Netta, the core team included Principal Architect Michael Lipowski from Perspectus Architecture, Director of Plant Operations Richard Brown and Interior Designer Erin Williams from Southwest General, as well as a host of carefully selected subcontractors who worked in harmony to complete the project ahead of schedule and under its \$10 million budget – no small accomplishment considering today's drastically fluctuating economy.

"Everything just seemed to fall into place," Brown says. "We started late last summer with a blank four-acre slate and just a mere eleven

months later we're providing the community with convenient, top-notch outpatient care."

As of the official June 23 opening date, Brunswick Medical Center boasted a 100% occupancy rate in its second floor physicians suites, due in part to a unique time-share arrangement that allows doctors to lease staffed offices and treatment rooms in four-hour pods of time.

"The time-share arrangement allows a variety of specialists to offer services that might not normally be available at a community medical center," McMahon says.

In addition to the primary and specialty care offices, Brunswick Medical Center also features a premier "Urgicare" unit, offering on-site treatment for minor injuries and illnesses and a full range of employer health services each day from 8 a.m. to 10 p.m. without appointment.

"The comprehensive market profile we did in advance of the project indicated a great need for walk-in services and therefore a natural compliment to other outpatient services," McMahon says.

The two-story, steel-framed building, encased in pre-cast concrete and a custom metal panel system, was designed with expansion in mind.

"Realizing that the medical care market will only continue to grow along with aging baby boomers, it was critical to ensure that we wouldn't outgrow the facility before the first phase dust settled," Brown says. With that in mind, each floor was constructed to easily accommodate an additional 4,000 feet as needed.

The site was chosen to afford room for the proposed expansion and additional parking.

"The building's exterior materials and massing are similar to that of the main campus in Middleburg Heights and the Strongsville Medical Center, providing a unified design theme for their facili-

"It was critical to ensure that we wouldn't outgrow the facility before the first phase dust settled"

Richard Brown
Southwest General Health Center



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CARE IN COLOR Southwest General's Staff Interior Designer Erin Williams designed the open, airy interior of the medical center with a color palette of soft blues, gold and creams to project a sense of calm and wellbeing.

ties," Lipowski says. "What truly sets this building apart are the interior details and finishes."

The open, airy feel of the building's interior communicates a sense of calm and wellbeing that was carefully planned by Williams Southwest General's Staff Interior Designer Erin Williams.

"My goal was not only to offer a friendly welcome, but to comfort clients who often are under considerable stress just being in a medical facility," Williams says.

Williams achieved this by selecting a palette of distinctive colors that aren't usually associated with medical centers.

"When I first told Rick I was using warm hues of orange complimented by soft blues, gold and creams with plenty of texture, his look was doubtful to say the least," she says. "But, when it all finally came together, he had to admit that the combination not only worked but was better than he ever imagined."

Williams worked with several vendors specializing in commercial interiors including The Cuyahoga Companies Inc. that provided the comfortable furnishings and other fixtures.

"It was great to support a family-owned, local Women's Business Enterprise with a terrific 28-year history of quality and a sterling reputation," she says.

Additionally, interior landscaping firm Ambius, of Brooklyn Heights, helped select the fine art work, interior plants

and other environmental amenities throughout the building.

The team also incorporated a few other amenities that normally aren't found in medical centers, including several computer stations, wireless Internet connectivity and a mini Starbucks coffee



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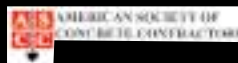
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WELL EQUIPPED The new medical center offers CT scanning, physical therapy, cardiovascular services and more for residents of Brunswick and surrounding areas.

station called “Cup of Joe,” named and run by Southwest General Hospital staff, where clients can buy snacks and light lunch fare as well as coffee.

From a medical perspective, Brunswick Medical Center is outfitted with the very latest testing technology ranging from cardiovascular services for two-dimensional and three-dimensional echocardiograms to CT scanning and other radiological services, as well as physical therapy and lab procedures.

“Our goal was to make it as easy as possible for our clients to get necessary medical services by eliminating the need to visit several facilities for testing,” McMahon says.

Convenience was a concern outside as well. Brunswick Medical Center offers 115 free, surface-level parking spots, a new stoplight for ease of entrance and an easy-to-read electronic message board that notes both medical center and community events.

Even the landscaping was carefully thought out and executed from the choice of distinctive large, round, concrete planters that rim the perimeter of the driveway (which is considered a “bolus approach”) to the incorporation of the Helen Schmidt Memorial Garden, a 10-foot by 20-foot plot of daylilies that’s a remnant of the past left by the original owners.

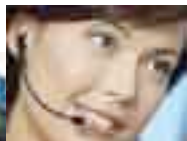
“What we have here is a great partnership between Southwest General Hospital, University Hospitals, the city of Brunswick and its residents that was made possible by a terrific design and construction team that works for everyone’s benefit,” McMahon says. “We just couldn’t be happier.” **P**

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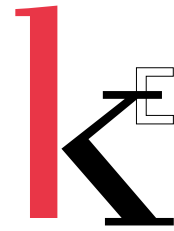
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MONUMENTAL MAKEOVER

THE CLEVELAND MUSEUM OF ART REOPENS PERMANENT COLLECTION, MARKING FIRST PHASE OF \$350 MILLION EXPANSION & RENOVATION

By John Elliott | Photos courtesy of Cleveland Museum of Art

By now, most of the Greater Cleveland public has heard about the completion of the first phase of one of the biggest building projects in Ohio's history, the \$350 million renovation and expansion of the Cleveland Museum of Art. The local media has celebrated the long-awaited reopening of the permanent collection and described the importance of this historic, cultural institution that is transforming University Circle into an international destination.

And while work continues on the second phase of the multi-faceted project and Clevelanders by the scores explore their newly enhanced treasure, the design and construction industries take special satisfaction in seeing their planning and building efforts unfold before them. The renovation of the museum's 1916 and 1971 buildings and the addition of new galleries and underground parking marks the beginning of a new era for Greater Cleveland.

The project, for which planning began more than a decade ago, enhances the world renowned design of the original architects, Clevelanders Benjamin S. Hubbell and W. Dominick Benes, and provides a new cohesiveness to the series of additions and renovations that marred the clarity of the original building.

The 1916 building remains the centerpiece of the renovation and expansion designed by architect Rafael Viñoly of New York, New York. Additions from

the 1950s to 1980s have been removed and replaced with new wings on the east and west sides of the building, which sits on a quarter of a mile stretch of land south of Euclid Avenue in University Circle.

Phase 2 will bring a central atrium that will connect to the 1971 education wing on the north side designed by modernist architect Marcel Breuer, which has long been known as the "Breuer" building. A 39,000-square-



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foot, glass-enclosed atrium will serve as the visual and spatial heart of the museum.

RESTORING THE ORIGINAL BUILDING

The renovation restores the 1916 building to its original grandeur. Skylights in the central rotunda were partially covered by additions over the years. Some galleries had been divided to allow for office space, denying them their original natural light. Most lamentable of all was the compromised visibility of some of the artwork.

The reopening presents an overall facelift of the 1916 building, which includes some new uses for long established galleries, supported by state-of-the-art mechanical systems. The main objective was to create a museum capable of showcasing the world's best art in the most effective and efficient manner.

The 19 newly renovated galleries that have already opened feature more than 900 works from the museum's holdings of European art from the 17th through the 19th centuries and 18th and 19th century American art. Among the many masterpieces on view once again are Caravaggio's "The Crucifixion of St. Andrew" (1609-1610), Joseph Mallord William Turner's "The Burning of the Houses of Lords and Commons" (1835), Frederic Edwin Church's "Twilight in the Wilderness" (1860), and George Bellows' "Stag at Sharkey's" (1909).

"This project will enable us to achieve many important goals," says Timothy Rub, museum director. "First, and perhaps most significantly, it will create additional gallery space and provide, through Rafael Viñoly's handsome design, a superb setting for the display of our world-renowned collection."

Walking from the museum's main lobby on the north side of the building to the newly renovated galleries is more engaging visually; the system takes visitors on a journey through the expansive project and ends at the second floor galleries of the 1916 building.

The main lobby includes the information desk, coat check and the entrance to the recital hall and lecture hall that Clevelanders have known for many years. The main lobby is also the starting point for the "Art Detour."



CULTURAL CLASSICS The 19 newly renovated galleries that have already opened feature more than 900 works from the museum's holdings of European art from the 17th through the 19th centuries and 18th and 19th century American art.

Visitors can also choose to take the stairs or an elevator to the second floor and catch a "behind the scenes" view of the East Wing and atrium, which will open in 2009. The Art Detour includes a series of displays and photographs of the museum's history and its renovation in progress.

The Art Detour shares the goals of the expansion project and how visitors can become involved. It passes a series of classrooms that border the East Wing lower level, site of the soon-to-open East Wing special exhibition hall.

EXTERIOR VIEW PROJECTS STRENGTH

From the outside, the exterior of the East Wing matches the visual strength of the older buildings with horizontal granite and marble bands.

Architectural concrete was mixed on-site for interior and exterior walkways, as well as some of the walls. Bob Jensit, project manager for Cleveland-based Albert M. Higley Co., says that a 30-square-foot fabrication shop was built using prefabricated trusses at the museum for pouring concrete into 20-foot-long plywood forms, which were then stripped to expose the "architectural" concrete, which is not intended to be covered.

"[The fabrication structure] was basically a woodworking shop," Jensit says.

Jensit says building the plywood forms alone was a time-consuming task.

"These had to be really tight joints," he says. "We had to take extraordinary effort to do the form work."

There was an outside consultant for this function alone, Jensit says.

Architectural concrete was also used for the stairway in the southeast building and in the tunnel to the underground parking garage.

"It was quite the undertaking," Jensit says.

A MORE USER-FRIENDLY SPACE

One thing visitors are already noticing is that the museum is more user-friendly. The entire Art Detour is handicap-accessible. The parking garage has been expanded and can now hold more than 400 cars.

The medieval Armor Court, which features medieval and Renaissance weapons and armor, hasn't changed much. But elsewhere, changes are obvious.

All skylights around the central rotunda have been rebuilt, allowing more natural light throughout the floor. The Indoor Garden Court, which featured live plants, brick walls, movable chairs and a skylight, has been replaced by a Baroque painting gallery with a larger skylight. In deference to memories, a photograph of the Indoor Garden Court adorns a lobby wall.

