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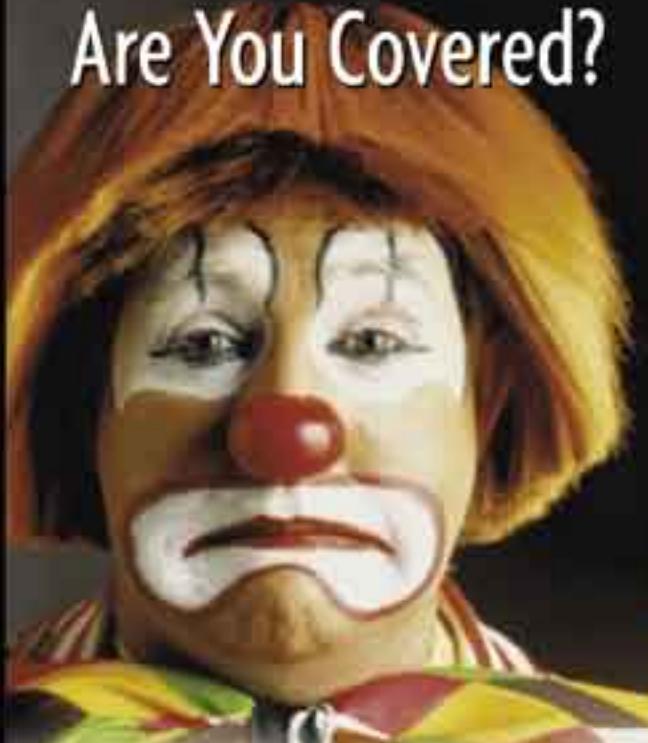
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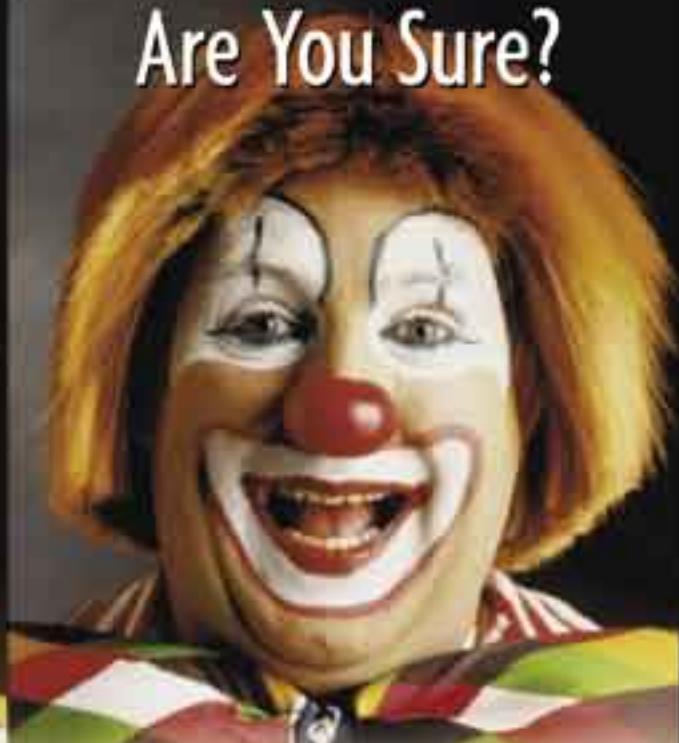


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NOTES FROM THE EDITOR

February 2006

Changing the Landscape



KEN KRYCH

February has historically always been our annual Landscaping and Outdoor Lighting issue, which is befitting with flowers for Valentine's Day and the Home and Garden Show falling into the month. Our thanks go out to the writers who submitted articles for this special section.

This month, we are also glad to provide a comprehensive look at a great project that seamlessly combined basically three buildings from different eras into one beautiful new one: Baldwin-Wallace University's Lou Higgins Recreation Center, which was recently completed by Turner Construction.

In addition, our applause to Bob Fortney and his team at Fortney & Weygandt, Inc. on reaching \$1 billion in construction this month. To commemorate this milestone, we offer an in-depth

look at the North Olmsted-based company. I have known Bob for over 30 years and he and his company should rightfully be very proud of this major accomplishment. His is an amazing story of dedication, discipline, desire and a unique philosophy that everyone who aspires to be successful should consider.

Speaking of this issue, I invite you to visit www.propertiesmag.com. The landscape of our website has changed as we now provide the complete issue each month as a downloadable PDF. I invite you to check out this new feature, which allows you access to the entire publication, including all editorial and advertising content. We have also kept our archives on the site, which covers all the major features from 2000 forward.

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Engineering Society conference, which is held on March 7. This year, CES has moved the event from the I-X Center to LaCentre in Westlake. There is still time to get involved in this year's conference, which carries a theme of "Engineering a Vision of Greater Cleveland." (See our Billboard section for more details.)

Next month we will be bringing you our annual Masters Of Design/Build supplement so I urge you to contact us to get involved as soon as possible. We will showcase the very best in design building in our area and beyond.

Looking even further ahead, Properties celebrates its 60th anniversary this year and we are planning a fun and most interesting upcoming issue covering key events and milestones since 1946.

With this our landscaping issue, I like to think spring can't be far off – so keep warm and know it won't be long now.

Sincerely,

Kenneth C. Krych
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The event was highlighted by a host of activities, which included casino gambling for prizes and gift baskets, two psychic readers, clowns, magicians, costume contests, dancing, great food and drink for everyone. Let's hope we can all tune in next year... what fun! **P**

1 The Weston Group's **Fred "Flintstone" Capretta** and his wife "Wilma" enjoy themselves like its Bedrock.

2 **Carolyn** and **Tom French**, co-presidents/owners of Servpro of the Heights Limited are really Morticia and Gomez Addams for a night.

3 Properties Owner/Publisher **Ken Krych** (Father Guido Sarducci) with **Keri-Ann Kalavity**, of Gillmore Security, and **Julie Babbin**, of Medtronics (Donna and Kelly from *Beverly Hills 90210*).



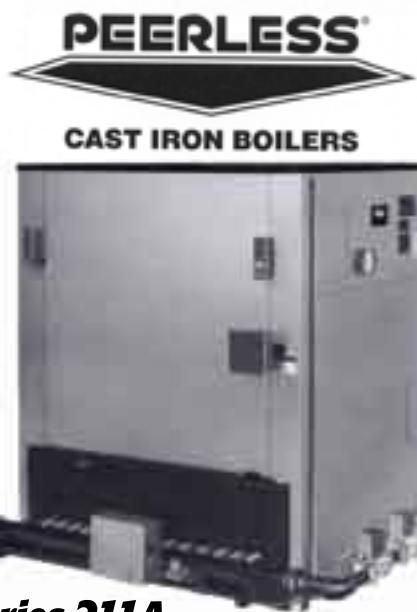
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Shifting Gears

Ganley Auto Group expands, renovates auto dealerships with new design standards

By Ken Krych

The way car dealerships are being designed and built is changing, says Tom Ganley, president/CEO of Ganley Automotive Group, which owns and operates 25 local dealerships. The changes can be seen in an ambitious, \$19 million expansion program currently underway in Northeast Ohio, which includes new building or renovation work at five Ganley dealerships.

"The auto manufacturers are going with more of a proto-type design to provide consumers with a more retail oriented experience when buying or leasing cars," says Jonathon Berns, of Opportunity Real Estate Group (ORG), who is acting as project manager.

To form a brand and consistent corporate image, the auto manufacturers are standardizing the design so each dealership is recognizable, he explains, and a push toward increasing customer service has led to some new design approaches.

For example, Ganley's new Scion dealership on East Market Street in Akron includes a two-story store and a



DRIVEN FORWARD Tom Ganley began his first auto dealership in 1968 selling American Motors Ramblers with nine employees. He now owns and operates 25 dealerships and employs over 2,000.

children's play area situated next to a waiting room, as well as a WiFi-equipped customer business center where guests can work on their laptops if desired.

In addition to work on the Scion dealership, Ganley is building or updating facilities at four of its other locations. These include a new, 34,000-square-

foot Volkswagen dealership on Lorain Road in North Olmsted, a new 30,000-square-foot Volkswagen dealership on Broadway Avenue in Bedford and a new 8,000-square-foot Subaru dealership in Bedford, all being built by Darden Construction. An existing BMW dealership in Middleburg Heights is being expanded and remodeled by Neshkin Construction. The projects, designed by Herschman Architects, all started in October and are slated to be finished and open in July.

"Everyone has played well together and Herschman Architects has done a great job," Ganley says.

Ganley began his first dealership in 1968 selling American Motors Ramblers with nine employees, seven of whom still remain today. He now employs over 2,000 and plans are in the works for more dealerships in the future.

"Dealerships are good for cities as they attract high paying, stable jobs such as mechanics," Ganley says. □

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Developing Detroit Shoreway

Construction of \$12 million affordable housing development begins

In late January, the Detroit Shoreway Community Development Organization (DSCDO) held a groundbreaking ceremony for the Gordon Square Homes project, its newest effort in the revitalization of Detroit Avenue and the preservation of affordable housing. The project includes the rehabilitation of four existing buildings and the creation and preservation of 85 rental-housing units designated for low-income tenants. In addition, 6,000 square feet of commercial space will be rehabilitated. The project is located in the heart of Detroit Shoreway's emerging arts and entertainment district.

The four buildings located along Detroit Avenue are the Gordon Square Apartments at 6518 Detroit Ave., the P.J. Shier Building at 6515 Detroit Ave., the Conrad-Balsch-Kroehle Building at 6710 Detroit Ave. and the Muriel Apartment Building at 7001 Detroit Ave. The Gordon Square Apartments

will be receiving a moderate rehabilitation with new windows, updated kitchens and bathrooms as well as a new 1,800-square-foot resident community room and learning center.

The other three buildings, which have stood vacant and boarded for several years, will receive significant improvements. All buildings are designated as historic properties and renovations will follow the Secretary of Interior historic renovation guidelines.

Gordon Square Homes is part of a flurry of development in the Detroit Shoreway neighborhood. This current project follows DSCDO's recently completed West Side Homes, a similar project providing 52 affordable housing units in Ohio City and Detroit Shoreway, 18 of which are adjacent to the Gordon Square Homes project.

Detroit Avenue streetscape improvements are planned to be completed for summer 2007.

Additionally, there is a growing effort to revitalize two neighborhood theaters – Cleveland Public Theater and the Capitol Theater – and create a new facility for Near West Theater, as part of a \$20 million arts and entertainment district.

"Approximately \$750 million of neighborhood development is either under construction or soon to begin," Ward 17 Councilman Matthew Zone says. "Detroit Shoreway Community Development Organization is one of several non-profit organizations and private companies making strong efforts to improve this part of Cleveland."

"There is a very strong demand for market-rate housing in the Detroit Shoreway neighborhood," adds Jeff Ramsey, DSCDO's executive director. "The Gordon Square Homes project helps to support DSCDO's efforts to provide quality affordable housing and preserve the character of our community."

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as a diverse, mixed-income neighborhood."

The \$12 million Gordon Square Homes project is financed through a variety of sources, making it the largest and most complicated undertaking in DSCDO's 33-year history.

Low Income Housing Tax Credits and Historic Tax Credits are the largest financing source. Enterprise Community Investment will be providing \$7,345,000 of tax credit equity. The U.S. Department of Housing and Urban Development, through the Cuyahoga Metropolitan Housing Authority, will be providing \$2,470,000 of Capital Grant funding.

Additionally, the City of Cleveland is providing a \$1 million Housing Trust Fund loan and a \$4 million construction Float Loan. Charter One Bank has provided \$1.7 million in acquisition financing as well as \$4 million in construction financing and security for the City of Cleveland Float Loan.

"Charter One is committed to helping redevelop neighborhoods, and the Gordon Square affordable housing development will play an important role in the redevelopment of the Detroit Shoreway neighborhood," says Ned Handy, president/CEO of Charter One Bank.

Predevelopment activities have taken about two years, and construction is expected to last about nine months. Marous Brothers Construction, Inc., of Willoughby, is providing design and construction services. DSCDO is planning to have all buildings occupied by December 31, 2006.

Monthly rents for the project's one-bedroom units will be \$400 and two-bedroom units will be \$450.

"Inner-city housing development does not follow the path of least resistance, which is why it is so important for community development corporations, like DSCDO, to take on such complicated projects," DSCDO Project Manager Michael Bier says.

"Developments like Gordon Square Homes are only possible because there is a dedicated group of funders, real estate professionals and builders that are willing to make the extra effort to make housing projects like this work," Bier adds. "We appreciate the hard work and dedication of our development team and project partners." **P**

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December Construction Slips One Percent

New construction starts retreated 1% in December to a seasonally adjusted annual rate of \$664.6 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Residential building continued to settle back from the record pace achieved earlier in the year, offsetting modest December gains for nonresidential building and non-building construction (public works and

electric utilities). For 2005 as a whole, total construction advanced 10% to \$651.4 billion. This was close to the 11% increase reported for 2004, and well above the 2% to 5% annual growth during the 2001-2003 period.

The December statistics produced a reading of 200 for the Dodge Index (1996=100), down from a revised 201 for November. For all of 2005, the Dodge Index averaged 196. The pattern

for total construction over the course of 2005 showed a sluggish first quarter, followed by strengthening activity in the second and third quarters, and then a mild loss of momentum in the fourth quarter.

"Higher materials prices appeared to dampen the nonresidential sector at the outset of 2005, as developers deferred and redesigned projects to deal with rising costs," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "At the same time, market fundamentals such as occupancies and rents improved, and this helped nonresidential building to regain an upward trend as the year progressed. The 2005 construction market also featured a robust performance by single-family housing, which established a new annual high. By year's end, though, homebuilding began to ease back, and the extent to which this cooling off continues will be a major factor shaping the 2006 construction market."



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Nonresidential building

Nonresidential building in December increased 2% to an annual rate of \$180.7 billion.

Healthcare facilities jumped 27%, boosted by the start of three large hospital projects located in New Jersey (\$150 million), Michigan (\$148 million), and California (\$138 million). Hotel construction also had a strong month, rising 23%, with the push coming from groundbreaking for a \$131 million hotel in Saint Charles, Missouri, a \$95 million convention-center hotel in Illinois, and a \$92 million hotel tower in Las Vegas. Warehouses and offices advanced in December, with respective gains of 21% and 15%, while manufacturing plant construction rebounded 56% from a very weak November. On the negative side, December showed weaker activity for school construction, down 3%; amusement-related projects, down 14%; public buildings (courthouses and detention facilities), down 17%; churches, down 23%; and transportation terminals, down 50%.

December's decline in the amusement category was cushioned by a \$315 million sports complex project in New Jersey.

For 2005 as a whole, nonresidential building increased 5% to \$171.9 billion, with much of the growth coming from the institutional structure types. School construction climbed 8%, once again showing expansion after a loss of momentum during the previous three years.

"There's still a substantial need for more classroom space, both new and renovated, and school construction is not being dampened by tight fiscal conditions to the same extent as what occurred a few years ago," Murray says.

Healthcare facilities construction in 2005 jumped 18%, achieving a record volume for this structure type. During 2005, there were 42 hospital projects valued at \$75 million or greater that reached groundbreaking, versus 22 such projects in 2004. The public building category in 2005 improved 9% after a weak 2004, while transportation terminals increased 12%. Major airline terminal projects that started in 2005 were located in Indianapolis (\$270 mil-

December Construction Contracts for Cleveland Area

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

	2005	2004	Percent Change
Nonresidential	\$74,080,000	\$92,673,000	-20
Residential	\$99,961,000	\$96,724,000	3
Total Building	\$174,041,000	\$189,397,000	-8

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

	2005	2004	Percent Change
Nonresidential	\$1,294,629,000	\$1,027,253,000	26
Residential	\$1,501,170,000	\$1,553,816,000	-3
Total Building	\$2,795,799,000	\$2,581,069,000	8

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

lion), New York (\$200 million), and San Jose (\$125 million).

The commercial categories in 2005 were mixed. Store construction advanced 4%, the third yearly gain in a row, as this structure type continues to be supported by the expansion efforts of major retailers.

Hotel construction jumped 22%, helped by rising occupancies and room rates.

On the negative side, the deferral of projects due to higher costs had a noticeable impact on warehouses, down 4%; and offices, down 11%.

While the office market in 2005 showed improving fundamentals, as vacancy rates receded, there were also

a fewer number of very large projects that reached the construction start stage.

