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## It's Show Time



KEN KRYCH

As the leaves are falling outside, the curtain is rising again in the remarkably restored Hanna Theatre at Playhouse Square, which is the topic of our cover story this month. In touring the theater recently, I was struck by the vision and skill it took to transform it into one of the most elegant and intimate venues in the city.

Also this month, we are happy to bring you a feature on a new residence hall, recently completed at the quietly expanding Hiram College. My old college roommate's son actually lives there now and loves the new facility.

I watched the development of the addition to Wellington Place Assisted Living Center just off I-480 for some time and I'm glad we can bring this story to our pages this month too. It was truly

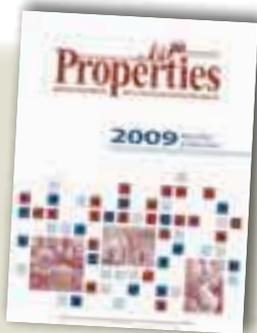
designed and built with the residents in mind to make their stay comfortable.

The special section this month focuses on security and fire protection. We are pleased to provide several diverse articles on these topics and thank all the experts in the field who contributed for our readers' benefit.

### *Coming in November*

Big news! Actually, it's the biggest construction news in the region as next month we take a close-up view of what it took to design and build the Miller Pavilion Heart Center, Glickman Tower and the 89th Street Service Center at the world-renowned Cleveland Clinic. We thank the members of the staff at the Clinic for taking the time to walk us through each of the facilities and share





## Media Planner 2009

This time of year, we receive a good deal of calls from individuals and companies who are planning their budgets and strategies for the upcoming year. We have included our new 2009 Media Planner in this issue as a convenience for you to review, regarding both editorial and advertising opportunities for the coming year.

insight on how these important structures came to be as they are today.

Additionally, we'll look at three church projects in the area, including a new addition for St Rocco's, a new chapel for St. Edward High School and a remodeling project at St. Christopher's in Rocky River.

We will also take a closer look at the new Dollar Bank, which is helping to rejuvenate the Galleria downtown.

Also coming next month is a profile on Giambone Construction Inc. Thanks to David and Pat Giambone for their time and cooperation.

Lastly, our November issue will include our annual Professional Services special section, which focuses on some of the individuals who are essential to the development, design and construction of buildings in Northeast Ohio. We intend to showcase the best in their field in real estate law, insurance, accounting, engineering, architecture and more.

As always we appreciate your feedback and ask that you contact me directly at [kkrych@propertiesmag.com](mailto:kkrych@propertiesmag.com) with any ideas for stories you'd like to see in our magazine.

Until then, enjoy this colorful season! Positively, as always,

Kenneth C. Krych  
Owner/Publisher

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## Reliable Snow Plowing Customer Appreciation Day

Reliable Snow Plowing Specialists recently held its annual Customer Appreciation Day at the company headquarters in Macedonia. For the nearly 50 customers in attendance, the fun and games centered around a “Snow Plow Rodeo” theme. Two different obstacle courses were set up and people had to drive both a tractor and a combination loader/plow to earn tickets, making them eligible for door prizes being raffled off at the end of the event. A sit-down dinner of pulled pork, barbecue chicken, salads and assorted accompaniments made for a very enjoyable day. **P**



## NAIOP Annual Clambake

Over 100 members of NAIOP (National Association of Industrial and Office Properties) Northern Ohio Chapter enjoyed one of the last warm summer nights with its annual clambake, held this year at the Cleveland Yacht Club. Money was raised for the Fallen Fire Fighters Fund. **P**

- 1 **Dawn** and **Scott McCreedy**, with **Lynn** and **Chester Covert** (ATC Associates Inc.)
- 2 Slavic Village Firefighter **Mario Kotic** accepts a check from **Scott C. Maloney** (MBI/K2M Design Inc.)
- 3 **Carmen Fiorelli** (Fiorelli Construction) and **Rose Dostel** (RMB Designs)
- 4 **Terri** and **Matt Ambrose** (DAS Construction)
- 5 **Sheila Dorris** and **Diane M. Tymoczuk** (US Bank)



## Tri-C Construction Diversity Open House

Hundreds of firms representing architects, general contractors, subcontractors and suppliers attended the Construction Diversity Open House, held recently at Corporate College East.

The event was designed to educate the local construction community about diversity, bidding, insurance, bonding and educational opportunities at Tri-C. Attendees were briefed on the college’s 10-year master building expansion from many key college officials. The event was sponsored by Gilbane Construction. **P**

- 1 **Rick Ziska** (Ziska Architects) and **Karen Bialosky** (SE Blueprint Incorporated)
- 2 **Deborah Bridwell** (Greater Cleveland Partnership Commission on Economic Inclusion), with **Sorrell Shepherd** and **Leo Russo** (Tri-C Green Academy)
- 3 **Martha Davidson** and **Andre Burton** (Cuyahoga Community College)
- 4 **Pat Robbins** (Karpinski Engineering), **Mike Carter** (Burt Hill), **Barb Doidge** (Regency Construction Services) and **Lisa Pim Peterson** (Burt Hill)



1 **John and Juliane Workley** (Vocon)  
 2 **Karin and Robert Redmond** (CB Richard Ellis)

## BOMA 62nd Annual Clambake

A little rain couldn't dampen the spirits of the 200 people who attended the recent annual clambake for BOMA (Building Owners and Managers Association) Greater Cleveland at The Manor in Euclid. The dinner was embellished by 50/50 raffles, many prizes and games. Fifty percent of the raffle proceeds went to the William J. Jennings Scholarship account. **P**

- 1 **Michael Cannon** and **John Dzurik** (Janitorial Services Inc.) and **Brad Hanna** (Commercial Movers Inc.)
- 2 **Doug Beigle** and **Norm Detrick** (Reliable Snow Plowing)
- 3 **Keri-Ann Kalavity** (Gillmore Security) and **David Smik** (Bolton Pratt Company)
- 4 **Ken Krych** (Properties) and wife **Jing Liu-Krych**
- 5 **Janice Parham** (BOMA Greater Cleveland)

## Vocon 21st Anniversary Celebration

"You must be 21 to enter," was the catchphrase on invitations enticing more than 400 of Cleveland's most prominent corporate figures to attend Vocon's 21st birthday. The celebration, complete with cocktails and a live band, was held at the architecture/interior design firm's Midtown Cleveland office. **P**

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# Art on the Avenue

## Streetscape transformation project begins in Detroit Shoreway Neighborhood

City officials, merchants and others recently launched the transformation of a stretch of Detroit Avenue into a pedestrian-friendly district for shopping, dining and theater-going with a ceremonial groundbreaking. The event was highlighted by performances by Cleveland Public Theatre and Near West Theatre, the two performance theaters in the Gordon Square Arts District (GSAD).

The \$3.5 million streetscape conversion of Detroit from West 58th Street to West 73rd Street is the second of five core projects in GSAD, an emerging arts and entertainment destination in the heart of the Detroit Shoreway neighborhood and five minutes from downtown Cleveland. Plans call for widening sidewalks along part of the street, burying utility wires and installing trees, benches, public art and other amenities.

“When you hear DuPont Circle and SoHo, you know exactly what city they’re in,” says Cleveland Councilman Matt Zone, whose Ward 17 includes the district. “The same will happen with Gordon Square.”

The streetscape transformation, which is expected to be completed within a year, is a city project, paid for in part



Photo by Donn R. Nottage

**CULTURAL CREATION** City officials, merchants and project partners recently gathered to break ground on a streetscape conversion in the Gordon Square Arts District.

with \$1.9 million in city funds. The Northeast Ohio Areawide Coordinating Agency contributed almost \$1.6 million in federal funds. Traffic will be maintained during construction, except for six working days when vehicles will be detoured at West 65th Street and Detroit; shops, galleries, restaurants and other businesses will remain open during construction. The city has chosen Terrace Construction Company Inc. as contractor for the project.

“The city recognizes that its contribution will help spur private investment in the Gordon Square Arts District,” Zone says.

The collaborative work of three backing organizations — Cleveland Public Theatre, Detroit Shoreway Community Development Organization (DSCDO) and Near West Theatre — is seen as a national model of how the arts can be used to stimulate economic development. GSAD’s plans, along with housing construction at nearby Battery Park and elsewhere in Detroit Shoreway, have already helped attract 24 restaurants, shops, galleries, studios and other businesses to the area since the beginning of 2006. In all, the Gordon Square Arts District is helping to infuse more than \$500 million into the community.

GSAD’s core projects is expected to cost \$30 million. Besides the streetscape design, the projects include a \$7 million restoration of the Capitol Theatre, a 1920s vaudeville and silent movie house at Detroit and West 65th, into a three-screen, all-digital art and independent film cinema. Another project is the renovation of Cleveland Public Theatre, which includes the oldest standing theatre building in Cleveland, at 6415 Detroit. Also planned is the construction of a new performance center on West 67th Street, just north

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of Detroit, for Near West Theatre, a 30-year old community theatre.

A new parking lot and an expanded lot, both incorporating green parking technologies that will reduce storm water runoff and filter the water before it hits the city's storm sewer system, are expected to be completed by next spring. Future additional parking is planned.

The three theaters will all be within a two-minute walk of one another and will form the nucleus of the arts district. Architectural drawings for the Cleveland Public and Near West theatres have been completed, and construction plans are being finalized. GSAD is seeking additional funding for these projects.

The streetscape design was developed by City Architecture Inc., environmental artist Susie Frazier Mueller and Michael Benza & Associates Inc. engineers. Work will include burying utility lines and installing new sidewalks and new lighting from West 58th to West 73rd streets. The lighting will match light poles at Battery Park.

The heart of the district will be between West 61st and West 69th streets, where plans also call for narrowing Detroit and widening the sidewalks to encourage pedestrian traffic and outdoor dining. The sidewalks, currently 8½ feet wide on the north and 10 feet wide on the south, will be increased to 13 feet wide on both sides; Detroit, which currently has four 12-foot driving lanes, will be narrowed to two 11-foot lanes and two nine-foot parking lanes.

Approximately 60 Aristocrat pear and Valley Forge American elm trees will be planted, and free-standing public art, colorful curved benches, bike racks and a street paver pattern designed by Mueller will be installed along the sidewalk.

Space is planned for at least 10 pieces of sculptural public art. DSCDO will work with Cleveland Public Art to develop a public, juried process to solicit and select the art.

In June, City Council approved legislation sponsored by Zone making Detroit and Lake Avenue between West 48th Street and West 77th Street a Pedestrian Retail Overlay District. The designation is aimed at maintaining the economic viability of older neighborhood retail districts by preserving their pedestrian-oriented character.

Visit [www.gordonsquare.org](http://www.gordonsquare.org) for more information. **P**

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## August Construction Retreats 3%

**A**t a seasonally adjusted annual rate of \$557.5 billion, new construction starts in August slipped 3% from the previous month, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. The nonbuilding construction sector (public works and electric utilities) fell back after July's strong performance, while residential building continued its lengthy decline. Running counter in August was improved activity for nonresidential building.

Through the first eight months of 2008, total construction on an unadjusted basis was \$387.4 billion, down 15% from the same period a year ago. If residential building is excluded, new construction starts in this year's January-August period advanced 3%.

The August statistics produced a reading of 118 for the Dodge Index (2000=100), compared to 122 in July.

For the full year 2007, the Dodge Index averaged 134. "Aside from further weakness for homebuilding, the construction start statistics this year have shown fluctuating activity for both nonbuilding construction and nonresidential building, and August was consistent with this pattern," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction.

"While month-to-month there have been wide swings, on a year-to-date basis the nonbuilding sector has been flat and nonresidential building is still seeing some growth. In the latter case, the institutional and manufacturing categories have registered gains, outweighing to this point in 2008 mounting weakness for the commercial structure types."

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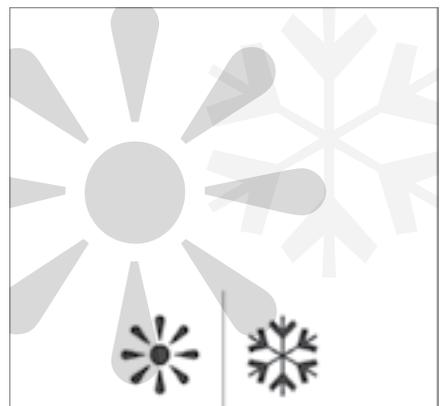
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### Residential building

Residential building, at \$160.3 billion (annual rate), fell 12% in August. Single-family housing decreased an additional 3%, making it seven out of the first eight months of 2008 that weaker activity has been reported. On a year-to-date basis, single-family housing in dollar terms was down 38%, as the 2008 slide has turned out to be even more pronounced than



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what was experienced in 2007 (which dropped 26% for the full year). By region, the largest shortfalls for single family housing in the January-August period of 2008 were in the West (down 47%), the South Atlantic (down 40%), and the Midwest (down 38%). Smaller reductions were registered in the South Central (down 30%) and the Northeast (down 26%).

Multifamily housing in August fell a steep 37%, following the previous month, which included the start of four projects valued each in excess of \$100 million. Even with a month like July that featured several very large projects, the number of such projects that are reaching groundbreaking this year is down considerably from 2007. On a year-to-date basis, multifamily housing for the nation fell 40% in dollar terms, with substantial declines for each major region – the Midwest, down 61%; the West and South Atlantic, each down 42%; and the South Central and Northeast, each down 26%.

