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Rendering courtesy Hanson Photographic

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Looking Ahead for 2007



KEN KRYCH

Happy 2007! As *Properties* recently celebrated its 60th anniversary last month, we look ahead to a prosperous and great new year.

Personally, I brought in the New Year in China, in a town inland from Hong Kong called Liuzhou in the Gaungxi province, where I met with members of the Da-Hua Real Estate Company. I will be writing a more extensive article on building in China in next month's issue as the country gears up for the 2008 Olympics.

This month is our Look Back, Look Forward issue in which we take status of the region's building and real estate market in 2006 and estimate where 2007 should lead us. I want to thank the top firms and individuals that contributed this year. A special thanks to CB

Richard Ellis Company for providing insight on the commercial real estate and building markets, Calabrese Racek & Markos Inc., which has provided us with timely residential information, and McGraw-Hill Construction, which has provided us with its national forecast and outlook for 2007, as well as Alec Pacella, of Grubb & Ellis, who contributes financial articles to *Properties* every month.

Elsewhere in this issue are profiles of a mix of old and new projects.

Our cover feature is on the venerable John Hay High School renovation project that took years of planning to complete – and is well worth the wait. This historic building is stunning both inside and out and I am sure will provide students with resources to acquire great skills for many years to come.

We are also happy to bring to you a feature on the new Lakewood YMCA that recently opened. This is a powerful facility that was designed by Doty & Miller who also worked on the Bainbridge YMCA a few years back.

We also take a look at Chester Road Square, a renovation project in Avon led by Baywest Construction, and profile an old friend who is expanding into the landscaping business: Abraxus Inc.

Again, here at *Properties* we are resolute in helping you make this a tremendous and most prosperous year. We value people and our relationships above all else. We encourage your feedback as always throughout 2007 and look forward to promoting and supporting your fine work and accomplishments. Know that you can call or email me anytime. While your at it, ask us about our new calendar for 2007 and how you can get your own free copy!

From everyone at *Properties*, have a Happy New Year!

Positively,

Kenneth C. Krych
Owner/Publisher

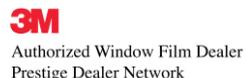
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Letters

Congratulations on the 60th anniversary of *Properties* magazine. You must be very proud to have carried on the tradition of this fine publication. You and your staff are to be commended on preserving the founding principles of this magazine.

Allan B. Pintner
Millenia Housing Management, Ltd.

Congratulations on your 60th anniversary issue! What a beautiful tribute to [former publishers] Gene [Bluhm] and Jack [Wyse], also the kind words [writer] Lou [Kren] had to say about Gene. We enjoyed having Lou work with both of us. Gene and Jack would be so proud and happy to see *Properties* is still a big success.

Flo Bluhm
Gates Mills, Ohio

PROPERTIES PEOPLE

Highlighting notable industry events



- 1 Mr. & Mrs. **Richard T. Garrett**, of Garrett & Associates Engineering and Land Surveyors, enjoy the festivities at the Cleveland Executives Association holiday gala at the Lakeside Yacht Club.
- 2 (From left) **Jim Wickert**, of Wickert Mechanical Engineering, Inc., and **Laurene E. Smith**, CEO, Satellite Data Ohio, Inc.
- 3 (From left) CEA President **Mark Mazzone**, of Korfant & Mazzone Construction, **George J. Tamas**, senior vice president at Huntington Bank, and **Ronald E. Schmidt**, CPA, MBA, of D. Curtis Jones Polen & Battles, CPAs, Inc.
- 4 **George & Louise Post** pose in front of the Christmas tree. Louise Post is a new member of CEA and is president of Post Painting, Inc. in Bedford Heights.
- 5 Mr. & Mrs. **Scott Altman**, of Morgan Stanley, Brokerage, Services, Investments
- 6 **Michael Fischbach**, marketing director and editor of the Cleveland Executives Association Newsletter, and wife
- 5 Mr. & Mrs. **Edward T. Lauer**, of Lauer Enterprises, Inc.

Cleveland Executives Association Holiday Gala

The Cleveland Executives Association, a private networking organization of business owners representing an array of professions, recently met for a holiday gala at the Lakeside Yacht Club. The organization, comprised of roughly 30 members, gets together three times a month for Friday lunch meetings. **P**



(From left) Enjoying the Cleveland Independent Practitioners Group holiday luncheon are writers **Nancy Schuemann**, of Schuemann Enterprises LLC, **Linda Bloom**, of Bloom Public Relations/Marketing, Inc. and **Anne Gallagher**, of Gallagher Communications.

Cleveland IPG Luncheon

The Cleveland Independent Practitioners Group (IPG), an organization of nearly 25 public relations professionals and marketing consultants, recently celebrated the holidays with a luncheon at Sushi Rock in Beachwood. IPG (www.ipgcleveland.org) holds monthly lunch meetings where members exchange ideas and network. **P**



(From left) **Jing Liu**, of Da-Hua Real Estate Company, and **Properties** Owner/Publisher **Ken Krych** stand outside the gates of the Forbidden City in Beijing, China.

Properties Visits the Far East

Properties Publisher Ken Krych recently traveled to Liuzhou in the Gaungxi province of China and met with members of the Da-Hua Real Estate Company (full story coming in February). His travels also took him to Beijing, where more than 75 buildings are being built for the 2008 Olympics, and the Great Wall. **P**

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Bluestone Condos Come to Cleveland Heights

Multi-unit residential development celebrates grand opening

A new condominium community in Cleveland Heights was recently unveiled to potential buyers seeking a sophisticated, urban lifestyle with a four-day, grand opening celebration of Bluestone Condominiums in Cleveland Heights. When completed, Bluestone will consist of six buildings with 39 cluster homes and three loft buildings with 71 units, all located within minutes of University Circle.

The first building, with seven cluster homes, is completed. The carefully planned community features "arts and crafts" architectural design in an environmentally pleasing setting that boasts ample green space. The development is located at 3505 Mayfield Road, on the site of the former Jewish Community Center. All town homes and lofts have 10-year tax abatement and reduced interest rate financing for qualified buyers.

"Bluestone is in an ideal location [with a] list of amenities for every stage of life and lifestyle," says Richard Block, manager of the Cleveland Heights office of



BUILDING UP When completed, Bluestone Condominiums will consist of six buildings with 39 cluster homes and three loft buildings with 71 units, all located within minutes of University Circle.

Howard Hanna Smythe Cramer, the real estate firm that's marketing the condo development. "This luxurious development meets the needs of a growing number of people who want to live near the amenities of the city of Cleveland, in a maintenance-free environment. It's on the cutting edge of the latest trend in housing."

Open floor plans feature two- to three-bedroom homes with common,

landscaped green space, garden walls and private patios. Interior plans include first floor master suites and laundries, jetted spa tubs, lower level walkouts, high-speed Internet cable, security wiring, attached two-car garages, wood floors, luxurious carpeting and gas fireplaces. Kitchens feature granite counters, all-wood maple cabinets, stainless steel appliances with Energy-Star® rating, and ceramic tile flooring. For a closer look, visit online at www.liveatbluestone.com.

The vision for Bluestone is a joint community effort between the developers, who are Rysar Properties and The Orlean Company, and the City of Cleveland Heights. Rysar Properties is a Cleveland-based developer and builder

founded in 1991 and experienced in complex urban residential projects. The Orlean Company of Beachwood has been a leader in multi-family housing management and development for over 50 years. Howard Hanna Real Estate Services is the fifth largest full service real estate company and the fourth largest privately held real estate firm in the United States. **P**

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Real Estate Taxes: Your Largest Controllable Expense

The Cleveland real estate market presents a "mixed bag" of properties, some suffering from high vacancies, while others have been successful in finding new and retaining current tenants. The past year has seen new developments proposed and the acquisition of several high profile office buildings. The purchases were also a mixture of unusual deals. Public assistance provided the key to several acquisitions, while others were purchased as tenants-in-common (TIC).

Such purchase and sale activity is notable due to the fact that this past summer and fall Cuyahoga County and 23 other counties reassessed its real estate and some of these transactions may have been used in establishing assessments. Cuyahoga, Lake, Lorain, Stark and Portage counties performed its sexennial physical reappraisal, establishing the property tax assessments for 2006. This year's tax assessments affect the 2006-2008 tax years and act as the base for statistically adjusting the 2009-2011 assessments.

Ohio real estate assessments are set in three-year cycles, with the first three-year triennial based on a physical reappraisal and the second triennial determined by a statistical update of the physical reappraisal. Therefore an incorrect assessment not only will carry forward until the next reappraisal, but it also can have a compounding effect due to the update period. Conversely, a successful reduction in your property tax assessment will translate into a corresponding reduction in property taxes for many years to come.

Now is the best time to review and contest your real estate taxes. As the economy improves, the commercial values should also improve. By reducing an assessment now, it will help with survival during the tough times and assist in controlling future assessments. However, it is important to note that filing a complaint against the property's valuation is not something to do with a "nothing ventured, nothing gained" attitude.

If your property is under-assessed the board of revision may increase the value of your property. There are various professionals who specialize in property tax appeals and can help to determine if an appeal is warranted. Because of nuances in the law, properties that appear to be fairly assessed may be over-assessed; and properties that appear over-assessed may be under-assessed.

After determining if a complaint is warranted, the question becomes when to file for a reduction in taxes. The board generally accepts

complaints after Jan. 1, but in any event complaints must be filed (received, not mailed) with the county board of revision by the March 31, 2007, deadline. It is recommended that you have a copy of your complaint time-stamped for your own records.

After a complaint is filed, the board of revision will conduct a hearing during which a complaining property owner will need to submit evidence to support the request for a decrease in the property tax assessment.

Typically, an attorney from the board of education will oppose the complaint. If a property owner succeeds in getting the assessment reduced, the board of education may appeal the board of revision decision.

An attorney may be needed to file the complaint and to serve as counsel during the board of revision hearing. The Ohio Supreme Court, in *Sharon Village Ltd. vs. Licking County Board of Revision*, ruled that the preparation and filing of a complaint constitutes the practice of law.

A recent Ohio Supreme Court ruling makes filing property tax complaints more accessible but not necessarily easier to understand. The Ohio Supreme Court limited its previous decision with respect to corporate officers. The Court held in *Dayton Supply* that a corporate officer does not engage in the unauthorized practice of law in preparing and filing a complaint with the Board of Revision (BOR) and presenting the claimed value of the property before the BOR as long as the officer does not make legal arguments, examine witnesses, or undertake any other tasks that can be performed only by an attorney. Previously the courts dismissed almost all complaints filed by a non-attorney where the complainant and the owner were not the same individuals.

All taxpayers can face additional problems due to the reappraisal. The school districts in Ohio routinely file increase complaints to raise assessments on properties they believe to be undervalued or recently purchased. In those instances, it is best to seek advice prior to engaging in any dialogue with the board.

BOMA Greater Cleveland is proud to provide this space to our Associate Members so they can inform, educate and share their knowledge with property management professionals. This article was written by Kieran Jennings, a partner in the law firm of Siegel, Siegel, Johnson & Jennings Co. L.P.A. He can be reached at kjennings@siegelatx.com. Jennings has been a member of BOMA Greater Cleveland since 2005.


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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Mom and Pop are Back

Construction of Chester Road Square supports local small business development

By Jessica Nelson | Photos by Ken Krych

Inside Juan Mexicali's at Avon's Chester Road Square shopping center, Mike Marron, president of Baywest Construction Group, Inc. and general contractor for Chester Road Square, sits back and surveys a job well done. Customers seem pleased to enjoy a spicy meal in a well-designed environment and the staff appears happy about working in such a functional and efficiently planned space as they bustle through the dining area.

Juan Mexicali's is one of the many small businesses that has continued to succeed at Chester Road Square thanks to the shopping center's location, thoughtful planning and cost-effective construction.

"There was a need for mom and pop shops instead of the national chains," Marron says.

Marron designed this shopping center with the goal of saving money for Developer Cecil Yates, managing partner of Vetrone Development, LLC, which in turn saves money for tenants.

"We stepped up," he says, estimating he saved the owner \$400,000 by handling the design.

The shopping center's location at 35840 Chester Road location makes it a strategic place for small businesses to grow. Near I-90 and directly across the street from a Wal-Mart, the shopping center is hard to miss. Construction of a Lowe's is planned on adjacent land.

The shopping center's high visibility is due to more than its proximity to large retail outlets, though. Marron had to raise the land.

"You don't ever want to put a shopping center in a hole," Marron says. "If you're up on a hill or level, it's the best thing. I made sure we brought it up to the road."

In January of 2004, Marron began the planning process, working closely with Yates, of ADA Architects, and the City of Avon to optimize the 7.5-acre plot.

First, Marron transformed Chester Road from a narrow country lane to a wide roadway, and dealt with dis-

connected pipes more than 50 years old. The plot, formerly a dumpsite, had transformed over time into a man-made wetland. The land behind the strip mall slopes toward it. On top of the slope, a golf course's fence contributed to blockage. Marron raised the land a total of seven feet. He worked in increments of eight-inch lifts, achieving at least 98% compaction on each lift. Once the soil was compacted, Marron brought in sheep foot and vibrating rollers for the next layer. He obtained the proper soil and fill from various local excavators.

The strip mall's design changed from a straight run of storefronts to an L shape as Yates acquired more land.

"When you go to an L shape design, what you have is a lot of square footage, so what you need is somebody who doesn't need a lot of window space but needs a lot of room," Marron says.

Originally, the team planned for 20-foot increments of 1,600-square-foot spaces, but as tenants moved in, Marron worked with them to budget for their

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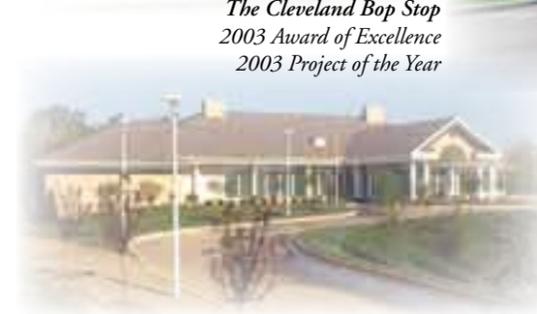
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UNDER THE BIG TOP In Juan Mexicali's, Marron installed ceiling lighting and used fireproof aviation wire and cable.

specific needs for unique spaces and construction materials.

In Juan Mexicali's, Marron installed ceiling lighting and used fireproof aviation wire and cable. The lighting highlights the restaurant's central island, accented by lamps made of lightning rods. Here, the floor is concrete stain. The material changes color slightly every time it is washed or waxed, adding a slightly rustic feel to the restaurant's clean, smooth lines and bright, warm colors.

Fujiyama, the 8,800-square-foot Japanese steakhouse at the center of the L shape, was constructed to accommodate 14 hibachis. Marron constructed an open deck patio and Japanese garden behind it.

Furthermore, there is room to expand. Three spaces are as yet unfinished. Marron anticipates a 5,000- to 5,500-square foot bank going up in the front parking lot island. The unused land behind the shopping center is ideal for a banquet hall, recreation center or office space because it is not visible from Chester Road. As for parking, there are 250 total spaces, half in the front and half in the back. Marron designed a hallway to connect the two for customers' convenience.

Apart from the strip mall's shape, Marron worked closely with the City of Avon to determine how it should look.