For office projects valued at \$75 million or greater, there were 9 such projects reaching groundbreaking in 2005, versus 19 in 2004. The manufacturing building category in 2005 grew 5% in dollar volume, helped by the start of three very large semiconductor plants.

Residential building

Residential building in December fell 2% to annual rate of \$378.5 billion, as single-family housing dropped 3% while multifamily housing increased 4%. After reaching a peak in September, residential building has fallen for three months in a row.

The annual total for residential building in 2005 came to \$378.4 billion, up 14%. Single-family housing grew 12%, and achieved a new high in dollar terms (\$315.5 billion) and the number of starts (1.630 million units). The low cost of financing continued to support demand for single-family homes, with long-term rates moving upward only slightly despite the steady increase reported for short-term rates.

"While still robust, the single family market began to show some vulnerability towards the end of 2005," Murray

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says. "This includes a growing inventory of unsold homes in some markets, and it's generally expected that 2006 will see a slower pace for construction."

Multifamily housing for 2005 soared 26% in dollar terms, while the number of dwelling units rose a more moderate 5%. The huge dollar increase reflected the surge in condominium development, including the start of such luxury high-rises as the \$641 million condominium/apartment portion of the Trump Tower project in Chicago. Construction of multifamily housing was especially strong in the nation's top five markets ranked by dollar volume – New York, up 12%; Miami, up 54%; Chicago, up 72%; Washington DC, up 22%; and Los Angeles, up 21%. On a regional basis, residential building in 2005 performed as follows – the South Atlantic, up 20%; the South Central, up 16%; the West, up 15%; the Northeast, up 7%; and the Midwest, up 4%.

The annual statistics for total construction in 2005 revealed growth in all five of the nation's major regions. Leading the way was the South Atlantic, up 13%; followed by the West, up 12%; the Northeast and South Central, each up 11%; and the Midwest, up 4%. **P**

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to the government including state and federal senators and representatives. It is used to provide information regarding our industry to the media. It is also used by economists and business analysts. You can use the information to compare statistics from your operation with industry averages. Anyone that owns or manages a commercial office building can and should participate in this industry comprehensive tool. Your participation ensures that the data accurately reflect our industry.

An advance copy of the EER Survey booklet with detailed instructions has

been mailed to BOMA Members and previous participants. You will have the option of returning the questionnaire by mail or fax, or completing the form online. A copy of the downloadable form is also available on the BOMA International Website (www.boma.org). The deadline to submit the data will be March 20, 2006 so that the publication deadline of late June can be met. Please be assured that individual building data

will be kept in strictest confidence and only summary statistics will be made public.

In the last two years, participation levels have reached record levels. The EER 2005 represented detailed data for 5,003 buildings, 131 cities and close to a billion square feet of office space, making it the most reliable source of information in the market place. We look forward to an even higher participation rate for EER 2006 and another successful year.

Participants receive an individual report that compares your income and expenses, by property to the overall market. They also receive a substantial discount when purchasing the Experience Exchange Report. As we approach the launch of the 2006 Experience Exchange Report (EER), we invite all commercial building owners to participate in the survey.



Janice L. Parham
 Executive Vice President

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



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Turner is proud to be the Construction Manager
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Photo courtesy Baldwin-Wallace College

Building Strength

Baldwin-Wallace bulks up recreational resources with facilities renovation, addition

By Lou Kren

“Our academic programs are changing and students' interests in wellness and fitness have changed over time. We had a 150,000-square-foot facility, but were falling all over each other."

That's how George T. Richard, assistant vice president-director of college relations for Baldwin-Wallace College, describes factors leading to a renovation and addition to the college's physical education and recreational facilities. The college boasts an enrollment of 4,600, and physical-education facilities, last renovated in the mid-1980s, needed a boost. Completed this past October, the project includes renovation of about 34,000 square feet of the existing facility

and a 19,500-square-foot addition. Most notable to passersby on Bagley Road in Berea is the new soaring curtainwall that frames the west and north sides of the building, letting natural light flow into the complex while breaking up what had been a massive red-brick exterior.

Part of the college master plan, the project became reality following a multi-million-dollar estate gift from longtime Baldwin-Wallace benefactor Lohreta "Lou" Higgins, who passed away in 2001.



COMING AROUND On the lobby floor, inlaid ceramic tile forms the Baldwin-Wallace seal. Slated to be terrazzo, such material would not yield the college brown and yellow colors. After a diligent search, the correct-color tile was found and placed in pieces like a jigsaw puzzle.

Photo by Mort Tucker Photography

Health and Physical Education. Faculty and coaches have 17 new office spaces with 18 more renovated. Also renovated: the old lobby, athletic archive area and Tressel Lounge — a second-floor gathering space. Renovation work, in addition to making the entire facility ADA-compliant,

College officials worked closely with architect Howard Blaisdell and his team at Moody•Nolan Inc., of Columbus, to make sure the project met school, neighborhood and city needs. In August 2004 site work began, with Turner Construction Co., of Cleveland, as construction manager.

Properties recently toured the Lou Higgins Center with Richard and Turner's Luis Gaitan, project engineer, and discussed the addition and renovation project at length with Blaisdell.

New fitness space, new look

The \$6.4 million construction project netted a new cardio-exercise room and doubled the size of the existing weight room, both of which are now filled with the latest fitness equipment. New, too, are convenience lockers for students. The project also results in a new training suite for the Athletic Training academic program, expands the college Exercise Physiology Laboratory, adds two classrooms and serves as home to the Baldwin-Wallace Division of

ant, brought improved acoustics and an expanded entryway on the west side of the building as well as new systems for safety and utilities, and new floor and wall finishes.

As for design, Moody•Nolan, Inc. worked extensively with Baldwin-Wallace in sizing additions to meet current and future programmatic needs on three sides of the building while agreeing on an aesthetic to update the building within the spirit of the master plan.

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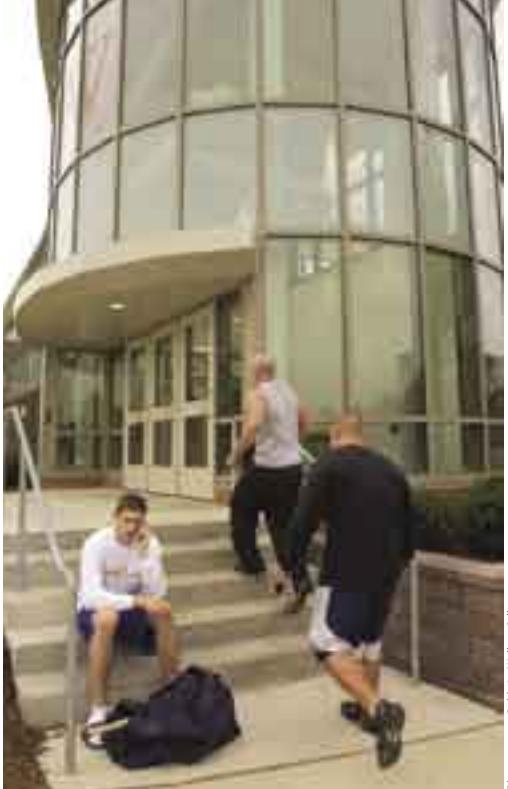
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CLEAR DIFFERENCE The new glass curtainwall entrance contrasts with a much smaller, lower ceiling entryway that was originally planned.

"The additions break up the mass of the existing building to a more pedestrian scale," Blaisdell says of the exterior architectural details. "The existing building was a large inward-looking brick structure with hidden entrances. The new entrances take that inward focus and open it, creating a glowing beacon for visitors. New bronze glass blends with the existing building and surrounding structures while clear glass differentiates and accents the main entrances. In addition, metal panel on the fitness addition complements the existing metal fascia and offers an updated look."

Curtainwall frames project

"With students, the concept is 'see and be seen,' part of the social aspect of going to college," Richard says.



Baldwin-Wallace officials and the Moody•Nolan design team took that idea to heart in formulating the new atrium-type entrances and façade. The steel-frame, glass and metal-panel arrangement, erected by E.R. Flynn Co.,

soars at the west recreation entrance where the old west wall was demolished, and the same elements carry to the north gym entrance, and then to the northeast corner of the building.

Much thought went into designing the curtainwall entrances, according to Richard.

"We have different audiences for this building: students using the fitness facilities, students attending classes and people coming from off-campus to attend gymnasium events such as basketball games," he says. "Before, people did not know where to go, where to find the right entrance. The way we define the entries became very important. That has been addressed. The entrances are well-lit and open--dramatic enough to get your attention and the signage is prominent and utile, but not overstated."

Courtesy of the glass curtainwall, the west entrance to the classrooms and fitness areas brings the outside in and the inside out. Natural daylight floods the entrance and at night, interior light makes the entrance come alive. In addi-

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Photo by Mort Tucker Photography

WHITE LIGHT During the day, the curtainwall of the building's entry lobby allows natural light to flood the space, while at night makes the building come alive.

tion, three Baldwin-Wallace logos adorn the curtainwall glass.

A home for sports medicine

On the first floor, the spacious exercise-equipment and fitness area looks out past the entrance control desk to the landscaped parking lot and Bagley Road. Large windows along the south and west sides of this area bring natural light to the interior and provide views to the student union building to the south. This section also contains recreation offices, storage areas and a multipurpose room. Across the entrance lobby to the north, restrooms and locker areas have been expanded. Of particular note on the lobby floor, inlaid ceramic tile forms the Baldwin-Wallace seal. Slated to be terrazzo, such material would not yield the college brown and yellow colors. After a diligent search, the correct-color tile was found and placed in pieces like a jigsaw puzzle.

First-floor space off of the fitness area is the new home for the college Sports Medicine program, including a doctor's office, treatment areas and therapy pool.

"We have 21 varsity sports, as well as a lot of students that require trainer services," Richard says. "Our Sports Medicine program was spread out across campus, so now we can consolidate that into a unified place, and it can provide training and support for students. Varsity



Photo by Mort Tucker Photography

CAMPUS COMFORT The newly renovated Tressel Lounge offers an oasis where students can relax or study on the second floor.

athletes can practice in the modular athletic area (just east of the program offices), the students can work out in the fitness area (just west), and the physical-training people are right there to help both. In the event of an accident or injury, they can provide instant assistance."

The multipurpose athletic area, a huge space housing the Harrison Dillard indoor track, basketball courts and facilities for various varsity sports, basically was untouched during this project save for one vital improvement: storage rooms for athletic equipment along the back south wall. With space always at a premium, equipment often cluttered the track area, not only unsightly but dangerous to practicing athletes. Not anymore.

First-floor work also included renovations to the faculty office suite to the north, updated restrooms and a new athletic office suite to the northeast. The

new athletic suite shows the marriage of old and new, as steel framing supporting the suite mates with the cleaned old exterior brick to form the interior suite hallway. Tinted glass allows morning sun to bathe the corridor — open to the metal-deck roof — in light. Old and new meet again at the north entrance, framed by a curtainwall. Here, the old

exterior brick comes inside, meshing with new matched brick in the entrance lobby.

Learning communities created

A climb up the center stairway, leading from an open first-floor area east of the west fitness-area entrance, reveals another large expanse, with furniture



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HEALTHY AT HEART The new cardio-exercise room offers the latest in state-of-the-art exercise equipment and is in constant use by students and faculty alike.

Photo by Mort Tucker Photography

and computer stations. The space, open to the first-floor west lobby, invites students to congregate, another goal of this project.

"The concept of 'learning communities' is big with students," explains Richard. "These communities allow students to study in small groups, and we are trying to create areas across the campus where they can gather informally."

That they did in the second-floor renovated Tressel Lounge as well as the first- and second-floor open areas.

"The central control desk had been located at the bottom of the steps on

the first floor, but that's been removed," Richard says. "Now that space is almost a living room for the building."

In fact, recently when crews brought sample furniture in, it no sooner was placed than students began gathering in groups to test it out.

"The students were doing exactly what we hoped they would do," Richard says.

Second-floor work included new classrooms, offices and a refurbished dance hall with added storage and a new sound system, leading to the Tressel Lounge, where crews raised the ceiling height. The college plans to decorate

the lounge with collages depicting the career of legendary coach Lee Tressel.

Bringing it all together

Though the project formally stated a renovation of 14,000 square feet, in truth that figure nears 35,000 square feet, according to Blaisdell of Moody•Nolan. Besides the major rehab, crews installed carpet, wallcoverings and new furniture — effectively sprucing up the entire facility.

What visitors won't see are extensive system improvements.

"We were most concerned with energy efficiency and put in special heat recovery and exhaust systems," says Mike Haemmerle of Korda, Nemeth Engineering, Inc., of Columbus, the firm responsible for mechanical, electrical and structural engineering. "We also



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Photo courtesy Baldwin-Wallace College

A FINE FIT The newly renovated recreation center is also a student gathering spot.

looked closely at acoustical concerns and tried our best to integrate that and the mechanical systems into the architectural design."

New chillers are sized for future loads, and centrally controlled HVAC units on the new second-floor mechanical room add air conditioning in new and existing spaces. Also new: fire-protection and life-safety systems tied to the Berea Fire Department and new egress patterns for emergencies. A new generator can handle all current emergency loads at a 50% level, enabling future expansion there as well. And recovery units to the north bring added HVAC efficiency.

As a fully functioning college, Baldwin-Wallace couldn't shut its doors for the duration of the project. In fact, it was business as usual at the athletic complex. But keeping the doors open throughout the 15-month construction schedule was no easy feat. It demanded cooperation between project principals, subcontractors, the City of Berea and residential neighbors.

"Our director of buildings and grounds, Bill Kerbusch, understands the construction process and how it fits in with all the other things happening on campus," Richard says. "He lives in the neighborhood and is sensitive to the needs of the neighbors and the Baldwin-Wallace community."

As an example of that sensitivity, Baldwin-Wallace President Mark H. Collier sat down with some neighbors to address specific worries. In responding

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to neighborhood concerns, Baldwin-Wallace adjusted site lighting, made drainage improvements and added landscaping.

"The Baldwin-Wallace Image Committee was very involved with Moody•Nolan throughout the design process, and all of us were tenacious about decisions to make sure that the project would stay on schedule," continues Richard. "And Kerbusch can't say enough about the work Turner did onsite and how sensitive contractors were to neighbors and the Baldwin-Wallace community."

Constraints of the academic calendar necessitated a phase approach to construction.

"The faculty needs access to classrooms and its offices," Richard says. "The last piece of the construction puzzle was the varsity coaching offices. That was fine because the coaches did not want to be bothered with a move in midseason anyway. They could be the most flexible. But the academic faculty in one of the wings were in and ready to go for the opening of school. And the

"We thought we had sufficient room, but as students became more interested in fitness and training, we realized that the facilities were no longer adequate."

*George T. Richard
Baldwin-Wallace College*

facilities by and large were accessible to the students from the beginning of the school term."

Challenging the work schedule were foundations from homes razed years ago, bringing surprises as crews prepared the site for support footings. That slowed construction a bit, but a revised phased-construction method — tackling two of four construction/renovation phases at once, for instance — made up the time.

"We interacted with Baldwin-Wallace personnel and students to make things as smooth as possible," Gaitan says. "In fact, the gym never closed. We had a great group of workers here — not



Photo courtesy Baldwin-Wallace College

NEW LIGHT The Lou Higgins Center glows in the evening as an important anchor of the Baldwin-Wallace campus.

a single injury from the trades. And Baldwin-Wallace helped us by redirecting pedestrian traffic and moving personnel as the project progressed."

Gaitan notes that good planning and cooperation allowed for added storage for crew equipment and supplies during construction, and minimized vehicle-parking disruption.

Though not project-related, Baldwin-Wallace, together with the City of Berea and other institutions fronting on Bagley Road, had successfully lobbied for street funds in Washington, D.C. As a result, Bagley, formerly a five-lane thoroughfare intersecting the college campus, gained a landscaped median that effectively slowed traffic speed.

Completed roughly in conjunction with the recreation project, the new Bagley Road brought safety and aesthetic improvements.

Fits with master plan

As mentioned, this project grew out of a 40-year ever-evolving master plan maintained by the college to provide direction and spur smart growth.

Fitness areas at Baldwin-Wallace radiate from Ursprung Gymnasium, housed in Lou Higgins Center and built in the 1940s.

By the 1980s, that space had grown to about 50,000 square feet, encompass-

ing the varsity basketball court, stands, equipment areas, a couple of racquetball courts and locker rooms. In 1985, the college expanded the space to 150,000 square feet.