### Nonresidential building

Nonresidential building in August climbed 17% to \$255.7 billion (annual rate), reflecting the start of a \$3.5 billion steel processing facility in Alabama and the start of the \$800 million Concord Casino/Hotel and Convention Center in the Catskills region of New York (Kiamesha Lake). If these two massive projects are excluded, nonresidential building in August would be down 6%. The manufacturing building category in August registered a nine-fold increase from a depressed July, with much of the boost provided by the massive steel plant. Other large manufacturing projects reported as August starts were a \$160 million ethanol plant in Iowa and a \$108 million food processing plant

## A Note on Recent Financial Market Events and Their Broad Impact on Construction

The upheaval in the financial markets during September has altered the financial landscape, which will affect funding for construction projects and in turn construction activity. The situation with the financial markets continues to be fluid, particularly regarding the shape of the recently passed \$700 billion mortgage rescue plan. The expectation is that the purchased mortgage securities will increase in value as the housing market begins to improve in 2009 and beyond, which would allow them to be resold and decrease the potential cost of the bailout from \$700 billion to something less. The key, of course, is that the decline in home prices comes to an end, and we don't expect to see that until 2009 at the earliest.

The steps taken to provide stability to the financial markets will require time. The lending environment for commercial projects will probably grow even more difficult in the near term, before some credit easing begins to take hold, perhaps in the latter half of 2009. This means that the downturn in construction starts shown by commercial building in 2008, particularly for stores and warehouses, will grow more widespread in 2009, dampening offices and hotels as well. This had been our expectation prior to this September's events; if these steps are successful, a rebound in commercial construction could occur earlier than expected, perhaps as soon as 2010 or 2011.

The institutional structure types, such as schools and hospitals, respond in a lagged manner to shifts in the economy and lending conditions. We expect to see a loss of momentum for 2009, given the deterioration in state and local fiscal health, although funding already raised through the bond market should help the initial stage of a construction slowdown remain gradual. In other words, the response to September's financial turmoil is expected to be delayed and diffused. The same applies for public works, and a near-term plus for that sector is that Congress recently transferred \$8 billion from the general fund to shore up the Highway Trust Fund. As for single-family housing, the steps to stabilize the financial markets, if successful, should help to stabilize homebuilding in 2009, although at a very, very low level. —Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction

in Florida. The amusement and recreational category in August jumped 41%, lifted by \$275 million for the casino and convention center portion of the Concord project. Hotel construction in August grew 12%, supported by \$286 million for the hotel portion of the Concord project. The educational building category in August increased 3%, featuring groundbreaking for eight large high schools valued each in excess of \$50 million. Gains in

August were also reported for churches, up 8%; dormitories, up 9%; and transportation terminals, up 12%.

On the negative side, the commercial categories (excluding hotels) showed these August reductions – warehouses, down 12%; stores, down 14%; and offices, down 16%. While the office category did include the start of a \$200 million renovation and addition to a judicial building in Montgomery AL, it was not enough to avert a decline for the month. On a year-to-date basis, the commercial categories showed this pattern – sharply lower activity for stores (down 25%) and warehouses (down 33%), a modest retreat for offices (down 3%), and more growth for hotels (up





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34%) as the result of groundbreaking for a number of large hotel/casino projects this year.

“The credit crunch and weak economy in 2008 have had their most immediate impact on stores and warehouses, and some dampening is beginning to emerge for offices,” Murray says. “The current wave of financial market distress will lead to a more extended period of tight lending standards, further depressing the amount of commercial buildings expected to reach groundbreaking through 2009.”

Nonresidential building in August also included weaker activity for healthcare facilities, down 11%; and public buildings (courthouses and detention facilities), down 10%.

For the first eight months of 2008, the 15% drop for total construction compared to last year was the result of a 38% reduction for residential building. Nonbuilding construction was unchanged from 2007, while nonresidential building advanced 5%. Within the nonresidential building sector was a varied year-to-date performance – gains for institutional buildings, up 7%; and manufacturing buildings, up 66%; but a 10% drop for commercial buildings. By geography, total construction in the January-August period of 2008 revealed weaker activity for the South Atlantic, down 27%; the West, down 25%; and the Midwest, down 11%. The South Central was unchanged year-to-date, while the Northeast managed to edge up 1%. **P**



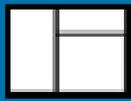
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### Utilizing the IRS to Improve Cash Flow

**P**roperty owners are beginning to take notice of how cost segregation studies can improve cash flow, reduce tax liabilities and generate immediate, accelerated deductions to enhance tax-planning strategies.

Cost segregation is an IRS-approved method of reclassifying components and improvements of commercial and larger residential real property from real estate to personal property. The process allows the assets to be depreciated over five, seven or 15 years instead of the 39 or 27.5 year depreciation lives for real property.

Utilizing a shorter depreciable life can considerably increase the depreciation benefits of real estate, thus saving cash immediately on income taxes. The increased cash flow is a direct result of a reduced tax liability in the current year and in the subsequent tax years following the cost segregation.

As a rule of thumb, for every \$10,000 of 39-year property reclassified to five or seven year property, the present value of the tax savings is about \$2,000. For every \$10,000 reclassified to 15-year property, the savings is \$1,000, assuming the top individual tax rates are being paid by the investor.

#### Qualifying assets:

- Personal property – items such as carpeting, cabinetry, special lighting, generators and other fixtures
- Land improvements – landscaping, sidewalks, site preparation, razing of an existing structure
- Electrical & computer network components – ports, outlets, sub floors, cabling

An investor can utilize cost segregation when constructing a new building or acquiring an existing one. In addition, a provision exists that allows you to “catch up” depreciation on a building you have already owned for several years by taking

the entire accelerated deduction in the current year. “Catch-up” cost segregation studies represent the largest segment of studies being conducted, and yield the greatest immediate tax savings.

Cost segregation studies are applicable for nearly any real estate placed in service after 1986. Buildings placed in service after 1995 will yield the greatest economic results.

The starting threshold for a study to make economic sense is about \$500,000 in hard building and improvement costs. For build-outs and leasehold improvements, the threshold amount is reduced. In addition, for property placed in service in 2002 through 2004, special bonus depreciation rules in effect during those years will significantly compound the tax savings.

To obtain an initial cost analysis and an estimate of savings for an existing structure, the cost segregation specialist will need a description of the building, capitalized costs and current depreciation schedules.

For new construction, the developer or investor group usually works directly with the specialist near the end of construction to analyze construction costs, blueprints and specifications. Eventually, construction invoices, depreciation schedules, appraisals, a site inspection and photographs of construction components also will be needed.

*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 Christopher G. Sivak, CPA, a partner with Skoda Minotti's Real Estate and Construction Group. He can be reached at 440.449.6800 or chrissivak@skodaminotti.com. Skoda Minotti has been a BOMA Greater Cleveland member since January 2008.*

**Melissa Johns**  
Communications Manager  
BOMA Greater Cleveland

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



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Photos courtesy of Mars Electric Co.

**BRIGHT CHOICES** Acuity Brands Lighting Relight products include the RT5R (left) and ES8R (right) retrofit kits. Both products are designed to decrease energy usage by up to 40% and help meet EPCRA 2005 guidelines to obtain federal tax deductions.

## Every Watt Counts

### Smart lighting choices deliver energy and cost savings

By Josh Lippiatt

**W**hen it comes to energy savings for businesses, lighting products and solutions are one of the most discussed topics right now. Everyone wants to know where to put his or her money to get the best return on investment (ROI). One of the first things I ask when I'm at someone's business conducting an energy audit is, "How much do you pay per kilowatt-hour (KWH)?" I am not surprised to find out how many people don't know how much they pay out every month to the electric company.

I am going to help each and every business owner and or manager know what they pay per watt consumed by their facility. When trying to figure out your KWH cost you can get a very close estimate of the cost that is called the "blended rate". This will usually include all kwh costs, delivery fees, and any other charge that is mixed in your bill. Now how can you figure this out? It is actually a very simple calculation that requires only a calculator and your monthly electric bill.

#### DIVIDE:

$$\text{Monthly charge (\$) / KWH} = \$0. \underline{\quad} / \text{kwh}$$

So, 1-watt running 4,000 per yr. @ \$0.10 per kwh =  
\$     per watt, per year.

To calculate:

Take your 4,000 hrs. and replace the comma with a decimal point: 4.000

Take off the zeros and get the calculation:

$$4. \times \$0.10 / \text{kwh} = \$0.40 \text{ per watt / per year}$$

This is what 1-watt costs this facility during its run time per year.

With this information you can now realize how much one watt costs you

per year. I want you to look and see just how many watts your building has and with my help I can show you how easy it can be to reduce your wattage consumption with today's more energy efficient products. You will see how adopting newer and more energy efficient lighting systems is one of the most cost effective ways to invest in your business with the best ROI (return on investment).

There are many low wattage lamps on the market to choose from. Do you know there is more to an energy saving lamp than a green cap? It's what's under that green cap and what you *don't* see that has the biggest affects on the environment.

While many lamp manufacturers now talk about sustainability, only one company stands alone as the best. Philips Lighting prides itself on the Alto technology found in its fluorescent lamps. When Philips introduced Alto technology years ago, it set the bar with the lowest mercury content of any 48-inch linear fluorescent with 3.5mg of mercury. Other manufacturers then started lowering mercury content in their lamps to keep up with growing awareness of mercury-contained prod-

ucts. Philips then introduced the next generation of this technology: Alto II technology. Without sacrificing performance Philips lowered the mercury even more to an industry low of only 1.7 mg per lamp. And so it continues.

As more and more businesses are looking to "Go Green," be sure you know what's under your lamps cap.

At Mars Electric, we pride ourselves on the services we provide and the products that we sell. We have partnered with the best manufacturers in the industry when it comes to lighting systems. From industry leaders like Philips lamps and Advance Ballasts, we can provide the best, most energy efficient lighting systems on the market.

To complete our sustainable lighting offerings, we have partnered with Veolia, the world's leader in hazardous waste recycling. It was a perfect fit to partner with Veolia in that we only want our customers to use the best for all their recycling needs.

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# Class Act

## Dramatic renovation re-imagines Hanna Theatre as permanent home for Great Lakes Theater Festival

By Nancy Loyan Schuemann | Photos by Scott Pease

**A** new marquee twinkles at the Hanna Theatre promoting the Great Lakes Theater Festival's new home. A visionary partnership between Playhouse Square Real Estate Services and the Great Lakes Theater Festival has brought new light and life to the 1921 classical theater. Thanks to the joint Re-Imagine a Classic capital campaign, with honorary chair Tom Hanks and historic tax credits at a total cost of \$15.5 million, the Hanna has been renovated into a customized, permanent home for the theater company.

"Twenty-five years ago, Great Lakes Theater Festival came aboard as the first major resident partner of Playhouse Square," says Art Falco, president and chief executive officer of Playhouse Square. "Today, the Festival is leading the effort as a genuine partner to transform the Hanna into a truly unique and innovative performance space that will

set a new national standard for audience experience, engagement and comfort. The new Hanna Theatre will enhance the vitality of the Theater District."

The Great Lakes Theater Festival was founded in 1962 with a mission to "bring pleasure, power and relevance of classic theater to the widest possible audience in Northern Ohio." The renovation of the

Hanna brings this mission to life with a blend of the restoration of the theater's original opulent Italian Renaissance and Pompeian design with contemporary amenities and technology.

"While our office has worked on many theater facilities, this is the first project that employs a design strategy that integrates the artist and audience experience."



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Turner is proud to be the Construction Manager for the New Hanna Theatre



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**CENTER STAGE** The focal point and most unique feature of the new Hanna is the thrust stage. Jutting out into the audience from the original proscenium stage, it promotes interaction between actor and theater patron.

rience into one realm and dissolves the formal separation between the social experience of the lobby and the artistic experience of the stage,” says Paul Westlake, FAIA, principal in charge and principal designer at Westlake Reed Leskosky. “The design is very contemporary in its attitude. Throughout the design process, we have been inspired by the insight and creativity of Great Lakes Theater Festival’s resident artistic company. We believe that, together, we have captured the essence of this vision in our re-imagining of a great classic theater space.”

The fresh, open concept is evident from the moment one enters through the new lobby. Decorative transom glass, revealed during the renovation process, and new doors mark the entrance. A new box office, shop and cloakroom with custom-fabricated gates add a classical touch. Seven 42-inch LCD screens are featured so latecomers and passer’s-by can note the action on the stage.

Historical elements were retained. The coffered ceiling is original, its ornate plaster and paint replicated and retouched by Dependable Painting. The names of great playwrights etched in

time have been retained. A protective sealant was applied. The original 1921 chandelier was cleaned and re-hung.

A “Great Room” feeling is exuded in the auditorium. A curved, granite-topped bar with seating is located in the back of the theater where patrons can view the stage from one of 12 stools. On either side of the bar are oversized yet intimate banquettes with movable chairs, seating 22.

An intimate feeling is captured in the main auditorium where capacity has gone from 1,500 seats to 550. The floor has been elevated to create raised,

stadium-style seating, improving sight lines. Styrofoam forms were used to set up the concrete. Colors of upholstery and carpets are muted earth tones with slight contrast to distinguish separate areas. Accessible seating has been created on the floor and balcony and the entire facility is ADA compliant.

The theater’s historic boxes have been retained on either side of the stage. Each can seat up to 10 and feature private cloakrooms and restrooms. Seating is also available in two upper balconies. Regular seats are in the front row while armchairs are in the four-seat boxes on the next

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two levels. The new balconies are two-thirds smaller than the original, created for a more intimate experience.