"The City was good to us," says Marron. "We saved money by listening to what they had to say."



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The City wanted a classic Western Reserve look for the strip mall. Marron explains that ADA was a natural fit for the project because of its experience working with similar structures. The style, common among many similar shopping centers, includes sandstone, cupolas and neutral colors, and the structure blends nicely with its surroundings. Chester Road square boasts three cupolas, one at each end and one at the crux of the L shape. Red, yellow, blue and silver awnings accent the exterior's neutral colors, creating a bright, cheery feel.

Construction began in September of 2004. Yates's goal was to build and be able to lease spaces for \$20 to \$22 per



square foot. Originally, the team planned for a metal stud frame, but Marron did a cost analysis and determined he could save money by using masonry instead. The structure is masonry load bearing throughout.

NEW LIGHT Among the tenants at Chester Road Square is Fujiyama, The Wine Room and (left) Light Salon & Spa.

"With the price of steel going up, I eliminated all those costs," Marron says.

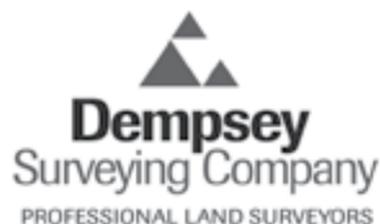
Marron saved money in other ways as well. He used economical E.F.I.S. on the exterior and aluminum for the storefronts. He used frost slab continuously around the building to allow for the moving of doors according to tenants' needs. Marron's use of fire sprinklers instead of a firewall system saved another estimated \$60,000.

The first tenant moved in September of 2005. Chester Road Square is now home to Let's Get Physical Therapy, Light Salon & Spa, The Wine Room, A Phiner Bistro, Fujiyama, The Chef & Mrs. Cook, Simply Uniforms, Catanzas Barber Shop and Rush Inn.

Back in Juan Mexicali's, Marron says he's proud of his work; the total construction cost \$3.5 million and the entire property is now worth an estimated \$9 million.

"Having a place like this, it's wonderful," he says. **P**

Proud to work with Baywest Construction on the Chester Road Square Retail Development



Christopher J. Dempsey, P.S.
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FINANCIAL REVIEW & FORECAST

2007

Look Back, Look Forward

Examining Greater Cleveland commercial real estate 2006/2007

Provided by CB Richard Ellis, Inc.

Many readers interested in the state of commercial real estate look forward to consensus among those professionals who carefully observe and analyze their markets of special focus. The continued influence of Wall Street and traditional capital markets, as well as REIT and CMBS interests, are forcing increased sharing of data, resulting in reduced disparity of market statistics. In addition, several data sources have refined their research techniques resulting in findings that are more consistent with each other, although there are still disparities among the various sources that amount to as much as seven percent in valuation calculations. We are not done yet.

Factors that continue to resist consensus include the basis for measurement, geographical boundaries, sizes and kinds of buildings, timing of recording the data (when tenants move out, move in) and how sublease space affects the statistics.

Analysts note, as long as the data is professionally gathered and honestly reported, it is the right of the observers to report how they see cause-and-effect relationships or correlations in the industry. As a result, the practice of reporting market statistics, analyses and forecasts is an art as much as it is a science. In answer to the question, "How's commercial real estate today?" it depends on the point of view held by a tenant, or landlord, buyer or seller, or practitioner such as broker, lender, lawyer or title person.

Most significant for the next few years could be radical change and new trends in office space design and occupancy. Architects indicate that with new emphasis on "green" environments for

employees, significantly increased costs for new construction and anticipated increased costs for energy, they are being asked to create new building structures, renovate older stock and design new interiors that address solutions to the new challenges.

Please read on to ascertain how the CB Richard Ellis market reporters see last year's and this year's conditions.

The Office Outlook 2007

By Robert F. Redmond, SIOR
Senior Vice President, CB Richard Ellis



It is now evident that the economic recovery began in 2002. It is also apparent that Ohio, West Virginia and Michigan usually are a step behind the

rest of the country in emerging from recessions. The office market generally

recovers after most other elements of the economy, and this time is no exception. During 2005, Southern and Central Ohio finally began to show moderate economic growth and by Labor Day 2005, the Cleveland area office market showed evidence of awakening.

The national office vacancy rate continued to improve significantly through 2006, decreasing to 13% from an unhealthy 17%. This has occurred mainly because of increases in white-collar employment in sectors of the economy that cause increased absorption, coupled with a decline in construction. Markets that are significantly healthy with the lowest vacancy percentages include Florida's Miami, Tampa and Orlando and California's Orange County and San Francisco. New York, Washington, D.C., and Seattle continue to be vibrant as are all 24-hour cities. Major reasons for this are the health of the economic sectors that continue their expansion such as

finance, high tech, health care and international trade.

The overall Cleveland area office vacancy rate is currently at 17.3%, down from 19.6% last year. That amounts to nearly six million square feet of vacant office space, which includes nearly six hundred thousand square feet of sublease space that is vacant and currently on the market. The good news is that in 2002, the amount of sublease space exceeded 1.2 million square feet. It has steadily declined to the current level. The outlook for the Cleveland area office market is extremely good for 2007. The dynamics of the CBD and the various suburban submarkets, however, require further explanation because each geographical area has unique characteristics resulting from typical tenants in these areas.

Cleveland Outlook for 2007			
	Office	Industrial	Retail
Vacancy Rates	↓	↓	↔
Inventory	↑	↑	↑
Net Absorption	↑	↑	↔
Quoted Lease Rates	↑	↑	↑
Negotiated Lease Rates	↔	↔	↔
Sale Prices	↑	↑	↑

Source: CB Richard Ellis

Cleveland Central Business District

The Central Business District, while more condensed than the suburbs, has finally succumbed to suburban sprawl and growth. Twenty-five years ago, the CBD accounted for nearly 60% of the area's inventory. With no new downtown construction since 1993, other than the Federal Courthouse Tower (not considered multi-tenant space in CBRE

statistics) substantial growth in the suburbs, and re-classification of the existing CBD inventory, it now accounts for 48%, or 16.5 million square feet, of the total 34.6 million square feet that constitute the Greater Cleveland Market area. This ratio still evidences a stalwart downturn when compared to the rest of the U.S. where 63% of the nation's inventory is in the suburbs.

The vacancy rate in the CBD, the most telling of all multi-tenant office building statistics, is 18.3%, down from 21.8% a year ago. It has changed direction, trending downward for the first time since 2000. This is due to the 485,000 square feet of absorption, highest since 1998. The CBD rate is higher than the suburbs, at 16.3%, which is a reversal from 2002 when the suburban rate was higher than the CBD rate.

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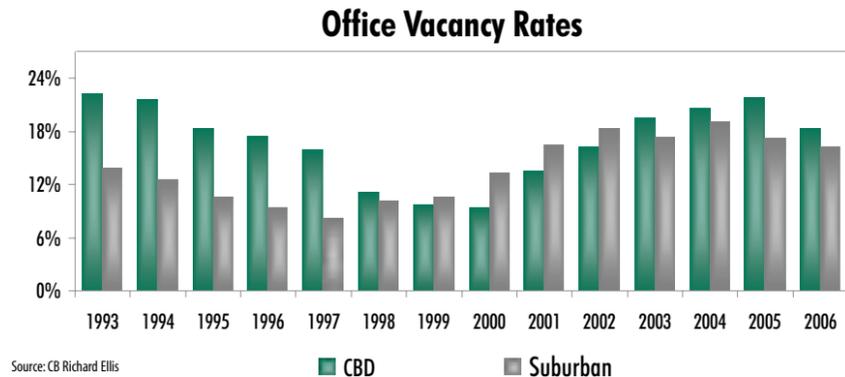
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Class A vacancy has declined for the past two years. Even better news, however, is that the vacancy is generally spread as opposed to existing in high concentrations in a small number of troubled buildings. Only one Class A building, 200 Public Square, has sufficient space to accommodate a 200,000 square foot tenant, such as Baker and Hostetler, who is shopping for new space. The Diamond Building (now named 1100 Superior) leased 200,000 square feet and Penton Media already has filled the vacancy created by Ulmer & Berne's departure to Tower City in early 2006.

It is interesting to note that an unusually large proportion of the Class B vacancy is concentrated in just a few buildings in that group. Of the 1.9 million vacant square feet, two-thirds is accounted for by seven of 33 buildings; namely, Huntington Building, hurt by the departure of ICI Paints, which now has 304,000 square feet available, 1717 East Ninth Street (East Ohio), 65-75 Erieview Plaza, Hanna Building, Halle Building, Terminal Tower and The Leader Building. The remaining space availability is spread throughout the balance of those buildings tracked in CB Richard Ellis's CBD Class B database.

There is new excitement downtown. Playhouse Square has experienced new energy with the completion of



Source: CB Richard Ellis

The Idea Center, which gives the area an exciting visual look, while providing centrifugal influence to the City's performing arts and broadcast media culture. Most interesting is the Playhouse Square Foundation's rehabilitation of 1375 Euclid into a sophisticated digital studio complex that combines the occupancy of WVIZ-TV, WCPN-FM, and provides opportunities for the creative community to generate new productions. SchoolOne.com just took 41,000 square feet there. Cleveland's creation of a Special Improvement District as well as the recent incentive program of tax credits (Job Creation Grant Program) for certain new and expanding tenants to the CBD have also helped increase leasing activity. So far, six companies have been approved for the grant. It has lead to the creation/relocation of over

500 jobs in the CBD. Quicken Loans established a new office of 31,000 square feet in MK Ferguson Plaza and Whole Health Management took 20,000 square feet in One Cleveland Center. Many other tenants who relocated within the CBD expanded by at least 20%, thus the healthy absorption.

Cleveland suburban office market

The suburban office market is comprised of 393 office buildings that CB Richard Ellis tracks in Cuyahoga County and selected contiguous municipalities. It has continued to grow during the past few decades. Since 1997, new construction has amounted to 3.7 million square feet, although fortunately for market stability, new construction declined each of the two years. In 2004, only 184,278 square feet was constructed. In

2005, none. Total suburban inventory now accounts for 52% of the Cleveland market with 18.1 million square feet. The Cleveland suburban office market continues to expand toward Akron in Hudson, Twinsburg, Streetsboro and Richfield.

Suburban vacancy peaked in 2002 and 2004 at 18.6% and 19.0% respectively. It changed direction during 2005 decreasing significantly over the past two years to 16.3%. While this is good news to landlords, it must improve. Vacancy rates in the mid to high teens continue to provide opportunities for tenants wishing to expand or relocate to negotiate good deals. With 2006 witnessing better activity in a positive economic environment, there should be increased leasing of space in 2007.

Average asking lease rates varied within the \$17.00 per square foot per year range from 2003 to 2005 with rates for the highest quality buildings remaining at \$24.00. Last year, the average settled at \$16.88. This is due to the weighted average of Class A, B and C with the highest amount of vacancy in lower priced Class B space.

It is anticipated that lease rates will stabilize during 2007 and begin to rise in 2008 as vacancy rates continue to decrease.

There are six submarkets in the suburbs. The east and south, each close to five million square feet, account for 60% of the inventory and historically command the highest lease rates. Their vacancies are 11.3% and 19.2%, respectively. The east vacancy has declined significantly, while the south has decreased slightly. The west suburbs also decreased slightly, but with the completion of new office spaces at Crocker Park, the negative net absorption there of 12,952 square feet does not reveal the healthy amount of interest and leasing that has taken place. Most noteworthy were leases signed by Huntington Bank and Realty One at Westside Plaza for 4,000 square feet and 18,000 square feet respectively. Both will occupy the building by August. Morgan Stanley and Wachovia Securities both relocated to Crocker Park in 2006. More leasing activity is expected in 2007.



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The east submarket had a few noteworthy deals that made an impact on the market's performance, taking Class A vacancy to 8.1%. They include: Nationwide Insurance taking an additional 11,520 square feet in One Harvard Crossing, and University Hospitals moving into 12,000 square feet at Monarch Center.

The south submarket benefited from St. Paul Travelers leasing 60,000 square feet at Park Center Plaza II. Other rumored deals should render the south submarket healthy this year.

The 2007 Cleveland Outlook bar chart forecasts a positive year for the office market.

The Industrial Outlook 2007

By Howard A. Lichtig, SIOR
Vice President, CB Richard Ellis



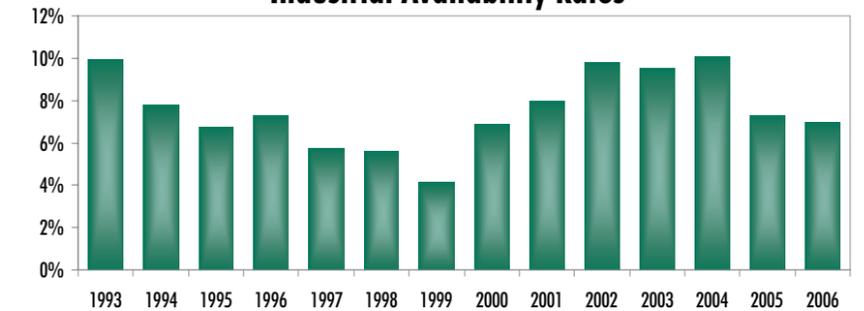
The Cleveland Industrial market closed 2006 much more improved over the last year. Over the last 12 months, activity has reached much healthier

levels than prior years, availability has declined and lease rates are on the rise.

Small and mid-sized building sales are beginning to increase in the Cleveland market as sales in general have been more active. As investors look to continually diversify their real estate portfolios, their appetite for fully leased, single-tenant industrial properties is growing. Furthermore, due to relatively low interest rates, privately held companies who occupy industrial properties continue to prefer owning rather than leasing.

Most sale and lease activity in 2006 has been in buildings of 100,000 to 250,000 square foot range, resulting in a low year-end availability rate of 9.1%. The market experienced 7,459,384 square feet of activity, where availability has improved 25 basis points over the course of 2006. A view of the nine geographical submarkets shows the Southwest to be the most active, resulting in an availability rate of 6.8%. Leasing activity in

Industrial Availability Rates



Source: CB Richard Ellis

the Northeast submarket remains soft, while there are improving lease trends in the Southeast submarket, currently at a 12.2% availability rate. Companies continue to take advantage of incentives in the medium to large sized facilities. Conversely, developers have been seeking large existing facilities to rehabilitate and convert to multi-tenant use.

Lease rates have been steadily on the rise since the fourth quarter of 2004, and remain a slight improvement from last

year at an average asking rate of \$4.50 per square foot. Without a great deal of speculative construction taking place at the moment, there should be upward pressure on rates over six to 12 months.

All construction activity is in the three southern submarkets, where there is an abundance of available land, highway accessibility and available tax incentives. A total of 11 buildings are under construction in these areas. In the Southeast, five buildings total-



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ing 388,529 square feet are underway, including the 130,000-square-foot warehouse/distribution facility for Technical Consumer Products targeted for completion in the first quarter of 2007. There are three projects underway in the Southwest totaling 182,842 square feet. Gill Podiatry Supply & Equipment Company is building a 42,000 square foot warehouse in Strongsville that is expected to be completed in the first quarter of 2007. The acquisition of 330 acres of undeveloped land among four business parks from Duke Realty to the team of Ross Farro and Spencer Piszczak could revive new construction developments in high growth areas. The new owners plan to develop several warehouse and industrial-type buildings on speculation and build others to suit potential buyers' or tenants' needs.