State-of-the-art additions included the Rex Family Natatorium, free-weight and exercise-machine rooms, open multipurpose areas and offices, as well as a dance studio.

"Programs continued to evolve," explains Richard. "We thought we had sufficient room, but as students became more interested in fitness and training, we realized that the facilities were no longer adequate."

With Lou Higgins Center online, Baldwin-Wallace College again offers state-of-the-art physical education facilities. **P**

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NAR Questions OCC Expansion of Bank Powers



JOLYN BROWN

The Office of the Comptroller of the Currency (OCC), which charters, regulates and supervises all national banks, recently granted two of the nation's largest banking conglomerates expanded authority to engage in real estate development activities. This brings national banks uncomfortably close to being allowed to engage in commercial real estate brokerage and puts them in conflict with the Gramm-Leach-Bliley Act, according to the National Association of Realtors (NAR).

NAR President Tom Stevens says the association plans to file a Freedom of Information Act (FOIA) request to determine whether the OCC has quietly authorized other banks to engage in real estate activities that may violate the letter or spirit of GLB, as well as the

National Bank Act, and bring banks one step closer to engaging in commercial real estate brokerage.

Bank of America and PNC Financial Services Group Inc. received permission from the OCC in December for two major real estate projects that exceed typical bank real-estate development permitted to accommodate a bank's business. PNC will invest \$122 million in a complex near its headquarters that will include a 30-story building for offices, a 150-room hotel and 32 condominiums. PNC employees are projected to occupy 22% of the new office and hotel space. Bank of America plans to develop and own a 150-room, 15-story Ritz-Carlton hotel as part of its headquarters complex in Charlotte, North Carolina, and to use



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Stevens says NAR is concerned that one of the banks expects to use only 22% of the hotel and office space for its employees and customers, leaving the remainder for nonbank public activity, and that it is developing condominium units for immediate sale solely to make the project "economically viable." In addition, bank occupancy of the second project may not exceed 50%. He said that he is also concerned that the OCC based its approval of the projects on Interpretive Letters, which were written in 1993 but not released to the public until December 19, 2005.

According to NAR, these regulatory approvals bring banks closer to controlling commercial real estate projects from top to bottom. Should banks, with all the advantage of a federal banking charter, be allowed to use their cheaper capital and control of credit to bring about the same consolidation in real estate brokerage that they have already brought to their own business, consumers will surely suffer.

Beyond filing a FOIA request to determine the full scope of the OCC's actions authorizing real estate development activities for national banks, NAR did not speculate on whether it will take additional steps to challenge the OCC rulings. **P**

Jolyn Brown, ABR, LTG, is chairman of the board for the Cleveland Area Board of Realtors (CABOR).



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Wordsmithing



ALEC J. PACELLA

It's a new year and rather than jump straight back into "analysis paralysis," this might be a good time to review some well-used but often misunderstood definitions. Some of these are terms that are used in real estate circles but never fully defined. Others are thrown around with reckless abandon and with little concern for the real meaning.

In an attempt to make this a better world, below are some common real estate slang and their respective textbook definition.

Class A

This describes the highest grade of property, usually an office building. Formulating 'Class' is a concoction of numerous factors, some objective and some subjective. Generally, Class A buildings will be new (post 1990), have the highest level of amenities such as restaurants, workout rooms, sundry shops and building conference rooms, have a glamour image and carry the highest rents. What makes the term a bit tricky is the fact that no standard definition exists to determine 'Class.' As a result, beauty – or 'Class' in this case – is in the eye of the beholder.

Net absorption

The textbook definition for net absorption is the change in occupied

square footage from one point in time to another. The simplest way to explain this may be via an example. Suppose a market consists of two buildings; building A is 20,000 square feet and building B is 40,000 square feet. On January 1, building A is fully occupied and building B has 30,000 square feet of occupancy. Over the course of the year, some tenants move out, some move in and by December 31 building A has 15,000 square feet of occupancy while building B is now full. So the total occupied space was 50,000 square feet on January 1 and 55,000 square feet on December 31, resulting in a net absorption of 5,000 square feet for the year. The key to net absorption is that it can be either positive or negative. A market that has a positive number is good as it means that space is being occupied faster than it is being vacated. A market that has a negative number is bad, as it means that space is being vacated faster than it is being occupied.



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Gross leasing activity

This is a kissing cousin to net absorption but unfortunately the two are often confused. The textbook definition is the aggregate leased square footage over a period of time. Using the example from above, building A completed no new leasing and building B completed 10,000 square feet of new leasing, so the gross leasing activity would be 10,000 square feet. Note that, unlike net absorption, this definition gives no consideration for the fact that building A lost 5,000 square feet of occupancy. As such, gross leasing activity is always a positive number. However it is also an important measure as it gauges the leasing velocity for a particularly market.

Triple net rent

This is one of the most misused terms in the real estate world, at least in Northern Ohio. Around these parts, 'triple net' means that the tenant is directly responsible for real estate taxes (first net), common area maintenance (second net) and insurance (third net) while the landlord is directly responsible for any repairs/replacements to the roof and/or structure. However, in most other markets around the country, this structure would be termed 'double net'. In these other markets, the third 'net' is considered to be roof and structure. I'm not trying to change the world here, just be sure to fully understand how the term 'triple net' is being used.

Gross rent

The evil twin of triple net, a gross rent generally means that the tenant makes a single payment that includes all charges for rent, real estate taxes, insurance, utilities and common area maintenance. It is then the landlord's responsibility to pay for all of these charges directly.

Vacancy loss

Although we covered this concept in detail last summer, this term is common enough to be revisited. Vacancy loss considers the fact that, even in the best of times, a market is going to contain some level of vacancy. Basically, it is a contingency or holdback acknowledging that, long term, a property's occupancy will likely be no better (and no worse) than the market occupancy in which it competes. Vacancy loss is typically expressed

Heard Thru the Grubbvine

The last chapter? 6200 Oaktree is again making news. After spurring a lawsuit and an on-again/off-again sale campaign, the property was sold last month for \$21 million. The new owner is a partnership led by JDI Realty, LLC. **Doubling down** Speaking of JDI, this marks its second northern Ohio acquisition in four months. The Chagrin Falls-based investment group purchased the former Lucas Aerospace building in Aurora last September. —AP

as a percentage of rental income. By way of an example, if a property has rental income of \$100,000 and the vacancy loss is determined to be 5%, the vacancy loss would be \$5,000, thus reducing effective rent by this amount.

Credit loss

This term was also covered last summer but is also commonplace. Credit loss basically considers the fact that no tenant is immune from bankruptcy or otherwise becoming insolvent enough to stop paying rent. The lower the likelihood of this happening, the lower the credit loss. So a building leased by a company such as Wal-Mart would have a much lower credit loss as compared to a building occupied by a small local or regional private business. Similar to vacancy loss, credit loss is expressed as a percentage of rental income.

Leverage

This is all about the use of debt. Investment properties are rarely purchased with all cash, primarily because of the positive leverage that debt provides. A quick example can illustrate this. Suppose a property is purchased for \$100,000, all cash, and produces income of \$10,000 per year. The return to the investor on his cash would be 10%. Now let's suppose that the investor purchases this same property for the same price but now obtains a loan for \$75,000, resulting in a cash investment of \$25,000 (\$100,000 purchase less \$75,000 loan). Let's further suppose that the annual payment on the loan is \$6,500, which would leave \$3,500 of income after paying on the loan (\$10,000 of income less \$6,500 of loan payment). So the return to the investor on his cash now increases to 14%. Voila, positive leverage. We'll actually discuss this whole concept in greater detail in a future article but for now just remember: leverage can be a good thing, just make sure that it's positive. P

Alec J. Pacella is a vice president of investment sales at Grubb & Ellis. He can be reached at alec.pacella@grubb&ellis or 216-453-3098.

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Ohio Supreme Court Clarifies the Procedure for a Constitutional Challenge of a Zoning Regulation



JOHN P.SLAGTER

On January 11, 2006, the Ohio Supreme Court issued a five-to-two decision in the case of Jaylin Investments, Inc. v. Moreland Hills, 107 Ohio St.3d 339. Justice Lundberg Stratton authored the majority opinion, which provided that a declaratory judgment action challenging a zoning ordinance must first analyze the constitutionality of the zoning ordinance before the court will consider the merits of a particular use proposed by the property owner.

This case arose out of a challenge to the zoning regulations of the Village of Moreland Hills the owner of 18 acres of undeveloped land in the Village. The land was irregularly shaped and on a hillside with steep ravines and adjacent to old, modestly priced homes. The prop-

erty owner proposed to build 29 homes on its property, which would exceed the two-acre minimum lot size requirement and other area requirements under the Village's zoning ordinances. The owner did not seek a rezoning of the property or a variance because of the uniqueness of the property, but instead went directly to court and filed a complaint claiming that the zoning as applied to its property violated its substantive due process rights.

The property owner could have claimed that the property was not economically viable as zoned and therefore could have asserted a claim for a "taking." Instead, the property owner argued that its proposed use met or exceeded all of the goals, such as environmental preservation, that the two-acre minimum

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zoning sought to achieve and, therefore, it would be unconstitutional to deny the proposed use. The Ohio Supreme Court disagreed, finding that although a court may look at the appropriateness of a proposed use when making its determination on the validity of a zoning ordinance, the first step in the process requires the property owner to prove beyond fair debate that the ordinance either on its face or as applied to a particular piece of property was arbitrary and unreasonable or substan-

The Jaylin case provides property owners and developers with an outline of the procedural and legal steps that must be taken in order to establish whether a zoning law is unconstitutional.

tially unrelated to the public health, safety, morals or general welfare of the community.

The Jaylin case provides property owners and developers with an outline of the procedural and legal steps that must be taken in order to establish whether a zoning law is unconstitutional. The Jaylin case confirms that a court may properly consider the appropriateness of a proposed use; however, such inquiry becomes relevant only after the property owner has proven that the zoning is unconstitutional.

The dissent in the Jaylin case was concerned about the Court of Appeal's lack of deference to the Trial Court's decision. The Trial Court heard significant testimony from experts concerning the appropriateness of the owner's plan and determined the proposed plan was acceptable. The dissent concluded that the Court of Appeals in essence reviewed the evidence and inappropriately substituted its own judgment for that of the Trial Court. The majority did not focus on the issue of whether it was appropriate for the Court of Appeals to engage in this type of analysis. The majority simply focused on the legal steps necessary for a constitutional challenge and established that the Court must focus on the legality of the zoning ordinance and not the proposed use.

In my opinion, the Jaylin case simply followed previous precedent that existed in Ohio concerning the steps necessary to challenge a zoning ordinance and should not have much impact on property rights. It would be interesting to see if the focus would change if the developer would have sought a rezoning. All legislative acts must be rationally related to a legitimate governmental purpose, and cannot be arbitrary and capricious. A rezoning decision is a legislative act. In such a case, an argument could be made that in a rezoning

context the focus of the governmental action is the proposed use and not necessarily the constitutionality of the current zoning. **P**

Editor's note: The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact author John Slagter at jslagter@bdblaw.com or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2006.

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The Importance of High-Quality Land Title Surveys

Specifying an ALTA/ACSM survey can reduce risk in real estate transaction

By Mark Yeager

If you are involved in an acquisition, refinancing or sale of land, it is important to understand the significance of obtaining a well-executed land title survey. Land title surveys help uncover and document important characteristics of the land, such as improvements, easements, rights of way, encroachments and other elements.

Not all land title surveys are alike. For both commercial and industrial transactions — especially larger and more complex property transactions — it is important to specify an ALTA/ACSM Land Title Survey and to have this survey performed by a Professional Surveyor licensed in the state in which your transaction will occur.

An ALTA/ACSM Land Title Survey is prepared to a set of standards that have been carefully written to ensure the survey is of an appropriate professional quality when it comes to completeness and accuracy. These standards, otherwise known as Minimum Standard Detail Requirements, define the level of detail you should expect on the map or plat prepared for the title.

The Minimum Standard Detail Requirements can also help you nego-

tiate and specify what work will be performed by the Professional Surveyor you hire. A checklist entitled "Table A: Optional Survey Responsibilities and Specification" is included in the detail requirements to help you with this process.

The checklist asks you, for example, will you need a vicinity map showing the property surveyed in reference to nearby highways or major street intersections? Who will research documents for cemeteries or burial grounds if needed? Is it important for you to see visible improvements other than buildings, such as billboards, signs, parking structures, swimming pools, etc.?

Changes to the 2005 standards

Because laws, technology and the real estate industry continually change,

there is an ongoing need to clarify or qualify certain sections of the Minimum Standard Detail Requirements. About every five years, a committee formed of representatives from the American Land Title Association (ALTA) and the National Society for Professional Surveyors (NSPS), meets to discuss the proposed changes.

In October 2005, the NSPS ALTA Standards Committee approved changes to the standards. Some of the most significant changes include:

- Language was added to clarify when local and state survey regulations supersede the ALTA/ACSM standards.
- The new standards articulate that a previously performed survey can only be recertified by the Professional

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Surveyor who certified that original.

- Surveyors must now provide the street and highway name, width and location of pavement and the right-of-way width abutting the property.
- A higher degree of accuracy for building locations relative to property and building setback lines is called for.
- Surveyors are now required to provide points of access on the plat or map, such as adjoining waters, pathways or trails, in addition to streets and alleys.
- Surveyors are no longer expected to research documents for cemeteries or burial grounds. This is now the responsibility of the landowner or title company, unless otherwise specified on the optional items checklist.
- The record legal description and the new survey description prepared by the surveyor must appear on the plat/map or accompany the survey. The surveyor must also explain significant differences between the record and surveyed legal descriptions.
- Certification language appearing on all certified surveys has been changed to address Errors and Omissions Liability concerns.
- Accuracy Standards, which establish a level of care that surveyors must meet by defining accuracy tolerances, have been improved.

In short, ALTA/ACSM Land Title Surveys can help reduce the amount of risk in the transaction; help define survey-related title exceptions; and deliver a high-quality map or plat prepared with a high degree of care and professionalism.

If you would like a copy of the complete 2005 Minimum Standard Detail Requirements for ALTA/ACSM Land Title Surveys as adopted by ALTA and NSPS, you can download them from www.ksassociates.com. We've also made available material that describes the new changes in detail and how they affect your ALTA/ACSM Land Title survey. **P**

Mark A. Yeager, P.S., is director of surveying services for KS Associates, Inc., a civil engineering and surveying firm. He can be reached at yeagerm@ksassociates.com or 440-365-4730 ext. 330.



Billion Dollar Builder

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Billion Dollar Builder

How North Olmsted-based Fortney & Weygandt, Inc. became an industry leader

By Mark Watt | Photos courtesy Fortney & Weygandt, Inc.

Efficiency. Productivity. Adaptability. Ask Bob Fortney to explain the keys to his company's success and you're bound to hear these words again and again. They are central themes that have driven his decisions, big and small, for the past three decades as co-founder and president of Northern Ohio-based Fortney & Weygandt, Inc., a national account general contractor specializing in the commercial, retail, institutional, lodging and restaurant markets.

"My opinion and the philosophy that hopefully we exude at Fortney & Weygandt is that you focus on increasing efficiency and productivity above all else," Fortney says, one hand pressed flat on a massive wooden boardroom table at the company's headquarters in North Olmsted. "The focus is not on sales volume. Instead, you constantly try to make a better mousetrap, focusing on making systems better, working on even tiny details that can improve workflow. It all has an effect of making everything work more smoothly. Sales and profitability are simply a byproduct."

As Fortney explains, his philosophy is that as each employee of a company becomes more efficient and more productive, he or she can handle tasks better. Company-wide, this streamlining of operations leads to an ability to handle more and more tasks, which leads to higher volume and profitability on that volume.

A testament to Fortney's philosophy, which is essentially "Build it better, and they will come," the company crosses a



BORN TO RUN "I don't have a job, and I've never had a job – I'm doing what I was put on the earth to do," President and Co-Founder Bob Fortney says of his vocation. "There are times when we're doing something for the first time that things can get stressful, but I love the stress and the pressure, the highs and the lows. I can't imagine doing anything else."

financial threshold this month. Twenty-eight years after it was founded, Fortney & Weygandt, Inc. has now billed more than \$1 billion of work.