NEW MECHANICAL SYSTEMS

The need for more space was not the driving concern for the project, says



Jeffrey Streaan, the director of architecture and design for the museum. Rather, the museum needed new mechanical systems, which are critical to maintaining an environment for art. Nowadays, dealers, collectors and other museums need details about the handling and displaying environment for their property.

Streaan remembers the beginning stages of the project, which began under the late director, Bob Bergman, and continued by his successor, Katharine Lee Reid. No one envisioned the scope of architects that would eventually be involved.

"There are so many dimensions to this that no one firm could possibly have done it all," Streaan says.

He also remembers the date that Viñoly's appointment as the main archi-

MUSEUM MOVEMENT

Improving the sense of flow from one gallery to the next has been an essential aspect of the renovation and expansion.

tect was announced: Sept. 11, 2001.

"Needless to say, we lost the headline," Streaan says.

The final result of Viñoly's vision is on display for all to see in the main lobby: a 10- by 12-foot model made of balsa wood, bass wood and foam, mounted on a

table, highly detailed, including the surrounding grounds, complete with trees, lagoon and fountain.

As the project moved from design to construction in 2005, the museum hired an owner's rep to manage the project, the Chicago-based Rise Group. The museum recognized the need for the project to stay on schedule so that the permanent collection would reopen in three years.

PLANNING FOR EFFICIENCY

"The museum was inaccessible to its user group for this extended period of three years," says James Conrath, senior project manager for the Rise Group, who moved to Cleveland for the project. Due to the scope and complexity of the project, Conrath saw his role as making sure that unexpected problems didn't interrupt the work schedule.

The renovation of the 90-year-old oak floors involved removing a multitude of chips and replacing reams of scratches.

During the renovation of the 1916 structure, an iron ring was found attached to a wall for delivering artwork from trucks, Conrath says. The iron ring swung around on the beam to provide a lifting point.

Before the permanent galleries closed in 2005, a plan was in place to allow some parts of the building to function during renovation and construction. One aspect of this plan was ensuring that safe exits would be possible at all times in the event of a fire or other disaster.

Robert P. Madison International, a Cleveland-based architect, developed an exit plan that determined how

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Courtesy of the Cleveland Museum of Art Archives

FROM GARDEN TO GALLERY The Indoor Garden Court (above, in 1933), which featured live plants, brick walls, movable chairs and a skylight, has been replaced by a Baroque painting gallery (opposite page) with a larger skylight. In deference to memories, a photograph of the Indoor Garden Court adorns a lobby wall.

people will leave the building when areas are closed off. The south and east entrances of the 1916 building were inaccessible when phase 1 construction began.

“It took some real effort to find the paths to fireproof the walls that the doors were in and get the doors in the right direction,” says Robert Madison, company president. He worked and continues to work with the city fire and building departments. “We’re still on call, you might say.”

Sandra Madison, project manager on this project, says they did some “exiting” studies to determine how many people would be affected and how far they would have to walk to exit the building in the event of a disaster.

Madison’s firm also designed plans for the new basement cafeteria under phase 2. He says most of the cooking equipment will be new.

**MORE WORKING SPACE
COMING**

Strean, of the museum staff, admits that some patrons may miss the outdoor courtyard, which will be replaced by the indoor atrium.

“You can’t replace a space like this with an indoor space no matter how grand,” he says.

The foundation, which presently consists of stone, will be excavated to install basement office spaces and a café.

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In touring the unfinished space, a first time visitor can't help but notice the ease of movement among the new galleries.

What strikes the seasoned patron about the redesign is its simplicity in contrast to the former structure. No one understands this better than Dan Gallagher, a project architect for Viñoly and a native Clevelander who was assigned to oversee the project in 2003.

"You could have gone there for 35 years and still get lost," says Gallagher, commenting on the patchwork floor plan that had evolved over the years.

A RESPONSE TO CIRCUMSTANCE

Gallagher describes the design as "a unique response to a very unique set of circumstances with an unusually shaped site."

"It's not a design you would find in a box," he says, adding that Viñoly wanted to respect the historic architecture but still stimulate the public.

Viñoly did so by clearing the atrium windows of all ceiling impediments in the central hallway between the

Baroque and the medieval galleries, and then challenging visitors with the glass gallery; the wing has no supporting metal structure.

Viñoly developed a sequence of structures around the central atrium that allows for direct circulation from one gallery to the next. He replaced the ad hoc circulation plan of the older building.

"It'll be as simple as walking a three-bedroom suburban ranch house," Gallagher says. "It makes 1916 essentially the anchor and creates a ring of galleries around it that circle a central public atrium. You always come back to the atrium in the space you started from."

Simple as it might have been on paper, execution was anything but, seeing that the museum wanted to minimize the downtime. "It certainly was challenging," Gallagher says.

As project manager, Gallagher oversaw a five-person Viñoly staff in Cleveland that addressed design details, such as the sizes of certain stones, the way a glass beam connected to a glass wall, floor colors, etc. He worked with the owner,

engineers and consultants, and had to make sure drawings and models were delivered on schedule.

Gallagher and virtually everyone else acknowledged that the glass wing was something most were not prepared for. It was necessary to have glass strips sandwiched with layers of plastic to create a beam that would hold the roof in place. They imported silicone caulk glass panels that had to be assembled on site from a specialist in Germany.

The wood-Plexiglas model in the lobby, a simple visual aid, shuttled back and forth between Cleveland and New York several times as changes were made.

Gallagher credits Katharine Lee Reid, the director at the time, for having a clear idea of what had to be done. "She had a really good working relationship with the firm and Raphael [Viñoly]," he says. Reid allowed Viñoly to use his creativity in meeting the museum's goals.

"It was a real pleasure for me to work on that project," Gallagher says.

Gallagher relocated to Los Angeles at the completion of phase 1 and was replaced by Mark Benton.



FOCUSED ON THE FUTURE The renovation and expansion is scheduled for completion in 2012.

Museum Reaches Fundraising Milestone

The Cleveland Museum of Art recently reached a significant milestone in its current capital campaign by raising \$204.5 million. The Campaign for the Cleveland Museum of Art achieved an unprecedented level of support from both private and public sources for the comprehensive renovation and expansion of the museum's facilities. The project, the largest of its type ever undertaken by a cultural institution in the State of Ohio, will transform the institution and leave no part of the museum untouched by the time it is completed in 2012.

The project has enjoyed a broad spectrum of support within the Cleveland community, including donations from nearly 280 individuals, families, corporations, government entities and foundations.

"While we still have a long way to go to achieve this ambitious goal, the fact that we have raised such a significant amount to date gives us the confidence that this community will continue to invest in the future of the Cleveland Museum of Art," says Michael J. Horvitz, co-chairman of the board of trustees. "The museum has served this community well. It is among our city's finest cultural assets. And it is an institution with a commitment to excellence that is known and admired throughout the world." —JE

One change in the original design is that the atrium will be supported by a steel roof instead of cables, Benton notes.

"The quality expectation levels on this building are through the roof," Benton says, no pun intended. "We had a magnifying glass on everything."

The special materials were needed for functional purposes as much as aesthetic ones, Benton notes. For instance, tem-

perature and humidity concerns were paramount in the glass gallery. Dual glass walls help manage the air temperature. Shade panels control the amount of light in certain areas.

SPECIAL MATERIALS IMPORTED

"There were a lot of materials delivered from overseas, including marble and glass" says Jeff Hutchison, senior project manager for the Panzica-Gilbane

Joint Venture, which managed construction. He said there were long lead times for many of these materials, since they had to pass custom's inspections. "This type of project you don't encounter every day. Quality standards were above and beyond any specification requirements seen on typical projects. The end results of the materials installed were of exceptional quality."

The Panzica-Gilbane Joint Venture oversaw the installation of new mechanical, plumbing, heating and air conditioning, fire protection and security systems. Stream of the museum staff notes that the national/local partnership of Providence, R.I.-based Gilbane Construction Co. and Cleveland-based Panzica Construction Co. was by design.

"To get the pricing benefit, we needed a big national firm, plus the comfort level of a local firm like Panzica," he says.

"You've got to maintain close tolerances to make sure the art work is protected," says Dennis Wessel, vice president of Cleveland-based Karpinski Engineering, which acted as subconsultant for Ove Arup, a London-based design and construction firm which designed the mechanical and electrical systems.

Wessel says it was necessary to have the HVAC system working for nearly six months with no artwork in the galleries

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to make sure that construction and new product impurities were purged and the air quality is being properly maintained for protection of the artwork.

Wessel says an out-of-state commissioning agent was hired to verify system operation and confirm maintenance of proper temperature and humidity levels.

"In a building that old, you're talking about fairly shallow height," Wessel says, referring to both the 1916 and 1971 structures. This affected the installation of ductwork and plumbing.

Air conditioning will also be critical in the glass atrium in phase 2, Wessel notes, since "glass is not as good an insulator as a roof or wall would be."

Air entering the area must be correctly conditioned so that moisture does not condense on the glass.

Wessel says Ove Arup will be conducting something called "computational fluid dynamics" (CFD) analyses in the atrium, which entails building a computer model for the area that will reveal the potential for condensation at different locations on the glass enclosure. Values will be entered into the computer for the walls, the roof, the air temperature, humidity and air quantity. This

information will be used to properly condition the atrium to prevent moisture condensation.

"The artwork will be living in as close to perfect an atmosphere as possible in this world," says Dave Nachman, a mechanical engineer for Panzica Construction Co. "You're bringing the museum into the 21st century."

ADVANCED TECHNOLOGY

Nachman says the guard station in the basement of the 1971 Breuer building monitors security and climate control around the clock. All the gal-

leries have special air handling units with very high efficiency charcoal filters and separate humidifiers.

"Any of these things are now so advanced as far as technology goes," Nachman says. "It's almost criteria today in a museum that has hundreds of millions of dollars worth in art. You're seeing a quality building in which I'm sure the team that does the preventative maintenance in the back of the house patrons never see; they're a quality organization."

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there'll be some 'custodians' of the equipment who are really good at what they do," Nachman says.

The construction team installed a new chilled water plant in the Breuer building that includes three 800-ton chillers: one variable speed and two constant speed. The chillers deliver cool water to the air-handling units. The variable speed chiller varies its speed in response to the need.