Market outlook

The local industrial economy should maintain its steady pace of improvement, although at a slower rate compared to national industrial trends. Vacancy and availability rates should improve gradually as the supply for reasonably modern buildings continues to shrink. Flex product should continue to improve as niche type businesses continue to absorb space. Interest rates will continue to have a positive impact on the market

should they remain constant for 2007. Companies will continue to expand at current locations in order to avoid the risks associated with moving. Asking lease rates will continue to increase as companies look to expand in a tighter market. Coupled with low vacancy, this may fuel developers' decisions to start speculative projects.

Retail Market Outlook

By Keith Hamulak
Senior Associate of Retail Properties,
CB Richard Ellis



Shopping center owners and users, municipal and county governments, and private equity firms were instrumental in shaping the retail market in

Northeast Ohio this past year. Shopping center owners are maximizing the value of their assets by returning to one of the first steps in any development project: site planning. The owners are revisiting existing site plans in order to determine the feasibility of developing additional retail on a site. The most successful owners are creatively balancing zoning code regulations and retailer demand. Users have been especially busy in Northeast Ohio over the past year.

Whether opening, closing, relocating, expanding or downsizing, 2006 should be identified as a year of implementation and execution for retailers. Municipal and county governments are actively taking a role in projects by partnering with owners and users when a proposed development cannot proceed without them or when the net benefit of a project provides for a better quality of life. Private equity firms are becoming one of the most active participants in the retail climate on both a national and local level. These firms will purchase high growth retailers, bankrupt retailers, profitable shopping centers or foreclosed shopping centers. Private equity is the mechanism by which change happens. This change is the result of identifying value when others cannot, taking a calculated risk, and making an investment.

Recent new retail developments have made a great impact on the Cleveland area. A significant investment was made in the City of Cleveland with First Interstates' Steepleyard Commons. This project should set a precedent for additional retail development within the City of Cleveland. Crocker Park continues to grow by adding complimentary uses to the existing retail mix. Crocker Park sets a high standard for a lifestyle shopping experience. This true mixed-use development in Cuyahoga County

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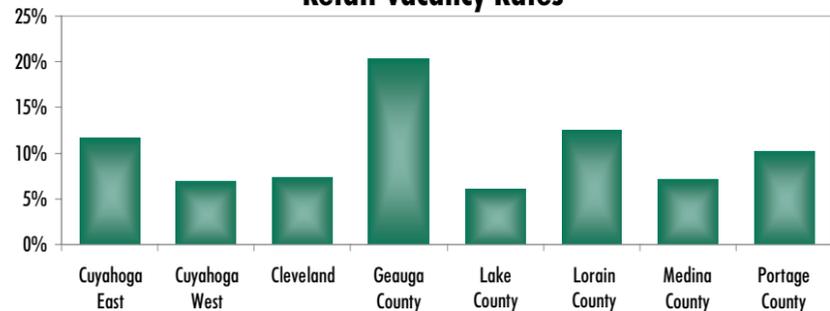
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Retail Vacancy Rates



Source: CB Richard Ellis

is a leading model in "getting it right." Greenfield developments in Brimfield, Wadsworth, North Ridgeville and, soon to be, Amherst will support the residential sprawl into what were formerly bedroom communities. Wal-Mart and Target have been diligently opening new locations, relocating to smaller footprints and solidifying their distribution channels. Organic growth was not the only way retailers expanded in Northeast Ohio last year as Giant Eagle acquired several former Tops stores, Macy's re-

branded Kaufmann stores and Chase acquired Bank One.

Last year, 2006, can be remembered as a year when developers and retailers made a commitment to investing back into the City of Cleveland. Total new construction accounted for an additional 2.6 million square feet of retail in Northeast Ohio, more than one million of which was built in the City of Cleveland. Our research indicates that this trend will continue and that additional retail will grow in neighborhoods

like Collinwood, Cudell-Edgewater, Little Italy and West Park.

The Greater Cleveland retail market has surpassed more than 75 million square feet of retail space accounting for more than 22 square feet of retail space per person. This amount is slightly higher than the national average of 20.3 square feet per capita. That being said most of the counties that comprise Northeast Ohio have very healthy occupancy rates. The healthiest county is Lake County with a vacancy rate just over 6%, followed by Medina County at 7%. The low vacancy rates in these counties can be attributed to above-average absorption, sustainable developments and the lack of large functionally obsolete malls like those found in Cuyahoga and Summit Counties. There is one county that has an alarming vacancy rate of more than 20%: Geauga County. However, projects in Bainbridge and Chardon have added more than a million square feet of retail in the last three years. Geauga County's

gross leasable area (GLA) is north of 2.5 million square feet, so these projects account for almost half of all the GLA in the entire county. Assuming residential sprawl continues into areas like Geauga County and shopping center owners aggressively market their properties, we anticipate the vacancy rates to be significantly lower next year.

Equity Market Outlook

By Vicki Maeder, CCIM
Vice President of Investment Properties,
CB Richard Ellis



The beginning of 2007 brings us into an economic climate in Northeast Ohio that is steadily moving forward with good momentum.

The commercial real estate market is seeing healthy activity which is the best that we have seen for several years resulting in a drop in vacancy rates, an increase in net absorption and an optimistic attitude as businesses expand and take advantage of both opportunities in the marketplace and favorable interest rates.

Investors also continue to benefit from favorable interest rates and the willingness of sellers to cash out of current holdings. Investors are less cautious about the ability to fill vacancies and are more aggressive in their projections resulting in favorable pricing for sellers. Although interest rates continue to bounce up and down, the swing has not been extreme. It has allowed the markets to cool off slightly, resulting in more qualified investors pursuing assets instead of those who were only controlling assets while they sought an investor who would pay more on the flip and, failing that, frequently walked away from contracts. This practice had created an environment that has been forcing sellers to deal with several buyers before they were able to close the transaction.

On a national level, the investment market continues to be active across all property types with a trend toward mega-size portfolio transactions now

stretching into billions of dollars or in extremely large acquisitions/mergers such as the recently announced sale of Equity Office Properties to Blackstone. Institutional and private equity funds continued to be active buyers. While foreign capital continued to invest in the U.S., the private investment market saw more activity from out of state investors as investors continued to cross state lines seeking investments in other markets. In Northeast Ohio, this was especially true as investors from New York, New Jersey, Illinois, California and Florida acquired assets at cap rate levels that were unheard of in their markets. Solid returns with stability became attractive as the markets in their states seemed to overheat and they looked to protect their equity.

In Cleveland, the sale of the Duke industrial portfolio was one of the more notable transactions and follows along with the trend to package assets together to create a larger offering to attract larger capital sources. Duke also placed the first portion of its office portfolio on the market late in the year with an expectation of an early 2007 sale. Other industrial sales of significant size consisted of several net leased assets, which

have been very popular with investors. Recently investors have been more willing to acquire net leased properties with less term or years remaining on the lease if the real estate is well located and the markets are improving.

With the offering for sale of several downtown office buildings, it brought new investors to the Cleveland market that had not previously invested in our market. Sales of suburban office buildings resulted in user sales, net leased building sales and several well leased office buildings that pushed cap rates down to lower levels than in previous years.

The retail shopping center sales also brought new investors to the area as capital continues to chase solid real estate. The apartment market continued to be active as sales of several Class A properties changed ownerships with buyers from Illinois and New York acquiring well located properties in solid markets.

The prognosis for 2007 is the continuation of solid investment activity as interest rates continue at current to slightly higher levels coupled with renewed investor interest in solid Midwest markets. **P**



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McGraw-Hill Sees Stabilizing, Yet Challenging Building Environment for 2007

Forecaster anticipates single-family housing downturn balanced by growth in other sectors

During the first half of this decade, the construction industry reached new heights, boosted by steady growth for single-family housing. When commercial building fell sharply in 2001 and 2002, single-family housing was headed upward. When institutional building and public works lost momentum in 2003, single-family housing continued to strengthen. When the construction industry saw more across-the-board expansion in 2004 and 2005, single-family housing was still contributing, helping total construction activity establish new highs in both current and constant dollar terms. The situation changed in 2006.

By the second quarter of 2006, it became clear that the boom for single-family housing was deflating, and it was occurring at a faster pace than widely anticipated. On a percent change basis, this year's downturn for single-family housing will match what took place in the early 1990s, marking a significant shift from the supportive role played by single-family housing over the past five years.

At the same time, other parts of the construction industry in 2006 have performed well. The commercial sector is seeing another healthy amount of store construction, and new hotel projects are up substantially. Office construction is strengthening after a sluggish 2005. Despite mounting reports that condominium projects are being cancelled, multifamily housing in 2006 has held very close to last year's pace. For the institutional sector, school construction is seeing further growth, amusement-related projects are picking up, and healthcare facilities remain strong. As for public works, highway construction reflects the greater funding coming from the multiyear federal transportation bill, offsetting some deceleration for environmental work. And, electric utility construction is on track to register a large increase. For 2006 as a whole, it's estimated that new starts for total construction will edge up 1% to \$672 billion, as gains for numerous project types slightly outweigh the correction for single-family housing.

The economy next year is expected to see a "soft landing," with economic growth slipping from an estimated 3.4% in 2006 down to about 2.5%. The tightening regimen by the Federal Reserve

The Sequence of Expansion							
<i>(Billions of Dollars)</i>							
	2001	2002	2003	2004	2005	2006	2007
Total Construction	496.4	504.0	531.7	591.4	663.1	671.7	668.0
	+5%	+2%	+5%	+11%	+12%	+1%	-1%
Single-Family Housing	186.9	214.2	242.3	282.7	315.5	281.4	267.9
	+6%	+15%	+13%	+17%	+12%	-11%	-5%
Income Properties	103.0	94.1	100.0	116.9	137.5	156.6	155.5
	-8%	-9%	+6%	+17%	+18%	+14%	-1%
Institutional Buildings	90.8	90.0	90.3	88.9	98.8	106.9	113.9
	+9%	-1%	-0%	-1%	+11%	+8%	+7%
Manufacturing Buildings	8.0	5.5	6.8	8.0	9.5	10.7	12.2
	-9%	-32%	+25%	+17%	+19%	+13%	+14%
Public Works	83.6	88.2	83.5	87.6	94.8	104.4	109.1
	+7%	+6%	-5%	+5%	+8%	+10%	+5%
Electric Utilities	24.1	12.1	8.9	7.3	7.1	11.7	9.4
	+78%	-50%	-27%	-18%	-2%	+65%	-20%

Source: McGraw-Hill Construction

has probably run its course, but given the rise in the core inflation rate it will probably be a few quarters before the Fed begins to ease the federal funds rate. Higher short-term rates in the near term will have a dampening impact, keeping employment growth modest. Although long-term interest rates settled back in the fall of 2006, coinciding with the drop in oil prices, the odds lean toward some upward movement by long-term rates in coming months. In addition, regulators are giving closer scrutiny to bank lending, including issuing guidelines for nontraditional mortgages, and there are signs that standards for commercial real estate loans are beginning to tighten. Price levels for building materials are considerably higher than a couple of years ago, causing projects to be deferred or redesigned.

Next year's environment also carries several pluses for construction activity. Slower economic growth will ease some of the pressure on commodity prices, leading to at least a slower rate of increase for the cost of building materials, if not declines. State fiscal conditions have shown decent improvement over the past couple of years, and this should continue to provide support to the institutional structure types. Rising student enrollments, plus the growing elderly population, will also contribute to the need for additional schools and healthcare facilities. The multiyear federal transportation bill is in place, and this will be a plus for highways, bridges, and mass transit. And, the Gulf of Mexico region will see more reconstruction work, as the focus on infrastructure repairs broadens to include

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more residential and commercial construction.

As a result, the 2007 construction market will be a mix of pluses and minuses, with the net result that the forecast for total construction is \$668 billion, a modest 1% decline. The following are the main points for the 2007 construction market:

- Single-family housing will retreat further, as the inventory of unsold homes depresses construction activity. A 5% drop in dollar volume is expected, corresponding to a 7% decline in the number of dwelling units to 1.275 million.
- Income properties will slip 1% in dollar volume and 4% in square feet. Multifamily housing will see a reduced amount of condominium projects, while stores will be pulled down by less derived demand coming from a weaker residential sector. Hotels will hold at the enhanced level achieved in 2006, and another year of moderate growth is anticipated for offices and warehouses.
- Institutional building will advance 7% in dollar volume and 4% in square feet. The improved fiscal health of states, combined with the money coming from the large number of bond measures passed in recent years, will provide school construction with another year of growth. Moderate increases are expected for most of the other institutional categories, except healthcare facilities which will ease back from the record contracting over the past two years.
- Manufacturing building is expected to rise 14% from a lackluster 2006, as firms more actively replace aging plants. Additional growth is expected for ethanol plants and refineries, pushed by the need to reduce dependence on foreign oil and increase refining capacity. The amount of manufacturing plant construction in 2007 will still be well below the 1997 peak.
- Public works construction will grow 5%, on top of the 10% increase expected in 2006. Highway and bridge construction will rise an additional 9%,

given more federal financing, while environmental projects will advance 2%. Site work is expected to drop 2%, affected by reduced single-family development and the comparison to a 2006 that included the start of several large outdoor stadiums.

- Electric utilities will settle back 20%, following the huge 65% jump in

2006. Next year's contracting will still be more than 30% above the 2005 amount, when contracting bottomed out. The heightened volume of transmission line work witnessed in recent years is expected to continue. **P**

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Top 20s of Residential Building

A look at 2006 leaders in the Cleveland Metropolitan Statistical Areas

Provided by Trista McClelland, CRM Development Research

Northwest Ohio appraisal firm Calabrese, Racek, & Markos has exclusive and proprietary market research specifically designed for analyzing the residential marketplace. This report has been compiled using data obtained directly from the individual building departments in the eight counties that comprise the Cleveland Metropolitan Statistical Areas (CMSA), including Ashtabula, Cuyahoga, Geauga, Lake, Lorain, Medina, Portage and Summit counties, as well as Stark County. This report covers all housing starts from January 1, 2006 to September 30, 2006. (It does not include any information on apartments.)

CRM Development Research ranks cities, builders, and subdivisions strictly in terms of the number of new homes started and built. This numerical ranking should not be misconstrued as CRM's endorsement of any one particular builder, subdivision or city over another.

As further explanation of category headings, "units" denotes the number of units by permits. 