Back to the start

Fortney & Weygandt, Inc., currently employs nearly 200 individuals, includ-

ing 60 based at its headquarters and the rest comprising its field staff, and boasts an extensive repeat-business client list that represents such recognized brands as Applebee's, CVS/pharmacy, BP Connect, Wal-Mart, Panera Bread and Olive Garden. And it has completed work in each of the 50 states. Fortney says its current status as an industry leader is a credit to the philosophy, ambition and hard work that have been integral facets of the company since it was founded in 1978.

At that time, Bob Fortney and Bob Weygandt had already developed a knack for working as a productive team while employees of an area architectural firm.

"Bob [Weygandt] was the guy that handled projects in the office setting and, as construction manager, I handled them on the field end," Fortney says. "It just clicked. We worked well together."

Weygandt, who was a few years older than Fortney, brought valuable experi-

1978

Bob Fortney & Bob Weygandt pool \$250 and start Fortney & Weygandt in Bob Weygandt's basement in Cleveland Heights.



1980

As project superintendent, Bob Fortney runs five projects at Parmatown Mall and five others at North Towne Mall in Toledo simultaneously. Lerner's and other large retailers dominate the list of 34 projects for the year.

1981

Sales surpass \$1 million mark. Company moves to Lakewood. Projects include its first Radio Shack – the start of 60 straight and a total of more than 275 – and Hit or Miss women's clothing retail locations around the country.



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HOME BUILT Fortney & Weygandt, Inc., currently employs nearly 200 individuals, including 60 based at its headquarters in North Olmsted.

ence and a well-developed ability to work with potential clients. Fortney – who says that as a child he spent summers building his own complicated tree houses and underground forts and watching construction workers build houses in his Avon Lake neighborhood – brought his own construction and design skills, honed through work as a staff architect for the Cleveland Clinic Foundation and his architectural studies at Miami University at Oxford.

"In college, I was part of a team that won a national competition in correc-

"[We] constantly try to make a better mousetrap, focusing on making systems better, working on even tiny details that can improve workflow."

tional architecture," Fortney says. "We wrote a book on what is supposed to happen within every space [of a building] and how those spaces are supposed to interact with each other. That, right there, is the whole process of design. If you determine those two pieces, it's



1984

Bob Weygandt leaves F&W and moves back into the architectural arena. Project list includes Arby's, as the scene has changed from retail to restaurant construction, and Kent State's Fashion Museum.

pretty easy to come up with a design that works. Then all you have to do is pick a style. It's really an approach that can be applied to sales, to brain surgery, anything you want to apply it to. I've taken that training and quasi-applied it to construction. And that's been a basis for my way of thinking from the beginning."

After working on about ten projects together at the architectural firm, including the rebuild of Quail Hollow Inn in Painesville, the two men determined that they could be more successful on their own. Although they had known each other for just one year, the pair left the firm and founded Fortney & Weygandt, Inc. in the midst of the shopping mall boom of the late 1970s.

"We pooled together \$250, which was the minimum you needed to start a corporation back then," Fortney says, noting that the company was then based out of the basement of his partner's Cleveland Heights home.

"Instantly, we were mall rats. We were pure [tenant improvement] contractors who would go anywhere to do anything. Jewelry stores, shoe stores, you name it. We spent years traveling the country doing those sorts of 60- or 70-day projects. Nothing was long-term and it was feast or famine. You'd go out to the malls, get to know the mall manager and the construction tenant people, and you just started searching for work."

Seizing opportunity

The early years were an endurance test for the young entrepreneurs. For instance, as Fortney explains, there was a point in time when the business had 14 projects underway simultaneously between Parmatown Mall and Northtown Mall in Toledo.



IDEAS ON THE TABLE Many of the company's major decisions are made in the board room at Fortney & Weygandt's headquarters.

"I was the superintendent on all of them," Fortney says. "I used to get up, drive from my home in Lakewood to our office in Cleveland Heights, from Cleveland Heights to Parma, Parma to Toledo, and then Toledo to Parma to Cleveland Heights and back to Lakewood. Everyday."

The persistence paid off with increased funds and credibility, and soon Fortney & Weygandt, Inc. began branching off into more substantial and diverse proj-

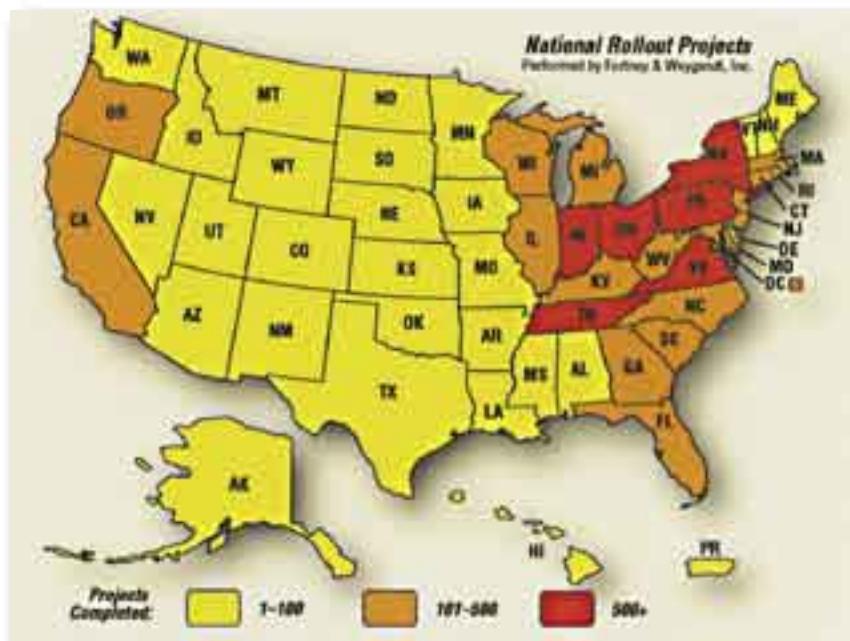
ects, such as fast food restaurants and drugstores, including a total of more than 275 Radio Shack locations.

"And then we got very lucky," Fortney says. "There was a bonding company here in town – this was like a Class D bonding company – that gave us bonding. And they didn't just give us bonding; they gave us as much bonding as we wanted with no qualifications."

Because of the bonding, Fortney & Weygandt, Inc. was able to secure relatively large-scale projects, such as Ashtabula Children's Service Center and Kent State's Fashion Museum.

"It was a tremendous godsend," Fortney says, noting that the opportunities made available to the company through completing such projects were priceless, particularly as the mall market had essentially dried up by the mid-1980s.

"[The mall market] had been dominated by three or four huge tenant improvement contractors that did a lot



1986

Work continues to move away from mall work with projects for Pizza Hut, Huntington Bank and Ponderosa Steak House rounding out list as well as repeat clients such as Fashion Bug, Radio Shack and Cleveland State University.

1988

An ongoing relationship begins with the initial Arhaus Furniture Store in Canton.



1990

Sales surpass \$10 million. F&W builds its first Applebee's restaurant in Lyndhurst and remodels a Revco drug store in Mayfield Heights.





of projects all over the country," he says. "But when the market got tight, these guys laid off a bunch of their superintendents and project managers who, in turn, became their chief competition almost immediately. And they didn't have to earn the same fees because they could just work out of the back of a pick-up truck. So it destroyed the prices for tenant improvement work, especially in malls, which is true to this day."

Adjusting to the changing market, Fortney & Weygandt, Inc.'s focus leaned toward the public bid market for a number of years while continuously seeking private negotiated work.

"Like everyone else in our business, we would always strive to get the private work," Fortney says. "It's real tough to break in to a client with private negotiated work though, so we would use the public work to break in with the architect and/or the client and try to build from there. When

we'd bid public work it was based on who the client was or who the architect was so that we could build our portfolio while building relationships at the same time."

Making adjustments

In the midst of the changes and six years into the business, Bob Weygandt

"Like it or hate it, but you say the name Fortney & Weygandt twice, you spell it once and you don't forget it."

left the company on amicable terms, as he desired to return to the architectural community. The company didn't miss a beat, Fortney says, noting that he kept

STEADY CUSTOMERS Fortney & Weygandt, Inc. boasts an extensive repeat-business client list that represents such recognized brands as CVS/pharmacy (far left), Red Lobster (above) and Hampton Inn & Suites (left).

the name Fortney & Weygandt, Inc. as the name had become known and respected among the industry.

"Like it or hate it, but you say the name Fortney & Weygandt twice, you spell it once and you don't forget it," Fortney says. "It made no sense to us to wipe out the name we had built and then start over. I simply bought him out and kept the brand."

The mid-'80s also saw some of the early signs of a broadening market for mid-size restaurant chains. Much like the shopping boom that carried the company through its first decade, constructing buildings for sit-down restaurant chains (Red Lobster, Mountain Jack's, Applebee's) became part of Fortney & Weygandt's bread-and-butter business, which continues to this day.

"Thirty years ago, restaurants [and



1992

Revco continues to dominate the project list. Church construction also plays an important part of the business as F&W builds Prince of Peace in Westlake and Holy Martyrs in Medina.



1994

Work with Darden Restaurant Company begins with two Red Lobster restaurants. F&W is recognized as a Weatherhead 100 Award winner for the first of four times over a five-year period.



1997

Taking advantage of the opportunity to bid school projects, F&W is awarded Westlake City School's additions and renovations. Drug store work continues as the company is awarded a contract to convert 1800 Revco stores into CVS format.

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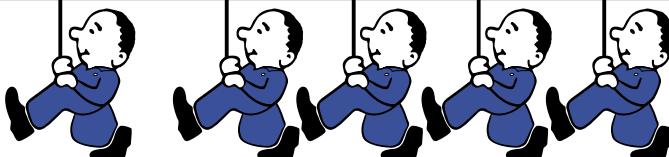
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WORKING OUT Fortney & Weygandt's field staff includes approximately 140 full-time employees.

retail establishments] were basically one or two locations owned by a family, not owned by corporate structures," Fortney says. "It was basically family-owned businesses on storefronts or in the old small strip centers, not nationally owned with 857 locations across the world, as is common today.

"It's a fairly new concept that has changed the rules of the game and Fortney & Weygandt has been there for these changes. And the great thing is that every five or ten years, pretty much every space, especially within a mall, gets rebuilt. Every restaurant basically gets refurbished every 10 or 15 years – and that's if they're successful. So it becomes a major plus for both the corporate owners and someone who services them, like us."



2000

Hotel construction continues with a Hilton Garden Inn and two Hampton Inns. F&W carpenters are recognized with several awards, culminating with the Associated Builders & Contractors' President's Cup.

WILL TRAVEL Much of Fortney & Weygandt's work is for national chains in the retail, restaurant and lodging markets, including Hampton Inn & Suites.

Fortney notes that a major reason his company exists is that consistent market branding has become increasingly crucial for national corporations in a majority of industries. For instance, he explains, if a client such as casual dining restaurant entity Darden

wants to open two new restaurants in Delaware, Fortney & Weygandt, Inc. offers a turnkey solution. Darden could choose to send a team to Delaware, find and qualify a contractor, train and supervise that contractor, and then, once the projects are complete, not have any substantial contact with that contractor until Darden wants to build more locations in the state.

"You find that the owners want to work with the national players to do repeat business so that they don't have to train, so they can have consistent product, so that they can basically award you the contract and it becomes a matter of just, 'when do you want to pick up the keys?'" Fortney says. "It lowers the owners' cost dramatically, largely because any learning curve is virtually eliminated as most of these buildings are similarly, if not identically, designed and built. The learning curve

becomes much more of a factor than travel cost."

Secrets to the system

"Fortney & Weygandt is not your typical \$100 million per year contractor,"

In addition to the general construction and design/build work is the company's rollout division, which is "probably the biggest and strongest of any company in the country," according to Fortney, and accounted for nearly half of the

"You find that the owners want to work with the national players to do repeat business so that they don't have to train, so they can have consistent product, so that they can basically award you the contract and it becomes a matter of just, 'when do you want to pick up the keys?'"

Fortney says. "Most contractors generating money in this range will have an office staff of 15 to 20 people and generally have 10 to 15 projects per year, each in the \$5 to \$20 million range. We do that work, but the majority of our work falls in the \$250,000 to \$4 million range, including restaurants, smaller schools and, our largest client, CVS."

company's work volume in 2005.

This division entails doing similar work in multiple locations for clients such as JC Penney, Kmart, Alltel and CVS.

With so many ongoing projects, Fortney & Weygandt now relies on a series of software programs custom developed in-house by Fortney's infor-

2001

School construction represents a large portion of F&W volume. Bob Fortney is awarded Ernst & Young's Entrepreneur of the Year Award.



2003

Though repeat work is plentiful, several new clients come aboard, including Champ's Restaurant, Goddard School, Speedway SuperAmerica, Brio Tuscan Grille, Larchmere Lofts and more.



2006

Fortney & Weygandt surpasses \$1 billion in total sales volume since its founding in 1978.



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BUILT TO LAST

Nearly 30 years in, the company's goal stays the same: become even more productive and more efficient.

mation technology staff. An outgrowth of the company philosophy to constantly improve efficiency, productivity and customer service, the four systems—titled FW Main, SuperView, ConstructionBidding.com and FWProjects.com respectively—assist in the management of daily operations.

With FW Main, an estimating/project management model, the company can perform such functions as pulling up a particular subcontractor's listing and viewing a detailed history of all bids offered or won.

SuperView, on the other hand, is a state-of-the-art field computer system

that allows a superintendent to perform 100% of his or her paperwork by telephone or laptop computer.

Finally, ConstructionBidding.com and FWProjects.com are online construction document management systems that allow subcontractors to access project drawings, plans and specifications.

Stay the course

As Fortney & Weygandt, Inc., nears its 30-year anniversary in 2008, Fortney says the company's goal for the future is the same as it has been for the past couple of decades: to become more productive and more efficient.

"As time goes on, that becomes easier," Fortney says. "You have more relationships, more of an acceptance in the industry. If you're successful, you have more capital to work with."

"We want to continue to work and make things run better. My name is on the front door. I am the owner. But it's absolutely not primarily because of me that we've hit these numbers. It's because of the staff that we have, the clients and vendors we have, the subcontractors we have, that have helped us along the way. They are the key to our success." **P**

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Built On Versatility

An overview of Fortney & Weygandt's areas of expertise

By Chris Lutjen | Photos courtesy Fortney & Weygandt, Inc.

Fortney & Weygandt, Inc. serves a wide variety of market segments and prides itself on the degree of construction expertise demonstrated by all its employees. Its team of highly-skilled professionals is right at home, whether building a retail store, restaurant, large-scale hotel complex or multi-family housing.

Assisted Living

Fortney & Weygandt, Inc. has been an active constructor of assisted-living, Alzheimer's units, and independent living communities.

Following construction of the 300,000 square-foot Oaks at Medina, it traveled through Ohio and Michigan, complet-

ing six 45,000-square-foot facilities for Sunrise Senior Living.

With strict attention to detail, its carpenters helped make seniors' homes warm and comfortable.

Four projects for ManorCare Arden Courts came along in Northeast Ohio, followed by the most recent addition to its assisted-living résumé, the Eastern

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Hampton Inn & Suites

extended-stay travelers and business people expanded in the late 1990s, Fortney & Weygandt, Inc. was on the forefront to build five Extended Stay America hotels across three Midwestern states.

Additionally, working with several national account developers servicing Hampton Inns and Hampton Inn & Suites, it built six projects from Ohio through Virginia, and into New Jersey.

Fortney & Weygandt, Inc. is proud to have a hotel under construction somewhere for 10 straight years.