"You save energy and money, and you still produce much more even temperatures," Nachman says.

Nachman notes that in 2002, the museum hired Garrison Lull Inc. of Princeton, New Jersey to do a conservation environment renovation report. The report includes a lot of specific information on climate control, purging, testing and commissioning, which the construction management team has used for guidance.

Some galleries have special air handling units.

A heat exchange system uses water from the cooling tower.

"You get free cooling using cooling tower water," Nachman says. "You don't have to run 800 horsepower of chillers.



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That's a green way of providing cooled air in the winter time."

"It's exciting to be involved in a project where you're creating history for Cleveland," Nachman says.

Karpinski Engineering is also handling the engineering for phase 2.

FUNCTIONAL SPACE ABOUNDS

The Breuer addition houses the education department with more space for class rooms, storage and a loading dock that is out of the public's way. It also includes more versatile exhibit space. A total of 15,000 square feet of space with granite walls, recessed track lighting, 18-foot-high ceilings and white oak floors is available for a massive exhibit. Spaces as small as 3,000 square feet will be available, based on need.

The East Wing exhibit rooms are accessed by a pair of arched eight-foot by 12-foot portals from the granite lobby. The lobby in the wing has stairs and an elevator to the second floor galleries. Guardrails line the balcony overlooking the lobby.

A series of portholes on the wall of the second floor of the East Wing provides a "past, present, future" display of the museum. The first, "1916," features a picture from 1916, the second, "2008," is a glass window to the outdoors, and the third, "2012," offers a rendition of the final project.

The second floor offers its own visual timeline with pictures of different phases the museum's renovation and construction.



LOOKING FORWARD Next summer, the museum's galleries of modern and contemporary art will open in the first of the three new wings designed by architect Rafael Viñoly.

The East Wing presents more exhibit rooms for contemporary art. There are two entry portals from the lobby to a 6,000-square-foot exhibit room that is bordered by a 2,000-square-foot room on one end and a 1,000-square-foot room on the other.

One lobby has an outside view of the neighboring Peter B. Lewis Building at Case Western Reserve University. The second floor lobby has a curtain wall overlooking the ground floor lobby.

The North Wing will have a rooftop garden that will be accessible to the public.

One of the more memorable experiences for visitors is the glass wing

designed to showcase 19th century European art amidst three sides of outdoor views beneath a 18- to 23-foot high staggered ceiling.

This fall, the museum will inaugurate its new special exhibition galleries with a survey of the work and influence of three great modern masters of the decorative arts entitled: "Artistic Luxury: Faberge, Tiffany, Lalique."

Next June, the museum's galleries of modern and contemporary art will open in the first of the three new wings designed by Viñoly. The museum's renovation and expansion will continue over the next four years with the construction of new wings on the north

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and west sides of the complex and the new atrium.

In the coming year, additional project milestones include the special exhibition space of the East Wing in October 2008 and the installation of modern and contemporary art within the main galleries of the newly constructed East Wing in June 2009.

**UNIVERSITY CIRCLE
EVOLVES**

The museum's expansion complements close to \$2 billion in other University Circle developments, including the new Mixon Hall at the Cleveland Institute of Music, more student housing planned for Case Western Reserve University, and a new home for the Museum of Contemporary Art Cleveland. The projects are happening in tandem with ongoing construction at the Cleveland Clinic and new housing. Everything together is upgrading the value of University Circle and Cleveland as a whole.



COMING ATTRACTIONS This fall, the Cleveland Museum of Art will open its new special exhibition galleries with a survey of several modern masters of the decorative arts.

"We are very honored to be a part of this historic project and thank the museum leadership and board for their confidence in us," says Tony Panzica, president of Panzica Construction Co.

"It's quite an achievement and Cleveland should be proud of it," says James Conrath, senior project manager for The Rise Group in Chicago. **P**



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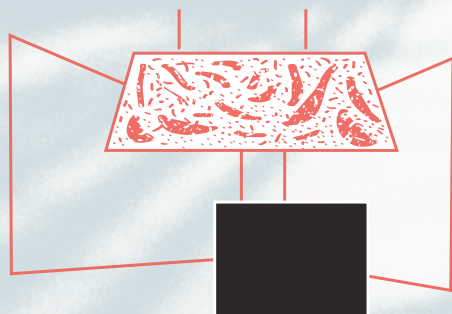
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Is It Worthy?

Appraisers are sometimes called the great equalizers of real estate. And with good reason. Sellers use them to help value their property or set an asking price. Buyers use them to help in making a purchase offer. Lenders use them to help set loan amounts. And tax assessors use them to help establish assessed value for taxing purposes. Given the diversity of potential uses, how do appraisers work their magic? Today, we are going to talk about the appraisal process, including the primary concepts used to develop valuation estimates. But before we do that, we need to set the table, so to speak.

In most common conversations, the terms “price,” “cost” and “value” mean essentially the same thing. However, when used by an appraiser, each term takes on a specific meaning. “Price” is the dollar amount that is asked or offered for a property, either now or in the past. Therefore, it represents one person’s perspective of value. While this is useful information, it is not the broader, more objective assessment that an appraiser strives to find. “Cost” is either the actual dollar amount paid for a property or the dollar amount needed to build a property. Again, it is useful to the process but may or may not be an

accurate representation. “Value” is the magic word that appraisers are trying to determine. I’ll skip the Wikipedia version of the definition and instead give you the Pacella version. Value is simply the most probable sale price. Now for the caveats. It assumes that the property is widely marketed, that the buyer and seller are informed and motivated, that it is an arm’s length transaction and that there are no special or creative financing or sale concessions given by anyone involved. It also assumes the highest and best use of the property. The concept of highest and best use is an attempt to identify a property’s most produc-



Paul Stark and Brian Stark

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tive use. For instance, if a property is located in the middle of a residential neighborhood, the highest and best use would be a house and not a shopping mall or an industrial warehouse.

Now that we know what an appraiser is looking for, let's talk about how they find it. Appraisers generally use three basic approaches to estimate market value: the sales comparison approach, the cost approach and the income approach. Each method uses a different set of data and each employ a unique methodology so we will discuss them separately.

Sales comparison approach

This approach compares the subject property to similar properties that have recently been sold. An appraiser will research recent sales and pick out a set that is most comparable to the subject property's attributes (i.e., size, location, style, etc.). They will then make adjustments to each sale in this set in an attempt to equalize the variations in each attribute as compared to the subject property. The resulting range of adjusted values is then applied to the subject property.

Cost approach

This approach considers the cost of reproducing the exact subject property in current dollars and then reduces this cost to account for the age of the subject. In this instance, the appraiser will consult various construction guides to develop an estimate of cost for new construction. They will then determine what is collectively referred to as accrued depreciation associated with the property. For example, if the property is seven years old, there will be wear and tear on items such as the roof, driveway and windows (called "physical deterioration"). The layout may not be the same as the layout of new properties (called "functional obsolescence"). And the immediate market and local supply/demand factors may have changed (called "external obsolescence"). The collective impact of these items is then deducted from the cost of new construction for the subject property.

Income approach

This approach assumes that there is a cash flow associated with the subject

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property and that the property's market value is based on some multiple of this cash flow. When using this approach, an appraiser will employ one of two methods – either a direct capitalization method or a discounted cash flow method. The former is a simpler calculation and most often used if the property

In most common conversations, the terms "price," "cost" and "value" mean essentially the same thing. However, when used by an appraiser, each term takes on a specific meaning.

has a limited number of tenants and/or when cash flows are expected to remain the same over time. We have covered the theory and calculation of this method in past columns but briefly, the value is equal to the net operating income divided by the cap rate. The discounted cash flow method is a bit more involved and used for properties with a larger number of tenants and/or a cash flow that is expected to vary over

time. This method discounts future NOI (net operating income) over a hold period and incorporates sale proceeds at the end of the hold period that are brought back to a present value (for those of you just dying to know more about this concept, I plan to cover it in much greater detail in a future column).

Although an appraiser will attempt to incorporate all three approaches in the quest to determine market value, it is not uncommon for an approach to be excluded due to it being not applicable. For example, if the subject property is a single-family residence, the income approach would not be applicable, as single-family homes do not have an income component. Or if the subject property was a manufacturing facility built in the 1900s, the cost approach would not be applicable as it would be very difficult to estimate the reproduction costs let alone take a stab at accumulated depreciation. So once each approached is proved out and a value is derived from each, the appraiser will reconcile the three and arrive at an ultimate market value. So that's the process. As you can see, not much hocus-pocus, just a lot of data, knowledge, experience and hard work. **P**

Alec Pacella, CCIM, senior vice president at NAI Daus, can be reached by phone at 216.831.3310, ext. 125 or by email at apacella@naidaus.com.

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Working With Your Lawyer



DAVID W. WOODBURN

Over the years I have had the opportunity to be involved with various real estate transactions of varying values and complexities. Although each transaction differed significantly from one to the next, all of them had one common element, namely: their success depended on the relationship between the client and the lawyer.

The degree to which the lawyer and client communicated effectively dictated how cost efficiently the matter was handled and the degree of success that was enjoyed. This article examines several ways in which a client can help ensure a successful real estate transaction with his or her lawyer.

Educate the lawyer

In order to truly be of value in a real estate transaction, the lawyer must understand the nature of the deal. While a good lawyer will ask pertinent questions about the deal, it is incumbent upon the client to educate the lawyer on the whole transaction.

Clients should take the time to inform the lawyer of how their business and/or venture will work. They should inform the lawyer of what their goals and objectives for the real estate transaction are and what they perceive to be the keys to success. While clients often fear that providing such information will cause the lawyer to keep the “clock running,” the information gathered often proves to be invaluable and ends up saving money

in the long run. An informed lawyer is in a better position to focus on details that might otherwise be overlooked and to come up with other questions that may be of relevance to the particular matter.

Furthermore, clients need to take care to keep their lawyers “in the loop” during the entire real estate transaction process. Most problems occur when the client moves forward with various due diligence requirements and fails to keep the lawyer aware of how matters are progressing. It is very easy to miss deadlines within a purchase agreement when the left hand does not know what the right hand is doing. Accordingly, both the lawyer and the client should take care to keep each other informed as to how things progress. A closing checklist shared by both the lawyer and client is often invaluable in making sure that this occurs.