CRM Development Research is located at 1110 Euclid Ave. #300 in Cleveland. Trista McClelland can be reached at 216-696-5442 ext. 403

Top 20 Cities for Housing Starts

County	City	Units
Lorain	North Ridgeville City	283
Lorain	Avon City	201
Cuyahoga	Cleveland	183
Lorain	Avon Lake City	182
Medina	Montville Twp.	170
Stark	Jackson Township	151
Medina	Brunswick Hills Township	132
Lorain	Lorain City	125
Summit	Akron City	123
Summit	Green City	114
Portage	Streetsboro City	112
Portage	Brimfield Township	112
Stark	Lake Township	108
Lorain	Elyria City	107
Lake	Concord Township	99
Summit	Copley Township	99
Stark	Massillon City	84
Lake	Willoughby City	83
Summit	Cuyahoga Falls City	81
Cuyahoga	Westlake	79

Top 20 Home Builders by Housing Starts

Builder	Units
Ryan Homes	1112
Oster Homes	148
Efficient/Jaren Homes	106
Pulte Homes	104
Kopf Bldrs	86
Unmistakably Premier Homes	83
Schalmo Builders	78
Dutch Heritage Homes	73
Drees Homes	70
Gross Bldrs	69
Petros Homes	64
Concept Communities	64
Neighborhood Revit Partners	62
Kimball Hill Homes	56
Schumacher Homes	55
Evergreen Homes	55
Parkview Homes	48
Wagler Homes	48
Wayne Homes	48
Dacath Dev	47

Top 20 Subdivisions by Housing Starts

Subdivision	City	Units
Meadow Lakes	North Ridgeville City	86
Sandstone Ridge	Berea	68
Autumnwood	Brunswick Hills	67
Riverbend	Elyria City	58
Tinkers Green	Streetsboro City	57
Cobblestone Park	Montville Twp.	55
Waterbury	North Ridgeville City	51
Stonebridge	Avon City	47
Meadows	Oakwood	41
Ridgefield Homes	North Ridgeville City	38
Aqua Marine	Avon Lake City	38
Hunt Club	Avon Lake City	37
Martin's Run	Lorain City	37
Liberty Greens	Painesville City	36
Newell Creek	Mentor City	33
Danbury Glen	Hartville Village	33
The Preserve	Westlake	32
Brittany	Lakemore Village	32
Barrington	Aurora City	31
Pleasant Lakes	Brimfield Township	31

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Back to a Billion?



ALEC J. PACELLA

Blockbuster deals. Surging sales volume. Aggressive cap rates. Record pricing. These were some of the phrases that were used in the column that recapped the local market last year. But as that near-famous song goes, "Second verse, same as the first."

Last year, we ended our 2005 Year in Review column by asking the question "Will all of this (anticipated) activity be enough to allow Cleveland to have back to back billion dollar years?" For the answer to this, as well as many other questions, read on.

More bombshells

In 2005, three hallmark deals provided the foundation for a blockbuster year, including the sale of two downtown trophy office buildings in BP Tower and Key Tower as well as the bulk purchase of the Duke multi-tenant industrial

portfolio. Each of these transactions eclipsed the \$100 million mark. Not to be outdone, 2006 had some blockbusters of its own. A third downtown trophy building, Fifth Third Center, was sold for approximately \$64 million. The Dellagnese portfolio, a collection of suburban office buildings in Fairlawn, was sold for \$75 million. Duke began its liquidation of Cleveland assets, selling the majority of their local industrial assets to First Industrial for approximately \$90 million. And Midway Mall in Elyria was purchased for \$98.5 million by Centro Properties Group from fellow Australian

investor Westfield. Big properties, big deals, but did it help get us to \$1 billion?

The new norm?

In the old days, 10 CAP deals were the norm and 8 to 9 CAP deals were an exception. The whole investment world seemed to change about four years ago and it doesn't seem to be changing back, at least not any time soon. Over the past few years, the usual suspects as to "why" have been historically low interest rates, a surplus of capital and poor performance of alternative traditional investments. Although interest rates have moderated and the returns associated with alternative traditional investments have improved, CAP rates continued their downward progression. The new norm seems to be 8 to 9 CAP deals with CAPs in the 6s and 7s being moderately common. As you all hopefully know by now, lower CAPs mean higher prices, but was it enough to help get us to \$1 billion?

Less is more

In 2005, there were several very large deals, with three exceeding \$100 million. But there was a noticeable absence of transactions in the traditional Cleveland sweet spot of \$5 million to \$15 million. Last year, the size of the blockbuster

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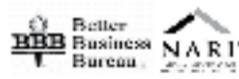


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deals were lower, with no single transaction eclipsing \$100 million. However, there were an abundance of deals in the \$5 million to \$15 million range. Also, there were fewer multi-market portfolio deals that affected the Cleveland market last year as compared to 2005. So the investment market was more active last year, with a deeper sales volume and a greater number of "hometown" deals, but was it enough to get us to \$1 billion?

The multiplier effect

Harkening back to your Econ 101 days, you may recall the multiplier effect, which estimates the disproportionate change in aggregate demand created by a change in spending. Last year, we saw the beginnings of what I will term the Duke multiplier effect. In early 2006, Duke Realty announced their intention to withdraw from the Cleveland market. Although this was certainly a disappointment, being the eternal optimist, I looked at the silver lining and proclaimed that this would provide great opportunity. Fast forwarding to the end of the year, the industrial portfolio, including buildings and vacant land, that were owned by a single entity in Duke are now owned by four different entities, with a high likelihood that additional owners will be introduced in the coming year. And the office portfolio is in the early phases of its transition, which will add even more new owners to the market. So a single property owner's portfolio spurred several deals with numerous owners last year, but was it enough to get us to \$1 billion?

Outside looking in

The trend of outside investors purchasing local properties clearly accelerated last year. Nearly 65% of the overall properties sold were purchased by non-local entities but the percentage jumps up to over 80% when specifically considering the industrial and retail segments. The basic reason continues to be the attractive returns of properties not only in Cleveland but throughout the Midwest as compared to the more aggressive returns of properties located on the higher-priced east and west coasts. However,



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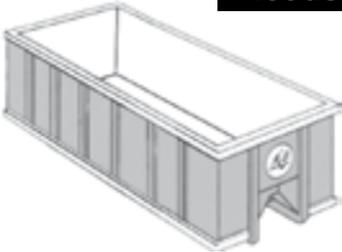
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Cleveland's improvement across its office and industrial sectors, as well as the continued torrid pace of retail development, has helped to differentiate it and elevate the interest among national investors. But was it enough to get us to \$1 billion?

Although I've answered many questions, so far I have avoided the big one, that being: "did Cleveland have back-to-back billion dollar years?" Cleveland's aggregate investment sale volume in 2006 was, drum roll please, \$1,086,800,000. It was obviously another huge year, with escalating sale prices and a seemingly endless demand for properties. So this begs the question: "what's in store for next year?" I'm glad you asked, as I believe next year will have three overriding themes.

Recycling capital

Cleveland has historically been a long-term hold market, with owners more interested in retaining ownership rather than selling. However, many of the new investors that have recently acquired

Heard Thru the Grubbvine

Farewell to a friend Last month, the real estate community suffered a great loss with the passing of Todd Gabriel. Todd was one of the truly "good guys" in the business and he will be greatly missed. I have been contacted by many friends and business associates asking if there is anything they can do. An education fund has been set up for Todd's 5-year old daughter Meri. I would encourage anyone interested to contact the Woodmere branch of Charter One Bank where Nathan Nosal can provide all the details. This fund will ensure that Todd's legacy can live on through his daughter. Thank you. —AP

properties have a much shorter time horizon, so expect to see some of those owners putting their recent acquisitions right back on the market, especially if the market remains strong.

Opportunity knocking

With the leasing markets expected to continue their improvement, expect to see more investors focus on properties with an eye toward re-positioning and re-leasing. Examples of languishing properties of all types abound and with capital still plentiful and affordable, risk adverse investors should begin to snap these up with the hope of meeting an

anticipated growing demand for space.

Re-institutionalized

In the late 1980s/early 1990s, institutional investors were abundant in Cleveland. But as the 1990s gave way to the new century, they were slowly replaced by entrepreneurial/private investors. That tide appears to again be turning, as exemplified by recent purchases by Wells, Behrenger Harvard and First Industrial.

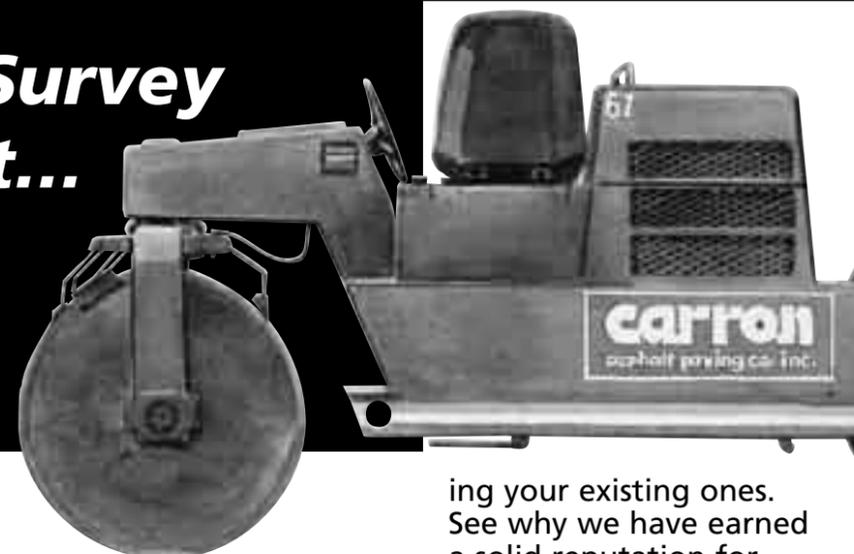
Considering the lineup of potential sale candidates for 2007 as well as the continued improvement of Cleveland's image, expect to see the ranks of the institutional investors bolstered over the coming year.

Enough of playing soothsayer, next month its back to business when we will talk about different forms of real estate ownership. **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 Union Carpenters Collect Tools for Deployed Brother

Members of the Ohio and Vicinity Regional Council of Carpenters recently boxed up and shipped \$1,500 worth of tools to a deployed member who is in charge of a wood shop in Iraq, after this soldier sent a letter to Union officials seeking help. Executive Secretary-Treasurer Robert M. Peto and others helped crate tools for Sgt. Christopher G. Sanders, from Centerburg and a member of Carpenters Local #200 out of Columbus.

Sgt. Sanders is stationed in LSA Anaconda, Balad, Iraq. In his letter to Union officials, he said his leadership had pulled him out of his military expertise to utilize his civilian skills in supervising a wood shop.

"We hit ground a little over two weeks ago and have already received work orders for over 200 pieces of furniture," he wrote. "These range from office desks to flag cases for a personal memory. I have a great opportunity to teach the four other soldiers some of the skills the union has shown me and some of the benefits the union can give to them upon their return home. I think you will see these young 'apprentices' have some great potential."

Sanders went on to explain that the shop had access to wood, but was running short on the necessary tools.

In response, the union, as well as Spartan Tool Supply of Columbus, gathered a full complement of tools and shipped them off to Sanders in Iraq.



STAR Tilt-Up Wins International Award

The EMH Sheffield Medical Center, designed and constructed by Star Inc., of Amherst, has been selected as a winning project for its category in the annual Tilt-Up Achievement Awards Program sponsored by the Tilt-up Concrete Association (TCA.)

The TCA Achievement Awards program honors projects that use site cast tilt-up concrete to introduce new building types, advance industry technology and provide unique solutions to building programs. The winning entries illustrate the variety, beauty and flexibility of the tilt-up construction concept, as well as tilt-up's unique abil-

ity to get jobs done faster and for less money. Additional criteria include: project complexity, how construction challenges were overcome, design attributes and features, and how the project promotes tilt-up construction.

The EMH building is a 50,000 square foot, three-story medical facility, located on Rte. 254, just west of the I-90 interchange. Completed this past spring, its curvilinear glass atrium and corner towers make it a prominent landmark near the busy intersection. It currently houses the Center for Orthopedics. Other medical groups are in discussion for future occupancy.

The winning projects will be highlighted at a special Awards Banquet this month

during the World of Concrete convention in Las Vegas.

Panzica Welcomes New Team Members

Panzica Companies is pleased to announce that Ron Payto and David Valentine have joined the Panzica team effective immediately. Ron will be assuming the role of director of design/build services and David Valentine is the new safety supervisor.

Ronald Payto, AIA has 32 years experience in feasibility studies, programming, project development, design and construction administration. He has had extensive management experience in his past role as executive director of administrative services and university architect at

John Carroll University, Ron was responsible for overseeing \$120 million of construction during his tenure there.

David Valentine is a 15-year veteran with expertise in the area of construction safety, having a background as teaching project safety at local trade organizations after having gained invaluable experience working in various construction fields over the years.

KS Associates Wins Golden 30 for Sixth Consecutive Year

For the sixth consecutive year, KS Associates has been named to The Golden 30: Growing Companies Demonstrating World-Class Performance. This annual competition, sponsored by *The Morning Journal* and Lorain County Community College (LCCC), recognizes the top 30 companies (15 established, 15 emerging) in Lorain, Erie and Huron counties.

This year, more than 1,500 nominations were sent to businesses and companies throughout the three-county area. Golden 30 winners are determined based on average sales and employment growth, business excellence, and their contributions to the success of the region's economic climate.

First American Title Hires Senior Escrow Officer

First American Title recently hired Karen Stefancin as senior escrow officer at its Painesville office. A longtime Lake County resident, Stefancin most recently worked at another title office

in Painesville for about 20 years as an escrow officer, title examiner and sales assistant. Prior to her entry into the title market, she was a mortgage lender at a local bank.

"The title industry has always fascinated me," Stefancin says. "First American has done an incredible job of leveraging itself as a national leader with sophisticated technological tools that help build relationships with clients."

Stefancin is a certified Notary and resides in Concord Township.

Product Simplifies Basement Leak Repairs

With continued growth in the construction of basements with poured wall foundations,

the latest technology of low-pressure crack injection repair of leaking walls from Emecole is intended to save time and money for property managers. Emecole's Crack Injection Repair system, a low-pressure injection applied at only 20-40 PSI, is suitable for most crack repairs, according to Rob Farrell of Basement Solutions of New England, of Uxbridge, Massachusetts.

"Often, I am called because a property manager has tried to fix a leak, perhaps with a concrete patch, and found that such a solution didn't work," Farrell says. Most of his work involves single-family homes, condominium units and apartment buildings. "The problem is that a concrete patch will only cover up the leak, and water will still



Emecole crack injection repair

penetrate the wall from the outside. Eventually this can cause structural damage. Plus, you'll get increased humidity within the wall and an increase in mold and mildew throughout the basement. With crack injection repair, the resin seals the crack from front to back."

Epoxyes are available in a variety of viscosities in order to accommodate cracks of different widths, and to provide structural strength to the repair.

Urethanes are effective in stopping water infiltration even against actively flowing water, but may not work if structural reinforcement is required, according to Farrell.

For more information, visit www.emecole.com.

Construction Sets Plan to Help Stamp Out Hunger

The Society of Design Administrators is sponsoring Canstruction®, an upcoming design/build competition that draws attention to hunger in Cleveland and the U.S., and at the same time brings significant donations into the Cleveland Food Bank.

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This is the fourth time Canstruction, a nationwide architectural philanthropic event, has taken place in Cleveland. This year's competition is unique because it is open to the public for a \$125 entry fee, and awards will be given at a ceremony held in Houlihan's Restaurant, in the mall, at the close of the event.

Cans used in the project will be purchased through the

Cleveland Food Bank and donated back to them after the event, thus providing a double contribution.

The entry deadline for Canstruction is February 15, 2007. For info and to sign up for the event, please contact Maureen McMahon at mmcmahon@herschmanarchitects.com or call direct at 216.223.3207.