The Tower Press Building

Multi-family housing

The multi-family housing market has taken many forms – from historical renovation of century old buildings to brand new, state-of-the-art high rise condominiums. The Tower Press Building in downtown Cleveland is a picture-perfect example of the former, as Fortney & Weygandt, Inc. carpenters and subcontractors brought a former

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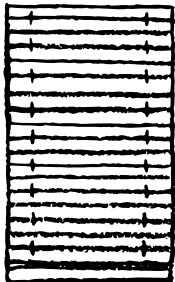
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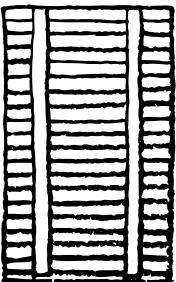
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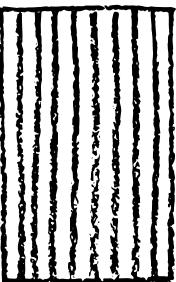
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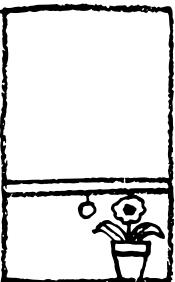
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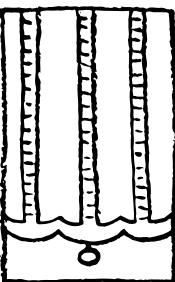
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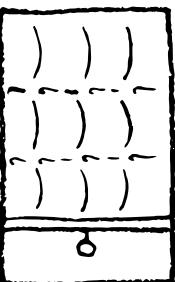
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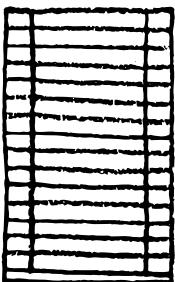
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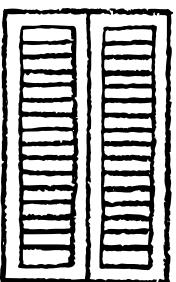
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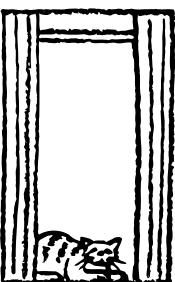
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Larchmere Lofts

factory to life, converting it into studio-style live/work apartments with retail and restaurant space on the first floor. The signature tower can be seen from miles and gives one happy resident wonderful 360-degree views of Lake Erie and the Cleveland skyline.

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"I would like to thank [Fortney & Weygandt, Inc.] for a job well done on Antioch Towers. The team reacted on a pro-active basis, with always keeping the owner's best interests foremost in the solutions to these issues. Thanks to everyone on the project team who contributed to making this a great project for AIMCO."

*Gary Marks
V.P. of Construction – Eastern Division
AIMCO*

tance from Fortney & Weygandt, Inc. It has completed full-scale remodels of Antioch Towers in Cleveland and Biltmore Towers in Dayton, with others in process in Cincinnati, St. Louis, and San Francisco.

Construction of new condominiums has positively affected the multi-family housing market in Cleveland. Fortney & Weygandt, Inc. has done its part, specifically on Cleveland's east side. First it was Larchmere Lofts, a five-

"I sincerely thank you for taking the time and effort to not only building our stores but also for taking responsibility in 'doing the right thing' whenever concerns were presented to you. This alone sets you apart from the majority of people doing business in your field."

Gary Koch
Apple American Group

story, 16-suite condominium building with first-floor parking under the units. Suites were custom-designed with hardwood floors, fireplaces, and private balconies. This was followed by construction of the Random Road Lofts, a three-story loft-style building with 15 units, in trendy Little Italy on Cleveland's east side.

Restaurants

Always a fixture on the estimating bid board at Fortney & Weygandt, Inc., restaurant construction takes a special breed of project manager and field superintendent. By their nature, restau-



APPETITE FOR CONSTRUCTION If you've eaten in an Applebee's Neighborhood Grill and Bar in Northeast Ohio, it was likely built by Fortney & Weygandt, Inc.

rants require a unique blend of quality, speed, and attention to complex details. On the national forefront of restaurant construction for most of its existence, the company is proud to open a new restaurant for its clients *every 22 days!*

If you've eaten in an Applebee's Neighborhood Grill and Bar in Northeast Ohio, it was likely built by Fortney & Weygandt, Inc. And its presence has been felt in eight other states from Michigan to Delaware, as

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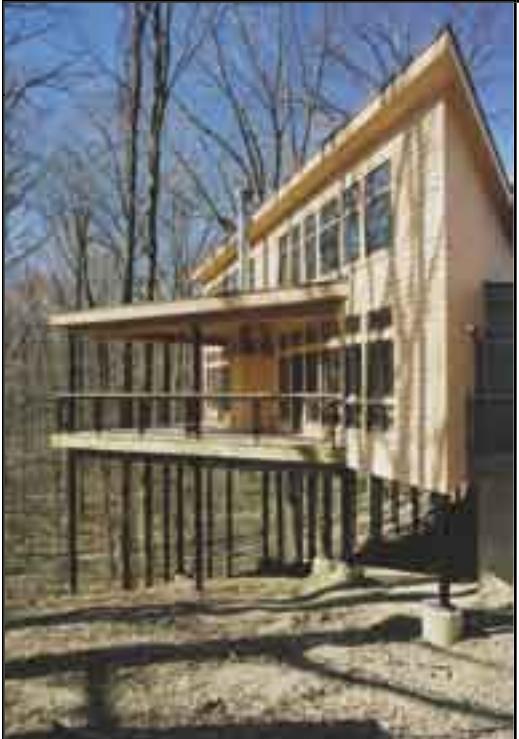
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Bahama Breeze

the company will travel wherever a franchisee asks it to go.

Darden Restaurants have kept Fortney & Weygandt, Inc. busy for the last several years, taking them to the far reaches of New England to build Olive Garden, Smokey Bones, Bahama Breeze and Red Lobster restaurants.

Restaurants require a construction learning curve to determine each client's hot points, and Fortney & Weygandt, Inc. has been through the paces, having completed several projects for the company.

Quaker Steak & Lube is an up-and-coming restaurant chain beginning to "spread its wings" across the country. With two completed in Ohio, Fortney & Weygandt, Inc. is actively working with franchisees to assist with future construction.

Institutional

When the exemption of school construction from Ohio's Prevailing Wage law became effective in 1997, it opened the door for Fortney & Weygandt, Inc.

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Medina High School

to become more involved in construction of Ohio's schools. Beginning with Westlake City Schools, the Company has competed General Trades and Interiors Packages for 14 public school

"I would personally like to thank Fortney & Weygandt, Inc. for its role in the Medina High School project. We specifically want to emphasize the outstanding workmanship Medina City Schools received on the auditorium. We are extremely pleased with the overall effort and high level of quality finish work in that space as well as other areas of the building."

*John Willi
Principal
Fanning/Howey Associates, Inc.*

districts. Two of the larger contract awards were from Medina High School, a package totaling over 500,000 square-feet, and Mansfield High School, a 300,000 square-foot facility. Both include beautiful state-of-the-art theaters and large gymnasiums.



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Christ the Redeemer Lutheran Church had grown and needed additional space for fellowship and classrooms. Working with a local architecture firm, Fortney & Weygandt, Inc. crews added new classrooms and vestibule and renovated the existing structure to the satisfaction of another client.



CVS/pharmacy

Retail/Rollout

Retail construction has been a part of Fortney & Weygandt, Inc. since Day One. The firm began as a regional mall specialist, learning to "jump through hoops" and accepting that nothing was impossible.

As retail concepts expanded to power centers and lifestyle centers, the Company broadened its service base to

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include construction of freestanding stores and shopping centers.

If there is one segment of the construction market which has taken Fortney & Weygandt, Inc. to the national stage, it is retail. Actively building new drug stores for CVS/pharmacy in 10 states over the past few years, the Company will follow CVS wherever it is required.

In addition to new store construction, Fortney & Weygandt, Inc. rollout crews are constantly involved in Special Projects, ranging from major resets to graphics and decor changeovers. In 2005, 13 programs were completed in 2,795 stores in 35 states.

Acquisition conversions have been a staple at Fortney & Weygandt, Inc. and according to retailnet.com, the conversion of the Eckerd stores to the CVS/pharmacy format "has become widely regarded as a textbook exercise in how to integrate a retail enterprise."

TravelCenters of America, the largest full-service travel center network in the United States, has a major expansion and reimaging program underway in virtually all sites throughout the country. Fortney & Weygandt, Inc.'s Rollout Services Group, specializing in perform-

"As a client for the past seven years, the best compliment I can bestow on Fortney & Weygandt, Inc. and its staff is by saying, '[they] make my job easier.'"

Dick Mathieu
*Director, Remodels/ Special Projects
CVS/pharmacy*

ing needed services, has developed a total administrative and implementation program to assist them.

Other retail organizations including JCPenney and Eddie Bauer have become new clients in the past year. Fortney & Weygandt, Inc. is working hard to provide each with the service it requires and deserves in order to maintain the relationships on a long-term basis. **P**

Fortney & Weygandt, Inc.'s Director of Business Development Chris Lutjen invites you to visit the company's website at www.fortneyweygandt.com.

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Supporting the Community

Fortney & Weygandt, Inc. gives back to area charities

The Holiday Season extended into January this year for several local and national charities. Recently, Bob Fortney of Fortney & Weygandt, Inc. shared the success of his business with others by giving back to the community through holiday donations.

Over \$250,000 was given to a dozen national and Cleveland-area charities to support those less fortunate. Locally, the funds will be used in part by the Cleveland Christian Home, Cleveland Scholarship Program, and the Cleveland Food Bank to provide meals, education, and programs throughout the new year.

Additionally, the Fortney Family, together with the company's Management Team took part in feeding the hungry in Cleveland by delivering 1,000 turkeys and five-pound bags of potatoes to area food pantries, shelters, soup kitchens and other agencies supported by the Cleveland Food Bank.

On a national level, the USO and Mercy Corps were among the charities that were chosen to provide worldwide support for Katrina Relief and the needs of our military troops.



GOOD SERVICE Bob Fortney meets with Larry Meiners of the United Service Organization (USO) to provide a donation for men and women in the military.

Fortney also saw a great importance to help children in need through the Make-A-Wish foundation and St. Jude's Children's Research Hospital.

Employees of Fortney & Weygandt also took part in the spirit of giving by continuing the tradition of a charity

raffle at the Annual Employee Holiday Party. The company has organized the raffle for well over a decade by offering a wide variety of prizes. Employees purchased tickets, and as in years past, Fortney doubled the sum with his own money. The raffle raised a total of \$6,000, which was donated to Coats for Kids. **P**

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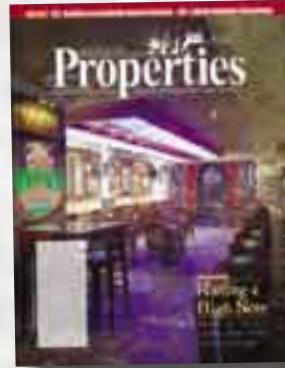
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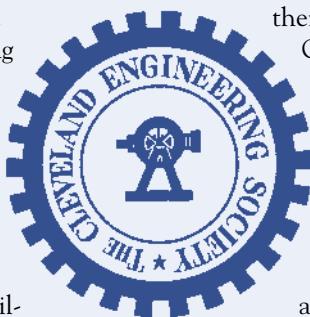
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Cleveland Engineering Society Prepares Annual Conference

The Cleveland Engineering Society's (CES) 54th Annual Design and Construction Conference will be held on March 7, 2006, from 7:30 a.m. to 4:00 p.m., at LaCentre in Westlake.

The conference, "Engineering a Vision for a Greater Cleveland," will offer exhibitors and attendees the opportunity to meet and talk with the region's public works agency officials, one on one. Attendees will be able to learn firsthand about the \$8 billion in infrastructure projects slated for the next several years to drive economic development growth in the region. The City of Cleveland's Engineering Division, the Northeast Ohio Regional Sewer District, Greater Cleveland RTA, the Cuyahoga County Engineer, the Port Authority,



ODOT – District 12, and NOACA are signed up for the conference's Infrastructure Showcase.

In concert with the conference's theme, keynote speakers Erwin Odeal, director of Northeast Ohio Regional Sewer District, and Robert Brown, planning director for the City of Cleveland, will focus on their visions of the region's future. Steve Litt, the Plain Dealer's architecture critic will moderate a panel discussing New Urbanism & Sustainable Sprawl. The CES Excellence in Design & Construction and the Construction Hall of Fame Awards will also be presented.

For more information about the conference or the society, contact Jessica Bayles at jbayles@cesnet.org.

North Coast BIA Installs Officers, Directors

The North Coast Building Industry Association (NCBIA) installed its newly elected 2006 officers and directors at its annual Installation & Hall of Fame Banquet. Dave Linna Sr., of Linna Homes, Inc., and Jeff Hensley, of Lake Star Construction Co. Inc., were installed as 2006 president and vice-president respectively, which will complete their two-year terms.

Other 2006 officers are Associate Vice President Mary Felton (Land America/Lorain County Title Co.), Treasurer Rich Smothers (Caruso's Cabinets), and Secretary Todd Schrader (Wickens, Herzer, Panza, Cook & Batista).

The 2006 Board of Directors includes Corey Brady

(Brady Custom Homes), Tom Caruso (Caruso's Cabinets), Judie Docs (Bennett Builders), Lowell Hensley (LS Development), Tom Lahetta (Tom Lahetta Builders), Chris S. Majzun, Jr. (Majzun Construction Co.), Jim Nickoloff (Nickoloff Builders), Bob Perritt (R.J. Perritt Homes), Ron Schnaufer (Schnaufer Homes), Liz Schneider (Countrywide Home Loans), Jim Sprague (Walhall, Drake & Wallace, LLP), Jeremy Vorndran (84 Lumber), and Don Whitesel (Arbor Homes).

Life Directors are Terry Goode (Land America/Lorain County Title Co.), Mick Mackert (Mick Mackert General Contractor), Ron Schnaufer (Schnaufer Homes), Calvin Smith (Calvin Smith Builders), Randy Strauss

ect manager. Neyman joined DAS Construction Co. in January 2004 as an intern. While in this position, he gained invaluable experience working on projects like House of Blues, S. Rose and Chicle Apartments. Neyman recently graduated from Case Western Reserve University where he obtained a BS in Civil Engineering with a concentration in Construction Management.

Founded in 1986, Cleveland-based D-A-S Construction Co. is a full service commercial construction firm with over 95 full time employees. Major repeat clients include Starbucks, House of Blues, Ohio Savings, Charter One Bank, The Cleveland Clinic, Medical Mutual, Visconsi Companies LTD, Tops Supermarkets, Philips Medical Systems, and Kaiser Permanente.

Darden Company Marks 30th Anniversary

The Darden Company, a Cleveland-based general contractor formerly known as The Robert A. Darden Company, celebrates its 30th anniversary this year.

Founded in 1976 by Robert A. Darden, the company spent its early years building strong relationships with major retailers such as Kmart, Zayre's, Pick-n-Pay, Kroger, Hills Department Stores, and First National Supermarkets.

Darden's son, Robert J. Darden, began working for his father in high school as a laborer. After completing a degree in Construction Management at Bowling Green State University,



Mike Neyman

DAS Construction Appoints Asst. Project Manager

DAS Construction Co. has appointed Mike Neyman to the position of assistant proj-

Robert J.'s responsibilities within his father's company grew over an eight-year period until, in 1997, Robert A. Darden retired and Robert J. Darden became president and owner of the company. At that time, the name of the firm was changed to The Darden Company.

The philosophies remain the same, yet the clients are changing. The Darden Company is a major retail shopping center contractor that has developed strong relationships with a whole new wave of developers. The company is currently wrapping up the construction of The City View Shopping Center at I-480 and I-77, builds regularly for tenants such as Target and Kohl's

Department Stores, and has recently been retained to build three auto dealerships for the Ganley Auto Group.

Coral Company Announces Recent Appointments

The Coral Company is pleased to announce the following appointments.

Bruce Sampsel joins The Coral Company as senior director of construction. Sampsel brings many years of construction experience with some of the largest contraction companies in Northeast Ohio. Bruce will be responsible for estimating, budgeting, purchasing and scheduling for all of The Coral Company's residential projects.



Joni Petrusko

Joni Petrusko joins The Coral Company as general ledger accountant. Petrusko brings with her extensive experience in general ledger, accounts payable and accounts receivable accounting.

Michele Kilroy joins The Coral Company as property manager. She will primarily be responsible for the day-to-day management of Shaker

Square, as well as overseeing some of the other commercial properties in The Coral Company portfolio.

Crocker Park Welcomes New Living Community

The next phase of Crocker Park in Westlake is now taking place as The Coral Company recently closed on a 21-acre parcel of land reserved for the planned for-sale residences. Designed and developed by The Coral Company, this new community is called Westhampton at Crocker Park.

Located at the western end of Crocker Park, Westhampton will offer homeowners a variety of living options, including both clas-

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sic town homes and elegant manors, with features such as lush urban gardens and a full-size croquet court.

The City Loft and the Townhome both offer contemporary multi-story living with rooftop sun decks.

For those who desire first floor living there is the City Manor with a walkout English basement, or the City Estate with a second story terrace overlooking a landscaped preserve.

"Westhampton could not have come to fruition without our capital partners," says Peter L. Rubin, president and CEO of The Coral Company.