Ask for help

Unfortunately, concern over fees often dictate when a client will contact a lawyer for assistance. Far too often, clients refrain from contacting their lawyers in an effort to save money on “routine”



transactions. Whether it be re-using certain purchase agreements or leases that have been used in prior transactions, or trying to handle the transaction without a lawyer in its entirety, most problems arise when clients attempt to perform legal work on their own.

There are certain red flags involving real estate transactions that should automatically necessitate a call to the attorney, namely: negotiating sales or lease agreements, a review of contracts of any nature, and addressing mechanics' lien filings. All of these items, although somewhat routine in nature, can involve particular terms and conditions that have a significant consequence to the client's business. No matter how many times you engage in a "routine" transaction, it is wise to consult with a lawyer, if only to receive a quick confirmation that a prior agreement will be applicable to the terms and conditions required by the most recent deal. Failure to consult with a lawyer could result in a document which does not address recent developments in the law or which fails to account for subtle changes in the agreement of which the client may not have been aware in the prior transaction.

Help yourself

Perhaps the single best way to work successfully with your lawyer is to make sure that you manage your legal costs. One simple way to avoid surprises at the end of a real estate transaction is to let your lawyer know your cost expectation up front. Whether it is in the hundreds, thousands, or tens of thousands of dollars, you and your lawyer should discuss what a reasonable estimate of the legal fees might be with respect to a particular transaction.

A client should not be afraid to communicate up front with his or her lawyer about the extent of involvement and detail that the lawyer is to spend on a transaction. Many clients who have had significant experience with particular types of transactions will only ask the lawyer to spend a small amount of time on the deal. With that knowledge up front, the lawyer will not run up significant time for which there will later be a dispute.

That being said, one should be very careful not to focus too heavily on an attorney's billable rates. Remember, you often get what you pay for. The lowest

billable rate may not necessarily be the most appropriate for a particular transaction. As hourly rates increase, the expertise and experience of the lawyer tend to increase as well. Thus, while an individual attorney's billable rate may be higher, that does not mean that the final bill will be more than that of a less experienced lawyer who has a lower billable rate (but who takes longer to handle affairs).

A smart client will also know when to let an issue go. Often times, clients will insist that they litigate an issue despite the fact that mediation or arbitration may prove to be less expensive and much quicker in resolving the matter. One of the quickest ways to burn through money is to litigate matters on the basis of principle, rather than viewing the issue from a true business and financial perspective. While it is certainly okay to litigate on principle, one must be prepared to spend

significant monies in those instances. It is important to discuss these concerns with the lawyer when you engage in any form of litigation relating to a business or real estate transaction.

As you can see, there are multiple ways in which an individual or business can help ensure that their real estate transactions run smoothly. Never underestimate the importance of effectively communicating with your real estate counsel. Simple communication with your lawyer can go a long way towards obtaining an efficient and effective result. **P**

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NAWIC Honors John Porada

John Porada, executive vice president of the Construction Employers Association (CEA) was recently presented with the Construction Industry Appreciation Award from the National Association of Women in Construction (NAWIC), Cleveland Chapter #156. Porada was nominated for this award by Toni Walker, his assistant at CEA for 22 years.



CEA's John Porada and Toni Walker

"John [Porada] has encouraged and supported women in the construction industry for over 25 years," Walker says.

Kahn Kleinman Merges with Taft Stettinius & Hollister

Taft Stettinius & Hollister LLP and Kahn Kleinman LPA announced recently that

Kahn Kleinman, a prominent Cleveland law firm established in 1962, will merge with and become part of Taft, effective September 1. With the merger, Taft's Cleveland

office will have 70 attorneys providing a full complement of legal services to clients throughout Northeast Ohio. Kahn Kleinman, which will transition to the Taft name, will move into Taft's Cleveland office located in BP Tower over the next three months.

Following the merger, Taft estimates the firm will be in the top 175 firms (ranked by revenues) in the United States. Together, the attorneys in the combined Cleveland office will offer full-service legal support across every area of law important to our clients' businesses.

The merger will bring the number of attorneys and legal professionals at Taft to more than 400 with offices

in Cincinnati, Cleveland, Columbus, and Dayton, Ohio; Indianapolis, Indiana; Northern Kentucky; Phoenix, Arizona; and Beijing, China.

Perspectus Architecture Co-Founder Achieves ACHA Board Certification

The American College of Healthcare Architects (ACHA) has honored Lawrence E. Fischer, AIA NCARB ACHA, principal and co-founder of Perspectus Architecture, with Board Certification. ACHA recognizes architects who practice as a specialist in the field of healthcare. Fischer is one of only eight in the Cleveland area and one of 29 in Ohio to achieve this status.

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ACHA's more than 300 members include healthcare architects throughout the United States and Canada. The organization requires its members to work towards the improvement of healthcare architecture on behalf of the public, to practice in an ethical manner, to maintain high standards of specialized continuing education, and to add to the body of knowledge.

"Larry [Fischer] is dedicated to providing quality creative solutions and advanced hospital design in a very complex and competitive environment," says Bill Ayars, AIA NCARB ACHA, principal and co-founder of Perspectus Architecture.

With more than 30 years of experience, predominantly in healthcare design, Fischer co-founded Perspectus Architecture in 2001. The firm is recognized regionally for its ability to handle complex technology integration.

With work throughout the eastern United States, Perspectus Architecture is located in Cleveland's his-



Lawrence Fischer

toric Shaker Square. Clients include Cleveland area health systems, the Veterans Affairs Medical Center, The Ohio State University Medical Center, Case Western Reserve University and Keithley Instruments.

CES Honors Omer Blodgett

The Cleveland Engineering Society (CES) has selected Omer W. Blodgett, Sc.D., P.E., senior design consultant at The Lincoln Electric Company, for the 2008 Leadership Award. The award is presented annually to recognize an individual who

promotes the advancement of technology and supports the mission of CES: to serve the educational and professional development needs of technical professionals and the organizations that employ them; to encourage young people to pursue careers in science and engineering; and to foster an exchange of information and ideas that will advance development and recognition of the region as a technology center.

Blodgett joined Lincoln Electric in 1945 and celebrates 63 years of service this year. He is unofficially known as "the Dean of Welding," and in his honor, Lincoln Electric has named its leading welding seminars after him.

KS Associates Awards Third Annual Scholarship

KS Associates has awarded its third academic scholarship in support of The University of Akron's (UA) Women in Engineering (WIE) program. The program was designed to encourage female students to

pursue careers in engineering. This year's \$2,500 scholarship recipient is Heather Parker, a junior enrolled in UA's Civil Engineering Program.

This is the third consecutive year in which Parker has received the scholarship. She was selected based on her academic performance and her passion for the civil engineering discipline. In her application Parker wrote, "I was born and raised in the industry. I chose civil engineering to satisfy my love for math, to carry on my family's legacy and to fulfill my great interest in and love for construction."

KS Associates' President and Co-owner Lynn S. Miggins, P.E., established the scholarship in 2005.

"KS Associates believes that hardworking, dedicated students such as Heather have unlimited potential when given the best opportunities and necessary support," Miggins says.

The annual scholarship is available to female civil engineering students of

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Lynn Miggins and Heather Parker

sophomore status and above who demonstrate academic excellence and who have a minimum grade-point-average (GPA) of 2.75.

Upon graduation, Parker plans to work for an environmental engineering firm. She also has an interest in mentoring female engineering students and promoting women in engineering.

“I want to make a difference in the world and give back to the community that has given so much to me,” Parker says.

Clarence Court Townhomes Sells Out

Clarence Court, a construction development of five townhomes and one single-family home in the Tremont neighborhood of Cleveland, recently sold out. With prices ranging from \$200,000 to \$310,000, the success of this project has defied housing market trends and brought six new homeowners to Tremont, according to Genna Petrolla at Progressive Urban Real Estate, which played a key role in designing the project.

“When we started conceptualizing this project three years ago, the intersection of Brayton Avenue and West 9th Street in Tremont was a vacant, overgrown lot - truly an eyesore to the entire neighborhood,” says Keith Brown, president and broker of Progressive Urban Real Estate. “Today it is occupied by high-quality, neo-industrial townhomes - as well as one of the most unique single-family homes in the city of Cleveland.”

The Clarence Court Townhomes feature an angled façade that echoes the unique, eclectic architecture of many corner landmark buildings throughout Tremont. Exterior materials include corrugated metal siding. The

townhomes’ density adds to the tightly-woven urban fabric of this Tremont street. The properties feature two bedrooms, one and a half baths, first floor bonus room with concrete floors, one car garage with carport, open great room with ten foot ceilings and sliding glass doors leading to a rear deck, master bedroom with vaulted ceilings, and a roof deck that offers views of the Industrial Flats and Saint Theodosius Church.

The Clarence Court single-family home, perched on the edge of the Industrial Valley, is perhaps the best example of contemporary architectural design in Tremont. The home features a vaulted great room with 25-foot ceilings

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and oversized windows overlooking the valley, a master suite on the first floor, a lower level with two additional bedrooms and a media room, a spacious yard, and exterior design featuring corrugated metal and angled walls.

Dan Bickerstaff of Ubiquitous Design Limited is the architect for the Clarence Court project. Civic Builders LLC, a Tremont-based construction firm with twenty five years of experience, constructed the homes.

Coral Company Announces New VP of Marketing

The Coral Company is pleased to announce the addition of Joan Menett to the position of vice president of marketing.

Menett is responsible for strategic planning, marketing of all commercial and residential properties in the portfolio, market research, communications messaging, property merchandising, evaluation of sales quality management, corporate branding and positioning initiatives, development of websites and collateral materials, and serving as public relations liaison. She has worked in the real estate industry since 1990.

Chas E. Phipps Co. Begins Distributing Reward ICFs

The Chas. E. Phipps Company recently became the exclusive distributor of Reward Wall Systems ICF products. Reward ICFs create buildings that intended to

be energy efficient, environmentally friendly, sustainable, quiet and comfortable.

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National Union Fire Insurance Co. Leases Space at Penton Building

National Union Fire Insurance Company of Pittsburgh, an AIG subsidiary, has leased 41,443 square feet of Class-A office space at

the Penton Media Building in the financial district of downtown Cleveland. The lease accounts for more than 7% of the 575,000-square-foot building, which is owned by KBS Realty Advisors of Newport Beach, California.