Firm Helps Shape AIA At Local, State, National Levels

When Braun & Steidl Architects President Chas Schreckenberger, AIA, takes over as president of the American Institute of Architects (AIA) Ohio at the beginning of 2007, he becomes the third firm prin-



Chas Schreckenberger

cipal to fill that leadership role for AIA Ohio.

Not only have three principals of Braun & Steidl served as AIA Ohio president, Doug Steidl, FAIA, served as president of the national AIA organization in 2005.

"We believe architecture and community service go hand-in-hand," Steidl says. "Our philosophy is that

architecture practiced with concern for client, context and citizenry can be considered community service and we spread that message throughout our offices. Apparently we're getting the message across because our professional service involvement is significant."

AIA leadership roles held by Braun & Steidl employees include two AIA Ohio associate directors, five AIA Akron presidents, one AIA Akron president elect (for 2008), one AIA national president, one AIA Ohio foundation president, two AIA national vice presidents, one AIA national treasurer and one AIA national chair of the jury of fellows. Various current commitments at the

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AIA local level include: one member of the AIA Columbus board of directors; one AIA Akron special director; one AIA Akron associate director and one AIA Akron alternate to the Ohio board. The firm also supports other related professional organizations that make contributions to the built environment.

Dorsky Hodgson Parrish Yue Architects Attain LEED Accreditation

Dorsky Hodgson Parrish Yue, a leading national architectural, planning and interiors firm, recently announced that nine of its architects have attained accreditation in the U.S. Green Building Council's

(USGBC) Leadership in Energy and Environmental Design (LEED) program.

Those attaining LEED accreditation include: Marla Caserta; Mark Cerny; David Fellenstein; Todd Hutchinson; Richard Kiele; Eileen Nacht; and David Vinciguerra (Cleveland office); and Scott Archer; and Vivian Shapsis.

The LEED green building rating system is widely regarded as the national benchmark for the design, construction and operation of high-performance green buildings.

LEED promotes an integrated approach to sustainable design by rating performance in sustainable site development, water savings, energy efficiency, materials selection

and indoor environmental quality.

To qualify for the LEED accreditation exam, professionals must demonstrate expertise in green building and the construction industry and familiarity with the documentation process for LEED certified projects; knowledge of LEED credit intents, requirements, submittals, technologies and strategies within their discipline.

Garden Alternative Products Launches in Fowler

January marked the official beginning of the newest manufacturer and distributor of garden, leisure and recreational products in Northeastern Ohio as Garden

Alternative Products, based in Fowler, was launched into operation.

The company manufactures "Creative Rubber Works," a rubber mulch which has become increasingly popular in both landscape usage and as a safety surface for kids playgrounds. The company also distributes "Curbendables," a flexible and child safe rubber border and rubber safety mats. In addition, plans are underway to distribute a short product line of landscape lighting and block used for the building of retaining walls.

For more info and/or samples, contact either Sheri Bockelman at 330.240.6062 or Rick Steinberg at 513.560.0502. **P**



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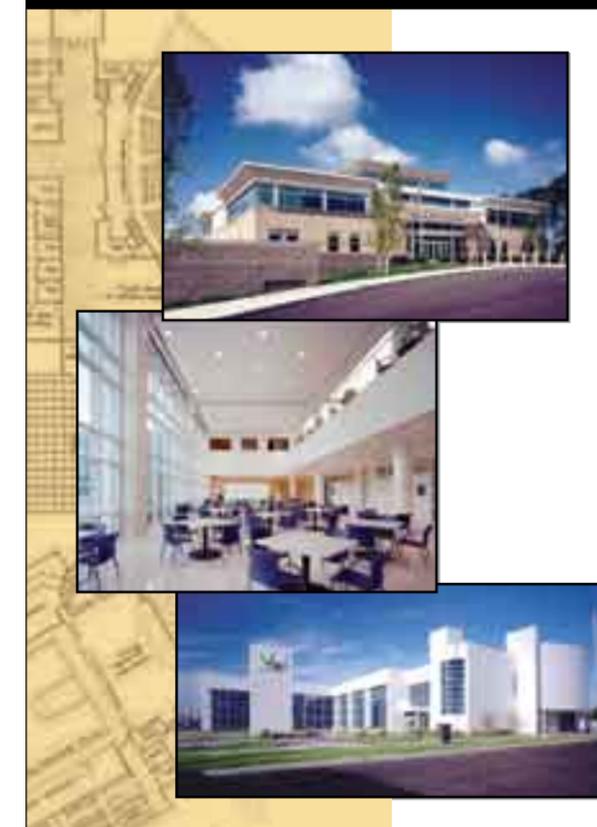
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A Look at OTC's Impact on Trust-Owned Real Estate



DAVID W. WOODBURN

Earlier this year, House Bill 416 was adopted by the Ohio Legislature and then signed into law by Governor Taft. This bill marked the culmination of time exhausting efforts among lawyers, bankers, probate judges and trust counsel throughout the state. The new Ohio Trust Code ("OTC"), which is formed by this law, represents a monumental step forward in trust planning and administration.

The OTC goes into effect on January 1, 2007, and enacts a uniform set of laws to govern the administration of both irrevocable and revocable living trusts. There is no doubt the OTC will impact the way individuals prepare and administer trusts in the future.

That being said, the OTC is not something that merely affects estate and trust planners from a tax perspective.

Rather, the new law significantly affects the way in which grantors, trustees and beneficiaries deal with trust-owned real estate. It provides certain opportunities and certain changes, which need to be understood and addressed by anyone dealing with trusts in the future.

The OTC places significant duties and obligations on the part of trustees who must deal with trust-owned real

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estate. For example, under the new law, a trustee has certain obligations with respect to informing and reporting on all matters pertaining to the trust. Ohio Revised Code § 5808.13 requires that a trustee keep all current beneficiaries of a trust informed about the administration of the trust and material facts necessary for them to protect their beneficial interests. In particular, this section requires a trustee to furnish copies of the trust instrument to individuals and send current beneficiaries, at least annually, a report of the trust property, liabilities, receipts and disbursements. For trusts which own real estate, this could involve keeping the beneficiaries informed about rental income, potential environmental liability hazards and other concerns that could impact the value of the property. This forces trustees to be much more proactive in how they deal with the assets and will require careful bookkeeping procedures to be implemented. A trustee can, in turn, expect to be questioned more than ever about his or her actions in administering a trust.

Section 5808.16 of the OTC gives trustees greater powers with respect to real estate owned by a trust. Under this section, trustees are given authority to decline to administer property of no value or of insufficient value to justify its collection or continued administration. This helps protect trustees who find themselves dealing with unproductive rental properties. This section also allows trustees to specifically inspect or investigate property that the trustee holds, or has been asked to hold, which may otherwise expose the trustee to liability for violation of environmental laws. Under the new OTC, a trustee is now granted express authority to prevent, abate or otherwise remedy any potential violation of environmental law and even to decline to accept property if the property may be burdened with liability for environmental law violations. This helps protect the trustee from potential liability under CERCLA by giving the trustee other options rather than being saddled with the controversial real estate.

Finally, from a standard of care perspective, Ohio Revised Code § 5809.02 of the OTC requires that the trustee exercise reasonable care, skill and caution in dealing with trust-owned assets. From a real estate perspective, this law

forces a trustee to evaluate trust assets not in isolation, but rather in the context of the whole portfolio and from an overall investment strategy. Accordingly, the trustee must focus on general economic conditions, inflation or deflation, tax consequences of investment decisions, total return from income and appreciation of capital, needs for liquidity, and any special relationship or special value the property may have to the beneficiaries. This law will force trustees to diversify a portfolio consisting heavily of real estate or face liability for losses in value that may result.

All in all, the provisions governing the OTC are voluminous and quite detailed. Anyone with a trust should consult with a trust and estate advisor to determine how the new law will effect the administration of his or her individual trust. Considering the significant changes and the impending potential liability of trustees who manage trust owned real estate, it is critical for individuals who title significant amounts of real estate in their trusts to be aware of the new law and how it impacts their planning. The failure to do so can be quite costly. **P**

Aside from practicing in real estate law, David Woodburn is the Chair of the Trusts and Estates Practice Group at Buckingham, Doolittle & Burroughs. The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact David at dwoodburn@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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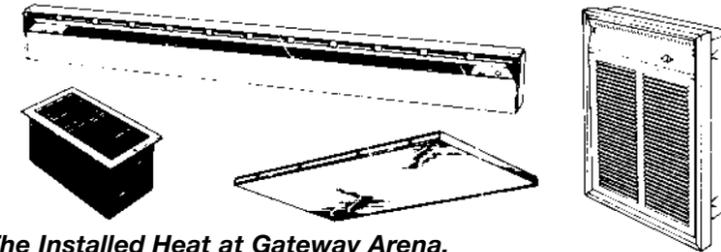
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Growth Continues In Commercial Real Estate



MIKE FANOUS

The nation's commercial real estate markets are continuing to grow with record investment and individual sectors in many areas are seeing tighter vacancy rates and higher rents, according to the National Association of Realtors (NAR).

NAR's quarterly commercial sector report, Commercial Real Estate Outlook, examines and analyzes various markets to get a feel for how the industry stands. Below are the findings of NAR's most recent report.

Office market

A reduction in speculative construction of new office space, along with growth in office jobs, means there are positive fundamentals for most market areas. Office vacancy rates are projected

to drop to an average of 12.1% in the fourth quarter of 2007 from an estimated 12.9% currently – the lowest since 2001; at the end of 2005 they were 13.6%. Annual rent growth in the office sector next year is expected to be 5.2%, after rising 4.3% in 2006.

Net absorption of office space in 56 markets tracked, which includes the leasing of new space coming on the market as well as space in existing properties, is likely to be 71.7 million square feet in 2007, compared with 73.7 million this year.

Office building transaction volume in 2006 has been fueled by portfolio acquisitions, privatization of Real Estate Investment Trusts (REITs) and mergers within commercial real estate. Office buildings this year have accounted for

48% of the transaction volume in all commercial sectors, with more than \$105 billion trading hands in the first 10 months of 2006, a 36% increase over the same period last year.

Industrial market

Trade is continuing to drive warehouse space, creating a landlord's market in many areas around the country. Available space is the tightest the market has seen since 2001. Vacancy rates in the industrial sector are forecast to average 9.0% in the fourth quarter of 2007, down from 9.5% in the current quarter. Annual rent growth should be 3.8% by the end of next year, in contrast with a 1.7% annual increase in the current quarter.

Trade with China in particular is impacting demand on both coasts. Traffic in Southern California is so congested that ships are traveling through the Panama Canal to get their cargo to East Coast markets, notably in Florida.

Net absorption of industrial space in 54 markets tracked will probably total 231.1 million square feet in 2007, up from 191.3 million this year.

Industrial transaction volume in the first 10 months of 2006 totaled \$32 billion, placing 2006 on track to set a record year. During the same period in 2005, transaction volume was \$28 billion.

Retail market

Vacancy rates in the retail sector should hold at 8.1% through 2007, which would be unchanged from the estimate for the

current quarter. Average retail rent is projected to grow 1.2% next year, after contracting 0.4% in 2006.

Much of the lackluster performance is due to persisting vacancies in regional malls, impacted by the merger of Federated Department Stores and the May Company Department Stores. Strip centers anchored by a grocery store seem to be enjoying the best demand from both a retail rental and investment perspective.

Net absorption of retail space in 54 tracked markets is likely to total 18.1 million square feet next year, up from 6.8 million in 2006.

Private investors accounted for 64% of retail transaction volume during the first ten months of 2006, with a total retail investment volume of \$33.8 billion – down from \$41.1 billion in the same period of last year.

Multifamily market

The apartment rental market – multifamily housing – should see vacancy rates at an average of 5.4% in the fourth quarter of 2007, which would be unchanged from the current quarter; it was 6.2% at the end of 2005. Average

rent is expected to rise 3.9% next year, following a 4.3% increase in 2006.

The slowdown in home sales this year has kept some people in the rental market, looking for signs of stabilization or waiting for the right time to purchase a home. At the same time, a growing population and household formation is supporting demand for rental housing.

Multifamily net absorption is forecast at 207,400 units in 59 tracked metro areas in 2007, down from 221,900 this year but up from 203,300 in 2005.

During the first 10 months of the year, transaction volume in the multifamily sector totaled \$68.0 billion, down from \$70.1 billion in same period of 2005. The slowdown of conversion activity has reduced competition for apartment complexes, with converters accounting for only 12% of transaction volume so far in 2006, down from 35% in the first 10 months of 2005. **P**

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



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Building New Memories

How the new Lakewood YMCA was constructed with a community focus

By Jessica Nelson | Photos by Willie Dean

“This is where the architect’s vision and the owner’s expectations come to fruition,” says Paul Stimac, of Panzica Construction Company, the construction manager, standing in the entrance lobby of the company’s latest project, the new Lakewood YMCA. Rebuilt at 16915 Detroit Avenue in Lakewood, it reopened for business on December 1.

Much more than that, though, the Lakewood YMCA is an architectural and structural achievement that is a testament to the traditions of the YMCA as a long-standing community organization and a monument to the community it serves.

“There’s a lot of foot traffic in Lakewood, so it’s very inviting to passersby,” says Stimac, who served as project manager, as families steadily flow in and out of the Y’s main entrance.

Inviting is an understatement. This Y has the largest membership of all of West Cleveland’s YMCA facilities.

“Certainly the fact that we had a lot of community support in raising our capital funds shows that we did the right thing at the right place at the right time,” says Leslie Chamberlin, the Lakewood Y’s executive director.

“Not too many health, wellness and recreation centers are like the YMCA,” says Lakewood YMCA Membership Director Carrie Weiland, who explains that this location has already almost met its membership enrollment goals for the end of 2007.

“It’s just so user friendly, the way it’s laid out,” adds Stimac.

Planning

Architect William Doty, Jr. of Doty & Miller Architects worked closely with the City of Lakewood throughout the planning process. He drew upon other YMCAs and recreational centers in Northeastern Ohio and throughout the Midwest, taking note of those branches that had closed in the past only to rebuild and expand, thereby increasing membership and revenue.

Meeting operational expenses is always the bottom line, Doty explains.

“If we could get the construction manager on board up front, we could cut out



CLEAR VIEW The pool area, a main attraction at the new, 49,000-square-foot YMCA, is visible from the first floor entrance lobby.

some of the time yet include all of the quality based on the amount of money we had to spend, based on the redrawing or rebidding of things.”

After interviewing six potential construction managers, Panzica won the project. Because Panzica donated upfront cost control budgeting services, Doty and the Y were able to make decisions as a team based on quality, cost, timing and delivery.

“Panzica did a wonderful job of bringing it in, [actually] ahead of schedule,” Chamberlin says.

It was the experience of the bid process assembled by Panzica Construction stemming from Doty & Miller’s design excellence that made the project a huge success.

“We did it under the budget because of the way we designed it, figured out how to do the drawings together as a team, and then built it,” Doty says.

“We saved a lot of money and we saved a lot of time,” Stimac says.

Interior

Construction began in July of 2005 with a budget of \$10 million. The Y

salvaged what it could from the old building, recycled what was recyclable and reused the cornerstone.

The new 49,000-square-foot building includes two stories and a basement mechanical room, all built from precast concrete and masonry bearing walls. On the first floor are the changing rooms, basketball courts, childcare area and the aquatic center, which includes a pool, sauna and whirlpool. A group cycling room, two community rooms, a gym and an aerobics studio room occupy the second floor. Carpeted areas are carbon-neutral throughout.