A newly constructed technical tower is housed above the balcony. This is the theater's control room, where technicians operate the theater's state-of-the-art lighting and sound systems.

The focal point and most unique feature of the new Hanna is the thrust stage. Jutting out into the audience from the original proscenium stage, it promotes interaction between actor and theater patron. If needed, the stage can be lowered at the push of a button for additional seating in a traditional theater setting. The stage can be raised and lowered at a rate of two feet per second. The three-part stage also allows for flexibility and the state-of-the-art hydraulic lift system assures quick set changes and configurations.

The Parker Hannifin-underwritten thrust stage is what sets the Hanna apart from most theaters. The stage itself would make Shakespeare and, in particular his creation Macbeth proud. The type of wood, selected based on its texture, durability and unifying color, is appropriately Hemlock.



**DRAMATIC CHANGES** The project blended the restoration of the theater's original opulent Italian Renaissance and Pompeian design with contemporary amenities and technology.

"We had to do some field engineering and design when installing the new stage to make the architect's concept come to life," says Dragan Dukich, of Chagrin Falls-based woodworking and carpentry firm Gleeson Construction.

Installing the hydraulic lift system was a challenge. The entire theater floor had to be excavated, descending six inches from the water table. A waterproof

drainage system, with pump, had to be created below the basement level.

"The size of the thrust stage went well beyond the original orchestra pit," says Matt Janiak, associate and project director with Westlake Reed Leskosky. "The mechanical structure to hold the lift sections is located below the lowest floor level. The challenge was getting the equipment in."

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**SPOTLIGHT ON SPACE** A fresh, open concept is evident from the moment one enters through the new lobby.

The water table was encountered at the very bottom of the excavation, according to Joe Schilens, project engineer with Turner Construction Company.

“Earth retention and dewatering was necessary to safely complete the digging and installation of the hydraulic casings,” Schilens says. “Waterproofing of the concrete and the installation of drainage tile and a series of sump pumps with alarms ensured a dry pit.”

“Turner Construction has developed a great relationship with Playhouse Square and has had the honor of working with them on many projects over the years, such as the Hanna Theatre renovation, Idea Center, the Wyndham Hotel and several other theater renovations,” adds Mark Dent, vice president and general manager of Turner Construction Company. “We feel privileged to be construction manager at the Hanna Theatre renovation. The theater is part of Cleveland’s history and represents an important part of the city’s culture.”

Beneath the stage is the basement with mechanical, hydraulic room, traps (with beams that can be moved and reconfigured to suit) and prop room.

Behind the stage, new, lighter rigging with steel framing was created. The automatic, structurally independent fly system equips the theater’s stage house with 48 fully automated, motor-driven line sets. It is the first theater in the region to utilize this technology, designed by Westlake Reed Leskosky. In addition, lighting positions are maintained on top of the stage, in the middle, in front of the balcony, on the auditorium ceiling and in three sections at the sides.

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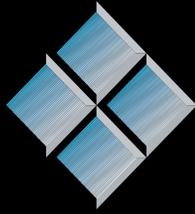
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“The automated line system was made possible by removing the grid floor, hanging winch motors off a frame on Stage Left,” Janiak explains. “It bears on a masonry wall and not the roof structure. It is the first automated system in Playhouse Square used for professional theater.”

Installing conduit pathways for all of the sound, lighting and technology through the 87-year-old facility also proved difficult, according to Schilens. In order to preserve the historic plaster details on the walls and ceilings, much of the conduit was run in the theater’s attic space.

“This was a challenge due to limited space and accessibility,” Schilens says.

Also included in the renovation are new green rooms with kitchenettes, dressing rooms and wardrobe with laundry.

A unique aspect of the renovation is its designation of a Silver rating by the United States Green Building Council and its Leadership in Energy and Environmental Design (LEED) Green Building Rating System. This distinction was awarded for the use of environmentally safe materials, the projects’ 90%



**WARM RECEPTION** An intimate feeling is captured in the main auditorium where capacity has gone from 1,500 seats to 550.

recycling of construction waste, indoor environmental systems (new energy-efficient HVAC, electric and plumbing) and eco-friendly practices.

“We wanted to let the historic fabric be the backdrop to a modern theater,” Janiak says.

Construction began in December 2007 and in nine months the Hanna has

been reborn into another crown jewel within Playhouse Square.

“The general outcome is a beautiful outcome,” says Tom Einhouse, vice president of Playhouse Square Real Estate Services. “I toured historic theaters around the country and never saw anything like this that respects the architecture yet has a contemporary feel.” **P**

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## Living and Learning

### Hiram College's new residence hall offers green modern housing, high-tech educational space

Story and photos by Mark Watt

**T**his fall, nearly 100 students moved into a new \$7 million, 39,500-square-foot residence hall at Hiram College. Nicknamed East Hall, the facility offers students more than just new living quarters. It also offers a style of living that is new to students of the private liberal arts school. For the first time, Hiram students can live in six-to eight-person suites with amenities like semi-private baths, kitchenettes and shared living/dining areas, versus the one- or two-person residence spaces available elsewhere on campus.

"We have probably 90% of our students living on campus," says Elizabeth Okuma, director of Hiram College's Office of Residential, Citizenship and

Education. "This is the only hall with suites. It's a new idea here, and students are loving it. Although we've done improvements to other residence halls

on campus throughout the years, this is the first [residence hall] to be built from the ground up on campus since 1964."

With 14 suites on three floors, the residence hall was built primarily to fulfill a need for additional on-campus housing for the college, whose enrollment has increased by nearly 50% in the past five years, according to Shawn Brown, director of college relations.

"We had about 720 students in 2003 and we're now at about 1,200," Brown says, attributing that growth in part to newer facilities like the Coleman Sports Center, an 82,000-square-foot athletics building constructed in 2005, as well as

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**MOVING UP** The new facility, known as East Hall, was built to provide student housing and also as a home base for the new Burton D. Morgan Entrepreneurship Center.

more aggressive recruiting and increased educational offerings.

East Hall was also built to provide a home for Hiram College's newly established Integrated Entrepreneurship program, which is a cross-curriculum educational plan designed to foster a mindset of creative enterprise management. With the assistance of a \$2 million grant from the Burton D. Morgan Foundation, a wing of East Hall was constructed to house a new, 7,000-square-foot learning facility for the program.

The new Burton D. Morgan Entrepreneurship Center features a 49-seat, tiered lecture hall equipped with modern audio-visual equipment and sophisticated video conferencing capabilities, which enables interaction with similar facilities at four other Northeast Ohio colleges in the entrepreneurship consortium, including Wooster, Oberlin, Baldwin-Wallace and Lake Erie colleges. The center also includes an incubator classroom, which is a versatile space outfitted with worktables and desks that can be arranged in various formations as needed, and offices for the center's director, Stephen Zabor, and staff. A two-bedroom entrepreneur-in-residence suite is located within East Hall as well, providing a temporary

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home for visiting entrepreneurs and scholars.

“The Entrepreneurship Center is just phenomenal,” Zabor says. “We are still getting fine-tuned and getting used to some of the newer technologies here. Moving forward, there are remaining funds to equip the incubator classroom as students discover tools that will be helpful in realizing their ideas. The students are very much a part of the process and we’re very excited to see what they come up with.”

The residential portion of the building and the Entrepreneurship Center share a lobby area with a fireplace and plush seating. Like the rest of the interior spaces, this common area incorporates natural, warm color tones with Hiram’s school color, blue, woven in.

“The space we have here, from the suites themselves to the common areas, plus the look and feel of the building – it’s all so fresh and new,” Okuma says. “The demand is high. These are definitely the most desired living spaces on campus today.”

### The plan and the process

When East Hall opened in August, it marked the completion of a fast-track project that was initially conceived in 2006, according to Stephen Jones, chief financial officer at Hiram College. Jones had joined the college in November



**COLLEGIATE COMFORT** The residential portion of the building and the Entrepreneurship Center share a lobby area with a fireplace and plush seating.

of that year, just before a bond issue was passed to fund the construction of a new residence hall and a separate dining facility (a project now underway). The college began interviewing architects in February 2007 and selected Van Auken Akins Architects LLC two months later.

“Hiram wanted the residence hall open and operational by August 2008

and because of that short time frame, a design/build delivery method was selected for the project,” Jones says.

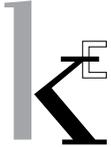
With very preliminary drawings from Van Auken Architects in hand, Hiram sought a design/build firm in late spring. The college selected Panzica Construction, who had completed the Coleman Sports Center a few years earlier. After an intense pre-construction period, the team broke ground in December 2007, after completion of early site work by CT Consultants.

“Based on our experiences with the Coleman Sports Center, we expected that there would be poor soil in this area and that we would have to reinforce the foundations to make it work,” Jones says. “That was case. There were other interesting issues with the site. Apparently, this used to be a trash dump of some sort and [CT Consultants’ crew] was pulling up bricks and all sorts of things, including a car from the 1950s. You never knew what was coming out next.”

Despite “a condensed timeframe and challenges of working through wet winter conditions early on,” the project was completed in time for the August 2008 opening of school, says Jeff Walters, project manager with Panzica Construction.

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“We are strong advocates of the design/build delivery model because it brings all parties together – the owner, the design team and the builder – from the very beginning,” Walters says. “That means that everybody’s on the same page, everybody’s working together. That’s what you get with design/build. And it worked out great here.”

### Going for LEED certification

Beginning early in the process, Hiram College and Van Auken Akins Architects showed a desire to incorporate sustainable design features at the new residence hall, according to Deborah Stadler, AIA LEED AP, project architect with Van Auken Akins. When Panzica came on board as design/builder, Project Executive Tim Panzica, LEED AP, assigned one of his firm’s seven in-house LEED AP’s to shepherd the sometimes daunting LEED documentation process. Panzica’s Chris Montgomery, LEED AP, handled this role flawlessly, Panzica says.

Although several features, such as a proposed geothermal heating compo-



nent and a green rooftop, were removed from the project as a cost-saving measure, the building still includes numerous green features. For instance, an energy recovery rooftop unit pulls cooled air or heat from exhausted air and reuses it, dual-flush toilets in public restrooms and aerators in all kitchen sinks reduce water usage, low-VOC (volatile organic compounds) adhe-

**EXTRA OFFERINGS** The six- to eight-person suites provide student residents with a number of amenities, like kitchenettes and shared living/dining areas.

sives, sealants, paints, coatings and carpeting optimize indoor air quality, and convenient recycling containers are included within each suite.

“There was an integrated green design approach throughout the entire project,” Stadler says, noting that the project team recently applied the building for certification through the U.S. Green Building Council’s LEED (Leadership in Energy and Environmental Design) rating program. “It’s a very efficient building and it may become the first building on campus to be LEED certified.”

From the block wall, precast floors, wood truss roof and exterior bricks, to gyp board and acoustical tile, most materials were locally supplied, which was a requirement of the LEED process says Walters, of Panzica Construction.

“The heating and cooling system at East Hall is energy efficient and

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will help the team in pursuing LEED certification,” says Dennis Wessel, of Karpinski Engineering, which provided mechanical, plumbing and fire protection systems in the building.

To preserve privacy for residents, mechanical systems for each suite are located in centralized closets that are accessible to maintenance crews from public corridors.

Natural daylight is optimized in all suites with windows in every bedroom, each of which is furnished with a bed, dresser, a desk and desk chair. Built-in closets do not have doors, which will minimize maintenance costs as they tend to break down quickly, Okuma says.

Although the green roof component was eliminated, the roof system is designed to accommodate such a feature, says Stadler, adding that it could be added at a later date if desired.

### Focusing forward

Currently, Hiram College is looking ahead toward other projects on the horizon. The college is continuing work on a new 18,500-square-foot dining facility that should be completed and open by August 2009. And currently an old church, transported to Hiram from its original location in Mecca, Ohio, is being reconstructed on the corner of Route 700 and Route 82. The church will be renovated with classroom and office space and should open by the end of this year or early next spring at the latest, according to Brown, of Hiram College.

In the meantime, students are enjoying the new living spaces at East Hall, as is the college’s administration.

“We’re quite happy with the work of Van Auken Akins Architects and Panzica Construction,” Jones says. “We are also very thankful of the gifts from the Burton D. Morgan Foundation, which have contributed so much toward this new building.”

Jill Akins, principal with Van Auken Akins Architects, says her firm is pleased with the project’s outcome.

“It’s our first project for Hiram College and our first project with Panzica Construction,” Akins says. “Especially considering the scheduling restraints, we are very positive about the outcome. It’s a great building for a great client.” **P**

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## Buyer Beware – Changes in Ohio’s Foreclosure Law



DAVID W. WOODBURN

It should come as no surprise to anyone that Ohio’s recent foreclosure crisis has brought to light several flaws in the foreclosure process. The tremendous backlog of foreclosure cases on the courts’ dockets have strained tensions for both mortgagors and mortgagees. On top of these problems, inconsistencies from county to county on how each court handles foreclosures has created problems for lawyers and their clients alike.

Effective September 11, 2008, Ohio took a significant step forward in addressing various inconsistencies and problems with Ohio’s foreclosure law. With the enactment of Sub. H.B. 138, the Ohio Legislature has adopted a new law, which seeks to resolve many of the existing problems. This article highlights some of the key provisions and changes to Ohio’s new foreclosure law.