National Union Fire Insurance Company will be relocating its Great Lakes regional office to the Penton Media Building. The lease brings the building's total occupancy to 88%.

Jeffrey Liljeberg of Jones Lang LaSalle and Chandler Converse of CB Richard Ellis represented National Union Fire Insurance Company in lease negotiations, while Brian A. Hurtuk of CB Richard Ellis, Cleveland, represented KBS Realty Advisors. **P**



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HOWARD LICHTIG

Realtors Launch New Commercial Website

This past spring, the National Association of Realtors (NAR) launched a new website focused on commercial real estate, which includes a commercial property listing database that offers access to commercial property listings from all 50 states. The new site will reside at www.commercialsourc.com, previously the site for the Realtors Commercial Alliance's online convention.

The site is a virtual landscape that includes a national commercial real estate property listing database, an online convention and trade show, industry news and events, research data, and feature articles. NAR expects this site to be a valuable and competitive resource, one that will provide commercial brokers with a high quality toolkit to assist them in their business success.

Commercial information exchanges (CIEs), multiple listing services and practitioners may upload basic listings at no cost. More comprehensive listing information can be added at a nominal pricing. Individual practitioners will be encouraged to upload their listings through their local CIE if they are within an existing CIE market area.

eProperty Data will operate and provide technological support for the

website (www.commercialsourc.com). NAR recently acquired eProperty Data, of Gig Harbor, Washington, which provides commercial information exchange services and solutions to the commercial real estate industry. The company operates some of the largest CIEs in the country, including CommercialMLS.com in Seattle and CommercialGateway.com, operated for the Houston Association of Realtors.

The Realtors Commercial Alliance has been processing requests from state and local real estate associations to aggregate and upload their commercial listings onto the new site. **P**

Howard Lichtig, SIOR, is the 2008 chairman of the board for Cleveland Area Board of Realtors (CABOR).

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Functionality is probably the most distinguishing factor between whether a property sells quickly or languishes on the market.

Make Sure You Have an Exit Strategy

Provided By Cresco Real Estate, A Member of the Cushman & Wakefield Alliance

It's always interesting to watch how long it takes to sell a commercial real estate building. Some will sell as quickly as 30 days from the listing while others can remain on the market for three or more years. There are many factors that go into the successful disposition of a property, but the one factor we find that influences how long a property sits on the market is the original design of the property.

Cresco Real Estate is a leading broker in the sale and leasing of commercial property in Northeast Ohio. It has been in business since 1991 and currently maintains a sales force of 16 highly experienced realtors focused on the sale and leasing of commercial properties.

Time and again, building owners will contact Cresco for its "Opinion of Value" on a property. Included in the opinion is an estimate of how long a property will take to sell. The answer to that question varies widely depending on obvious factors such as location, price, market conditions, EPA challenges, and the condition of the property. One of the most overlooked yet most influential factors affecting the sale of a property will come down to its functionality.

Matt Beesley, SIOR, a principal of Cresco recognizes that "functionality is probably the most distinguishing factor

between whether a property sells quickly or languishes on the market."

"So many buildings, old or new, were designed for a specific purpose with no exit strategy in mind," Beesley says. "This is a huge mistake that impacts both the ultimate sales price and the length of time a property remains for sale or lease."

According to Beesley, it is important no matter how far out it may be to have an exit strategy in place that anticipates the resale of the property. Factors such as column spacing, load factors, energy efficiency, ceiling height, sprinkler capacity, truck access and the configuration of finished space can have a major impact on the sale of a property.

"The nice thing is, all of these items can be addressed with minimal to no impact on the initial cost of the building," he says. "If I had two buildings side

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by side in the same location at the same time with one being well designed with an exit strategy in mind while the other was not as well conceived for future marketing, you could expect the former to sell within six months while the latter would sit for a considerably longer period, say two to three years, ultimately selling for a lower price.”

It is imperative when purchasing or building new to consider the future marketability of the building you are considering, according to Tyler Newman, CCIM, of Cresco.

“I have seen well designed buildings sell within 60 to 90 days of a listing, while poorly designed structures will remain on the market for three or more years until the seller reduces the list price enough to compensate for the design deficiencies.”

“At Cresco, our sole purpose is to lease, sell and/or manage commercial properties,” Beesley says. “We spend a lot of time advising clients on how to improve the marketability of their property. If they are building new we can give them guidance that will facilitate the future marketing of a property by incorporating design features that are attractive

to a wide variety of building occupants, thus dramatically improving on the time it takes to dispose of a property. If they are buying an existing building we can advise them of the design flaws that will impact their ability to sell”.

Clients who have well designed buildings can not only sell their properties quicker, but they also will generally obtain a higher price for their property as well, according to Newman.

“There is nothing worse than pulling up to a two-story manufacturing building in the suburbs,” he says. “We would probably pass on the listing opportunity

due to the lack of marketability of the property. Some projects were so poorly conceived there is just nothing we can do to help.”

According to Beesley and Newman, you should absolutely hire a commercial property expert not only to ensure you’re making the right decision on a building that fits your needs for today, but also insuring that you are buying or building a facility that will maintain its value and marketability because it has the appropriate features to attract the highest price in the shortest period of time in the future. **P**

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Fit for a Change

Akron General's Health & Wellness Center – North continues innovative vision in Stow

By Mark Watt | Photos by Bill Webb

In 1996, Akron General's Health & Wellness Center – West opened in Montrose, and in turn gained national attention for its revolutionary approach of combining retail fitness programming with physical therapy and medical services, all beneath one roof. The facility was designed to create a synergistic environment where healthy patrons and recovering patients could utilize the same exercise resources under medical supervision, while taking advantage of clinical functions, such as a same-day surgery center, in a conveniently located outpatient facility.

“Whether you're trying to stay healthy through regular exercise or trying to rehab after an injury, most of us are better motivated by positive reinforcement, as opposed to just going it alone,” says Dr. Thomas “Tim” Stover, senior vice president of medical staff affairs at Akron General. “That was a central idea behind [Akron General Health & Wellness Center – West]. It would be a place where recovering patients could be motivated by working out alongside

physically fit individuals, and vice versa. Although that had been attempted before with varying degrees of success in a few other facilities around the country, we were the first to incorporate the clinical programming that makes the facility so valuable to the community.”

More than a decade later, the concept is being applied at another facility in the area: Akron General Health & Wellness Center – North, which opened last year at 4300 Allen Rd. in Stow.

Designed by TC Architects and built by The Ruhlin Company, the \$35 million, 96,000-square-foot facility centers on an open fitness/workout area utilized by physical therapy patients and members of the hospital system's LifeStyles wellness program. Resources provided include more than 200 pieces of cardiovascular and weight equipment, a six-lane, 25-yard competition pool, a 2,000-square-foot leisure pool, a 200-square-foot whirlpool, a 1,000-



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DESIGN DECISION WORKS OUT From the lobby (above) to the adjacent exercise area, Health & Wellness Center – North was designed to feel like a recreational wellness center, not a medical building – and that is considered a key to its success, according to Dr. Tim Stover of Akron General Medical Center.

square-foot warm water therapy pool, a hard-floor gym, an indoor rock wall and an elevated track, as well as a separate area devoted to a purely retail sports performance center for training

student athletes. The exercise and physical therapy spaces are complemented by diagnostic and lab services, including x-ray, CT, open MRI, bone density testing, neurosurgery, ultrasound, vein mappings

and blood testing lab services, as well as a Mario's International Spa location.

Taking the original facility's programming a step further, Health & Wellness Center – North also includes a free-standing 24/7 emergency department, which is the first of its kind in the area. A 14-bed unit is equipped with technology to handle all emergencies, including pediatric care. If necessary, patients with complex cases can be transported to Akron General Medical Center in downtown Akron by road or air; a MedFlight helicopter landing pad is situated in the parking lot outside.

"The ED was designed as an extension of Akron General Medical Center – it's just an eight-mile hallway," Stover quips.

Soon the facility will offer even more resources, as the hospital recently broke ground for a \$7.6 million, four-story, 45,000-square-foot physicians' office building component, which will be connected to the northeast section of the existing facility. The Akron General Health & Wellness Center – North Medical Office Building will be occupied by a variety of medical

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Water Works

Local engineering firm orchestrates successful farm pond mitigation

When Akron General Medical Center selected the location for its Health & Wellness Center – North facility several years ago, it found a prime space that provided maximum visual exposure to the thousands of commuters who pass by on Route 8 each day. But there was one problem. An existing farm pond was located at the site and to construct there would require careful environmental engineering.

Enter Floyd Browne Group, an engineering firm that was selected to be responsible for mitigation planning, permitting and coordination with Ohio EPA and the U.S. Army Corps. of Engineers for the site impacts on the pond.

“It was a complicated project, but it turned out excellent,” says Greg Mercer, senior business development manager for the firm. “It’s one of our marquee jobs. Sustainable green infrastructure is not so common here in Northeast Ohio, but we have been employing sustainable design processes since about 1990, and this is a good example of what we can do.”

The moderately sloping site allowed the parking to be arranged in terraces separated by wide islands that incorporate heavily planted bioswales, the first step in a comprehensive water quality/quantity management system, according to Floyd Browne Group marketing materials. A key feature of the site is the second element in the water management system, the water quality pond at the entrance. Parking lot bioswale water is routed to the pond, which features wetland margins and a shallow emergent vegetation zone. The final element in the system is an extensive wetland complex created to mitigate for wetland impacts on-site that provides final water treatment before exiting to a tributary of Mud Brook.

“This is a big, 500-car parking lot,” Mercer says, “but it has been done the right way.” —*MW*



FINDING BALANCE Complementing the facility’s diagnostic and emergency medical components is the central, open exercise space with a track, workout equipment, four swimming pools, basketball court and more.

practitioners, such as primary care doctors, plastic surgeons, general surgeons, an internal medicine group and more. The building is scheduled for completion by spring 2009.

Creating the right environment

While there are abundant similarities between the design of the new facility and the original West location, there are a few differences, according to Sue Allen, project architect with TC Architects, which designed both buildings for Akron General. For instance, the original West location features a grand, open entrance that regularly doubles as a conferencing area for book fairs, blood draws, cocktail parties and more. In contrast, the main entrance at the North facility is a more relaxed, quiet lobby space where patients can find

a comfortable seat and enjoy a cup of coffee while waiting for test results.