The main attraction is the pool and the special features that come with it. The pool is made of cedar and Douglas fir wood beams.

“This is an urban YMCA with a lot more kids and a lot more use, so we had to do something that was a lot more durable,” Doty says. “The Y is looking at this from a long-term standpoint, so we want to be energy efficient. We want to be very durable so we have way less maintenance to take care of. The wood in the pool was a part of that.”

Also energy-efficient is the pool system. Its multi-zone rooftop units

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actually recover heat. They dehumidify the area by using captured waste heat and preheating outside air. The duct on the ceiling of this space can be taken down and washed, which is another "green" sustainable design technique.

Family friendly as always, the Y's pool is designed so that its main entrance descends in a very gradual slope, a design called zero-entry, for the convenience of those who have limited mobility.

The changing rooms are another especially attractive feature. There are separate rooms for men, women, boys, girls and family. This addresses the need for children to be with their peers when changing, close to but autonomous from adults. For parents with little ones not quite so independent yet, or for seniors or anyone in need of more privacy, family changing rooms are available. These are larger individual rooms complete with baby changing stations. All surfaces here are durable and washable, and include no plastic laminate. Lockers short and tall line the hall outside of the changing rooms for members of all sizes.

Near the changing rooms is a temperature-controlled parental pool observation area. Here, parents can keep a protective eye on children out of the humidity, behind the safety of a cool glass window.

The massive steel-framed gymnasium, visible from large hall windows, is divided into two basketball courts. Twice as many basketball teams and leagues now play here than ever before. This space uses a bearing wall system as well, and of course includes extra tough and durable floors.

"So many people have commented on how bright and open it is," Chamberlin says of the first floor. "They love being able to look into the gym and the pool. That just opens it up so much. Even the surfaces in here are so durable, but very inviting and good for the YMCA."

The second floor's exercise rooms appeal to more grown-up members.



HEALTH SCREENING In its fitness room, located on the facility's second floor, the Lakewood YMCA offers cardio theater, a system by which visitors can wear headphones and watch TVs that grace the walls while working out.

"You've got these incredible loads when you've got segmented fitness and free weights per square foot," Doty says. "You have a lot of live load when you've got aerobics and [other activities]. We didn't want sound transfer, load transfer or vibration transfer."

Up here, the floor is 12-inch precast with a three-inch topping.

The fitness room faces north, with huge windows overlooking McCarthy's on Detroit Avenue. The gymnasium is visible to the east through large windows, and a glance to the left reveals the pool to the west.

In the fitness room, members can work out on the 40 cardio machines or on the free weights. The room is decorated in purples and greens. The Y offers cardio theater in this room, a system by which visitors can wear headphones and

watch TVs that grace the walls while working out.

A more intense sensory theater experience awaits cyclists in the group cycling room, also on the second floor. Nineteen exercise bikes are aligned to face a TV at the front of the room. Tube lighting aligns the room's borders. For classes, instructors dim the main lights and switch on scenes of trails and biking paths.

This room and the fitness center are both completely wired. One of the Y's services is personal training through a system called FitLinxx. The staff here will meet with clients to assess fitness goals and physical activities a person likes. Each client is assigned a five-digit code which the exercise machines then interpret to instruct a client on repetitions or speed. This system measures



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DOUBLE DRIBBLE The massive steel-framed gymnasium, visible from large hall windows, is divided into two basketball courts.

progress, as well, and any client can track his or her own progress online.

Exterior

The building is just as attractive to families on the outside as it is on the inside. Its colors and textures were influenced by the look and feel of Lakewood.

“We looked at buildings in Lakewood and it’s a very traditional, solid, durable-looking community,” Doty says. “It’s got this historical look like it’s been here for a long time. We wanted the building to look like it belonged in Lakewood.”

Masonry and exposed structural steel give the Y a smooth, strong urban feeling. Many of the building’s upper exterior parts are architectural and polished concrete. Because of the bearing, construction cost less and moved quickly.

The roof is a built up, four-ply white mineral-surfaced roof. It reflects light, reducing heat and saving energy and money.

The old Y was set back from the street, occupying much of the land that would be necessary for accommodating a larger clientele in the new building. Doty tackled the challenge. In reference to the way the new Y blends in with Lakewood’s straight rows of retail shops along Detroit, he says the team tried to break up and soften up the facade of the street but still bring it forward.

“The building had to be an urban building and address the street because all the buildings in Lakewood are pretty much on the street,” Doty says. “It also had to be a walkable building. We put the entrance on the back corner, which relates to parking. It is as close to the front street as we could get. That’s how the design came about: to accommodate both the neighborhood and the parking.”

Parking

Living in a walkable town has its upsides and its downsides, and the Y seems to have improved upon all of it. Memories of endless walks along Lakewood blocks to access the old Y all but evaporate as one beholds 220 smooth, gleaming brand new parking spaces behind the building.

This problem has been definitively conquered – and you can still walk to the Y from anywhere in Lakewood.

There is room for an anticipated playground between the east wall and the Dairy Queen, too.

A community project

This community focus was key to the successful design and construction of the new Lakewood Y, which generates \$300,000 annually in tax revenues.

The goal is for the facility to continue to attract commerce into the community from West Side suburbs and beyond for many years to come. And thanks to the efficiency, local focus, foresight, durability, eco-awareness and thoughtfulness with which it was designed and built, it should meet that goal, Stimac says. **P**



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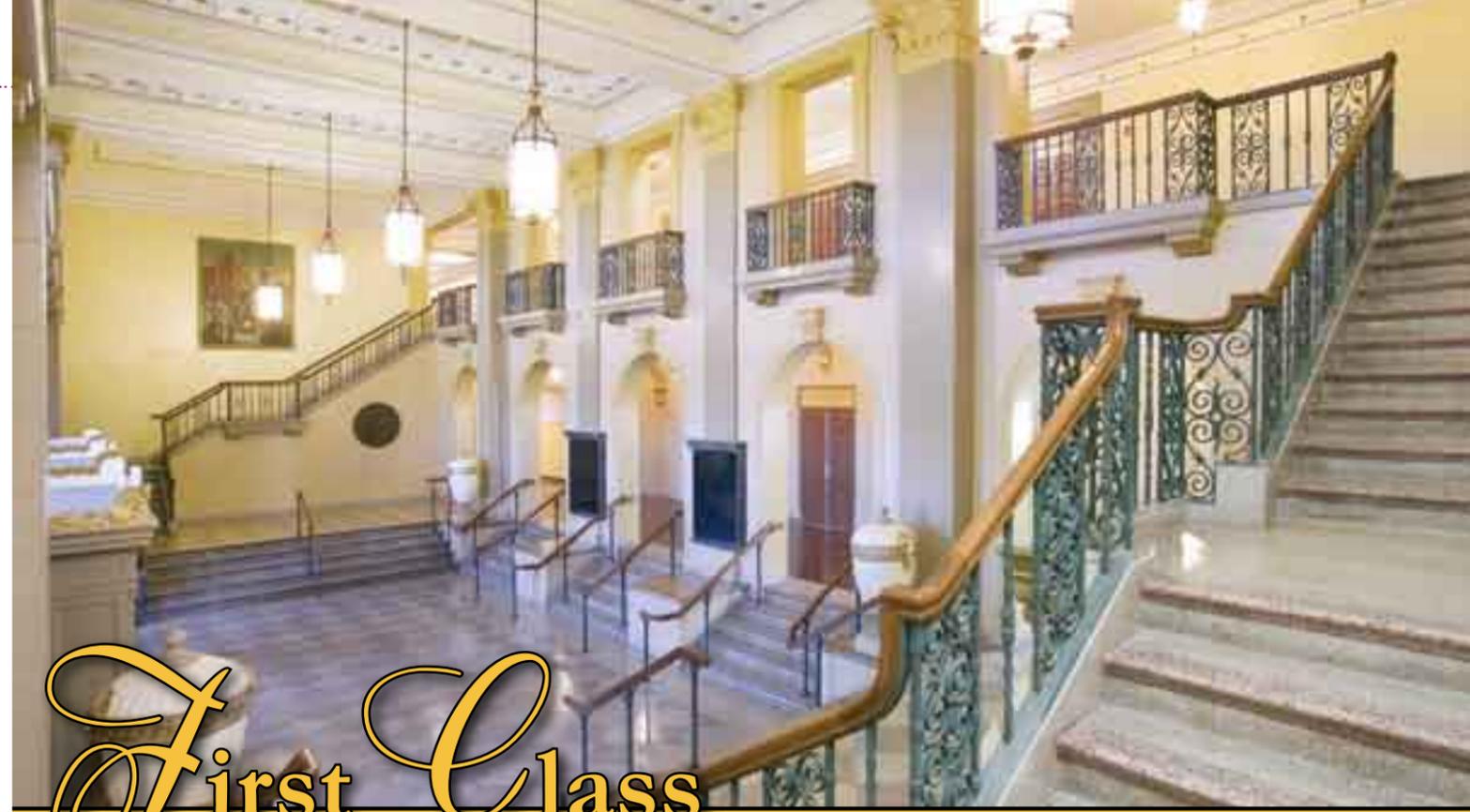
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First Class

John Hay High School renovation honors heritage, enhances educational offerings

By John Elliott | Photos by Hanson Photographic

John Hay High School has a great heritage, having graduated many of the city's civic leaders for several generations. But being located in University Circle, the cultural center of Cleveland, John Hay has always had the potential to be much more than a public high school. The school has exceptional access to the city's great art, science and education institutions.

This potential is finally being realized, thanks to the completion of a \$36 million renovation of the 262,000-square-foot building. The three-year project entailed a comprehensive interior and exterior restoration. Special attention focused on interior spaces that were fully restored, including the auditorium, cafeteria and main lobby.

A major change was relocating the main entrance to the original, historic front entrance on Stokes Boulevard.

The school consists of three specialized schools under one roof. Each of the three schools has its own space on separate floors, while students share other areas for elective classes such as choir and band. Students also share a grand auditorium, a state-of-the-art media center and a large dining area. The renovated auditorium and a new library on the first floor are accessible to the community from an outside entrance.

The renovation, which has received numerous accolades from both the architecture community and the public at large, is part of a district-wide renovation project that was made possible by the passage of a bond issue in 2001 that generated \$335 million, according to Alan Seifullah, chief communications officer.

The 12-year renovation project, now in its fourth year, includes both the building of new schools and renovation of existing ones. There is a two-thirds matching grant from the state.

The decision to renovate versus building a new school was largely based on community input.

"There was a desire from the community to renovate, as opposed to building a new school," Seifullah says, noting the community also supported the concept of three different academic emphases.

"[John Hay] is not in a [typical] community," Seifullah says. "It's more in an

area where there are other institutions. There's not a neighborhood nearby where students would walk from."

Institutional involvement

While the Cleveland Clinic has been involved in the school's curriculum since 1989, considerable thought was given on how other nearby institutions would be involved in the school. In 1989, John Hay High School and the Cleveland Clinic Foundation formed a partnership to provide students with learning opportunities in preparation for college and a career in the health fields.

Some residents wanted to be sure that the school wouldn't be overshadowed by the institutions.

"Once that concern was allayed, they were [supportive]," he says.

Cleveland School of Science and Medicine at John Hay is a highly com-



We are proud to have been the contractor for Sitework & Exterior Landscaping for the John Hay High School renovation project.



CENTER STAGE The 1,700-seat auditorium has all new seating, lighting and sound system, none of which detract from its historic grandeur, which is exemplified by an ornate ceiling and railed balcony.

petitive, four-year, rigorous college prep program for science and medicine. Students have the opportunity to engage in advanced course work on the campus and at Case Western Reserve University, and benefit from the school's partnerships with other University Circle institutions.

Ralph Horwitz, the dean of the Case School of Medicine, first proposed the idea for the School of Science and Medicine; he currently serves on its board along with representatives of the Cleveland Clinic, University Hospitals, Metro Health and the Cleveland Foundation.

Ronn Richard, president and CEO of the Cleveland Foundation, and Frank Sullivan, president and CEO of RPM International in Medina, are co-chairmen of the School of Science and Medicine's board of trustees.

"It has really provided a great experience for the students," notes Maggie McGrath, Richard's chief of staff at the Cleveland Foundation. "It's been an incredibly safe environment for students."

"We're very supportive; we want to create a school that is first class," says Helen Williams, the Cleveland Foundation's program director for education.

The Cleveland School of Architecture at John Hay focuses on commercial and applied arts. Nearby resources, including the Cleveland Museum of Art, the Cleveland Institute of Art and the

American Institute of Architects, enrich student learning. Students attending the Cleveland School of the Arts across the street participate in some activities at John Hay.

Cleveland Early College High School at John Hay offers high achieving students the chance to pursue college course work and earn college credits at no cost to their families while still in high school. The program was previously housed at Cleveland State University since its establishment in 2002. It recently welcomed a new ninth-grade class along with students in grades 10 to 12 already enrolled in the program.

Ultimately, each of the John Hay schools will serve 400 students.

Enhanced learning capabilities

The school day for John Hay students runs from 7:50 a.m. to 3:25 p.m., which is longer than most schools, and consist of five, 80-minute block classes. A 30-minute advisory period is devoted to teaching 21st-century life skills; the fall curriculum began with Stephen Covey's "Seven Habits of Highly Effective Teens."

The science and medicine and architecture schools each has its own 20- to 22-person board of trustees, whose mission involves fund-raising, curriculum development, and personnel recruitment.

Board members include the CEO of the Cleveland Municipal Schools, the

mayor, the campus administrator, and parents of John Hay students.

Kathleen Freilino, campus administrator, says the boards are active in setting policy in cooperation with the Cleveland school board. The individual boards are involved in hiring teachers and how school funds are used.

"It's really a unique partnership," she says.

The teachers, like the students, were selected on a competitive basis. Freilino says the teachers union fully supported the concept.

"There was unprecedented agreement reached with the teachers union regarding hiring teaches and work conditions," she says. "[The teachers] are expected to meet very rigorous teaching standards and they're doing it."

Focus on individualism

The division into three separate academic tracts is consistent with a district-wide mission to focus on more individual attention for students. Freilino notes that the old, "factory" approach to education has not delivered good results in urban communities. She noted that

the Cleveland schools have received some outside funding for adopting a more customized approach.

"We take what we learn and apply it to real world relevance," Freilino says.

The school, which had long been in need of repair, closed in 2002 as the planning process began.

Design objectives were to develop a welcoming, safe and attractive facility for

The renovated and modernized building reflects a blend of modern technology and strong tradition.

the community, students and teachers; develop a state-of-the-art educational environment and update the building to meet current technological standards, while honoring the community's desire to preserve the historic character of the school; convert the building into an academic campus of three small schools, which included engaging the community stakeholders and partners to integrate the learning environment and the pro-

fessional community to develop the focus for each small school; and develop a building organization that promotes interactions between students, teachers, parents and community partners.

Site issues included securing the main building entrance; pedestrian circulation; visitor parking proximity to main entrance; gymnasium access; and service access.

At an introductory meeting, representatives from Case Western Reserve University (CWRU) asked the Cleveland school administrators how the university could be of service as their schools begin their first year of operations. They responded with four possibilities: access to CWRU, academic tutoring, coaching in study skills and habits, and service learning.