As anyone who has dealt with a foreclosure knows, the process of obtaining a judgment and executing on the order of the court is a time-consuming and costly process. The new law permits a court at any stage during the litigation to require both the mortgagor and mortgagee to participate in mediation. Such mediation will be subject to guidelines that the court considers appropriate,

while allowing the court to stipulate that the mortgagor and mortgagee appear in person. Although there is certainly no guarantee that mediation will solve a problem in a foreclosure case, the mere fact that the parties will be forced to try and resolve their problems may shorten the whole process and save on legal fees.

Under the new law, in order to proceed with an action, it will be necessary for the plaintiff to file with the clerk of courts a preliminary report that is approved by the Department of Insurance and issued by a duly licensed title insurance agent within 14 days after filing the initial pleadings. The new preliminary judicial title report must be very detailed and must include (i) a legal description of the property, (ii) the street address for the

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property, (iii) the county treasurer's permanent parcel number, (iv) the name of the owner of record of the real estate to be sold, (v) a reference to the recording reference by which the owners acquired title to the real estate, (vi) the name and address of each lien holder, (vii) the name and address of each lien holder's attorney as shown on a recorded lien, and (viii) a description of the record title to the real estate. Similarly, prior to a final order, a final judicial report that updates the state's record of title must be filed with the court. The costs of the title exams, together with the premiums for the reports, may be ordered by the court to be taxed as costs in the case.

It should be noted that any notice and advertisement for the sale of land that is situated in a municipal corporation must contain the street number of the buildings erected on the land or for the lot offered for sale. The law also now requires that the notice of sale include a website address of the officer who will be making the sale and that the notice permit a person to obtain a complete legal description of all such lands subject to the sale. In the past, the notice of the sale was required to be given at least 30 days before the sale by advertisement in a newspaper. Under the new law, the notice must be published for at least three weeks before the date of sale.

If one is successful in bidding on the property at auction, the purchaser must now deliver to the officer who makes the sale the following information: name, address and phone number of the purchaser; the identity of an individual who can be contacted with respect to the sale (even if the purchaser is an LLC, corporation or other business entity); and a statement indicating whether the purchaser will personally occupy the lands. A buyer should beware because all of this information will be maintained in the public records and will be open to public inspection.

An additional risk which buyers faced in the past involved the fact that they could not typically inspect the property prior to auction. Under the new law, an

officer who will make the sale of land may allow an open house to be held at a vacant property, thereby allowing any person to view the property prior to the sale. The officer must include the notice of the open house in the public notice relating to the sale of the property. Any costs related to the open house will be deducted from the proceeds of the sale of the land.

An additional problem with Ohio's foreclosure law occurred when individuals failed to close on the deal within 30 days as required by law. In the past, the court was required to punish the buyer and hold such buyer in contempt of court. The new law somewhat relaxes this rule by directing that the court may punish any purchaser who fails to pay the balance of the sale proceeds within 30 days of confirmation of sale.

Under the new law, after the sale is completed, the attorney who files the writ of execution must, not later than seven days after the filing of the order

The new [foreclosure] law permits a court at any stage during the litigation to require both the mortgagor and mortgagee to participate in mediation.

of confirmation of sale, deliver the deed to the officer who sold the real property. The officer must then record the deed himself or herself. In the past, purchasers could hold the deed themselves. Other times

the deed was not recorded until a new buyer for the property was found. This activity (typically associated with "flip" transactions) will no longer be permitted under the current law.

All in all, the new foreclosure law should expedite the foreclosure process and lead to a more efficient and equitable handling of foreclosure cases. For those engaged in multiple foreclosure actions, it would be advisable to review the wording of the new law or consult with your attorney to obtain a better understanding of its impact. **P**

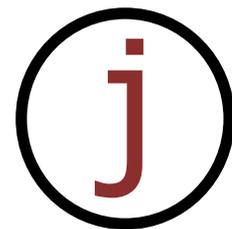
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HOWARD LICHTIG

## Wall Street Troubles Pinch Commercial Real Estate

**A**ctivity is slowing in commercial real estate sectors in response to tightening credit and slow economic growth, according to the National Association of Realtors (NAR).

NAR notes that problems on Wall Street are affecting commercial real estate. Although capital remains available for residential loans, the credit crunch is pronounced in commercial lending. Combined with a slowing economy, the lack of credit is curtailing activity in the commercial real estate sectors. As a result, there's been a slowdown in the net absorption of space, which is leading to higher vacancies and more modest rent growth.

The most recent NAR forecast for four major commercial sectors has analyzed quarterly data in the office, industrial,

retail and multifamily markets. Below are the findings of the forecast.

### Office market

Office vacancy rates are expected to increase to 14.4% in the second quarter of 2009 from 12.9% in the second quarter of this year. Annual rent growth in the office sector should be 3.2% this year before contracting 0.4% in 2009; it rose 8.0% last year.

Net absorption of office space in 57 markets tracked, which includes the leasing of new space coming on the market as well as space in existing prop-

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erties, is projected at 14.7 million square feet this year and 10.9 million in 2009, down sharply from 57.3 million square feet last year.

#### Industrial market

The economic slowdown has curtailed warehouse demand, although the drop in the dollar continues to favor American goods. Vacancy rates in the industrial sector are likely to rise to 10.8% in the second quarter of 2009, up from 9.9% in the second quarter of this year. Annual rent growth is forecast at 1.1% this year and 1% in 2009; it rose 3.6% last year.

Net absorption of industrial space in 58 markets tracked will probably total a negative 16.7 million square feet this year and then rise to 35.3 million in 2009, compared with 120.3 million last year. A pattern of building to suit specific needs continues, with many obsolete structures remaining on the market.

#### Retail market

Vacancy rates in the retail sector are expected to be 10.4% in the second quarter of 2009, up from 9.7% in the second quarter of this year. Average retail rent is estimated to grow 1.2% in 2008 and then decline by 0.9% in 2009, compared with a 3.2% increase last year.

Net absorption of retail space in 53 tracked markets should shrink by 2.6 million square feet this year before rising 2.8 million in 2009, down from 11.1 million absorbed last year.

#### Multifamily market

The apartment rental market – multifamily housing – remains favorable as many potential first-time homebuyers stay on the sidelines.

Multifamily vacancy rates are projected to rise to 5.9% in the second quarter of 2009 from 5.4% in the second quarter of this year. Average rent will probably rise 3.9% in 2008 and 4.0% next year, up from a 3.1% increase in 2007.

Multifamily net absorption is forecast at 61,400 units in 59 tracked metro areas this year and 188,200 in 2009 compared with 234,400 last year. **P**

*Howard Lichtig is chairman of the board for the Cleveland Area Board of Realtors.*

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## Atlantis Companies Announces New V.P., Sales & Marketing

Brian Whitaker, CEO of the Atlantis Companies, recently announced the selection and promotion of Chris Matejka to vice president of sales & marketing, for three Atlantis Companies. Matejka will act as a primary point of contact for new clients for The Atlantis Security Management Company, Quota Contract Cleaning Services, and Search First Information Services. In this position Matejka will support the existing client base, and represent Atlantis services to prospective clients and customers of all three companies.

Matejka is an 18 year veteran of Atlantis, working the front lines in a variety of roles within the companies, from service provider to trainer to senior division manager, most recently with Quota Contract Cleaning. He has a vast knowledge of the Award Winning OS(1) Green Cleaning Program for Quota Contract Cleaning, the Security Officer Training Programs for Atlantis Security, and background checks and due diligence investigations for Search First Information Services.



Chris Matejka

istered professional engineer in numerous states including Ohio, and has more than 15 years experience in design and installation of electrical power transmission and distribution systems for commercial, institutional and industrial projects. His experience includes medium and low voltage distribution and instrumentation, wiring design, emergency generators, short circuit analysis and coordination studies for substation relays, lighting and communications, fire protection and safety systems.

## R.E. Warner & Associates Hires Additional Staff

R.E. Warner & Associates, Inc., a multi-discipline consulting engineering, architectural and surveying firm headquartered in Westlake, recently expanded its professional staff.

David G. Ferencik, M.S., P.E. joins as architectural/civil/structural department manager. He is a registered professional engi-

neer in the states of Ohio and Pennsylvania and brings more than 15 years experience in the design and project management of commercial, institutional and industrial buildings and public and private infrastructure projects. He will be responsible for recruiting, developing and maintaining staff to grow the architectural, civil and structural departments.

Richard E. Dugan, P.E., senior project manager in

the Metals Division, holds a B.S. in Civil Engineering from Marquette University, is a registered professional engineer in the State of Ohio. He has more than 20 years of diverse experience in the metals industry with AK Steel Corporation and LTV Steel Company.

Lastly, James R. Bolibruch, P.E., electrical engineer, holds a B.S. in Electrical Engineering from Cleveland State University and is a reg-

## The Krill Co., Inc. Announces New Controller, Promotions

The Krill Co., Inc. recently announced the addition of a new controller and the promotion of four employees.

Ralph Vrana joins The Krill Co., Inc. as controller. Vrana has 30 years of experience as an accountant, including ten years in the construction industry. Prior to accepting the position at The Krill Co., Inc., Vrana was controller at



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MPW Construction Services. He will be responsible for overseeing the financial and accounting activity of the company, along with managing human resources and technology endeavors.

Additionally, Douglas Fischback was promoted to senior vice president. Fischback joined The Krill Co., Inc. in 2000 and became a shareholder in 2004. Mr. Fischback has over 23 years of experience in the construction industry.

Daniel Audia was promoted to vice president. Audia joined The Krill Co., Inc. in 2002 and provides over 18 years of construction experience.

Nicholas Christie was promoted to senior project

manager. Christie began his career at The Krill Co., Inc. in 2000.

Lastly, Stephen Sereda was promoted to project manager. Sereda started his career at The Krill Co., Inc. in 2006.

### Vocon Architects Earn Industry Designation

Vocon Inc., a leading architectural and interior design firm, recently announced that architects Eric Kremer, Steven Smrdel and Damian Thomas have completed of the Architectural Registration Examination (ARE).

By completing the ARE examination, which is prepared by the National Council of Architectural Registration Board



Social Security Administration Building in Ravenna

(NCARB), Kremer, Smrdel and Thomas are now considered registered architects.

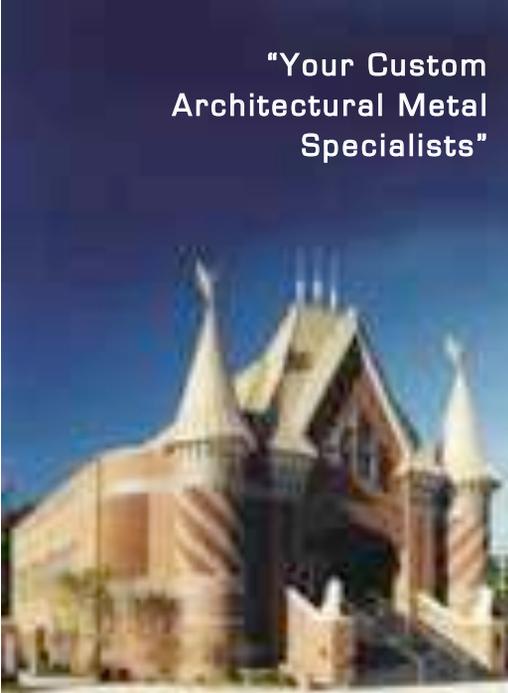
### Hoty Builders Completes SSA Building in Ravenna

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5,800-square-foot building, located at 444 Enterprise Parkway, was completed in August for Ravenna S.S.A., L.L.C. The new building will be home to the Social Security Administration.

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30 years. Their experience encompasses a wide variety of projects from shopping centers and free-standing buildings to office buildings and marinas.

### Tec Inc. Welcomes Hires in Cleveland, Columbus

Tec Inc. Engineering & Design, an award-winning mechanical, electrical, lighting and technology firm, recently announced the addition of four new professionals in its Cleveland and Columbus offices.

Robert Mehosky, PE is now senior associate and director of mechanical engineering.

Additionally, Brandon Sargent joins as electrical engineer, Matthew D.

McCarren joins as lighting designer, and Amy Lauria joins as production assistant.

### Garland Industries Launches Alternative Energy Subsidiary

Cleveland's Garland Industries, Inc. has launched a new subsidiary, Garland Energy Systems, Inc., which is dedicated to making large-scale alternative energy solutions for commercial, industrial and institutional customers as easy to purchase, install, and maintain as utility electricity. With a management team based in California and Cleveland, and sales representation across the U.S., the mission of Garland Energy is to help its customers achieve

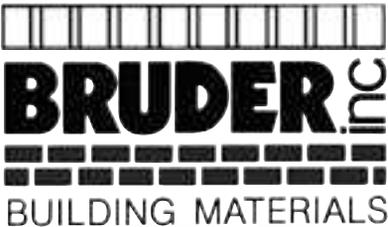
greater energy independence by seamlessly delivering specific energy performance outcomes. The company facilitates every aspect of solar system implementation, from preliminary analysis and technology selection, through financing, system integration, and on-going maintenance.

"Garland's initial entry into the solar energy market was a direct response to customer concerns about rising energy costs," says Sean Mulligan, California-based Garland Energy president. "This new subsidiary demonstrates Garland's commitment to providing seamless solutions to a new generation of customers who are looking for environmentally responsible, petroleum-independent build-

ing alternatives. Although solar solutions currently dominate the alternative energy landscape, our field of vision remains as broad as the market itself, encompassing wind power and a full range of alternative energy-generating technologies."