"We are delighted to have Legacy Capital Partners as our equity partner and

Charter One as our construction financing partner."

Site work for Westhampton will begin in March. Delivery of the first Westhampton homes are scheduled for delivery late Fall 2006.

Columbus Firm Releases Foundation Reinforcer

With the foundation repair industry growing to more than \$10 billion annually, residential consumers and commercial builders alike are realizing that foundation failures can lead to sagging real estate values. In most cases, the best defense for foundation failure is a good offense. The development of The Reinforcer®, a recently patented carbon fiber tech-



The Reinforcer®

nology system, is providing an advanced alternative for repairing and strengthening foundation walls.

Developed by Professional Engineers at Nationwide Reinforcing, Ltd. (Columbus, OH), the externally bonded composite reinforcing system

is a Carbon Fiber Reinforced Polymer (CFRP) that is lightweight, non-corrosive and virtually impossible to stretch. The carbon fibers form in an epoxy resin matrix which has a tensile strength of more than 350,000 pounds per square inch (psi): making

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Photo by Scott Rae

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it 10 times stronger and therefore superior to steel which has a tensile strength of 36,000 psi.

To date, the process of installing steel beams with heavy equipment (digging, jack hammering, moving utilities and duct work, etc.) has been the primary way to brace and shore up existing foundation walls. The Reinforcer®, which is essentially a carbon fiber "strip" or "strap" which is only 4" wide and .045" thick, is easier and faster to install by comparison.

Bob Thompson, co-founder of Nationwide Reinforcing Ltd. and also a professional civil engineer, notes the product's simple engineering design philosophy.

"For every increase in pressure, The Reinforcer® provides an equal and opposite resistant force," Thompson says. "And this makes the wall stronger which helps eliminate shifting, cracking and bowing."

Thompson also notes the ease-of-use and aesthetic benefits of the carbon fiber system.

"Being lightweight and thin as a dime, The Reinforcer® is easier and faster to install, which is particularly beneficial around complex plumbing and electrical systems that otherwise might have to be removed and reinstalled," he says. "It's also a significantly more attractive solution. Once the block wall has been painted

over, The Reinforcer® is virtually concealed. In essence, it's a simpler, more attractive solution than installing steel I-beams."

For more information, visit www.nationwidereinforcing.com.

K2M Design Moves To Larger Office In Artcraft Building

K2M Design, Inc., has moved into a new 3,000-square-foot space, located in the Artcraft Building on East 25th and Superior.

"We outgrew our St. Clair offices, but we really wanted to stay in downtown Cleveland," says Scott Maloney, one of the firm's co-founders.

The space, which was designed by K2M staff members, embraces the company's design philosophy of integrating innovative materials, allowing for additional expansion and providing better accommodations for a growing staff. The overall office incorporates unique personalized features throughout the space that demonstrate the abilities and creativity of the staff – i.e., concrete countertops, custom designed reception desk and installations.

As part of the move the company also conducted a major upgrade of its IT systems. A WAN (Wide Area Network) was installed to enable seamless, secure communication between offices.



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in Florida and Texas. K2M also set up secure VPN (Virtual Private Network) usage to provide a high level of security, including confidentiality, sender authentication, and message integrity.

K2M Design offers services both locally and nationally in the areas of planning, design, construction, project and program management, and technical consulting from initial idea to post-occupancy inspection. In 2003, the firm began working in Southern Florida and established a permanent office in Key West under the banner of mbi | k2m Architecture. K2M also plans to open a third, full-service office in southern Florida in 2006. The com-

pany has additional satellite locations in Houston, Texas and Estero, Florida.

For more information, visit the K2M Design website (www.k2mdesign.com).

Atwell-Hicks Cleveland Adds Four New Employees

As part of Atwell-Hicks' expansion in greater Cleveland, Team Leader/Branch Manager Robert Beaugrand announces the addition of four new employees:

Lawrence J. Sobol, RCE, is the Product Quality Leader in the land development services group. Relocating from Burbank, California, he was a project manager with Land Design Consultants,



Larry Sobol

Inc. specializing in private-sector land development. Sobol earned his Bachelor of Science in Civil Engineering from California State University Northridge and currently resides in Aurora.

Mark A. Schmitzer, PE, is a Senior Project Engineer in

the land development services group. Relocating from the Chicago area, he was previously employed as a project manager with Cowhey Gudmundson Leder, Ltd. Schmitzer has a Bachelor of Science in Civil Engineering from Ohio University and is a member of both the American Society of Civil Engineers and the American Water Works Association. He currently resides in North Ridgeville.

Jeffrey S. Smith, PE, is a Senior Project Engineer in the land development services group. Previously a project engineer with Lockhart Development Company in Akron, Smith earned a Bachelor of Science in Engineering



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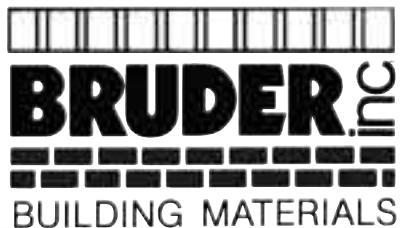


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John Crawford

from Youngstown State University. He is a member of both the American Society of Civil Engineers and the Professional Land Surveyors of Ohio. He currently resides in Rootstown.

John Crawford, PS, is a Field Services Project

Coordinator in the land development services group. Before joining Atwell-Hicks he owned JelDon Associates, a land surveying and consulting services firm specializing in commercial and residential land surveying and private-sector development. Crawford is a member of both the Professional Land Surveyors of Ohio and the National Society of Professional Surveyors. He currently resides in Uniontown.

CBLH Design Celebrates 35th Anniversary

CBLH Design, Inc., is pleased to announce that it is celebrating its 35th year as an experienced leader

in the Ohio architectural community. Specializing in healthcare, libraries and higher education, the firm continues to make advancements in the areas of architecture, planning and design.

The firm was established in 1971, when Hal Braun and Don Spice started their partnership as Braun & Spice, Inc., specializing in healthcare architecture. In 1995, the name changed to Spice Costantino Architects, Inc.

The firm later recognized its current leadership in 2004 when it became CBLH Design, Inc.

Marc Bittinger of Strongsville, Mike Liezert of Medina, and Tim Hunsicker

of Olmsted Falls are the principals that lead the 18-member firm.

Currently the firm is the architect working with Medina General Hospital, Mercy Medical Center, Cleveland State University and Lakewood Library. Past design work includes Parma Community General Hospital, Lake Hospital Systems, Twinsburg Library and the North Olmsted Library.

CB Richard Ellis Celebrates 100 Years

CB Richard Ellis Group, Inc., the world's leading commercial real estate services firm, marks its 100th anniversary this year, com-

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memorating the origins and notable past of a company that was founded shortly after the 1906 San Francisco earthquake. The Company first established its operation in Cleveland in 1986.

"CB Richard Ellis is the global leader in real estate services because the same values of our founders – high-quality service and an absolute commitment to clients – remain central to our mission everywhere in the world," says David M. Browning, managing director of the firm's Northeast Ohio office. "Whether in New York, Paris, Tokyo or Cleveland, we are well positioned to meet the increasingly complex and multi-faceted needs of all

our clients, from emerging growth companies to the multi-national giants."

The firm that is now CB Richard Ellis (CBRE) traces its roots to the massive earthquake that struck San Francisco in 1906. Months after the devastating disaster occurred, 23-year-old Colbert Coldwell founded a real estate company based on what was, at the time, a revolutionary philosophy: put integrity, ethics and the client's best interest above all.

CB Richard Ellis has grown to become a market leader in Northeast Ohio in terms of top sales professionals and transaction volume. As part of a global entity, in 2005, the firm has actively

assisted Cleveland companies in transactions around the world, including Europe, China, New Zealand and Mexico.

CB Richard Ellis will commemorate its anniversary throughout the year with special activities, including its annual World Conference to be held in San Francisco in

New Real Estate Investment Firm Moves Downtown

Christopher E. Smythe is pleased to announce the formation of Smythe Property Advisors, LLC., a real estate investment management and brokerage concern. Its primary focus is to acquire select industrial, office and

multipamily properties in northern Ohio.

The company is seeking opportunities to add value through its investment expertise, management skill and brokerage services.

Smythe has been an active real estate investor for over 15 years in Northeast Ohio. He is managing general partner of 11 real estate investment properties. Smythe Property Advisors, LLC provides property management services for six of those properties and employs 17 people.

Smythe was a principal for 10 years at the Chartwell Group, LLC, one of Cleveland's fastest growing commercial real estate brokerage concerns. P

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How to Select a Qualified Landscape Professional

By Kimberly Bergmann

Professional landscaping services can set your property apart by providing an aesthetically pleasing appearance (i.e., curb appeal). Likewise, poor landscaping could be very costly in terms of the over all appearance and value of the property. A good contractor can provide landscaping that adds tremendous value to your commercial business. It's important to recognize that you only have one chance to make a first impression and your landscaping is one of the first things prospective buyers or tenants see when they visit your commercial facility. Realtors say that potential clients will not be interested in a building if it lacks "curb appeal."

"Finding the right landscaper for your needs is essential," says the Professional Landcare Network (PLANET). PLANET is an international association serving lawn care professionals, exterior



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maintenance contractors, installation/design/build professionals, and interiorscapers. PLANET provides its members with a good business foundation to help them evaluate, plan, and better manage their companies. Member firms have

direct access to marketing tools, industry specific business publications, updates on legislative issues, and networking opportunities that can assist them in becoming more profitable.

PLANET develops and maintains active programs for approximately 4,300 member firms nationwide in the areas of business management, government affairs, public relations, technical assistance, safety and insurance, education, and inter-industry relations with other facets of the green industry.

Reliable references for quality contractors often come from satisfied customers. You can also consult or contact your local, state or national trade associations for referrals. It is important to interview potential contractors to confirm that they have the specific qual-

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ifications required to help maintain your facility. PLANET adds, "Your landscaping can be viewed as representing a real estate investment and asset."

Create specifications

The place to start when preparing for the landscaping season is first to determine what level of service you expect from your contractor. What services do you want? Do you require additional work to be completed? How will you communicate with the contractor? Will the contractor conduct a property evaluation? These questions should be addressed at the beginning of the process.

Once you have identified the services that you require, the next step is to begin to draw up specifications for the work to be done on your property, or hire an expert to help you draw up your specifications. There are local and national consultants who can help you draw up specifications and most do it via phone or fax, provided you have good site maps. Additionally, in order to be able to compare all bids, you want to decide what type services you require and list a detailed description of those services.

Landscape contractors can offer various services, including general maintenance and enhancement options, as well as consult with a designer on a customer's request. A firm can have an on staff designer or subcontract with a designer to help offer creative landscape concepts for customers.

Select qualified contractors

Once you have good work specifications, you now can begin selecting a contractor. When looking for a landscape management contractor you need to realize that different contractors have very different abilities and you must select one who will service your property best. Does the contractor have the types of equipment necessary to maintain your facility?

A good place to start looking for a contractor is through your local associations such as the Ohio Landscapers

Association (available online at www.ohiolandscapers.org) or a national association like the Professional Landcare Network (www.landcarenetwork.org). PLANET will generally provide you a list of member contractors in your area.

Other resources are professional business associations or simply asking for a referral from local business associates. When looking for a contractor you

should have your specifications ready and a checklist of qualifying questions. You start early, usually January or February because reputable companies will require time to acquire property measurements. A company should physically measure a facility to be able to provide you with accurate pricing. Once you have a list of selected contractors, provide them with your specifications, receive bids

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and their input and then interview them to get information for your final decision. The interview should consist of a number of specific questions.

Ask the right questions

Ask how long the company has been in business?

Companies that have been in business for 10 years or more have done so primarily by taking excellent care of their clients.

Is the company a member of trade associations?

Professional landscaping companies are active members in local and/or national landscape associations. Being an active member indicates that a company is taking a proactive approach to continued education and improvement.

Does the company have a list of references and testimonials from clients with similar types of properties?

Ask companies for a list of references, testimonials and professional affiliations. Review the reference list to see if the businesses are the quality, size and require similar services.

You only have one chance to make a first impression and your landscaping is one of the first things prospective buyers or tenants see when they visit your commercial facility.

Certified Landscape Technician) and CLP (National Certified Landscape Professional). According to PLANET, "Proper licensing will assure you that the contractor is accountable to you, that the company is knowledgeable, operating legally, and employs staff that has passed examinations demonstrating experience, knowledge and a level of professionalism". Always ask for proof of insurance for workers' compensation, and general liability insurance coverage. Remember to pay close attention to the company's limits and policy expiration dates.

What is the company's organizational structure?

Companies that demonstrate a corporate structure confirm their commitment to excellence and a strong focus on customer service. A crew that is maintaining your facility should have a job supervisor on duty at all times as well as an Account Manager who becomes the main contact for the customer.

A large newspaper clipping of Crain's Cleveland Business magazine is shown, tilted diagonally. The masthead reads "Cleveland BUSINESS". Below it, the headline "Local Business News — We've Got You Covered." is prominently displayed in large, bold, italicized letters. The text "For over 25 years, business professionals have relied on Crain's editorial excellence when making decisions vital to the success of their companies. What's your source?" is written in a smaller font. At the bottom, there is a call to action: "Subscribe today for only \$1 per issue!" followed by the website "www.CrainsCleveland.com" and the phone number "1-888-909-9111". The Crain's logo is visible in the bottom left corner of the newspaper image.

The advertisement features a black and white photograph of a modern interior room with a large stone wall and two small tables with lamps. The headline "PERFECT THE ART OF WALL GAZING." is at the top. Below the photo, the text "Mesa® Wall Systems – Love their look – and a whole lot more..." is followed by "Create beautiful, easy wall installations with the Mesa Systems by Temcor Earth Technologies – the only single-source, fully integrated segmental retaining wall systems on the market." A section for "PS Construction Fabrics, Inc." is mentioned as the "Wadsworth, Ohio Area Distributor". At the bottom, the text "Seeing is believing! Call PS Construction Fabrics at 330-335-3635 to learn about the variety of styles, colors and textures today." is shown. The MESA logo, which includes a stylized wall icon and the word "MESA" with "RETAINING WALL SYSTEMS" underneath, is at the bottom right.



The account manager does not work in the field but is responsible for double-checking the facility for quality as well as offering enhancement ideas for the property.

Does the company have its own mechanic on duty?

Companies that can service vehicles and equipment on-site can help ensure optimal performance and reliability. Also, in a break down situation additional equipment should be available to the crews so they continue to provide landscape services without down time or a loss of a day of work.

What type of landscaping design services does the company offer?

It is important to predetermine your budget, and then schedule a meeting to speak with a landscape professional. If you are not sure what type of landscape design you are looking for, a qualified professional should be able to assist in making recommendations for your facility.

Guarantees... what is and is not covered and how long is the guarantee?

If you receive installation of shrubs or trees what type of guarantee will be given if they do not live and will they then be replaced? Ask for a copy of the guarantee in writing so that you are clear on what is covered.

Does the company provide a written/typed contract?

Prior to making any agreement, have the landscape contractor prepare the details in writing. This plan can include ideas for enhancement work, which will include plant materials to be used, all costs, a timetable and the terms of payment.

What services are provided in landscape maintenance?

Maintenance is necessary in order to help maintain and add value to your investment. Landscape maintenance involves mowing, spring/fall clean up, fertilizing, bed maintenance, seasonal pruning, and mulching to name some of the services.

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Choose the contractor

After you have interviewed the contractor you should have a good understanding of how the company works, its ability to service your property and the culture of the company. Look for the best value from the best contractor for your specifications. It is important that you feel comfortable with your

contractor and how they are to perform the work. This is the key to building a relationship that will allow you to work well together for many years to come.

Conclusion

Choosing a contractor is the most important step in having a successful landscaping season. Your time spent in

the proper selection of a contractor is vital.

Remember these steps:

- Create landscaping specifications for your property
- Choose the company that best suites your needs
- Select qualified contractors to provide quotes
- Ask the right questions
- Choose a contractor and begin a long-term relationship **P**

Author Kimberly Bergmann is sales and marketing manager for Turfscape, Inc. For any questions about the contents of this article or for more information, contact Bergmann at 330-405-7979; Fax 330-405-7179. On the web, visit www.turfscapeohio.com or email corporate@turfscapeohio.com.

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CENTER OF ATTENTION A stone sculpture from the early 1900s was given to the owner and was added to the fountain in the French Garden, since the proportions turned out to be excellent. A wrought iron arbor and four *tuteurs* (structures designed to help train climbing plants) add vertical elements.