The administrators wanted students to spend time on campus – attending lectures, visiting the library, getting acclimated to a university environment.

John Hay students are likely to need tutorial assistance, especially in mathematics and possibly in reading comprehension. The school also hopes to offer test preparation for prospective National Merit Scholars.



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Service learning is one of the elements of the new advisory curriculum. The advisory period can be a time when students discuss their volunteer experiences, conduct research on policies and social conditions affecting the people they serve, and present their findings to their peers.

Design blends new, old

When John Hay reopened this school year, it became the first renovated Cleveland Municipal School District building that preserves its historic character, meets green building standards and is fully equipped for learning in the 21st century.

The renovated and modernized building reflects a blend of modern technology and strong tradition. The restored hardwood and red quarry tile floors and plaster walls are complemented by day lighting and a technology infrastructure capable of supporting high tech demands for research, design, communication and visual and audio presentation.

Freilino, who was previously deputy chief for secondary education, was involved in the architect selection, a process that also involved the mayor's office and school supervisors. Richard L. Bowen & Associates Inc., the Cleveland-based architect, presented a proposal that met the need for more personalized instruction.

"They really understood the small school concept," Freilino says. "I thought their presentation was very thorough."

As an example of how the local institutions support the school, students at the school of science and medicine recently witnessed a neurosurgical operation via video hook-up at The Cleveland Clinic.

A three-in-one concept

The task of separating the building into the different schools fell to Bowen.

"It's hard to do it when the space was created in 1929 for a traditional high school," Bowen says. "The school building in how it was originally used and how it is used today is entirely different."

Each of the three main areas has its own color identification. The color for the science and medicine area is yellow; the lower portions of the walls are painted yellow. The top of this yellow band is outlined by a darker color. The

FEAST FOR THE EYES In the restored dining room, a row of pillars have gold-colored crowns at the top and a brick designed base. This pillar design is replicated in the wall design. The amount of detail in this room, like many others, challenges the mind.

colors disappear in the shared spaces. These include the lobby, the theater and the dining area, all of which are centrally located.

"Those shared spaces are all over this building," notes J. Paul Romanic, a senior associate at Richard L. Bowen Associates. "You still get to see what the other students are doing as you travel about the school. You see the education in process."

All of the main colors are taken from John Hay's traditional gold and green as part of the intention of preserving the school's heritage.

"There is a blending of the historic pallet with a little more of the up-to-date," Bowens says.

Typical core areas of each school include classrooms, a project classroom with centralized student/teacher interaction, a work preparation area, a small administration area, and electives or common areas.

"[Teachers] have the space to collaborate," Romanic says. "We didn't want to leave any of that to chance."

"It turned out to be a first class facility for the kids, light years ahead of where they were before," says Dana Strizzi, senior project manager for OHGR, which managed the project on behalf of the City of Cleveland.



The exterior of the sandstone, brick-based, three-story building does not look much different. It was not necessary to add any insulation materials.

The windows, however, were replaced with thermal panes and security screens. This is not obvious from the outside.

The windows all had to be replaced, according to funding guidelines. Bowen saw this as an opportunity to improve the security and also preserve the historic façade; mullions were attached to the exterior so that they can be seen from the outside.

Brick banding was added to the top of a 1970s addition to restore the 1929 style design. (The natatorium and gym were built in 1976.) A passageway was added so that students will not have to walk outside to reach the indoor pool.

In addition, the parking lot was repositioned to create a more enclosed campus, connecting John Hay and the neighboring Cleveland School of the Arts.

The Cleveland Restoration Society raised funds for some of the renovations since not all of the work qualified for state funding under the Ohio School Facilities Commission Guidelines.

The heating and air conditioning systems were completely overhauled. Centralized boilers and zone air handling units have replaced the steam heating and air conditioning system. A roof cooling tower and air conditioning chiller have been added.

"It's a very efficient system for the building," Romanic says.

The entire lighting system was also overhauled according to the federal

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All rooms now have light sensors that allow the system to automatically turn off the lights after a room is vacated. Plans are in store to introduce solar collectors to further enhance the building's energy efficiency.

A crown jewel

The most impressive part of the building remains the grand entrance foyer, which retains its historic elegance. The foyer, which extends to the top of the building, has the atmosphere of a royal palace, with its dual stairways with elegant railings, chandelier-like hanging lamps, ornate ceiling and a pair of Depression-era industrial murals.

The rectangular shaped foyer has four huge decorative urns positioned along the walls on both sides of the entrance. The walls and designs in the foyer have all the main colors that are carried throughout the building – yellow, olive green and varying shades of brown.

The entrance, accessed from Stokes Boulevard, has two rows of windows, including three curved windows with leaded glass panels located above the entrance doors. Another row of five

rectangular windows is located on the next level and is parallel to the balcony overlooking the foyer.

The second level windows offer a view of Cleveland to people standing on the balcony.

A set of arches on the ground floor of the foyer allow visitors to enter the main hallway. Once inside the main hallway, visitors can view glass-encased displays mounted on the walls of newspaper clip-

“[The grand entrance foyer] just takes your breath away”

**Kathleen Freilino
Campus Administrator**

pings of events in the school's impressive history.

One exhibit features a certificate of recognition from the city. Another features a graduation gown.

Another display features the original high school newspaper, “The Ledger,” along with photos inside the school from earlier eras.

“It just takes your breath away,” says Freilino, the campus administrator.

Auditorium upgraded

The main auditorium is conveniently located behind the main hallway. The

auditorium has long hosted cultural activities. The Cleveland Museum of Art recently has used it for some performances while its own theater was being renovated.

The 1,700-seat auditorium now has all new seating, lighting and sound system, none of which detracts from the historic grandeur, which has its ornate ceiling intact, as well as the railed balcony. There is also a railed orchestra pit in front of the stage that is about seven feet wide.

A plaster panel with a detailed design outlines the stage itself. The elements in the design have been painted yellow, grey, gold and tan.

Sections of the ground floor were excavated to make space for modern performance rooms, including a dance studio with a sky lit ceiling.

All of the paint in the auditorium had to be removed due to lead contamination. The removal of the lead alone took a month, followed by repainting, which took an additional two and a half months. There were usually three to five people working full-time in the auditorium.

Post Painting Inc. in Bedford Heights handled lead removal and repainting in the auditorium. Louise Post, owner, says all loose paint was removed while any that could not be moved was encapsulated and painted over.

Post notes that Bowen, the architect, wanted to use historic colors, such as gold, golf leaf, sage, red and terra cotta, to highlight the molded plaster areas. Some of these areas were highly detailed, such as a round cameo on the ceiling, the archway around the stage, the balcony facing and the plaster between the window walls. Post notes the historic designs in all of these elements.

“They did have some water damage on the ceiling and some of the [moldings] had deteriorated over the years,” Post says.

The five-square-foot diamond-shaped cameo in the auditorium ceiling bears the images of a torch, flame and book and a laurel wreath. The archway around the stage contains a large oval with four-square-foot letters “JH.”

“The detail work that we did was just outstanding,” Post says.

The ceiling painting was especially challenging, Post notes, in part because



BACK IN TIME A set of arches on the foyer's ground floor allow visitors to enter the main hallway. Here they can view wall-mounted, glass-encased displays of newspaper clippings about events in the school's impressive history.

it was done in the summer, when it's hot. The workers had to paint atop a 30-foot scaffold, where the temperatures reached 120 degrees Fahrenheit. Since there was no central air conditioning, the only relief came from electric fans.

“You don't see panel schemes and plastic scroll work like what's in the auditorium,” says Mitch Lapin, senior project manager at Cleveland-based Fortney & Weygandt, Inc., the general contractor. “It's really something to behold. The most satisfying thing about the job was those areas.”

Handling antique fixtures

Several antique lamps in both the auditorium and the foyer were removed by Bedford Heights-based R.J. Martin Electrical Contracting Inc., the electrical contractor, then restored by a specialist. Paul Cunningham, president of the company, says a lot of care went into removing the antique fixtures since no one was sure about the condition.

“Working on a historical renovation projects like John Hay High School is a rare opportunity,” Cunningham says. “R.J. Martin takes pride in helping to bring this architecturally beautiful structure back to its past glory. A project of this nature also has a lot of unique construction challenges, which provides our electricians and project management team a chance to showcase their talents and creativity in overcoming them. Additionally, working on a historical structure reminds the craftsmen of the roots of their trade.”

Dining room upgraded

The third floor houses the student dining room, which blends modernity with the past. There are several TV

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screens and audio speakers. The ceiling was rebuilt to include skylights, enhancing the sense of warmth. Preserving the history are plaster emblems on the walls and a row of olive-colored pillars that have gold-colored crowns at the top and a brick designed base. This pillar design, complete with crown and base, is replicated in the wall design.

The amount of detail in this room, like many others, challenges the mind. The brick design at the base of the pillars continues in a band that outlines the entire perimeter of the room.

The center of the dining room ceiling is set off with a concave shape that protrudes from a flat surface.

The second floor houses the science labs, all of which have new cabinets, sinks and computer terminals. One unique aspect of the second floor is a hallway that has glass block flooring.

Construction challenges

"When you start opening up walls, you find things you didn't anticipate to be there," says Mitch Lapin, senior project manager at Cleveland-based Fortney & Weygandt, Inc., the general contractor. He notes that the construction methods used in the original construction and the earlier renovations were different than present methods. The company did not know, for instance, the extent of the asbestos contamination.

Dana Strizzi, senior project manager for OHGR, which managed the project on behalf of the City of Cleveland, says the crew did not learn about the extent of the asbestos contamination until construction was underway.

"In order to get back to where we started renovation, we ran into problems," he says.

A separate company was hired to handle the auditorium asbestos removal.

One discovery that wasn't anticipated was the hollow clay tile infill in the concrete walls.

"Working in and around the existing structure was most difficult; clay tile just isn't used for walls any more," Lapin says. "You have to patch holes. It's very irregular."

There was also a coal vault beneath the service driveway that required waterproofing and additional reinforcements.

"When we had deliveries come in, we couldn't drive over it," Lapin says.

Fortunately, this only affected on-site traffic. No off-site traffic was affected.

Unfunded improvements included: auditorium renovations, presentation room seating, enhanced and historic painting, artwork restoration, the connecting link, and landscaping enhancements. The parking lot was moved to allow more green space.

"Those things were added into the scope of the work," Bowen says.

The natatorium brick had expanded and become brittle, so much of it was removed. Complementing the original red brick are a variety of other colors that match the building's color scheme.

All of the galvanized sewer pipes were replaced with copper ones, noted Rick Mohar, vice president for Cleveland-based B. Katz Inc., the plumbing contractor. There were more restrooms added, all with the more efficient 1.5-gallon toilets. Mohar notes that the work was challenging, given that there were so many different floor levels and such tight spaces.

"The work was challenging in the existing crawl spaces and working with the old structures," he notes.

A receptive audience

Student response has been positive.

"I think students appreciate the fact that they have something unique and distinctive," says Seifullah, the district communication officer. "[As a student], you have to apply for admission to the program."

Students must apply in the eighth grade and have the support of family, teachers and community members.

"[The students] are very happy to be here," Freilino says, as evidenced by the high attendance rates. "They love the academic rigor that enhances their learning. They tend to come early and stay late. Parents are also very happy."

In the future, Seifullah says the district is considering a reciprocal arrangement between the School of Arts across the street and John Hay.

The John Hay project recently received the Cleveland Restoration Society Preservation Award, based on the significance of architectural beauty and the civic importance to the Cleveland community. The project complied with the Ohio School Facilities Commission Design Manual. **P**



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By Linda Bloom | Photo courtesy Abraxus Snow Removal/Abraxus Salt, LLC

As a college student in the late '70s, Frank Dedon started a remodeling business, Abraxus Home Improvement. A recession set in, and interest rates skyrocketed. Everything was frozen and the only business that continued to prosper was the sidelined work of snow removal.

"It just so happened during that legendary winter blizzard of 1977-'78," Dedon says, noting that it was then that he realized that snow removal services would be a viable, recession-proof business.

Today, Dedon is president of Abraxus Snow Removal and Abraxus Salt, LLC, which was established in April 2000 and services Northeast Ohio clients ranging from private contractors to corporations and hospitals, as well as the general public.

Salt is housed in the Abraxus "dome," a 6,000 capacity edifice, with an Ohio State-certified 200,000 pound semi-scale. The Abraxus dome keeps salt dry, and this lends to accuracy in the salt's weight. Contractors can come into the yard, weigh in, get loaded, and weigh out quickly. This is the first privately owned dome from greater Cleveland to the Atlantic seaboard. The dome, located at 11444 Brookpark Road, in Brooklyn, Ohio, is open 24 hours a day, seven days a week.

"No one else provides a certified scale where clients can weigh in and out, paying just for the product used, and no one provides bulk salt in the volume of 24 hours a day, seven days a week, comparable to Abraxus," Dedon says.

During any snow or ice event, 250 trucks can flow through Abraxus headquarters to pick up bulk salt and/or bagged deicing products, lining up along Brookpark Road. Abraxus employees get up in the middle of the night, leave their families, the warmth of their homes, and go out in the absolute harshest conditions to be available for clients.

The company's territory has a wide radius.

"We ship to Columbus, and our clients gather to pick up salt from as far away as Akron," Dedon says.

To accommodate Abraxus when the need arises to restock products, the



DRY DOME The Abraxus salt storage facility, located in Brooklyn, Ohio and open 24/7, is the first privately owned dome of its kind from greater Cleveland to the Atlantic seaboard.

company relies of its distribution relationship with North Olmsted-based Cargill Deicing Technology Products, a national market leader in the production and distribution of winter snowfighting products and services. Three years ago, Dedon signed the largest private contract with Cargill in the United States and so Cargill opens up its stockpile exclusively to Dedon whenever needed.

"Cargill Deicing Technology Products – good people," he notes. "I cannot say enough good things about them. They are scrupulous. In our fifth year of business, we have become one of the leading distributors of Cargill Deicing Technology products in the tri-state area."

Cargill Deicing Technology Products is currently performing a demographic study for Abraxus to determine a site for yet additional domes. Dedon is envisioning new domes to house Cargill's new product, Clearlane® Enhanced Deicer.

In addition to the company's traditional services of snow removal and salt distribution, the company has more recently expanded its business to providing additional essential materials to Dedon's "peer group" of landscaping and cement contractors. Abraxus supplies basic landscaping materials, including decorative stone and rock. The Abraxus

large fleet of trucks enhances delivery efficiency. Additionally, the semi-scale is a "natural" for this part of the business.

Abraxus' future plans include centralizing administration staff into an office building that has warehousing capabilities.

Additionally, two nephews, whom Dedon describes as "college educated computer geeks," are presently implementing a computer conversion with up-to-date, point-of-sale inventory control, including tracking capabilities. (Dedon, a self-trained computer enthusiast, has written his own programs. "I can maneuver around computers quite well," he states. He has pulled all-nighters to tweak the company's cutting-edge technology.)

Looking ahead, Dedon believes that more family members and other knowledgeable people will be brought into the fold; the Abraxus team currently includes his sister and brother-in-law Gina and Jeff Latina, who have become partners in the business, his brother Russ Didonna is the operations manager, and Dan Kamorowski, CFO, rounds out the picture with both law and accounting acumen.