According to David Sokol, president of Garland Industries, "Garland Energy is a direct and inevitable evolution of Garland's on-going commitment to sustainable technologies. Garland has been helping organizations adapt to the ever-changing social and economic challenges of facility-infrastructure management since our founding in 1895. As one of our industry's earliest adopters of sustainable ini-

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tiatives, we have successfully integrated the capabilities needed to help our customers realize their visions for a fully sustainable future.”

### OAR Honors Susan O’Neal

Susan O’Neal, of Howard Hanna Smythe Cramer, was recently the recipient of the 2008 Distinguished Service Award, presented by the Ohio Association of Realtors. In receiving the prestigious honor, O’Neal was recognized for her years of service as a real estate professional, as well as her years of involvement with professional organizations, associations and councils within the real estate industry.

O’Neal, a sales associate with the Green office of Howard Hanna Smythe Cramer, currently is serving her second one-year term as President of the Akron Area Board of Realtors. She first held the office in 1993.

During her nearly 33-year career in real estate, she has experienced numerous profes-



Susan O’Neal

sional plateaus. In addition to being a multiple mega-million dollar producer, she has served her profession, over the years, as president of the Ohio Chapter of Women’s Council of Realtors and as a Director of both the National and Ohio Associations of Realtors.

### Babin Building Solutions Acquires Warehouse Cabinets

Babin Building Solutions, a one-stop resource for quality building materials serving commercial and residential customers for 92 years, recently announced the acquisition of Broadview Heights-based Warehouse Cabinets.

Warehouse Cabinets services the home remodeling and new home construction markets and is among the largest single-site distributors of KraftMaid® cabinets and Whirlpool® appliances.

The union of these two well-known and established companies is expected to benefit customers through expanded brand-name product offerings, design center locations and design expertise, according to company officials.

“We are excited and energized by the opportunities this new addition brings to the Babin team,” says co-owner, Mike Rich. “Warehouse Cabinets has been in business for 18 years and has earned its reputation as a top cabinet and appliance solution provider.”

### KS Donates Surveying Services and Volunteers for Habitat for Humanity

KS Associates employees were recently given an opportunity to participate in the

Lorain County Habitat for Humanity program, helping to construct a new home for a family in need. An 11-person KS crew spent the day installing vinyl siding and insulation for the house, located on Pleasant Street in Oberlin. KS Associates also donated surveying services for the project.

The keys to the new home will be turned over to a couple with two little girls, both under the age of two years. Construction is on schedule and the home is expected to be ready for occupancy in time for the upcoming holiday season.

The day of volunteering is part of KS Associates’ Community Link Program designed to support local charitable organizations and encourage employees to become involved in philanthropic activities. This is just one of several events in which KS employees have participated to help the community in which they live and work. **P**



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## Back to the Present, Part II

Last month, we started a two-part discussion on discounted cash flow analysis. In case you missed it, here is the CliffsNotes version, including the three primary concepts. First, we talked about the components of this analysis – present value (PV), future value (FV), required return (R) and time (N). Second, we introduced a visual representation, called a T-bar, which illustrates how these components conspire. The example we used is shown in Figure A.

This example assumes that we have a \$100 pile of cash that we expect to receive three years from now and our required return is 10%. If we bring this future value back to the present (known as “discounting”), it would be worth exactly \$75.14 today. The third concept that we discussed is what this means. There are actually several aspects but the most germane to our discussion this month is that if someone were to offer me \$75.14 today or \$100 three years from now and my return requirement

was exactly 10%, I would be indifferent as to which alternative I chose, as they are equivalent choices.

Now that we are up to speed, this month we are going to expand our discussion to include the concept of Net Present Value (NPV). NPV is simply the summation of multiple PVs. And the reason that there are multiple PVs is because instead of there being a single FV at some point in time in the future, there are multiple FVs spread out over the time period. Again, the best way to illustrate this is using our new favorite tool, the T-bar (see Figure B).

As you can see, instead of having a single pile of cash laying out three years from now, we now have three piles of cash, one in year one, one in year two and one in year three. So to determine the NPV, we must first determine the individual PVs of each pile of cash, as illustrated in Figure C.

So the \$110 in year one is discounted back one year, the \$80 in year two is



Figure A

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discounted back two years and the \$100 in year three is discounted back three years, all at the required return of 10%. Now that we have each of the individual PVs, we simply add them up to determine the NPV, which in this instance would be \$241.25.

That's the concept, but what does it mean? I could slip back into my statement last month, that being if someone were to offer you an investment with future cash flows that matched the example above or \$241.25 in cash today and your required return was 10%, you would be indifferent as they are equivalent investments. But what does NPV really mean – in a real estate context?

There are many ways to use the NPV analysis for real estate, but I'm going to talk about one of the most popular and useful ways. Suppose we are evaluating a real estate investment and discover that

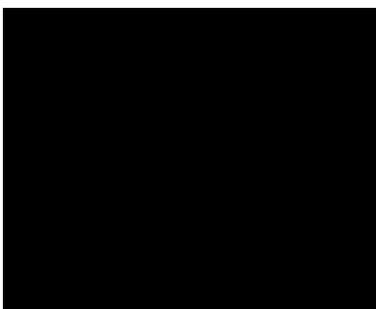


Figure B

a tenant will not be renewing an upcoming lease and that another tenant will be incurring a future rent increase. As a result, our future cash flows will vary from year to year – greater in some years and less in others. We also decide that the strategy will be to sell the property after holding for three years and assume a likely sale price. So the primary question raised in our evaluation is this: "What should we pay for this investment?" We could use our old friend, the CAP rate, to determine our purchase price. But, as you will recall, a CAP rate analysis only uses current Net Operating Income. In this instance, current NOI will not tell us the whole story, as we know that future cash flow will vary, decreasing in some years (as a result of the vacating tenant) and increasing in others (as a result of a future rent increase). But a NPV analysis is a perfect tool, as it brings these cash flows, no matter how big or how small (or even negative for that matter) back to the present. The

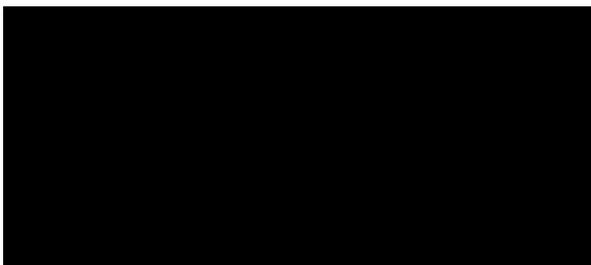


Figure C

following example will show us how this all ties together.

Suppose we are evaluating a shopping center. During the course of our due diligence, we discover that, although

everything will be stable during the first year, a shoe store has a lease that expires during the second year and the owner plans to retire and not renew his lease. We believe that we can release the space for the same rent but think it will take us nine months to secure a new tenant and have it producing rent again. Further, when reviewing the leases, we discover that a card shop has a rent increase that will take effect in the third year. Finally, we think it prudent to sell the property

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at the end of the third year, as it will be stabilized and we will have an alternative need for the sale proceeds. Our required return is 10%. We then put numbers to all of this, estimating our net cash flow for the first three years of ownership as well as a likely sale price at the end of our hold period. Using our T-bar, this is how the analysis lays out (see Figure D).

So, what does all of this mean? Let's take it one step at a time. The first year, everything is going swimmingly and the cash flow is \$20,000. The second year, the shoe store vacates, causing the cash flow to drop to \$15,000. The third year, we are able to re-lease the shoe store space and also realize a contracted rental increase from another tenant, so the cash flow for that year increases to \$22,000. At the end of that third year, we sell the property for \$225,000. We bring each of these cash flows back to the present at 10%, add them together and, voila, conclude that the NPV is \$216,153. So again I ask, what does all this mean? It means that, if our future cash flow assumptions are accurate and

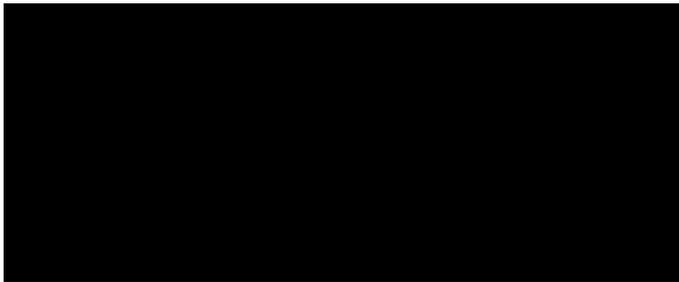


Figure D

our required return is 10%, we should pay exactly \$216,153 for the property. Can we pay more? Sure, but our return will then slip below 10%. Can we pay less? Certainly and our return will actu-

ally exceed 10%. So in effect, we are backing into a purchase price. Although there are many other applications for NPV, as a long-time real estate investor once told me, "it's all in the purchase price." And when variable cash flows are involved, there is no better tool to help figure out the purchase price than NPV. **P**

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



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## Devoted to Dementia Care

***Wellington Place supplements assisted living capabilities with \$6 million expansion***

By John Elliott | Photos by Scott Pease

**W**ith baby boomers aging in record numbers, Northeastern Ohio communities are seeking ways to allow long-time residents to lead productive lives and interact with others while receiving top quality medical care and assisted living services. O'Neill Management, a leading developer and operator of assisted living facilities in Northeast Ohio since 1962, recently completed a renovation and addition at Wellington Place, bringing a three-story, 56-room facility to North Olmsted that is conveniently located to major thoroughfares within a residential setting.

Wellington Place, which opened in 2000, has now expanded its services to include additional nursing rehabilitation rooms, assisted living suites and Pathways, a memory support community for patients with memory loss.

The \$6 million, 50,000-square-foot expansion includes private rooms and a large comprehensive therapy services space, as well as a dining room with three walls of windows serving home-cooked meals incorporating special dietary needs.

The mission of O'Neill Management is to provide the highest quality of

life to each resident, utilizing a holistic approach which involves family and community, while encouraging active participation in a progressive rehabilitation plan, in a caring, supportive, homelike atmosphere.

"We recognize the importance of quality staff required to achieve this goal; we promote an atmosphere of mutual respect, understanding, and cooperation among all team members," notes the company mission statement.

Wellington Place marked O'Neill's third assisted living campus when it opened in 2002, following Bradley Bay

Health in Bay Village in 1962 and Center Ridge Health Campus in North Ridgeville in 1986. The company purchased Lakewood Senior Health Campus in 2006.

Sixteen additional assisted living suites were completed as part of the expansion that includes floor plans ranging in size from studios to spacious, 900-square-foot, two-bedroom suites in addition to a recreational lounge at the north end.

The expansion will bring the current 60-member staff to about 120.

Pathways, a new concept in dementia care, brings new services to Wellington



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**WALK THIS WAY** Color patterns in the carpeting serve as subtle cues to help guide residents from one part of the floor to another.

move about freely and be engaged, but within a supportive structure.

“The Alzheimer’s patients need a lot of engagement,” he says.

The new building includes a lot of “cuing” to allow residents to find their way back to their rooms.

The most obvious cues are the four kiosk-like stations in the main hallway. These are built-in, partially enclosed structures resembling kiosks in a shopping mall. There are four such stations where residents can shop for various items and

have services, such as a barbershop, woodwork shop and laundry.

“The onset of dementia is often accompanied by an increase in activity,” Meserini says. “The life skill centers provide satisfying tasks that give them confidence. Tasks that have been a part of their daily lives for decades. It’s safe ground to them.”

### A neighborhood-like setting

The residence rooms are located along the perimeter of this main hallway and the entrances resemble the exteriors of single-family homes, thanks to vinyl siding and foam insulation that respectively resemble wood shingles and bricks.

Place, providing a secure and supportive environment for individuals with dementia. This includes specialized programming designed to promote functional independence. Customized care plans are designed and followed by specially trained staff.

Wellington Place has a unique neighborhood design, featuring individual house facades and a corridor “way finding” path, offering life skill centers that are engaging and interactive. Residence rooms have also been designed to promote independence.

### New structure integrates with existing

Rick Meserini, director of Wellington Place, admits that it’s impossible for

a first-time visitor to tell where the new structure begins; the two steel stud buildings with asphalt shingle roofs have been seamlessly integrated. Both feature modern Western Reserve style architecture with spacious windows and combination brick/vinyl siding.

“The building has a residential feel, as opposed to feeling institutional,” Meserini says. “The corridor is 20 feet wide, creating a sense of freedom you don’t see in facilities with narrow corridors.”

The building engineer Erich Dick provided excellent input and ideas to integrate existing systems and minimize maintenance, he notes.

Meserini says the team wanted to create a space where residents can

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The individual units each have oval-shaped address plates with numbers.

"You want to create an environment where you have a sense of independence," Meserini says.

He credits the building's designer, Rick Ziska, principal at Cleveland-based Ziska Architecture Inc., with coming up with the idea of brick and vinyl siding to simulate the exterior of a single family residence.

"The layout of the double-occupancy rooms on the second floor over the single rooms on the first created a spatial concept which allowed for these front porches and way finding paths to exist," Ziska says.

This is one example of how the staff has kept abreast on all aspects of assisted living, Meserini says. Engaging the patients in productive use of their time is key to their quality of life.

Some of the less obvious cues include the color patterns in the carpeting that helps to guide residents from one part of the floor to another.