“How physical therapy interacts with diagnostics and how diagnostics interacts with the emergency centers – all of those kinds of synergies that play off of each other still work at North as they did at West, but there was some minor tweaking,” Allen says. “In general, the biggest challenge here was having the new facility be more successful than West. When West opened it was very unique, combining and integrating the physical therapy and LifeStyles components. People come from all over the country to visit that facility and look at it as a model of what can be done. So we did North with 10 more years of knowledge, but on a very tight construction schedule and on a very tight site, all the while



SHAPING UP A circular track and climbing wall rise from the floor of the workout area.

trying to outdo what we were able to do at West.”

Stover notes that he is pleased with the way that the two facilities complement each other.

“You can tell they were built with the same thought process, but each has its own personality,” Stover says.

That thought process, Stover explains, was crucial because it has made both facilities successful where likeminded projects across the country have failed.

“For these buildings to work, they can’t feel like medical environments,” he says. “When you walk in, it needs to feel like a recreational wellness center, not a medical building – and through the choice of materials and furnishings and the overall design, that’s what we’ve achieved.”

Stover points to increased visits over the past year and membership growth in the hospital system’s LifeStyles exercise program as evidence of the center’s success. He credits that success to cooperation between TC Architects, The Ruhlin Company and all trades, as well as a high level of support from the City of Stow.

“The City of Stow was phenomenal,” Stover says. “Time after time, they were looking for ways to say ‘yes’ as opposed to ways to say ‘no.’ They have been very supportive.”

Building on successes

Lee Rutledge, project manager for The Ruhlin Company, explains that the construction of Akron General Health



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LUXURIOUS LOOK A Mario's International Spa is located within the health & wellness facility and offers therapeutic massages, scrubs, body paraffin treatments and more.

& Wellness Center – North could have been more of a challenge, if it hadn't been for careful planning and creative scheduling throughout the 12-month construction process.

"While the West facility was a design/build project, this building was built using [a combination of delivery methods]," Rutledge says, noting that the building is slab-on-grade construction

"The City of Stow was phenomenal. Time after time, they were looking for ways to say 'yes' as opposed to ways to say 'no.' They have been very supportive."

Dr. Tim Stover
Akron General Medical Center

and is mostly structural steel-framed with some load-bearing masonry walls. "We did some preliminary work here early on in 2006 as we recognized that the hospital wanted the facility up within a pretty tight timeframe. We were able to go ahead and work on some long-lead components early, which was the structural steel. Then

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we were construction manager for the next several steps of the process, including concrete and masonry work. After we won a bid for the rest of the work, we continued the construction process and completed it on schedule in June 2007."

Although the hospital just broke ground for the project's second phase with the new medical office building, construction won't necessarily stop there, Allen says. If demand continues grow, the wellness center was designed to allow for future expansions as well.

"The building has been designed so that we can literally knock out walls in the LifeStyles area or in the emergency room and expand the spaces as needed," she says. "The idea was to take advantage of a tight site and allow for maximum expansion if it becomes necessary in the future. The parking lot actually has more spaces than needed right now because it was designed to accommodate those future additions. We've maxed out the site."

For now, the team is pleased to have provided such a unique and convenient medical facility and recreational wellness center for Stow and the sur-

rounding communities of Boston Heights, Cuyahoga Falls, Tallmadge, Hudson, Peninsula, Macedonia and Northfield, Stover says.

"The public has really appreciated the space and that's rewarding," Stover says. "This has quickly become their medical facility, and that's what we like to see." **P**

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Why Now is a Great Time for a 1031 Exchange

By Steve Rodgers and Jon Ryan

Any successful investor will tell you that the benefits of real estate investing are many: big profits, security and a historical track record of growth. The downsides, however, can be equally challenging. Investors who sell a real estate property face steep taxes that can cut deeply into potential profit, diminishing the appeal of such a transaction.

This is where a 1031 exchange becomes an appealing option. This unique transaction is based on Section 1031 of the Internal Revenue Code, which states "no gain or loss shall be recognized on the exchange of property held for productive use in a trade or business, or for an investment." In a 1031 Exchange, the seller does not receive the proceeds on the sale of an investment property; instead they are held by a third party qualified intermediary who then facilitates the transfer of the proceeds to another investment property as required by §§ 1031.

One of the biggest benefits of the 1031 Exchange is that by deferring the payment of capital gains tax on the sale of an investment property, the investor has much more cash to put toward the next property. 1031 Exchanges are not limited to residential properties; in fact they can be utilized in multi-family developments; home office; tenancy in common; triple net leases; condo-hotels; oil and gas property; raw land and foreclosures.

There are several variations of the 1031 Exchange that can accommodate investors in different situations. A Reverse 1031 Exchange is an arrangement where a new entity is introduced, known as an Exchange Accommodation Titleholder, or EAT. The EAT is a single-member LLC established by the Qualified Intermediary that takes title to a property for the investor until the relinquished property is sold. The investor must take title to the "parked" property from the EAT within 180 days

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in order for the transaction to qualify for 1031 Exchange tax benefits. This is known as the "Safe Harbor" offered by the IRS for real estate investors in this situation. Reverse Exchanges are specifically beneficial to investors who may find a property they would like to acquire before they have sold the current investment property. The Reverse 1031 Exchange allows these investors to potentially save thousands of dollars in capital gains tax.

The laws concerning 1031 Exchanges have been amended several times since the practice became commonplace. Most recently in 2005, investors gained new benefits through the introduction of Revenue Ruling 2005-14, which coupled section 1031 benefits with those of Section 121. This allows investors to exclude up to \$250,000 (500,000 for joint returns) of the gain from the exchange of a property that qualified as their principal residence for at least two years and also acted as an investment property for at least the year prior to close of escrow.

Investors can exchange a former residence, and utilize both tax breaks, allowing them to pocket up to \$250,000

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(\$500,000 for joint returns) through the section 121 tax exclusion and defer any remaining gain over the \$250,000 limit (\$500,000 for joint returns). It also allows investors to move into their exchange property after a period of time, and then sell it as their residence if they owned it for at least five years.

1031 Exchanges also provide another unique benefit to investors through the Tenancy In Common (TIC) concept. This arrangement allows unrelated co-owners to each own an individual fee interest in a property. Tenancy In Common properties differ from the typical 1031 scenario because the properties are generally multi-family developments,

One of the biggest benefits of the 1031 Exchange is that by deferring the payment of capital gains tax on the sale of an investment property, the investor has much more cash to put toward the next property.

retail centers, office buildings, shopping malls and other large commercial buildings with quality tenants already placed. This scenario is a great option for exchangers who are looking to reduce involvement in the management of their properties, or who desire a larger building as an investment but are without the resources to do so as an individual.

No matter which variation of the 1031 Exchange is employed, partnering with an expert is a vital step that will save the investor the frustrations and headaches of going it alone. 1031 Exchanges are detailed and complex procedures with strict deadlines and tight time windows, and a professional can understand where you want to go and help you create that reality. Whether it is through your professional realtor or a qualified intermediary, getting started on 1031 Exchanges is easier than you think, and the huge benefits in tax savings are waiting. **P**

Steve Rodgers is president/CEO of Prudential California Realty (www.prudentialcal.com), one of the top five brokerages in the nation and a member of HomeServices of America Inc., a Berkshire Hathaway affiliate. Jon Ryan is Senior Vice President Sales Western Region at 1031 Exchange Advantage, Inc. (www.1031exchangeadvantage.com), a wholly-owned subsidiary of Vineyard National Bancorp, a \$2.5 billion institution listed on NASDAQ.

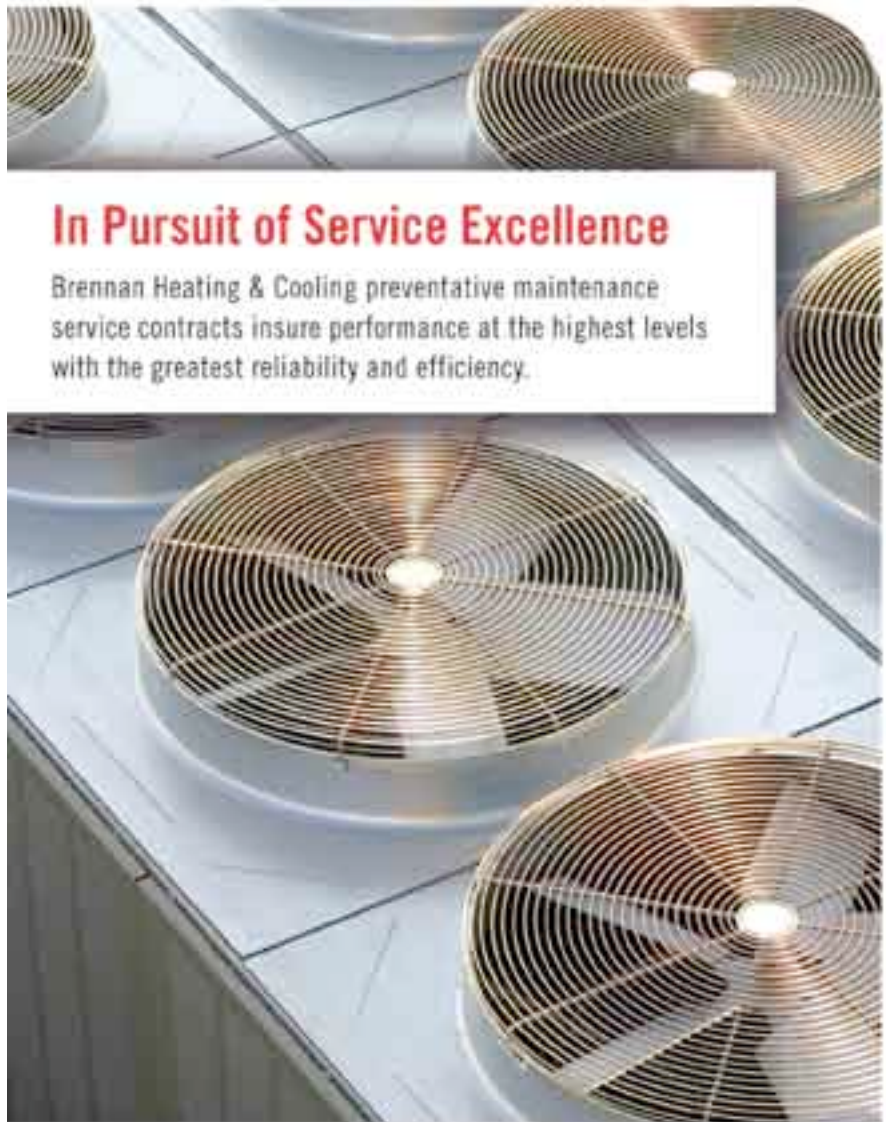


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Fans of Big Savings

Cleveland's Acorn Technology provides innovative solution for temperature control

By Kimberly Dyer

Saving money and saving energy is on everyone's mind. For Acorn Technology, it is on the ceiling, too. The cost to heat and cool our 15,000-square-foot assembly and shipping area with its 20-foot-high ceilings was a major concern. With Cleveland's winter and summer climate extremes, heating and cooling energy costs make up a significant portion of our operating budget.