Sixteen employees, eight family members and over 200 subcontractors keep this finely tuned machine in gear. Some

subcontractors have been with Abraxus for 20 years.

"The purpose of the hard work and relentless hours that I put into Abraxus is for any of my family members and those who want to work, so that they will always have a job," he says.

Whether it's family or friends, employees or clients, Dedon believes in the value of building and maintaining positive relationships.

"I feel that I have the hardest job in the world at times, because I have to sell to my peer group, people who I have and would normally compete against in the snow removal business, which I've been in for 35 years," Dedon says. "They have to trust me with the 'plasma' of their business. If I did not keep my word to them, it could ultimately put people out of business."

Dedon, who studied psychology in college, says this gets back to his own philosophy that is focused on giving, not receiving.

"I have my flaw – I am generous to the point of a flaw," he says. "I believe that if you do good for people, people will come back and do good for you. I am a firm believer in that. But, you cannot give to the point of being a bad businessman."

Dedon recently sponsored benefits for two close "warriors," an employee named Mark who suffered an injury and his friend Sam who has a grave illness. Prior to his diagnosis, Sam poured cement for the dome construction project. Previously an Abraxus driver, Mark now works in Abraxus dispatch, alongside Dedon.

These days, Dedon is "back on the road again" and making a concerted effort to meet with his clients in order to get a "consensus of what they want."

Frank Dedon is determined and dedicated to "adding a tone of professionalism" to the snow removal industry. He feels that his "nuisance business" is as essential as a 911 or fire emergency service.

"We are in a recession-proof business, because no matter how the economy dips, we are still viable," Dedon says. "We are in a business that has no technology on the horizon that will replace our current core methods. Salt is the oldest form of barter in the world. There is nothing on the horizon to eliminate snow, besides salt. This raw mineral offers safe passage." **P**

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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

ART BUILDING PN-R1102006

Cleveland, OH (Cuyahoga Co.)
ESTIMATED AMOUNT: \$25,000,000

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

STATUS: Drawings are in design phase; owner is fundraising.

OWNER: Museum of Contemporary Art Cleveland
 8501 Carnegie Avenue
 Cleveland, OH 44106
 (216) 421-8671

ARCHITECT: Foreign Office Architects
 55 Curtain Road
 ECZA 3PT
 London, UK
 (207) 033-9600 FAX (207) 033-9801

ARCHITECT: Westlake Reed Leskosky
 925 Euclid Avenue, Suite 1900
 Cleveland, OH 44115
 www.wrlhdesign.com
 (216) 522-1350 FAX (216) 522-1357

DETAILS: 35,000 SF building to be constructed in University Circle; sitework; concrete; HVAC; mechanical; electrical; plumbing; painting; lighting; floor coverings; wood and

plastics; drywall; insulation; doors and hardware; roofing; glass and glazing; metals; masonry.

HEALTH SCIENCE BUILDING PN-N1104003

Ashtabula, OH (Ashtabula Co.)

ESTIMATED AMOUNT: \$12,000,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing adjusted estimated amount; bidding possible summer 2007; owner is conducting fundraising.

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

www.kent.edu/facilitiesplanning
 univarchitect@kent.edu
 (330) 672-3880 FAX (330) 672-2648

ARCHITECT: CBLH Design Inc.
 7550 Lucerne Drive, Suite 207
 Middleburg Heights, OH 44130

www.cblhdesign.com
 info@cblhdesign.com
 (440) 243-2000 FAX (440) 243-3305

AGENT: ODAS - State Architect
 4200 Surface Road

Columbus, OH 43228
 www.state.oh.us/das/gsd/sao/sao.html
 renee.keys@das.state.oh.us
 (614) 466-4761 FAX (614) 644-7982

DETAILS: KSU - 20323

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

PN-R1129053

BEN VENUE LABORATORY

Bedford, OH (Cuyahoga Co.) 300 Northfield Rd.

ESTIMATED AMOUNT: \$15,000,000

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

UPDATE: Announcing estimated amount and location; construction possible early 2007; a bid schedule has not been released.

OWNER: Ben Venue, Inc.
 300 Northfield Road
 Bedford, OH 44146

(440) 232-3320

ARCHITECT: Doty & Miller Architects
 600 Broadway Avenue
 Bedford, OH 44146
 www.dotyandmiller.com

(440) 399-4100 FAX (440) 399-4111

DETAILS: 90,000 SF; concrete; masonry; metals; wood and plastics; doors and windows; glass and glazing; drywall; painting; carpeting; HVAC; fire protection; plumbing; lighting.

PN-R0515008

NEW HOSPITAL

Beachwood, OH (Cuyahoga Co.) Solon Road

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

UPDATE: Owner received a \$30,000,000 private donation; construction schedule has not been released.

OWNER: University Hospitals Health System
 11100 Euclid Avenue
 Cleveland, OH 44106
 (216) 844-1000

DETAILS: 53 acres; new 200-bed facility to be constructed in Chagrin Highlands; six stories; structural and misc. steel; metal studs; wood and plastics; elevators; doors and hardware; glass and glazing; acoustical ceilings; sprinklers; drywall; painting; electrical; mechanical; plumbing; lighting; vinyl floor coverings; finishes.

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PN-R0710011

NEW FIRE STATION

Barberton, OH (Summit Co.)
ESTIMATED AMOUNT: \$850,000
CONTRACTING METHOD: Public Bids
UPDATE: Owner seeking a tax levy on the February 2007 ballot.
OWNER: City of Barberton
576 W. Park Avenue
Barberton, OH 44203
www.cityofbarberton.com
(330) 753-6611

ARCHITECT: Kohanski, Arnold & Chin Architects, Inc.
257 S. Court Street
Medina, OH 44256
(330) 725-0628 FAX (330) 725-8130

DETAILS: Fire station to replace the current North End fire station on West State Street; possible locations include East State Street and Fifth Street Northeast and East State Street and Franklin Avenue; 5,400 SF; two stories with second-floor living quarters; three bays totaling 1,200 SF; concrete; masonry; doors and hardware; glass and glazing; HVAC; drywall; plumbing; painting; electrical; mechanical; various floor coverings; metal overhead doors; thermal and moisture protection; fire protection.

PN-R1205010

FACILITY EXPANSION

Valley City, OH (Medina Co.) Wegman Drive
ESTIMATED AMOUNT: \$3,000,000
CONTRACTING METHOD: D/B Subcontracts
UPDATE: Announcing D/B; bidding to advance shortly.
OWNER: Superior Roll Forming Company
5535 Wegman Drive
Valley City, OH 44280
(330) 225-2500
D/B: Telamon Construction
5505 Milan Rd.
Sandusky, OH 44870
(419) 626-1111 FAX (419) 626-8817

DETAILS: 81,000 SF addition to existing 90,000 SF manufacturing plant; sitework; paving; concrete; masonry; structural steel; wood and plastics; miscellaneous metal; roofing; painting; doors/hardware; HVAC; electrical; lighting.

PN-N0619005

FAMILY HEALTH CENTER

Brunswick Town Center
Brunswick, OH (Medina Co.) Center Road
ESTIMATED AMOUNT: \$7,500,000
CONTRACTING METHOD: D/B Subcontracts
UPDATE: Bidding possible February 2007 for steel and foundation packages.
OWNER: Cleveland Clinic Foundation
10465 Carnegie Ave.
Cleveland, OH 44105
(216) 444-2200

DEVELOPER: New Plan Excel Realty Trust Inc.
1120 Avenue of the Americas
New York, NY 10036

(212) 869-3000 FAX (212) 869-3989
D/B: Marshall-Erdman Associates
P.O. Box 5649
Madison, WI 43705
(608) 238-4230 FAX (608) 238-6535
DETAILS: 34,000 SF; two-story medical arts building; seven acres; granite, glass and stainless steel-paneled exterior; sitework; concrete; masonry; steel; glass and glazing; plumbing; electrical; mechanical; HVAC; drywall; acoustical ceilings; painting; interior finishes. Phase I: 34,000 SF. Phase II: 36,000 SF.

PN-R1201025

CHURCH EXPANSION - Phase I

Bay Village, OH (Cuyahoga Co.)
ESTIMATED AMOUNT: \$5,000,000-6,000,000
CONTRACTING METHOD: G.C. Bids (By Invitation Only)
STATUS: Owner will begin fundraising; a summer 2007 construction start is planned.
OWNER: St. Raphael Catholic Church
525 Dover Center Road
Bay Village, OH 44140
(440) 871-1100

ARCHITECT: Zarzycki/Malik Architects
7500 Pearl Road
Middleburg Hts., OH 44130
www.zmarchitects.com
mail@zmarchitects.com
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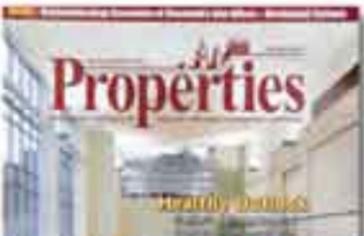
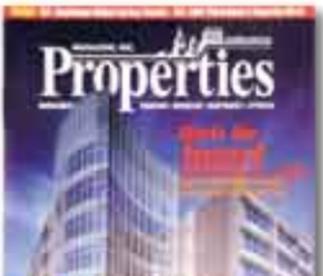



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DETAILS: Expansion of parking lot from 167 spaces to 315; 3,100 SF rectory to include a bedroom and private study for three priests and common living areas; new activity center to include a gym, meeting hall, stage, full kitchen, basketball court, restrooms, and storage space; SF to be determined; new entrance to church; concrete; masonry; glass and glazing; doors and hardware; wood and plastics; drywall; insulation; metals; floor coverings; painting; plumbing; electrical; lighting; structural and misc. steel; HVAC; toilet and bathroom accessories; fire suppression; finishes.

PN-R1201029

CHURCH EXPANSION - Phase II

Bay Village, OH (Cuyahoga Co.)

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

STATUS: Owner will begin fundraising.

OWNER: St. Raphael Catholic Church
525 Dover Center Road
Bay Village, OH 44140
(440) 871-1100

ARCHITECT: Zarzycki/Malik Architects

7500 Pearl Road
Middleburg Hts., OH 44130
www.zmarchitects.com
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DETAILS: SF to be determined; concrete; masonry; glass and glazing; doors and hardware;

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wood and plastics; drywall; insulation; metals; floor coverings; painting; plumbing; electrical; lighting; structural and misc. steel; HVAC; toilet and bathroom accessories; fire suppression; finishes.

PN-R0726029

POLICE STATION

Russell Township, OH (Geauga Co.) Chillicothe Road

ESTIMATED AMOUNT: \$1,200,000 - 1,750,000

CONTRACTING METHOD: Public Bids

UPDATE: Owner has selected site; planning is underway.

OWNER: Russell Township - Geauga Co.
8501 Kinsman Road
Novelty, OH 44072
(440) 338-8912

ARCHITECT: Larsen Architects Inc.

12506 Edgewater Drive, Suite 10
Lakewood, OH 44107-1679
www.larsenarchitects.com
(216) 221-2350 FAX (216) 221-5670

DETAILS: 5,500 SF new police station with a 1,400 SF, four-bay garage; sitework; demolition; landscaping; concrete; masonry; glass and glazing; wood & plastics; steel doors/hardware; drywall; painting; plumbing; HVAC; electrical; lighting.

PN-R0519089

BUILDING RENOVATIONS

Health/Physical Education/Recreation

Lorain, OH (Lorain Co.)

ESTIMATED AMOUNT: \$4,500,000

CONTRACTING METHOD: Public Bids

STATUS: Owner is interviewing architects; award to be made January/February 2007.

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

ARCHITECT: To Be Determined

DETAILS: Addition and renovation for aerobic exercise, weight lifting, circuit training and general classroom use; office renovation and technology upgrades.

PN-R0828004

RETAIL DEVELOPMENT

Chillicothe Commons

Aurora, OH (Portage Co.) Route 306

ESTIMATED AMOUNT: \$10,000,000

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

STATUS: Several variances have been approved; developer may seek tax abatements.

DEVELOPER: Ironwood Development
4212 W. Streetsboro Road
Richfield, OH 44286
(330) 659-4404

ARCHITECT: Paul Yoe Architect
547 E. Washington Street
Chagrin Falls, OH 44022
(440) 893-9480

DETAILS: Nine acres; 40,000 SF L-shaped retail strip building with a second-story 8,000 SF office; 5,000 SF commercial building; possible bank, dentist's office, coffee shop and restaurant; sitework; masonry; drywall; wood and plastics; concrete; insulation; metals; electrical; HVAC; plumbing; painting; glass and glazing; steel doors and

hardware; various floor coverings; finishes.

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What is your profession? (Select all that apply.)

- | | | |
|---|---|---|
| <input type="checkbox"/> DEVELOPER | <input type="checkbox"/> GENERAL CONTRACTOR | <input type="checkbox"/> LANDSCAPE ARCHITECT |
| <input type="checkbox"/> BUILDING OWNER | <input type="checkbox"/> HOME BUILDER | <input type="checkbox"/> ENGINEERING SERVICES |
| <input type="checkbox"/> PROPERTY MANAGER | <input type="checkbox"/> DESIGN BUILDER | <input type="checkbox"/> MATERIAL SUPPLIER |
| <input type="checkbox"/> APPRAISER | <input type="checkbox"/> INVESTOR | <input type="checkbox"/> INSURANCE/BONDING |
| <input type="checkbox"/> BANK | <input type="checkbox"/> GOVERNMENT AGENCY | <input type="checkbox"/> BUILDING EQUIPMENT SUPPLIER |
| <input type="checkbox"/> MORTGAGE COMPANY | <input type="checkbox"/> ARCHITECTURAL SERVICES | <input type="checkbox"/> SPECIALTY TRADE |
| <input type="checkbox"/> SAVINGS & LOAN | <input type="checkbox"/> INTERIOR DESIGNER | <input type="checkbox"/> SUBCONTRACTOR (LIST TYPE): _____ |
| <input type="checkbox"/> TITLE COMPANY | <input type="checkbox"/> STRUCTURAL ENGINEER | |
| <input type="checkbox"/> REALTOR | <input type="checkbox"/> MECHANICAL ENGINEER | |
| <input type="checkbox"/> REAL ESTATE LAW | <input type="checkbox"/> ELECTRICAL ENGINEER | |
| <input type="checkbox"/> APARTMENT OWNER | <input type="checkbox"/> CIVIL ENGINEER | |
| | <input type="checkbox"/> OTHER: _____ | |

How many people does your company employ?

- | | |
|-------------------------------------|----------------------------------|
| <input type="checkbox"/> 10 or less | <input type="checkbox"/> 100-150 |
| <input type="checkbox"/> 11-25 | <input type="checkbox"/> 151-200 |
| <input type="checkbox"/> 26-50 | <input type="checkbox"/> 201-500 |
| <input type="checkbox"/> 51-100 | <input type="checkbox"/> 500+ |

What is your company's gross annual revenue?

- | |
|--|
| <input type="checkbox"/> Less than \$500,000 |
| <input type="checkbox"/> \$500,000 to \$1,000,000 |
| <input type="checkbox"/> \$1,000,000 to \$50,000,000 |
| <input type="checkbox"/> \$50,000,000+ |

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