The cuing extends to the inside of the individual suites, Meserini notes. Colored paint highlights the areas on the wall behind the toilets and sinks,

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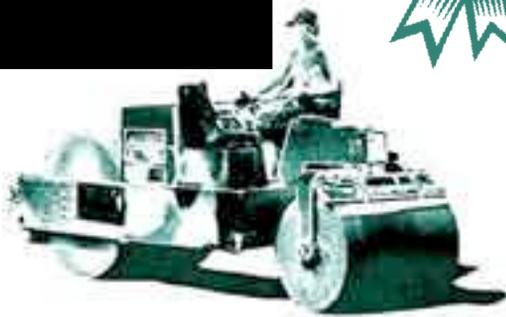
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making these amenities obvious to residents in the privacy of their rooms.

There are no doors separating the bathrooms, making it easier for the resident to get to the bathroom when he or she needs to.

### A ‘memory support community’

Pathways, called a “memory support community,” is a concept that O’Neill Management has employed in some of its other assisted living campuses. John T. O’Neill, company president, says the focus has been on both functional and aesthetic enhancements.

“We have been expanding our campuses over the years,” he says.

Pathways admits individuals with dementia requiring a supportive environment in order to provide security and structure to enable functional independence. O’Neill says that in addition to Alzheimer’s patients, this can include people suffering from mild dementia.

Pathways has a specially trained staff available 24 hours per day, along with individualized care plans, specialized meal programs, assistance with activities of daily living, activities for the cognitively impaired, and structured and unstructured activities providing sensory, cognitive, and physical challenges appropriate to each resident.

Once the state authorized the certificate of need for an additional 16 assisted



living beds at Wellington Place in 2004, O’Neill had two years to begin construction. This might sound like a lot of time, but for a state-of-the-art skilled nursing, assisted living and memory impaired care facility, the task was challenging, notes Ziska, the project architect.

### Challenging construction

The city of North Olmsted was more than cooperative, but construction conditions were less than ideal, says Cory Maher, project manager for Lyndhurst-based Legacy Construction, the construction contractor. Maher notes that the 2.1-acre parcel has fatty clays that are prone to expand. A lot of undergrowth had to be removed that extended as deep as 18 feet in some spots.

A sand filtration system with pipes extending seven feet underground was installed to accommodate the new structure.

Ground broke on November 1, 2007, and construction was completed in 10 months.

A landscaped berm, trees and an access road were put in to ensure an aesthetically pleasing and secure structure. The spacious grounds provide a sense of privacy, but not isolation; the surrounding single-family homes add a sense of community. The facility is in a residential part of town.

The new structure adds a wing to the existing L-shaped building, creating three sides of a quadrangle with a landscaped park in the middle, allowing all residents an outdoor walkway

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and aesthetically pleasing views from their rooms. An additional 55 spaces give Wellington Place a total of 90 parking spaces.

The main entrance allows residents and visitors to drive up under a canopied arch.

A second entrance is for a 2,000-square-foot space rented to The Cleveland Clinic for outpatient and inpatient physical therapy. The expansive use of glass on the north elevation offers wall length views of the surrounding wooded area, the expansive parking area and the I-480 freeway, and panoramic views of North Olmsted.

## Vaulted ceiling

Pathways' center circulation avenue, illuminated by indirect fluorescent lights, white walls and ceilings, features a high, vaulted, arched ceiling that simulates the sky. The green-carpeted pathways lead patients to the dining area, a garden, the central kiosk-like service stations and physical therapy rooms.

The arched ceiling in the lobby extends 250 feet long and, with rows of housing on both sides, resembling an actual street. Polished brass light fixtures accent the resident room entries.

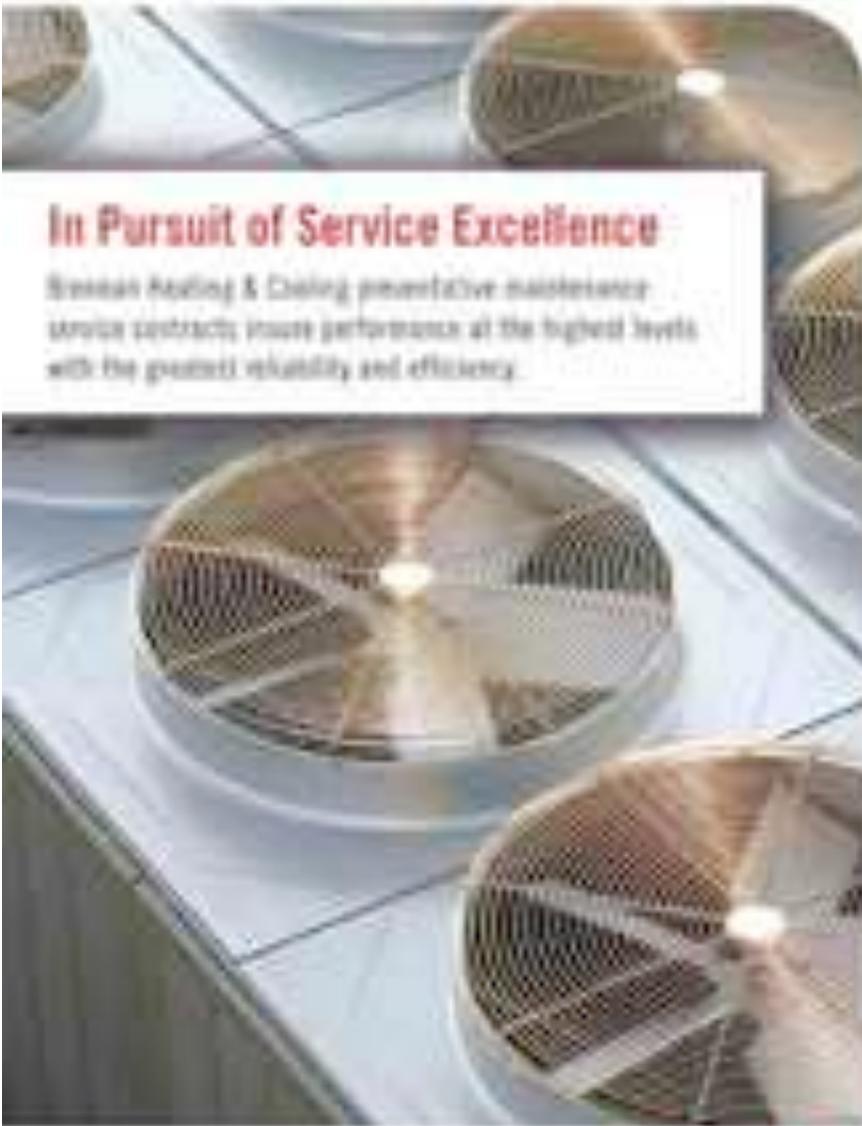
"The length of the building provides residents an opportunity to experience a neighborhood, street-like atmosphere, allowing a stroll down the avenue," Ziska says.

But the kiosk-like activity stations minimize the sense of expansive space.

"We worked with the building engineer's idea of providing several kiosks called life stations throughout the corridor," he says, crediting Erich Dick, the building engineer. "This concept helped to create interest and mini destinations for the residents. When you stand here, you don't feel it's an institutional corridor."

Many interior spaces have been strategically colored to make it easier for residents to recognize their own room. The opposing rows of resident units, for instance, have different colors and slightly different shaped shingles. Functionality marries aesthetics.

The walls in the common area have handrails that serve an aesthetic role in addition to the obvious functional one; the handrails separate the vinyl siding from a brick at the base of the



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wall; the effect is that of an exterior apartment building.

The residence units have various interior color schemes, all of which are light, making good use of the outdoor lighting that fills the spaces. The sheet vinyl floors strongly resemble hard wood. Some rooms have bay windows, which add interest, variety and an abundance of light.

About half of the residence units face the courtyard. Those on the south side of the building can see single-family homes across a wood fence.

The first floor, which has 17,000 square feet for Alzheimer's patients, has two dining areas, a full service kitchen and an open kitchen.

"We created a residential dining room atmosphere complete with a fireplace to remind the residents of home," Ziska says of the "open" kitchen.

**Skilled nursing on second floor**

The skilled nursing rooms on the second floor of the older building are being combined with those in the new building. The second floor, accessed by three stairwells and two elevators, offers 17,150 square feet for skilled



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nursing. There is a nurse's station, activity rooms, a lounge, a community living room, rehabilitation rooms and a porch overlooking the wooded outdoors, from which residents can view the freeway.

Skilled nursing services include intravenous injections, enteral care, tracheostomy care, wound care, therapeutic diets, oxygen therapy, physical therapy, occupational therapy and speech therapy.

### Assisted living similar to apartments

The 16,450 square feet of assisted living space on the third floor includes both one- and two-bedroom units, studios, a group dining area and a lounge. The living quarters are all carpeted.

"It's a comfortable and spacious apartment," Ziska says.

The assisted living provides personalized care plans to meet individual clients' needs. This can include 24-hour assistance with activities for daily living, such as bathing, dressing, medication administration, diet supervision, irrigation of in-dwelling catheters, ambulation and personal hygiene.

Assisted living at Wellington Place is an option for individuals who do not need personal care or help with activities of daily living such as dressing or bathing and only intermittent attention from a nurse for emergencies. It includes the same meal service, three full meals per day, as well as the entire social and activities based programs.

Since assisted living residents are at a higher functional level, they can choose to participate in their own housekeeping and laundry, or a staff member at Wellington Place can perform these services for them.

The individual units on the third floor have wood grained doors with warm color tones against white neutral colored walls. They have ample closet space and wireless Internet connectivity. All assisted living units have sink and cabinet in the main living area to provide a sense of home.

The vaulted ceiling from the first floor comes to mind beneath the vaulted truss ceiling that creates an expanded sense of space on the third floor. These ceilings extend as high as 12 feet.

"We used [the vaulted ceiling] as a design cue which visually ties the old with the new," said Ziska.

The addition makes Wellington Place a complete care facility for aging baby boomers. Given the different levels of care, a resident can move from one level to another without causing major disruptions to their life.

"The continuum of care is what people are looking for," Meserini says. "It's hard to make a second move."

"We are very happy to be part of a project that expands services to the citizens of North Olmsted," says Kimberly Wegner, the city planning director or assisted in the project. "It's certainly a beautiful addition." **P**



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## Do You Need a Security Check-up?

Proper attention to preventative security measures can improve a business's outlook

By Tom Lekan

In the days and weeks following September 11, 2001, the attention paid to the security of our buildings was intense, enormous, and even frenzied at times. It seemed there was just not enough time in the day to get every building as secure as possible. Resources – both time and money – flowed into projects designed to get every owned or managed building ready to respond to an emergency or crisis or threat. Never before had I seen such amounts of money and resources, including human resources on many levels, committed to making sure every aspect of emergency planning was either in place or soon to be in place to the extent possible. Security had moved from the background to take center stage, as something vitally important. What was at the heart of this unprecedented change?

The events of 9/11 made every person in this country and around the world aware that we were vulnerable. It also caused senior managers, who never thought much about security and life safety, to check in and exam-

ine closely how their organization was doing in these now vital areas. What did they find? Security and expenditures for life safety were the areas most subject to reductions in staff and resources. They found they were

far from a state of readiness. They became painfully aware that most of our buildings and businesses could not withstand even the most minor organized attack, let alone something on a larger scale.

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Interestingly, however, in New York City this is certainly not the case as it is in most of the country, and if you have visited Washington, D.C., it's significantly more secure than it was prior to 9/11. Obviously, when you have witnessed destruction by terrorist attack first hand and perhaps lost a loved one, the message stays with you much longer.

Getting back to what happened to the rest of the country after 9/11, corporate leaders, building owners and managers – and even small businesses – realized it would take a bundle of cash just to get to some first level of readiness to another terrorist attack. They also realized that the security and emergency preparation basics were not really at the level that they should be. The result was to free up some capital to install access control systems and closed circuit television. They also beefed up the business continuity and disaster management staff and plan-

ning, or they hired consultants to do it for them.

I thought that 9/11 would be the event that would change how people and businesses looked at security and

*I thought that 9/11 would be the event that would change how people and businesses looked at security and security issues permanently.*

security issues permanently, that they would realize that, just like every other area of business, security and life safety play a vital role. When you don't pay attention, it costs you. At first, I thought the entirety of the security industry would be changed also as a result, but seven years out from 9/11 the levels of concern and action in some areas have slipped, and complacency looms. What

does it take to keep security where it should be?

Our government sure took 9/11 seriously, and has backed up its words with ongoing action, plans, and investments.

Talk to anyone in an emergency, police, life safety or military role and they will describe to you permanent structures and policies to keep our country and communities more safe and secure. In addition to equipment, many government agencies have mandated training and testing, as well as working through simulations and scenarios to make sure they are ready. Unfortunately, the majority of the business community has not done this, nor have they kept up to date by periodically looking at where they stand through regular security and risk assessments and vulnerability analyses. As a security consultant I get to work with many of the best companies and businesses because they are concerned about security, and they have me validate for them if any additional

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# SECURITY + FIRE PREVENTION

countermeasures are needed or if any updates or changes to policy and procedure would put them in a stronger, more advantageous position.

So what does all this mean to you, and what should you be doing? First, make an investment in the safety and security of your businesses, especially your employees, clients, tenants and shareholders. The analogy to good health might be appropriate here, as we hear more and more today about exercise, eating right, health screenings and getting regular checkups. If something should be found, taking the right medicines helps you to continue a healthy and productive life. Well, your business is just the same. A regular check-up of the state of your security and safety health is important to your ability to continue growing and operating productively.