Reflecting Beauty

Rosmarin Landscape Design restores Beaulieu Gardens

Story and photos by Ann Rosmarin

The restoration of the Beaulieu gardens on Fairmount Boulevard in Cleveland Heights began in 1996. The clients had just moved in.

At an initial meeting, I knew this would be a unique historical project. Dr. Sarah Phelps Smith is an art historian and her husband Edward Smith is a businessman with an eagle eye for detail and a mind filled with ideas. They both had definite opinions and goals for their garden, and indicated that they needed a designer who could interpret their ideas on paper, initiate other concepts, show flexibility, and then coordinate the whole project.

The house was designed and built by the architect Frederick Striebinger between 1912 and 1914. Original black

rather unkempt and certainly did nothing to add to the classical beauty of the architecture. The existing pool garden

was originally a reflecting pool and fountain. Later, the fountain was to become a bandstage upon which many renowned bands performed. The Smiths had the pool surface painted black to restore the reflective quality.

The gardens remained shabby, neglected and hidden from view. In the rear garden, an ugly chain link fence built on top of crumbling cement walls was indeed an eyesore. The "French garden" and small

Beaulieu (which means "Beautiful Place" in French) is a Cleveland Heights Beaux-Arts landmark.

and white photographs of the gardens show no particular cohesive design intent. The white pines and barberry hedge in the front of the house were



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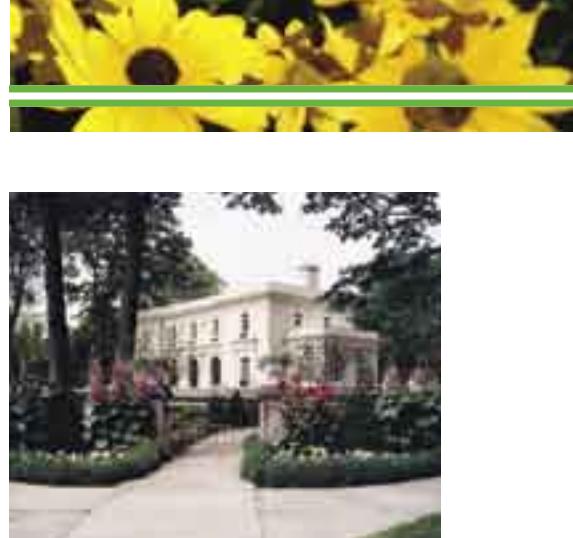
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REGAL APPROACH Tall, stately hollyhocks surrounded by a germander hedge form an elegant entry.

“Shakespeare garden” were overgrown with weeds and common daylilies. Nevertheless, the house was a diamond in the rough.

Beaulieu (which means “Beautiful Place” in French) is a Cleveland Heights Beaux-Arts landmark. The house, eclectic in many of its details, has definite French classical architectural appeal.

*The Smiths planned
to restore the interior
of the house as well as
the gardens in time
for their oldest
daughter's wedding.*



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The Smiths planned to restore the interior of the house as well as the gardens in time for their oldest daughter's wedding in August 1998. This was a major challenge to the whole team of contractors. The gardens had to reflect the formality of the architecture and yet show a range and variety in the selection of plant material to provide seasonal interest. The clients also indicated a desire to establish collections of plants: Hydrangeas, irises, rare shrub roses, clematis, ferns and bulbs to name just a few.

Views from the house looking out at the gardens were equally important. My goal was to link the house to the garden, the garden to the site and

the past to the present. The design demanded tremendous attention to detail, plus an understanding, knowledge and passion for plants allied to a strong sense of history, art and architecture.

The clients requested some preliminary figures, but the budget remained flexible in order to facilitate efficiency and the quality of work.

Some of the more important site conditions that needed to be addressed were:

1 Beaux-Arts architecture demands a formal terraced transition from the foundation of the house to the garden. A small, irregular stone patio on the west side of the house was a clear indication that the area around the house had never been completed. This uneven patio was replaced by a large, functional, elegant sandstone ter-



WATER WORKS A fountain, surrounded by roses and a boxwood hedge, has been added to emphasize the symmetry and elegance of the architecture. Balustrades surrounding the side terraces are also visible, with azaleas in front to soften the line and add color in spring.

race, which is framed by a sandstone balustrade and is capable of entertaining large groups of guests. Originally, the lawn sloped from the house down to the existing driveway. The entire west terrace and herb garden had to be raised due to the grade change. A formal,

rectilinear sandstone wall was designed and built to contain this garden. The design of the east terrace would mirror the west terrace.

2 The front entry was seldom used. A driveway had to be designed to link the house to the garden while avoiding a hotel entryway look. Priority was given to preserving many large, mature trees while the project was under construction. The prominent sphinx statues had to be carefully stored to transform the loggia. Additionally, the beautiful sandstone steps had to be moved back to accommodate the new driveway while still adhering to the proportions and integrity of the property's original entry area.

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NEW VIEW A jungle of unintended plants was cleared from this space (right) to make a formal rose garden. The walls and gates are original. Seen in progress, the French garden (left) was designed as classic parterres of boxwood hedges surrounding a fountain.

3 Three entries into the house had to be rebuilt to accommodate grade changes as well as deteriorating foundations.

4 As previously mentioned, the house was built in 1912 and the sewers and drains were of the same vintage. They were evaluated and cleaned. As additional drainage

was planned, the decision was made to replace all the old pipes with modern plumbing and drains. All overhead utilities were placed underground at this time. As soil conditions were typical of the clay soils found in Northeast Ohio, plans were made to amend and lighten the soil.

5 All the plant material was selected with zone 5 in mind, except for the additional use of annuals and "exotics" for fillers and focal visual statements.

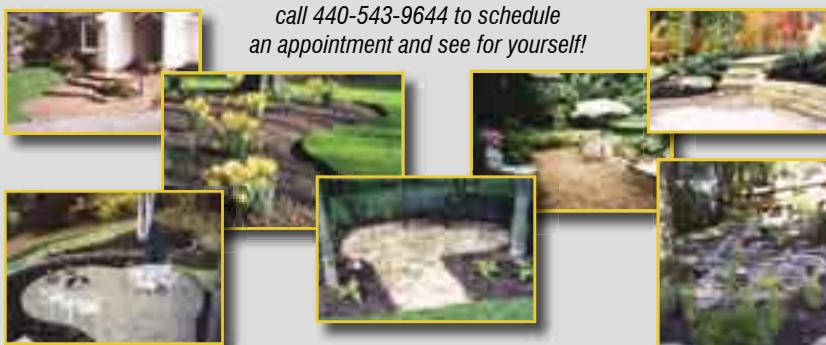
6 Three concrete ponds, containing koi, tadpoles, waterlilies and lotus, were designed to add the sound of water.

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I worked with Tom Kelley of Kelley Landscaping and Construction as general contractor and secured other contractors needed for stonework, sewers, driveways, lighting, concrete pond construction, irrigation and general maintenance.

The classic French gardens are formal with structural elements like clipped boxwood, gravel, parterres (ornamental gardens with paths between beds), pleached hedges, trees and simple expanses of lawn.

Although the general mood in this garden is classical French, solutions were chosen that are not strictly traditional. There is an air of informality to some of the plantings and what one would call "English abundance."

The garden was designed into smaller gardens each with a theme in color combinations and variety of plant material appropriate for zone five. It is however, the balustrade, walls, hedges and tracery of wrought iron fence work that give shape and form to the garden and emphasize the underlying framework of the garden.

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The gardens were often designed on restaurant napkins or on site because of the deadline. Decisions had to be made instantly at times, preliminary plant lists drawn, plants ordered, laid out and the location pointed to.

My goal was to create a garden that could be enjoyed and used primarily by the Smiths and their eight children.

Even though it is an urban garden, there is a sense of tranquility in the sound of the water, the scent of the numerous Casa Blanca lilies and the texture of snow on the boxwoods. The resident hawks slice through the air stopping briefly to rest on the uppermost branches of the majestic red oaks.

Gardening is an ever changing, transient pursuit. The process is always dependent on time. The hope is that the gardens of Beaulieu will stand the test.

As a postscript, neighbors held bets on whether we would meet the deadline. People gathered to discuss the progress of the project and traffic crawled to a halt on Fairmount Boulevard as the big event approached.

With great fanfare, the wedding was a huge success! **P**

Rosmarin Landscape Design offers both residential and commercial design services, including design/build and project management.

Ann Rosmarin established her own company in 1990, Rosmarin Landscape Design, as a natural extension of her artistic training and passion for gardening. She has received awards from the Ohio Landscape Association, the Cleveland Chapter of AIA, and the 2000 Preservation Award from the Cleveland Restoration Society. She is a certified member of the Association of Professional Landscape Designers, and serves as a Director on the Board of the Cleveland Botanical Garden (CBG).

For those who enjoy gardens and traveling to exotic locales, Rosmarin is leading a CBG garden tour to South Africa in the fall of 2006; she is a native of the country. With regard to her design/build services, she can be contacted through her website (www.annrosmarin.com).

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Commercial Landscaping: More Than Just an Amenity

By Margie Holly

It used to be that when considering landscaping on commercial properties, green grass, a few shrubs and a flowerbed at the building's entrance was enough. These days a savvy property manager knows beautiful landscaping is more than just a casual amenity.

Landscaping is quickly becoming a defining element to attract traffic to the site, help build brand recognition, increase and retain property value, and even save energy costs.

Brickman, a national leader in the commercial landscape service industry, shares how some of its clients are maximizing the impact of their landscaping dollar.

Curb appeal

In Cleveland, where apartment and condo living is a very competitive

market, curb appeal often makes the difference in whether a prospective tenant stops in or just keeps driving. Several Brickman clients have used landscaping to their advantage to attract prospects and to create the kind of atmosphere that instills a sense of community among tenants.

Madison at Butternut Ridge Apartments in North Olmsted recently renovated its main entrance and the approaches to its clubhouse and rental office with bold floral displays, designed to appeal to drive-by traffic as well as tenants who use the clubhouse facilities.

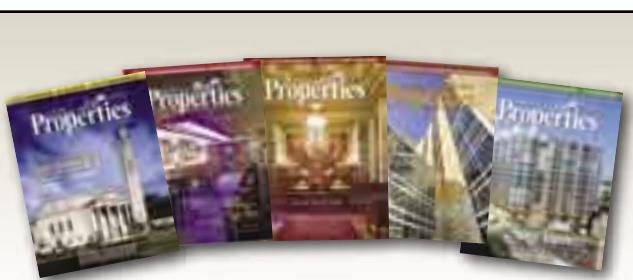
"Forty percent of our business comes from drive-by traffic," says Karen Jones, property manager for Madison. "If they don't like what they see, they won't even drive in. The new entrance way has really increased the volume of stop-ins

we see. It's a vast improvement over the old entrance."

Lincoln Properties' Sturbridge Square Apartments, in Westlake, is seeing similar results. This asset that features luxury living in one of Cleveland's most sought-after neighborhoods, has won either first or second place in the prestigious "Westlake in Bloom" contest for the last four years. From the start the landscape at Sturbridge Square was an integral part of supporting the luxury living concept. Continuous renovation and updating help Sturbridge remain competitive in the multi-family luxury living market.

Brand recognition

In the hotel and resort market, when you say the word Marriott, every business traveler gets an image of the famous red logo, which has come to stand for



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superb service and uncompromising value. Marriott reinforces that brand on every level, from the helpfulness of its employees to the quality of its rooms, and especially in the environment it creates for guests.

Landscaping has become an integral part of that image – the famous red and white floral displays mirror the corporate brand. Every visitor is greeted by lush floral displays in bold vibrant colors that immediately convey the message, "You are welcome here."

The award-winning Cleveland Airport Marriott is no exception to that rule. It understands that landscaping is an important component of any guest's pleasurable stay. Brickman recently renovated a central courtyard at this facility that is used for special events, such as conferences and weddings. It designed a new irrigation and drainage system to address an existing drainage problem, installed new sod and raised beds featur-

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ing lush perennials. Marriott's investment in its landscape continues to set its properties above the competition when it comes to creating a relaxing atmosphere.

Enhancing property value

At Cleveland's Heritage Business Park, employees and visitors enjoy vibrant floral displays gracing entranceways and employee courtyards. Brickman worked on the design and installation of the landscape, which includes vibrant annuals and perennials, and continues to maintain the property.

In this high tech industrial area, the curb appeal the landscaping provides has helped to attract and retain tenants, as well as provide welcome respite for employees as they enjoy the common areas. Though it is difficult to correlate floral displays to increased tenancy, there is no doubt that thoughtful attention to landscape amenities contributes to the overall quality of work life and the high occupancy rate at Heritage.

Money saving landscapes

Aside from the aesthetic appeal of landscaping, many property managers are finding smart use of landscape elements can actually save them money. Studies have shown that strategically planted shade trees can lower ambient temperature 10-15 degrees and will cut down on the load on an HVAC system, helping it run more efficiently in scorching sun or blustery winter winds.

Other property managers find that using native plants can cut down on their overall landscape management costs. Native plants are less fussy in their native soil, they are more resistant to local pests and disease, and they help the

Tools of the Trade

Groundscape Kids™

Playground stories spark fond memories of childhood for any adult and are the centerpiece of the ultimate childhood hiatus known as "recess". Although many of us wore cuts and bruises like badges of courage in our younger years, we were blissfully unaware of the potential dangers a misguided "Triple Lindsey" off the monkey bars could present. In today's world there are remedies for the safety issues surrounding outdoor playgrounds. The revolutionary playground safety surfacing discussed here from Groundscape Technologies allows schools and students to have the best of both worlds: A fun place that's a safe place.

The statistics on playground safety are undeniable and a little disturbing: 92% of existing playgrounds have inadequate safety surfacing and 79% of playground injuries are due to falls on hard surfaces like wood chips, asphalt, concrete and stones. Although there has been much discussion and numerous lawsuits regarding playground injuries, over 200,000 life-threatening injuries still occur on playgrounds each year. The main testing statistic for safety surfaces beneath playgrounds is referred to as Head Impact Criteria (HIC). Groundscape Kids™, manufactured in Ohio by Groundscape Technologies, falls under the category of a "loose fill" rubber safety surface. As determined by the U.S. Consumer Product Safety Commission, Groundscape Kids™ reduces "reportable injuries" by substantially out performing all other playground surface materials. Groundscape Kids™ is ADA compliant and passed the Head Impact Criteria Test at 12 feet when installed at a 6" depth (test statistics for HIC and ADA testing available at www.groundscape.com) Other playground surfaces simply can not provide that level of safety. Groundscape Kids™ is also certified and recommended by IPEMA (International Playground Equipment Manufacturers Association).

Safety is only one of the benefits behind the use of loose fill rubber safety surfacing. Because Groundscape Kids™ is made from clean shredded recycled rubber tires, it is environmentally friendly, harbors no insects, and does not sustain mildew, mold, or fungus (better for kids with restrictive airway diseases caused by allergies).

Children are visual and stimulated by color. Groundscape Kids™ comes in a variety of vibrant shades to create an inviting environment for school playgrounds. The proprietary color coating has been specially formulated to be non-toxic and does not rub off on little hands or stain clothing.

Replacing the materials underneath outdoor playgrounds can be a yearly chore for many facilities. Luckily, loose fill rubber provides a solution for that too. Because of its weight, rubber fill compacts and joins over a short period of time and will not blow or wash away. The appearance of weeds will be greatly reduced or nonexistent. Best of all Groundscape Kids™ carries a 10-year warranty against complete color loss. Year after year, it stays looking new without seasonal replacement. Even if after 10 years the color has faded, Groundscape Kids™ never loses its effectiveness as a safety surface.

Groundscape Kids™ provides a cost effective solution that takes the worries out of playground safety and time out of maintenance, and adds beauty to outdoor playground facilities. All this while helping the environment by relieving landfills of old used tires. It is an option that has gained momentum and worth exploring. Over the past four years Groundscape Kids™ has been popping up on playgrounds all across the U.S. For more information go to www.groundscape.com or call 513-310-0289 to receive further product details.

property integrate into the surrounding environment.