Comfort heating is literally a "rising" cost, particularly in a large open space like a factory, warehouse, livestock, barn, indoor sports facility, aircraft hangar and just about anyplace else with high ceilings. Heat introduced at floor level quickly rises to the ceiling and stays there until it leaks out through the roof, making the top layer of a 20-foot-high space between 10 to 20 degrees warmer than at floor level where occupants normally are situated.

Ceiling level

"We were used to cranking up the heat until everyone was comfortable at the floor level," says Bob Green, director of operations and strategic planning for Acorn Technology. "You may not be



aware of how hot it is up at ceiling level and how much it's costing you. This was the situation in our shop, and it took replacing light bulbs in overhead fixtures in the middle of the winter to bring the point home. Looking down from a man-basket 20 feet up in the air, we were sweating while everyone down below was wearing sweatshirts and sweaters."

To defeat this "thermal stratification," you must force the heated air back down to floor level – with some kind of a fan. Not like a fan you bought at a home center for your bedroom (as we found out by trying several), but a really big fan – one that will allow you to set your thermostat three to five degrees lower during the heating season and improve worker comfort at the same time. For each degree the thermostat is set back,

TURNING HEADS Local firm Acorn Technology recently began custom-building high volume, low speed fans that cut energy costs, according to company officials.

the facility can realize a savings of 4% to 6% on their fuel bill. And by running it in the summer, you can create airflow to produce the cooling effect of a gentle three- to five miles-per-hour breeze.

Reinventing the propeller

High Volume Low Speed (HVLS) fans are not new. What makes them perfect for saving money is that they move massive amounts of air, and they are low speed because they move slowly and quietly, while using very little amperage. For Humongous Fan, reinventing the ceiling fan might be compared to reinventing the wheel. However, the company found that there was still plenty of room for improvement in the design of existing big fans where the "propeller" measures 16 to 20 feet or more in diameter.

The high-priced big fan the company first looked at had extruded aluminum blades, with the same cross-sectional size and shape from one end to the other.



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While this simplifies manufacturing, it totally ignores the fact that the speed of the blade greatly changes from the hub or center of the propeller (where the speed is fairly slow), to the tip of the blade (where the speed is very fast). This is significant because the speed of the blade directly affects the amount of air it can move.

To improve upon this concept, Acorn designed a blade with a varying size, shape and contour from the hub end to the outer tip. The wider cross-section of this tapered blade near the hub pushes more air directly beneath the fan. The blade is also twisted from one end to the other, like an airplane propeller. This gives each section of the blade the optimum "angle of attack" to push more total air than a blade that has a constant "pitch" from one end to the other.

Once satisfied with the blade design, the team fabricated a wing section and ran it in a wind tunnel built from plans on NASA's website. Acorn knew it had a technically viable design so it built one for full-scale testing (and to use in its shop).

The speed can be infinitely adjusted within a predetermined range to move the right amount of air for the season and ambient conditions – from approximately half speed in the winter to full speed in the summer.

The overall energy efficiency of a ceiling fan is the net difference between how much heating or cooling energy it saves and how much electrical energy it consumes. Because of the improved blade design, these new fans move the same amount of air as the company's more expensive competitors while using only two-thirds as much horsepower.

Each fan (sold online at www.humongousfan.com) can service an area four to six times the diameter of the fan. It would take 20 or more "box" fans like the ones you buy for your home to move the same amount of air, and these 20 fans would use more electric power than one big fan. Typically, it costs between 2.5 and 3.5 cents an hour to operate. **P**

Kimberly Dyer is product manager at Humongous Fan. For more info, call Dyer at 216.663.1244 or email kdyer@acomtechnology.com.

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Real Estate Agents: Are Your Clients Ready for Winter?

Add energy expertise to your credentials with valuable tools and tips

By Mike Beck

Today's challenging housing market makes differentiation among real estate agents more important than ever. Real estate agents who understand and appreciate the importance of energy costs on their clients' pocket-book will be in better position to serve as a valuable counselor.

Given that many areas in Ohio allow for natural gas competition, the first step to help homebuyers weigh the potential impact of energy bills on their monthly budget is to figure out whether the areas they're researching allow them to choose their energy provider. By selecting a supplier that offers plans that meet their family's needs, homebuyers can control the price they pay per therm or decatherm – the first part of every natural gas bill.

Addressing the second part – the amount of therm or decatherm used each month, will also impact monthly natural gas costs.

Growing concern about rising oil costs and desire to employ simple eco-friendly practices has led to a growing number of prospective homebuyers who are inquiring more about a particular property's energy consumption. These savvy consumers realize that the price tag associated with the home goes beyond the standard mortgage, insurance and tax payments, but also takes into account the utility expenses needed to maintain a comfortable lifestyle.

With rising instances of foreclosures and volatile utility rates, there is even greater concern that homeowners are able to pay their mortgage and energy companies without having to sacrifice one over the other.

Investing in an energy efficient home not only reduces long-term operational cost,

but it can also add to the value itself. Just consider that a study conducted by the Chicago Appraisal Institute found that the market value of a home increases by about \$20 for every dollar reduction in annual utility bills, according to the Chicago Appraisal Institute. Given this decade-old study reflected energy prices considerably lower than what they are now, the value multiplier may be easily pegged to \$50 by today's standards.

So how does one identify a home's energy efficiency? For an existing home, a Home Energy Rates Services (HERS) certified technician can be hired to check for various issues such as inadequate insulation or weather-stripping, two of the leading causes of energy waste. For new homes, clients may consider buying an Energy Star home from a reputable builder. Energy Star-qualified homes are at least 30% more energy-efficient than homes built according to the 1993 National Model Energy Code.

If neither of these options is possible, advise your client to conduct a simple inspection of each house they visit. There are simple observations they can make without the need for a professional. Direct Energy, a leading energy and energy services retailer in North

America, created a homebuyer's website that hosts information for realtors to use when helping their clients find an energy efficient property. The site at directenergy.com/homebuyers offers a free home energy audit tool and an energy efficiency checklist that identifies a few simple things a realtor can help a prospective buyer assess.

This easy list helps identify any potential energy hogs by simply notating features of the prospective house to include age, the condition of the furnace, air conditioner and appliances, as well as the type and orientation of windows. An inefficient home can lead to \$20 of wasted money due to leakage for every \$100 spent on heating and cooling.

As homebuyers seek your counsel on neighborhoods, price comps and relocation information, consider educating your clients on the value and environmental importance of natural gas choice and energy efficiency. **P**

Mike Beck is vice president and general manager for Direct Energy, one of North America's leading integrated energy companies providing residents of Ohio residents with a choice when it comes to their natural gas provider.

Tips for Thinking Ahead Toward Winter

August is a good time to start thinking about heating for the winter. There are small improvements a client can make as soon as they move into their new property to help reduce winter heating costs.

- Once a homeowner has selected an energy provider, suggest the client contact the energy supplier and ask for a tune-up on the heating system. Such a checkup, which includes cleaning the filters and conducting safety checks (i.e., checking the carbon dioxide levels), should cost between \$120 and \$150, but it can reduce energy use.
- Remind clients to change furnace filters every 90 days to prevent dust, debris and pet hair from seeping into the furnace.
- Suggest your client installs a programmable thermostat. Typically, lowering the temperature just three degrees Fahrenheit will reduce heating costs by 10% to 15%.
- When placing furniture, advise the client not to block vents in well-used rooms – Keep the supply and return air vents free of objects like blinds, carpets or furniture so the furnace can operate efficiently and there is even heat distribution.
- Recommend installing ceiling fans. In the winter, the blades should operate in a clockwise direction helping to push the warm air from the ceiling down into the room. Ceiling fans are inexpensive to operate and help keep the warm air circulating in the room they are operating in.

Preparing Properties for Winter

Tips for keeping energy costs down at your commercial or residential buildings

By Tony Perry

Even while warm summertime days are still here, smart property owners are already giving thought to the nasty winter weather coming ahead in a few short months. Good planning can help reduce maintenance and utility costs, and protect your building occupants from the cold and hazards of winter.

By taking inventory of all your winter maintenance projects, you can budget and plan for the tasks on your to-do list.

Central heating

- Make sure air vents are not blocked.
- Open vents near the floor and close those near the ceiling for better air circulation during winter months.

- Test your furnace before the weather gets very cold.
- Consider having your heating system checked by a professional.
- Have your humidifier cleaned and checked.
- If your heating system is older than 15 years, consider replacing it with a modern, efficient unit.
- Replace/clean your furnace air filters.

Insulation

- Be sure attic insulation is at least R30.
- Make sure crawl space is insulated.
- Consider insulating basement walls. Besides saving heating dollars, it can reduce common moisture problems.

- If at all possible, make sure walls are insulated to R11.
- Insulate any pipes and heating ducts that run through cold unheated crawl spaces or attics.

Windows & doors

- Replace or repair any broken window locks or latches.
- Caulk around frames.
- Check the condition of the putty around the windowpanes.

Exterior walls

- Check the condition of mortar joints. Repair cracks and crumbling mortar before more extensive damage occurs.



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- Check for rotted wood.
- Check for mud trails, sawdust, and other signs of termite infestation.
- Check for gaps around pipes and wires that go through exterior walls. Caulk so that no air can leak in or out.