Sometimes I think of myself as a "security doctor" because of the way I work. There are many times I am

called in when a business is "sick" or under stress. One example is when a business is subject to litigation, standing accused of not providing adequate security or safety measures when the crime or incident was "foreseeable" – where they should have taken action that was appropriate to prevent it. They may win the case, but it costs so much more than the measures that would have prevented litigation in the first place. A second type of patient I have is the kind that is perfectly healthy – they just want to make sure they are healthy, and if there is anything more they can do to stay healthy. Normally, of all the "patients" that I work with, this type of patient is also the most successful in the business world and the most profitable among competitors. It is still true that "an ounce of prevention is worth a pound of cure."

Arriving at the bottom line, I'll tell you that I've spent the majority of my

career working within an organization to try to make it safer and more secure. I was very fortunate to work for two fine organizations, Nestle/Stouffers and KeyBank. Both companies supported employee safety, security and readiness to emergencies with capital and, more importantly, senior manager support. I measure the companies that I work with today against these companies.

As a security consultant in today's world, my steadfast goal is to provide my clients with the best possible advice and to provide unique and cost-effective solutions to their unique needs.

I hope this article will encourage you to get that check-up and find out how security healthy you are. Staying healthy pays. Keep safe! **P**

*Tom Lekan, C.P.P., is a security consultant with Atlantis Security Management. He can be reached at [tomcat@atlantissecurity.com](mailto:tomcat@atlantissecurity.com)*

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# Focused on Fire Prevention

## Electrical infrared testing allows early detection of potential hazards

By Jeffrey L. Gadd | Images courtesy of Vision Infrared Services

**A**n annual infrared testing is not only proactive; it also is a good way to help prevent an avoidable electrical fire. Infrared testing of electrical systems has been in use for several decades now but in the last 10-15 years its use has increased dramatically. There are many reasons for the increase, such as manufactures trying to reduce downtime, insurance company pressures and NFPA 70B, to name a few. As a result many facilities have avoided catastrophic electrical failures because problems were detected with infrared.

As seen with infrared image (far right), this disconnect has a problem brewing but looking at the visual image you would never know.

The industrial/commercial insurance companies are fully aware of the benefits of infrared testing. Some insurance companies often will encourage their customers to have annual infrared testing performed, meaning they could offer discounted premiums or on the other hand raise your premiums if you don't comply. Some insurance companies believe in infrared testing so much that they will do the testing free of charge. Every company should contact their loss prevention agent to see what their policy is. If they don't perform the testing surely they can put you in contact with a qualified infrared service company. The bottom line is that infrared inspections reduce an insurance company's potential for loss so it's not hard to understand why they are such advocates.

The following is an excerpt from an article offered on Hartford Steam Boiler (HSB) Insurance Company's website at [www.hsb.com](http://www.hsb.com), which I think speaks volumes: "An infrared survey can detect a problem before it manifests itself into a costly failure. It is very common to find a loose wire that can be repaired for less than \$100. But, if it were allowed to fail, the cost could skyrocket to thousands of dollars for equipment, repair



**PACKING HEAT** This electrical disconnect looks normal from the outside (left), but an infrared view reveals trouble brewing inside.

or replacement. Or worse, an electrical failure can lead to fire. Loss of life and injury are the ultimate price. In addition, a fire can lead to damage that can render the building unfit for occupancy. Losses can mount when businesses are unable to operate, and building owners lose income."

The National Fire Protection Association (NFPA) believes in infrared inspections as well. The NFPA publishes the National Electric Code (NEC) and many other publications including NFPA 70B Recommended Practice for Electrical Equipment Maintenance. NFPA 70B Section 21.17 speaks specifically to infrared testing, frequencies and the like. When the author of the NEC and many other life/safety publications is recommending infrared testing, all property owners should take notice.

Infrared inspection of electrical devices is a powerful predictive maintenance tool. If you are already having infrared inspections performed at your facility, keep up the good work. If you are not, I hope your company will realize that all the proactive manufactures, the NFPA and most likely your insurance company can't all be wrong. There are many success stories of preventing catastrophic electrical failure and/or fire, but equally there are many other stories of failure or fire that could have possibly been prevented. **P**

*Jeffrey L. Gadd is the owner of Vision Infrared Services ([www.visioninfrared.com](http://www.visioninfrared.com)) in Cleveland. He is a Level II Infrared Thermographer. Contact him with questions at 440.554.3620 or email [jeff@visioninfrared.com](mailto:jeff@visioninfrared.com).*

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# Safety Signals

## New radio alarm technology increases security capabilities – with cost savings

New technology in safety and security monitoring brings families, businesses and building owners increased safety – and is saving money at the same time. It's no longer necessary for your security/fire alarm system to be tied to regular telephone lines. This type of connection from your security equipment to the central monitoring station (that receives alarm signals and dispatches the appropriate authorities) is out of date, unreliable and expensive. It is prone to outages, down telephone lines, interrupted service, busy signals and delays in transmission and has always been a problem. Add the fact that most businesses, apartments and multi tenant buildings are required to have two telephone lines connected to their alarm system and costs are excessive and keep raising.

Wireless Radio Monitoring not only provides more reliable and speedier notification of a fire or security problem, but also can add substantial savings. How is this possible?

### *The Technology:*

Radio transmitters send wireless digital signals to the central monitoring station.

- Wireless radio is imperious to market changes, such as cellular changes, telephone line changes, VoIP, etc.
- Works with any fire/security system, existing or new.

### *100% Reliability:*

Multiple paths provide redundancy to make sure all critical data gets through to the central monitoring station.

- The radio network is a comprehensive mesh network of radio paths between customer's radio (transceiver) and the central monitoring station.
- This redundancy capability guarantees a signal ALWAYS gets through.

- Patented technology includes “smart transceivers” that “are self routing”, which means they recognize the fastest approach to the next node in the network, and eventually back to the central monitoring station.
- If a pathway is blocked for some reason, signals self-heal and find alternate paths.
- These products have been tested to the highest standards and are UL 864 Listed and NFPA compliant.

### *Low Cost of Ownership:*

No need to pay third party transmission fees, carrier or processing center fees to independent providers.

- Without telephone or cellular service needs, you will significantly reduce recurring monthly costs and fees.

- No cabling, trenching or wiring results in reduced installation costs.

### *Easy Installation & Management:*

The system is self-enrolling as new radios are added.

- Allows easy installation to your existing fire/security system. Just plug it in and new paths are automatically created in the network.
- Unlike other technology, the paths are also 2-way. This enables the central monitoring station to
- Communicate with the end users (acknowledge messages)
- Enable remote routine diagnostics
- Avoid sending technicians into the field



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- An existing network can grow outward by jumping to a new area via a simple IP Link to the central monitoring station
- The network can reach outward into remote and hard-to-reach areas where others fail to work.

#### Speed:

Two-way communications in 1-3 seconds

- The AES-IntelliNet mesh radio network provided by the American Radio Network offers the fastest alarm transmission speed of any technology.
- Signals are received by the central monitoring station and acknowledged with the customer in 1 to 3 seconds.
- Telephone and cellular alarm/security transmissions can take up to 45 seconds or longer to connect.
- Consider that fires double in size and intensity every 30 seconds. The difference between radio speed and other technologies' speeds could mean the difference between life and death.

Technology is making our lives safer and doing so at a savings to everyone. **P**

The American Radio Network provides the AES-IntelliNet network through out much of Ohio. Authorized Dealers can easily and simply connect your existing fire/security system or new system into the network. For more information on this technology or an authorized dealer, please contact the American Radio Network at [www.ARNwireless.com](http://www.ARNwireless.com) or 1-800-584-1403.

# Spreading Knowledge

## Fire protection seminars help train municipal officials

By Dave Larkin | Photo courtesy of MCA

Recently, the Mechanical Contractor's Association and the Pipefitters Local Union No. 120 sponsored another fire safety educational seminar for fire prevention officers and inspectors in cities throughout Northeast Ohio, many of who are members of North Eastern Ohio Fire Prevention Association (NEOFPA). The full-day event, which was held at the Valley View headquarters for Pipefitters Local Union 120 and attracted more than 100 attendees, who in turn received continuing educational credits, was designed to promote interaction between government and contractors, according to Tom Wanner, executive director for MCA.

As Wanner explains, MCA and the Pipefitters Union have sponsored such events twice a year for the past two years, with plans to continue the educational series indefinitely.

"Feedback from this effort has been very positive," Wanner says. "We try to provide a balance between classroom work and hands-on demonstrations to keep everyone involved."

The union sponsor has relied on a number of its sprinkler contractor members to support this educational program. They are volunteering their time and effort to create the seminar content as well as being instructors, Wanner says.

For instance, Mark Bassett, president of Bassett Sprinkler Protection, Inc. in Cleveland, has been instrumental in getting the program off the ground, according to Wanner. The various contractor representatives are developing a range of presentation topics including use of "Wet," "Dry" and Antifreeze Systems, underground fire supply lines, why a fire pump is needed, the challenge of designing warehouse sprinkler systems and more, Bassett says.



**HOT TOPICS** A speaker addresses the crowd during the lecture portion of a past educational seminar for fire prevention officers and inspectors.

tenance. An added benefit to all who attended are the open forum discussions regarding actual field installation or inspection issues and how best to resolve them. This enhanced working relationship between fire officials and sprinkler contractors provides an additional benefit to building owners and developers whenever code interpretation is involved. The aim is to always make sure systems are installed to meet the specific demand requirements of a building occupant. By all parties working together, systems are properly installed and long-term integrity of systems are better achieved.

This seminar series has been a benefit to all, and at this time, two more seminars are planned for 2009. **P**

"The benefit of conducting the seminars goes beyond the educational aspect," Wanner says. "They are all developing relationships with many of the city fire marshals, and thus working together to get the job done right."

Bassett further states that the intent of the presentations is to always assure the content directly relates to actual NFPA (National Fire Protection Association) codes regarding design and installation of fire protection sprinkler systems, including inspection, testing and main-

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## Protection with Productivity

### Security systems provide hidden benefits in boosting the bottom line

By Alan Gillmore IV

Security solutions and their associated components are most often considered a necessary and sometimes unwelcomed evil for many organizations. These systems are frequently viewed as required for safety, regulatory or insurance purposes only. While this perception is accurate in many cases, there are also several hidden benefits for the creative management team looking to siphon more productivity out of its existing workforce. With potentially turbulent economic times ahead, responsible management teams should be striving to discern ways to add profit to the bottom line through non-traditional means. To accomplish these objectives, these teams must think outside of the box regarding motivational tools and tactical management systems, including security mechanisms that can increase productivity and overall corporate performance.

Digital video systems are one such mechanism. While there are numerous safety benefits to digital video systems, many overlook the productivity implications that surround this under-utilized management tool. Digital video systems can be used in conjunction with other technologies to record employee and customer interactions while protecting corporate assets. Internally, this tool can have instantaneous benefits with

the simple understanding that actions and behaviors can now be monitored. This tool can also reduce shrinkage of product and internal office supplies within a very short period of time. As with any system, the benefit of the implementation depends on the human component and the enforcement of corporate policy. The first thing employees do once such a system is put in place is to test boundaries. Without man-

agement oversight these systems often fail to meet expectations beyond their security purpose.

Installing an access control system can also allow managers to better track employee movement and overall productivity. Access control systems provide data on when an employee arrives, how much time is spent within particular areas of the building and can also aggregate data to provide a "big picture" view of how employees spend their time. These proximity-based systems can track time spent out of the office, late arrivals, accumulated non-productive time and activities like smoking or excessive break time. While access control can restrict entry and track movements, it also has stand-alone limitations. User codes can be shared and proximity fobs borrowed. Maximum productivity is yielded from integrating digital video and other security technologies. The use of biometric technology like hand geometry and finger print readers can also reduce gaps in the system.

Security systems are another great way to generate management data and reduce exposure from unreliable employees. New security technology integrated with access control systems can send unique identifying signals recording who is accessing critical areas and when a location is armed or disarmed for security purposes. Furthermore, exception

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reporting allows for management to be notified in the absence of a critical event like arriving at specified times, early departures or failure to perform other required tasks. These notifications can provide real-time management information regarding adherence to corporate policies and increase productivity due to increased performance. This notification can be delivered by phone, weekly email reports or even text messaging for the mobile management team.

Cracking down on Internet access is another means to reduce corporate exposure while tracking employee behaviors. Restricting access to non-business related sites can reduce bandwidth usage, cut down on inadvertent virus downloads and increase productivity. While some Internet usage for personal reasons should be considered to maintain reasonable morale within a corporate culture, excessive usage can often detract from the productivity of internal office personnel.

Personal Internet usage and emailing has been shown to consume days if not weeks of productive time in a year if not closely monitored. One reason this is so pervasive is that this activity is not generally viewed as an illicit behavior to most employees and the annualized effect of time lost is seldom considered. While monitoring is important, actually blocking non-business related websites can also be helpful in reducing the temptation to engage in non-productive activity.