Whether you are trying to save money, attract traffic or just keep your employees happy, your landscape contractor is the best partner for determining a strategy to help you make the most of your landscape dollars. Whether you're

planning a spruce-up of your entrance or a major renovation, your contractor should be able to provide you with the expertise you need to develop a strategy for today, but also a long-term plan for success, that includes keeping your property healthy and vibrant for years to come. **P**

Author Margie Holly is communications manager for The Brickman Group, Ltd., which specializes in landscape design, installation and maintenance as well as irrigation, tree care, sports turf and horticultural consulting. For more information visit www.brickmangroup.com.

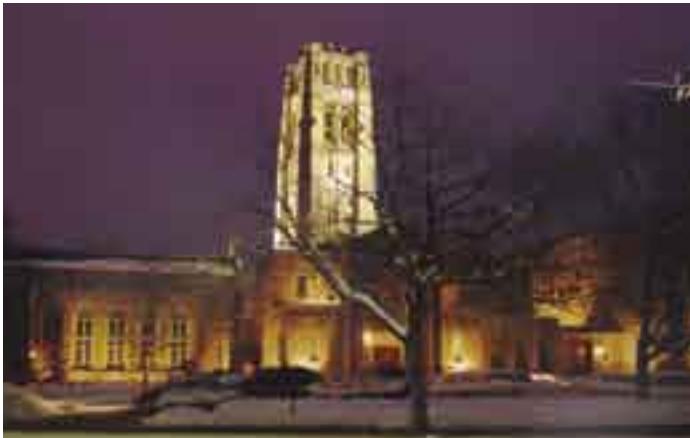
Seeing the Light

Local firm illuminates Cleveland Heights church

By Ron Friedman

"Strategic use of lighting can dramatically enhance architecture and make buildings more inviting and pleasant for those using them," says Ron Friedman, principal of Art & Science Lighting Design. "A strong example of that in the Cleveland area is the recent work at St. Paul's Episcopal Church [at 2747 Fairmount Blvd.] in Cleveland Heights."

Prior to the firm's work, the tower at St. Paul's Episcopal Church, illuminated sometime in the early 1980s, appeared dark and gothic due to fixture disrepair. In addition, the drives, façade and entries of the building were gloomy. Security floods mounted at the rear illuminated back driveways but in an institutional way that also disturbed neighbors.



GOLDEN GLOW Art & Science Lighting Design was hired to develop a new lighting scheme at St. Paul's Episcopal Church.

"The deterioration of older lighting systems had, over the past few years, led to a partially lit tower 'floating' above a dark church building," Reverend Alan M. Gates says. "As the final lights failed, the dark tower had begun to look more spooky than welcoming at nighttime. Likewise, the church's dark sidewalks presented neither the hospi-

tality nor the safety level we wished for."

A handsome early-1900s Walker & Weeks building housing a vibrant parish, St. Paul's deserved better, Friedman says.

A church committee headed by David Sloan hired Art & Science Lighting Design to develop a totally new lighting scheme that incorporated the tower, façade, drives and trees. This new design offered copper bollards for the drives and paths, a two-tier façade lighting scheme that grazed the stone walls from a close setback, and the redesign of the tower lighting mounted on the rooftops. In addition, new custom copper lanterns were crafted by a blacksmith to replace existing entry fixtures. Select trees around the building and drives were illuminated to provide accent and beauty year round. All lighting sources were carefully concealed to be invisible to the eye. High efficiency, low-wattage, color-correct Metal Halide lamps were used to simulate incandescent lighting.

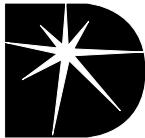
The result is a striking presentation that does justice to the building's character and the integrity of its parish. The façade glows, lanterns sparkle and paths are safely negotiable at night. Trees are illuminated and cast artful shadows onto the building.

"All of it has changed," Gates says. "Bollards along the drive and walks provide safe and welcoming access to all entrances. Strategically placed floods along the façade and selected trees highlight the church's architectural features and landscaping. New copper lanterns hang at the doors. And the tower, which is visible for miles, has been transformed into a brilliant beacon for our neighbors and all passersby." **P**

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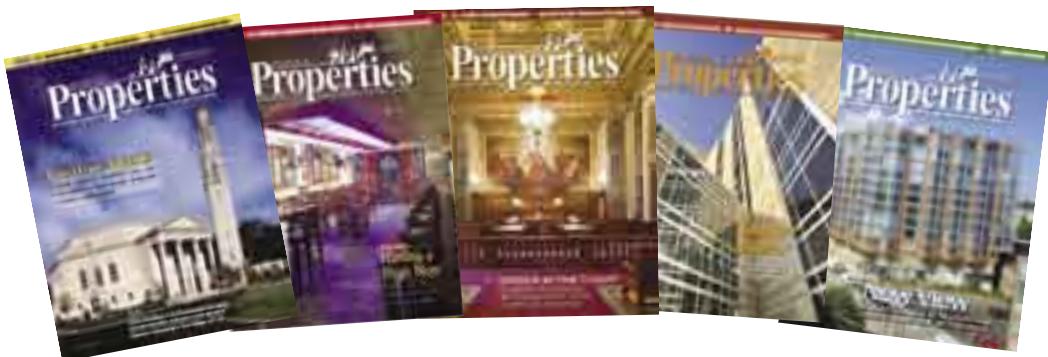
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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-R0120011

STUDENT CENTER

Cleveland, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

STATUS: C.M. services RFQ's due February 17, 2006.

OWNER: Cleveland State University Architect
1802 E. 25th Street
Cleveland, OH 44114
www.csuohio.edu/facilities/architect/home.htm
(216) 687-5121 FAX (216) 687-9227

DETAILS: Student Center Phase 1B-Main Classroom Building, Plaza Level Build-out-

\$14,925,000. Approx. 60,000 SF build out located primarily on the Plaza level of MC; the area being constructed will house administrative and/or student activity space, as well as the renovation of an existing auditorium and restrooms. Student Center Phase II-New building and demolition of existing building-\$42,500,000 Demolition of the existing University Center Building and construction of new smaller Student Center on the site; demolition will include the bridge to the Main Classroom Building on the east side of the

structure and partial demolition of the bridge to the Music and Communications Building to the west which will be re-used; construction of approx. 120,000 SF Student Center Building to include full service kitchen, servery and dining areas, street side pub, bookstore, atrium and new offices and meeting rooms for Student Life Programs; the new construction will include a new bridge and associated building modifications to the Main Classroom Building, re-work of the existing bridge to the Music and Communication Building and connections to the newly renovated plazas to the north and east; the project will be designed with respect to the CSU Campus Master Plan and integrated with the Euclid Corridor Project.

PN-Q0927001

HOME IMPROVEMENT STORE

Westgate Mall

Rocky River, OH (Cuyahoga Co.) Linden Road

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

UPDATE: Owner has selected site; owner seeking planning commission approval; bid date has not been determined.

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

DEVELOPER: New Plan Excel Realty Trust Inc.
1120 Avenue of the Americas
New York, NY 10036
(212) 869-3000 FAX (212) 869-3989

DEVELOPER: Transwestern Commercial Services
150 N. Walker Drive Suite 800
Chicago, IL 60606
(312) 499-7655

ARCHITECT: Dorsky Hodgson + Partners
23240 Chagrin Boulevard, Suite 300
Cleveland, OH 44122
www.dorskyhodgson.com
(216) 464-8600 FAX (216) 464-8608

LEAD DEVELOPER: Richard E. Jacobs Group
25425 Center Ridge Rd.
Westlake, OH 44145
www.rejacobsgroup.com
(440) 871-4800 FAX (440) 892-2308

DETAILS: 117,347 SF, one-story; steel frame; masonry; CMU; landscaping; slab-on-grade; cabinetry; electrical; mechanical; HVAC; single-ply, standing seam roof; storefront; plumbing; flooring; painting.

PN-Q1230013

KEY BANK DATA CENTER

Solon, OH (Cuyahoga Co.) Aurora Road

ESTIMATED AMOUNT: 12,000,000

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5055 Corbin Drive
Cleveland, OH 44128

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F. 216.475.9040

www.thedardencompany.com

CONTRACTING METHOD: G.C. Bids (Invitation Only)
UPDATE: Announcing estimated amount; bid date has not been determined.

OWNER: Key Bank
127 Public Square
Cleveland, OH 44101
(216) 689-3000

DETAILS: 40,000 SF data center; sitework; landscape; concrete; masonry; structural steel; lumber; drywall; painting; thermal/moisture protection; doors and windows; finishes; HVAC; mechanical; electrical; plumbing.

PN-P0513007

SHOPPING CENTER

Lighthouse Village
Lorain, OH (Lorain Co.) Leavitt Road

ESTIMATED AMOUNT: \$40,000,000

CONTRACTING METHOD: G.C. Subcontracts
UPDATE: Plans approved; bidding to advance shortly.

DEVELOPER: Liberty Development Co.
9500 Midwest Avenue
Cleveland, OH 44125
(216) 221-9050

ARCHITECT: Dorsky Hodgson + Partners
23240 Chagrin Boulevard, Suite 300
Cleveland, OH 44122
www.dorskyhodgson.com
(216) 464-8600 FAX (216) 464-8608

G.C.: D-A-S Construction
9500 Midwest Avenue

Garfield Heights, OH 44125
www.dasconstruction.com
(216) 662-5577 FAX (216) 662-1793

DETAILS: 65 acres; landscaping, walking trails; 450,000 SF retail center with three anchor stores and 12 smaller retail spaces; Home Depot listed as a tenant.

PN-Q1219004

AVON MIDDLE SCHOOL IMPROVEMENTS

Avon, OH (Lorain Co.) 3075 Stoney Ridge Road

CONTRACTING METHOD: Public Bids
SUB BIDS DUE: Announcing consultant; consultant has recommended a new building instead of renovating the current facility; project may be two years away.

OWNER: Avon Local School District
35575 Detroit Road
Avon, OH 44011
(440) 937-4680

CONSULTANT: MKC Associates - Mansfield
380 North Main Street #500

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*George Griffith Ext. 260
National Accounts Manager*

Mansfield, OH 44902-7319
(419) 525-1102 FAX (419) 525-1428
DETAILS: Demolition of current facility and construction of a new facility.

PN-Q0124043

EDGEWOOD HOMES

Akron, OH (Summit Co.) Edgewood Avenue

ESTIMATED AMOUNT: \$50,000,000

CONTRACTING METHOD: Public Bids

SUB BIDS DUE: Architectural RFP's due Friday, January 27, 2006.

OWNER: Akron Metropolitan Housing Auth. - Constr. Dept.

100 W. Cedar Street

Akron, OH 44306

www.akronhousing.org

construction@akronhousing.org

(330) 376-9761 FAX (330) 376-9924

CONSULTANT: Community Builders, Inc. - Pittsburgh
201 South Highland Avenue
Pittsburgh, OH 15206
(412) 365-0665

DETAILS: Demolish 116 existing units and replace with 230 new units.

PN-R0120010

COLLEGE OF EDUCATION

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$35,000,000

CONTRACTING METHOD: Public Bids

STATUS: C.M. services RFQ's due February 17, 2006.

OWNER: Cleveland State University Architect
1802 E. 25th Street
Cleveland, OH 44114
www.csuohio.edu/facilities/architect/home.htm
(216) 687-5121 FAX (216) 687-9227

DETAILS: New building for the College of Education, minimum of 115,000 SF; a garage may be included under the building to replace approx 80 surface parking spaces (150,000 SF with garage); project will also include landscaping and site development of adjacent properties including the rework of the Plaza to the east of Fenn Tower and north of Physical Education, the entry to Health Sciences and the Mather Mansion garden as appropriate to address the relationships of these spaces to the new building; an enclosed atrium may connect the building to the Fenn Tower.

PN-R0120009

RTA TRANSIT CENTER/PARKING STRUCTURE

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$25,000,000

CONTRACTING METHOD: Public Bids

STATUS: C.M. services RFQ's due February 17, 2006.

OWNER: Cleveland State University Architect
1802 E. 25th Street
Cleveland, OH 44114
www.csuohio.edu/facilities/architect/

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(216) 687-5121 FAX (216) 687-9227

DETAILS:

New facility to be built as a joint venture between RTA and CSU; requires approx. 2.5 acres site construction; the preliminary program consists of a +/-27,000 SF grade level bus garage, a 310,000 SF 800-900 car, five-level parking garage; project will be planned for a future 57,000 SF upper level field house and an 80,000 SF CSU residential tower.

POC: Mark Green (216) 687-5417, fax (216) 687-9227, email m.green@csuohio.edu

PN-M0924003

RETAIL-HOUSING COMPLEX

Cornerstone

Parma Heights, OH (Cuyahoga Co.) Pearl Road at West 130th Street

ESTIMATED AMOUNT: \$60,000,000

CONTRACTING METHOD: To be determined

UPDATE: Project is on hold.

DEVELOPER: McGill Property Group

30575 Bainbridge Road, Suite 100
Solon, OH 44139
(440) 914-4300

ARCHITECT: GSI Architects, Inc.

1240 Huron Road
Cleveland, OH 44115
www.gsiarchitects.com
(216) 363-0000 FAX (216) 363-1990

CONSULTANT: Cleveland Construction

8620 Tyler Blvd.
Mentor, OH 44060
www.clevelandconstruction.com
(440) 255-8000
FAX (440) 255-8096

DETAILS: 200,000 SF of retail, commercial and residential space.

PN-Q0421073

WAL-MART

Chestnut Commons

Elyria, OH (Lorain Co.) 1000 Chestnut Commons Drive

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

UPDATE: Announcing architect; owner has received EPA approvals; bidding to advance shortly.

OWNER: Wal-Mart

701 South Walton Boulevard
Bentonville, AR 72716
(479) 273-4000

DEVELOPER: Forest City Land Group

1050 Terminal Tower
50 Public Square
Cleveland, 44113
www.fceinc.com
(216) 416-3766 FAX (216) 263-4809

ARCHITECT: Scott & Gable Architects

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4665 Beidler Rd., Willoughby 44094

216.229.3900

1862 E. 123rd St., Cleveland 44106

Elyria, OH 44035
www.ksassoc.com

DETAILS: 200,000 SF; excavation; landscaping; grading; slab-on-grade concrete; masonry/stone; CMU; metals; structural steel; wood and plastics; casework; millwork; thermal/moisture protection; insulation; waterproofing; rough carpentry; EIFS; roofing; doors/windows; doors and frames; drywall; ACT; ceramic tile; VCT; carpeting; rubber cove base; flooring; painting; fire protection; mechanical; plumbing; HVAC and electrical.

PN-Q0712020

BATTERY PARK CONDOMINIUM DEVELOPMENT

Cleveland, OH (Cuyahoga Co.) Detroit Shoreway

ESTIMATED AMOUNT: \$100,000,000

CONTRACTING METHOD: D/B Subcontracts

UPDATE: Announcing architect; owner seeking planning commission approval; bid date has not been determined.

OWNER: Battery Park LLC

1702 Joseph Lloyd Parkway
Willoughby, OH 44094
(440) 975-8118
FAX (440) 918-3834

ARCHITECT: City Architecture Inc.

3634 Euclid Avenue, Suite 100
Cleveland, OH 44115
www.cityarch.com
(216) 881-2444 FAX (216) 881-6713

D/B: Marous Brothers Construction
1702 Joseph Lloyd Parkway
Willoughby, OH 44094
www.marousbrothers.com

(440) 951-3904 FAX (440) 951-3781

DETAILS: 13 acres; 327 units; mixture of condominiums, single-family homes and lofts; living space to range between 900-2,800 SF; former Energizer Battery plant property.

PN-P0614018

ETHANOL FACILITY

Patriot Energy

Mogadore, OH (Summit Co.)

ESTIMATED AMOUNT: \$75,000,000

CONTRACTING METHOD: Owner Subcontracts

UPDATE: Bidding to advance spring 2006.

OWNER: Global American Energy Holding Co.
341 Conestoga Way
Hesperus, CO 81326-9778
(970) 375-2772

ARCHITECT: In-house

DETAILS: New plant to convert trash to ethanol; approx. 100,000 to 150,000 SF.

PN-R0113002

NEW CLEVELAND AQUARIUM

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: 33,000,000

CONTRACTING METHOD: To be determined

STATUS: Planning is preliminary; owner is seeking funding and site.

OWNER: Cleveland Aquarium Inc.

P.O Box 5368
Willowick, OH 44095
(216) 861-8619

ARCHITECT: To Be Determined

DETAILS: 50,000-70,000 SF aquarium; sites being considered are the east bank of the Cuyahoga River in the Flats, and Dock 20 and Dock 32, which are on Lake Erie near the Rock and Roll Hall of Fame.

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