Snow protection

- Be sure that ground around the foundation drops a half-inch for every foot as you move away from the building. The drop should be greater if water flows are heavy in that area.
- Make sure all walks and driveways slope away from foundation.
- Keep gutters clean at all times. During the fall it is better to clean them several times rather than waiting until the end of the leaf season.
- If there are any signs of a leak or damaged shingles or flashing, have the roof checked. Generally, if the roof is leaking and is more than 15 years old (with regular shingles), it may be more cost effective to have a new roof put on.
- Make sure all culverts and exterior drains are free of debris.

Safety

- Make sure all smoke detectors are working with fresh batteries.
- Install a carbon monoxide alarm near the furnace or fireplaces used.
- Check all handrails inside and out to make sure they are strong enough to prevent a fall and extend far enough to provide ample support.

Yard & garden:

- Prune shrubs and trees.
- Make arrangements for winter snow removal.
- Make sure that any necessary snow and ice removal tools and supplies are on hand. **P**

Tony Perry is president of APS Commercial Property Inspections Service, a commercial inspection contractor serving Cleveland, Lakewood and Northeast Ohio. For more info, visit www.apscommercialinspections.com or call 216.544.9322.

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Are You Forgetting the Roof?

By Rick Craig, RRC

Preparing a roof for the rigors of winter should be a routine practice. Roofs are major assets to any building, representing 8% of assets overall. While small problems can be inexpensively repaired in the fall, left unattended, winter will take its toll, leading to leaks and major expense. Diligent maintenance is also an environmentally sound practice: Roof replacement waste is avoided, energy consumption is reduced with dry insulation, and dry materials do not support mold/organic growth.

Industry experts suggest a budget range of \$0.12 to \$0.15 per square foot per year for professional inspection and contractor maintenance. Replacement costs in the \$8 to \$15+ per square foot range make a good case for a diligent maintenance in the fall. Manufacturer's require "due diligence" inspections as a component of warranty compliance.

Fall maintenance is especially critical because roofs endure summer traffic and extreme heat loading, then must withstand both winter winds and snow and ice build-up.

Leaks do not always drip into the building; water can collect in the deck or soak into the insulation, and ice may go unnoticed. Recognize that roofs are an



assembly of many components, such as insulation, wood, metal, adhesives, sealants and any of a wide variety of roof and flashing membranes. These components have different rates of thermal expansion and contraction, and different modes of deterioration. For example, water infiltration will cause wet insulation, rusting of metal decking, and rotting of adjacent wood. Water infiltration accelerates deterioration, and escalates repair and lifecycle costs.

For the basic preventive-maintenance program to succeed, management must be committed and must provide appropriate funding, and then start early in fall to progress through the following stages.

Thorough visual inspection

Components to be inspected include flashings, roof membrane, roof mounted equipment and adjacent surfaces such as

PREPARATION PAYS OFF While small roof problems can be inexpensively repaired in the fall, left unattended, winter will take its toll, leading to leaks and major expense.

exterior walls and windows. Use an inspection form appropriate for the type of roof. Mark deficient conditions on the roof, locate on a roof sketch, and photograph. Then determine which will be handled in house, whether any are warranty repairs, and which repairs or upgrades will require a professional contractor. Infrared moisture detection testing of insulated roofs is recommended so that wet insulation can be located and removed.

Historical file/documentation

Documentation of inspections and repairs is essential. Keep a copy of original construction data. Document completed repairs and record dates and costs. Keep receipts. Keep a copy of the manufacturer's warranty and of any contractor repair warranties.

Housekeeping

Tasks that can often be done in-house, include cleaning away debris, cutting back overhanging branches, and clearing drains and gutters.



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Preventive maintenance

Industry experts recommend that a professional roofing contractor or trained and experienced technician provide repairs beyond routine work, such as patching holes, re-securing loose fascia, re-working loose flashings, cutting and patching blisters, patching openings in seams, patching openings in joints, and many more. If there is a warranty, an approved contractor may be required.

Preparing a roof for winter is a valuable investment. Routine inspections and effective maintenance significantly reduce life-cycle costs. They are environmentally considerate, prevent premature failure, and protect warranties. Proactive prevention of leaks improves the comfort of occupants and reduces disruptions to production. **P**

Rick Craig is a registered roof consultant with RoofTEC, Inc. For more information, visit www.rooftecinc.com.



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CONTRACTING METHOD: To Be Determined

UPDATE: Owner seeking rezoning approval of two parcels; announcing C.M.; project is preliminary; bid schedule to be determined.

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PN-T0722047

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ESTIMATED AMOUNT: \$13,400,000

CONTRACTING METHOD: Public Bids

UPDATE: Professional Design/Conversion Services have been received; award to be announced.

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east of the Recreation Center; the building will contain workforce development training areas as well as classroom, computer lab, office and seminar spaces, also included will be public/student space such as study and social areas in addition to cafe and lounge areas.

PN-T0722048

UNIFIED TECHNOLOGIES CENTER

Room 229

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$300,000

CONTRACTING METHOD: Public Bids

UPDATE: Design/Conversion Services have been received; award to be announced.

OWNER: Cuyahoga Community College
700 Carnegie Avenue
Cleveland, OH 44115
www.tri-c.edu
(216) 987-4781 FAX (216) 987-4758
Mark Green, District Director of Design & Planning, (216) 987-3476

DETAILS: Renovate 3,500 SF of multi-purpose space in Room 229 in the Unified Technologies Center (UTC) Building; the room is used for a variety of functions including police training, job fairs, social functions and video conferencing, cabinet meetings with multiple external contacts, acoustics, lighting, aesthetics, and technology are important for the video conferencing usage, and are the driving factors in this renovation. The project will include the upgrade of the ceiling, lighting, audio visual system, wall and floor finishes and new furnishings.

PN-T0404071

CAMPUS IMPROVEMENTS

University Heights, OH (Cuyahoga Co.)

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

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UPDATE: Project is still in the early design stages; bid schedule to be determined.

OWNER: John Carroll University
20700 North Park
University Heights, OH 44118
www.jcu.edu/
(216) 397-1886

PRELIMINARY ARCHITECT: Sasaki Associates, Inc.
64 Pleasant St.
Watertown, MA 02472
(617) 926-3300 FAX (617) 924-2748

DETAILS: Project is to consist of but not limited to two underground parking structures, one on Warrensville Center Road and one near the stadium; both topped with turf athletic fields; a residential-and-retail development with parking deck for both sides of Fairmount Circle Shopping Center; twin residence halls for upperclassmen; renovate traditional dormitories into more spacious apartment-style suites; sitework; thermal and moisture protection; foundation; concrete; wood and plastics; metals; finishes; specialties; HVAC; flooring; plumbing; electrical; mechanical; specific details to be announced.

PN-T0804043

COUNTY CLUB IMPROVEMENTS

Medina, OH (Medina Co.) 5588 Wedgewood Road
CONTRACTING METHOD: To Be Announced

STATUS: No formal plans have been submitted; project is preliminary.

OWNER: Granite Golf Properties
5588 Wedgewood Road
Medina, OH 44256
www.granitegolfproperties.com
(330) 725-3231 FAX (330) 721-1401

DETAILS: Renovations to the Medina Country Club are to be completed in phases; improvements are to include the 27-hole golf course, a conference center, new swimming pool complex, pedestrian tunnel under SR 162 and a new corporate headquarters; sitework; thermal and moisture



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protection; foundation; windows and doors; wood and plastics; finishes; specialties; flooring; carpeting; electrical; plumbing; mechanical; HVAC; specific details to be determined.

PN-T0801028

BEALL-MCDOWELL HALLS IMPROVEMENTS

Kent, OH (Portage Co.)

CONTRACTING METHOD: Public Bids

STATUS: Architectural/Engineering Services RFQs due Friday, August 15, 2008 at 4:30 PM (To Owner)

OWNER: KSU - Architect's Office
 334 Lowry Hall
 Kent, OH 44242

www.kent.edu/universityarchitect
 univarchitect@kent.edu
 (330) 672-3880 FAX (330) 672-2648
 Michael Bruder, mbruder@kent.edu

DETAILS: KSU-09L003

Built in 1966, Beall Hall and McDowell Hall are part of the eight story "Twin Towers" residence hall complex that houses approximately 500 students. Due to aging infrastructure, the scope of this project is to rehabilitate the bathrooms' plumbing systems and fixtures. Architectural finishes, electrical and HVAC work in these areas are anticipated as well. Bidding and Construction will be scheduled in two separate packages with work being com-

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PN-T0222081

FASHION MALL

Twinsburg Township, OH (Summit Co.) Hadden Road

CONTRACTING METHOD: To Be Determined

UPDATE: Announcing developer and SF.

OWNER: City of Twinsburg
10075 Ravenna Road
Twinsburg, OH 44087
www.mytwinsburg.com
(330) 425-7161

DEVELOPER: BG & Sons LLC
29001 Cedar Road
Lyndhurst, OH 44124
(440) 461-9010

CONSULTANT: McKenna Associates - Northville
235 E. Main Street
Northville, MI 48167

(248) 596-0920 FAX (248) 596-0930

DETAILS: 800,000 SF, two-story mall; mix of several retail tenants, similar to Legacy Village in Lyndhurst or Crocker Park in Westlake; sitework; concrete; steel; paving; utilities; plumbing; electrical; HVAC; glass & glazing; flooring; lighting; finishes; landscaping; signage; specific details to be determined.

PN-T0801039

NEW ELEMENTARY SCHOOL

Massillon, OH (Stark Co.)

ESTIMATED AMOUNT: \$27,000,000

CONTRACTING METHOD: Public Bids

STATUS: Planning is preliminary; owner has received OSFC funding; bid schedule to be determined.

OWNER: Tuslaw Local School District
1723 Manchester Avenue NW
Massillon, OH 44647
www.stark.k12.oh.us/community/scar/tuslaw_local/tus.html
(330) 837-3511

ARCHITECT: MKC Associates - New Philadelphia
104 Fair Avenue NE
PO Box 1002
New Philadelphia, OH 44663
www.mkcinc.com
info@mkcinc.com
(330) 364-8871 FAX (330) 343-3075

DETAILS: SF to be announced; sitework; concrete; masonry; mechanical; electrical; plumbing; HVAC; lighting; flooring; roofing; wood & plastics; doors & windows; drywall; bathroom accessories; painting; landscaping.

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