While this is not meant to be an all-inclusive list, it is a good start to improving productivity through non-traditional means. The highest productivity is most assuredly realized from integrating and managing multiple technologies. Increased performance translates into higher efficiency and higher corporate profits. At the end of the day, these tools can be viewed as offensive and unnecessary to longtime employees so the implementation and

explanation is crucial. Once implemented, many management teams find that those who object most to the new systems are the most flagrant offenders of corporate policies. While these cultural issues are hurdles to be overcome, requiring individual codes for tracking purposes or having a camera pointed at key areas only encourages the employee to act as if a senior manager was at their side. If an employee is doing their job and performing at expected levels, this type of implementation serves only to protect and reward. In many cases these tools already exist and simply require some management systems behind them or a third party administrator to reap immediate benefits. If not, the return on investment is seldom more than 18 months, a reasonable cost relative to the safety and productivity benefits. **P**

*Alan Gillmore IV is vice president of sales at Gillmore Security.*



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## Evolution of Evacuation

### Keeping occupants safe during high-rise fires

By Lou Kren

**H**igh-rise building fires are nightmare scenarios, testing fire-response personnel, equipment and capabilities as well as building fire-protection systems and safety/evacuation procedures. So what's the best way to keep occupants safe during such hazardous events?

The National Fire Protection Association (NFPA), which supplied the information offered in this article, has tackled the topic for nearly 100 years, beginning with its investigation into the New York Triangle Waist Co. fire in 1911 that killed 146 workers trapped in a 10-story building. Lessons learned from that fire included the need to have multiple, readily available exit stairs from buildings; to move occupants who are, or may be, in imminent danger; to conduct fire drills; and to address design issues with taller buildings.

In succeeding years, other measures were adopted, including the use of more fire-resistant building materials, compartmentalization to reduce the spread of fires, more exits and well-marked corridors. In the 1970s, the Uniform Building Code began mandating automatic-sprinkler protection in some high-rise buildings, and, at this time, the safety record of high-rises was pretty

good. But the 1980 Las Vegas MGM Hotel fire, with 85 killed, indicated that more needed to be done.

Resulting from this fire, new protections were adopted. These included extensive use of fire-resistant and non-combustible construction materials, automatic-sprinkler systems (including retrofit of many high-rise buildings) and building-wide fire-alarm systems, many with voice-message components. In recent years, technology and research have yielded great predictability on expected fire growth rates and fire behavior.

The majority of fatalities in the MGM fire occurred in upper floors well above the area of the fire's origination. Many victims would have survived had they heeded the fire alarms and evacuated. In some other high-rise fires during this era, an examination of fatalities shows that had occupants stayed where they were, they would have lived. So what to do – should occupants stay or go?

Nearly every city with high-rise buildings has embraced the staged-evacuation or staged-relocation concept, according to NFPA. Here, occupants on the fire floor (or floor where an alarm has originated) are notified of the problem, with occupants on the adjacent floors also notified. These groups typically are directed to exit via stairs to a refuge floor or to an area outside the building.

#### Total evacuation not always practical

Why not evacuate the entire building? While exit stairs in tall buildings are designed to accommodate total building evacuation, there are practical matters associated with always having to empty the total building population.

#### Time to evacuate

Total building evacuation may take one hour or more. During this time, occupants in crowded exit stair may be injured, or may simply feel that so much time was completely unnecessary for a small, manageable and quickly contained fire – the typical fire that occurs in tall-building environments.

#### Time to re-enter the building

Tall buildings are not designed to have the total building population show up at exactly the same time. Populating the building at the same time, assuming that most occupants would utilize elevators, may be a two-hour process.

#### Historical experience

The collective experience in high-rise and tall buildings in the United States has shown that the staged-evacuation concept works. Fire departments in large metropolitan cities embrace this idea.

A by-product of this approach, though not a primary consideration, is the need



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to minimize or reduce business interruption or productivity.

In the event of a fire, NFPA, emphasizes that ultimately every individual is responsible for his or her own safety. Building codes, fire codes, those who enforce such codes and building owners all work in harmony to help provide a safe environment, but these collective pieces have inherent boundaries.

### Stay or go

A building-evacuation plan should take into account all the information presented above and more, and it should be practiced and followed. But recognizing the dynamic situation occurring in a high-rise fire, NFPA has forwarded the RED acronym (React, Evaluate, Decide) for occupants in assessing the situation.

#### React

Take any indication of smoke, fire or other potentially threatening situation seriously. Activation of building fire alarms, smell of smoke, visual indication of flames, warning from other occupants and arrival of the fire department are all signals of an imminently dangerous situation.

#### Evaluate

Judge the level of threat. This includes confirming evidence or presence of smoke or fire; judging the conditions in the immediate area; self-judgment of physical ability to relocate or evacuate; and evaluation of the needs and abilities of others who may need assistance.

#### Decide

There are only a few choices: Follow the plan and immediately relocate to a pre-planned area, or stay in place, or descend to the designated level below the fire floor and be prepared to take protective/defensive action. Such action may include: alert the fire department to your location; seal doors, windows and vents that lead into your space – do not break out the windows; be prepared to wait for a considerable time period (at least one hour) if contemplating rescue by the fire department.

RED should be undertaken frequently throughout an emergency, as conditions can change quickly. **P**

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# CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-R0811057

## CENTER FOR THE HISTORY OF PSYCHOLOGY

**Akron, OH** (Summit Co.) 239 East Mill Street

**CONTRACTING METHOD:** Public Bids

**STATUS:** Professional Design Services due Monday, October 20, 2008 at 2:00 PM (To Owner)

**OWNER:** University of Akron  
100 Lincoln St., Room 209  
Akron, OH 44325

[www.uakron.edu/bids/legalnotices.htm](http://www.uakron.edu/bids/legalnotices.htm)  
(330) 972-7340 FAX (330) 972-5564

**DETAILS:** Project No. 06017

The project will provide new offices and archive space on the third floor of an existing structure known as the Roadway Building. Interior renovation shall be consistent with University of Akron Design & Construction Guidelines; additional details to be determined.

**UPDATE:** Planning is preliminary; bidding possible late December/early January 2009.

**OWNER:** InterContinental Hotels Group  
67 Alma Road  
Windsor

**DEVELOPER:** K & D Group Inc.  
4420 Sherwin Road  
Willoughby, OH 44094  
(440) 946-3600 FAX (440) 946-8760

**ARCHITECT:** Westlake Reed Leskosky  
925 Euclid Avenue, Suite 1900  
Cleveland, OH 44115  
[www.wrl.design.com](http://www.wrl.design.com)

(216) 522-1350 FAX (216) 522-1357  
**DETAILS:** Former Ameritrust Tower building; to occupy the first 12 floors; 132 rooms to include a fitness studio, business center, 3,000 SF of meeting/event space, casual restaurant called Phi.

**UPDATE:** Project is in design development stage; bidding possible shortly.

**OWNER:** Ferfolia Funeral Homes  
5386 Lee Rd  
Maple Heights, OH 44137  
(216) 663-4222 FAX (216) 663-9577

**C.M.:** FORUM Architects  
1240 Huron Road  
Cleveland, OH 44115  
[www.forumarc.com](http://www.forumarc.com)  
(216) 363-0000 FAX (216) 363-1990

**DETAILS:** 18,500 SF; four inside chambers; post funeral gathering space; outdoor chapel with heavily landscaped surrounding and possible waterfall; casket room with virtual screens to view different casket styles; sitework; thermal and moisture protection; foundations; concrete; windows and doors; wood and plastics; finishes; specialties; HVAC; electrical; plumbing; mechanical.

PN-T0611072

## HOTEL INDIGO

**Cleveland, OH** (Cuyahoga Co.) East 9th & Euclid Avenue

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

PN-S0803052

## FERFOLIA FUNERAL HOME

**Aurora, OH** (Portage Co.) Route 82 & Bissell Rd

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

**CONTRACTING METHOD:** C.M. Subcontracts

PN-T0924038

## NEW ELEMENTARY SCHOOL

**Lodi, OH** (Medina Co.) Buffham Road

**CONTRACTING METHOD:** Public Bids

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MBMPM1204

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**STATUS:** Project is in design phase; bid schedule to be announced.

**OWNER:** Cloverleaf Local Schools  
8525 Friendsville Road  
Lodi, OH 44254  
www.cls.k12.oh.us/  
(330) 948-2500

**ARCHITECT:** ThenDesign Architecture  
4135 Erie Street  
Willoughby, OH 44094  
www.thendesign.com  
(440) 269-2266 FAX (440) 269-2277

**C.M.:** Ruhlin Company  
6931 Ridge Road  
Sharon Center, OH 44274  
www.ruhlin.com  
(330) 239-2800 FAX (330) 239-1828

**DETAILS:** School to house grades PK-four; 128,000 SF; sitework; thermal and moisture protection; finishes; flooring; specialties; electrical; mechanical; plumbing; HVAC; foundation; concrete; windows and doors; wood and plastics; metals; specific details to be announced.

PN-T0902033

**ATI HALTERMAN HALL IMPROVEMENTS**

**Wooster, OH** (Wayne Co.)

**CONTRACTING METHOD:** Public Bids

**UPDATE:** Architectural/Engineer Service RFQs have been received; award to be announced.

**OWNER:** OSU - Facilities Operations & Development  
2009 Millikin Road  
4th Floor, Central Classroom Building  
Columbus, OH 43210  
www.fod.osu.edu  
(614) 292-4458 FAX (614) 292-2539  
Attention Marjory Trishman at trishman.2@osu.edu

**ARCHITECT:** To be announced

**DETAILS:** OSU-071570

The project scope involves upgrades to eight teaching laboratories and four support/preparation spaces. Building systems upgrades will include improved lighting, plumbing, and HVAC. Also included are upgrades to laboratory caseworks, benches, lab tops; upgrades to student workstations, tables, seating; and new paint and finishes as required. The construction phase of the project might need to be phased over two academic summers, to allow for classroom scheduling.

PN-T0922021

**COLLEGE OF BUSINESS ADMINISTRATION BUILDING RENOVATION**

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

**ESTIMATED AMOUNT:** \$1,035,000

**CONTRACTING METHOD:** Public Bids

**STATUS:** Professional Design Services due Wednesday, October 22, 2008 at 2:00 PM (To Owner)

**OWNER:** University of Akron  
100 Lincoln St., Room 209  
Akron, OH 44325  
www.uakron.edu/bids/legalnotices.htm  
(330) 972-7340 FAX (330) 972-5564

**DETAILS:** UAK07005

The project includes roof replacement, parapet restoration, fascia and soffit repairs and complete building EIFS restoration and related work for the College of Business Administration Building at The University of Akron. Familiarity with single-ply rubber roofing system, insulation and accessories. Familiarity with EIFS Restoration. Familiarity with masonry restoration. The project will include a base bid for EPDM roof system and a base bid for EIFS restoration.

PN-T0619078

**NEW OFFICE BUILDING**

**Mentor, OH** (Lake Co.)

**ESTIMATED AMOUNT:** \$5,500,000

**CONTRACTING METHOD:** To Be Announced

**UPDATE:** Owner has received tax increment financing; no other information has been released at this time.

**OWNER:** CT Consultants - Willoughby  
35000 Kaiser Court

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www.ctconsultants.com  
(440) 951-9000 FAX (440) 951-7487

**DETAILS:** 29,000 SF; sitework; fencing; electrical; lighting; wood and plastics; toilet and bathroom accessories; HVAC; floor coverings; painting; plumbing; drywall; insulation; doors and hardware; glass and glazing; fire protection; masonry; finishes.

PN-T0918032

**NEW YMCA**

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

**ESTIMATED AMOUNT:** \$10,000,000 - 12,000,000

**CONTRACTING METHOD:** Public Bids

**STATUS:** Owner is reviewing options; project is preliminary; plan could take two to three years to develop.

**OWNER:** City of Euclid  
585 E. 222nd Street  
Euclid, OH 44123  
www.ci.euclid.oh.us  
(216) 289-2700

**OWNER:** YMCA of Greater Cleveland  
2200 Prospect Avenue  
Cleveland, OH 44115  
(216) 344-0095

**DETAILS:** New facility or renovate an existing facility; possible renovation to the existing Euclid Public Library located at 631 E.

222nd Street; specific details to be determined.

PN-S1227038

**RETAIL COMPLEX**

**Akron Riverwalk**

**Akron, OH** (Summit Co.) Martha Avenue

**ESTIMATED AMOUNT:** \$900,000,000

**CONTRACTING METHOD:** To Be Announced

**UPDATE:** Announcing estimated amount and additional details; no additional information has been released.

**DEVELOPER:** Industrial Realty Group  
12214 Lakewood Boulevard  
Downey, CA 90242

(562) 803-4761 FAX (562) 803-4796

**DETAILS:** Two hotels one of which will be a 125-room Wyndham Hotel, restaurants, cinema, river-walk park and bike trails; project will be in four phases; specific details to be announced.

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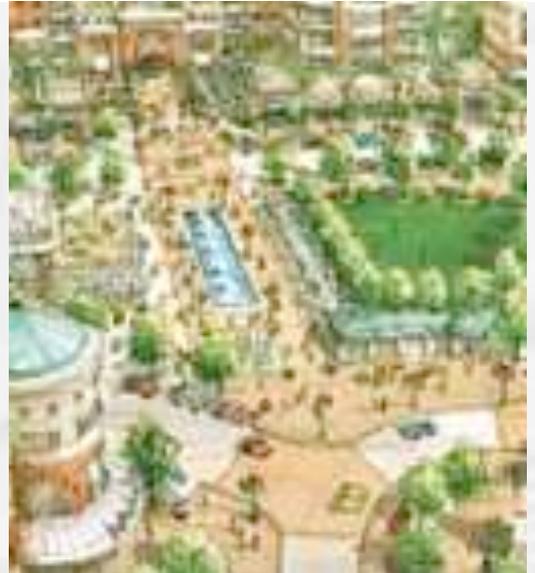


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