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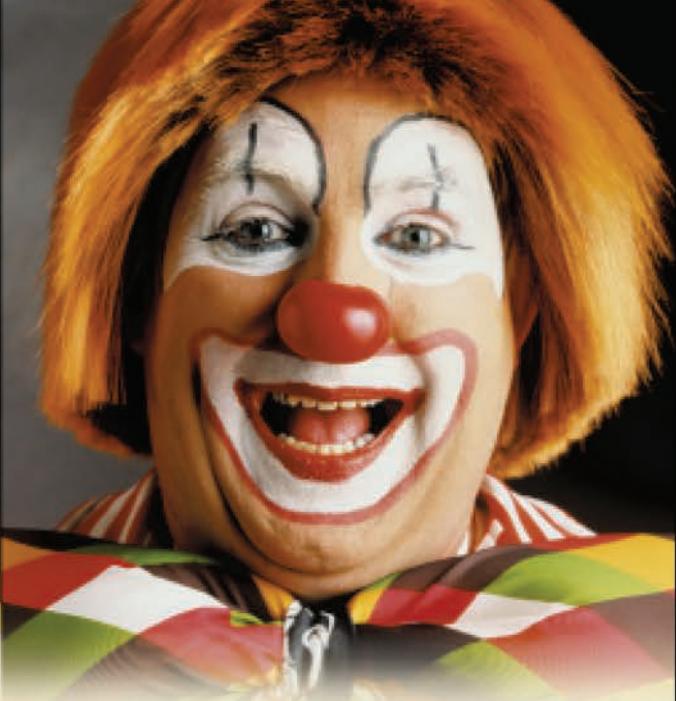


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Cleveland Engineering Society celebrates 125 years of excellence

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NOTES FROM THE EDITOR

December 2005

Ending 2005 on a High Note



KEN KRYCH

We are delighted to end this year on a high note with some distinctive projects and profiles, plus a special section devoted to the Cleveland Engineering Society's 125th anniversary. Our intention for CES was to provide a piece reflecting their past, present and also future goals with an insight into some of their top people.

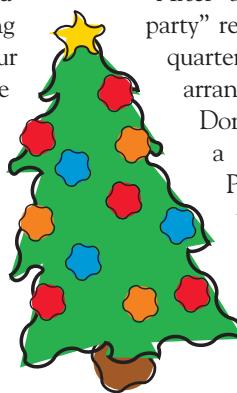
Our cover story reflects the newly opened expansion of the Beachwood headquarters of Developers Diversified who are celebrating their 40th Anniversary this year.

We decided to do a kind of "double feature" with the Krill Company as they were the general con-

tractor for Developer Diversified (to the east) and Premier Medical Office Building (to the west) in Westlake.

After attending a "grand opening party" recently at Vocon's new headquarters, I was so impressed that we arranged a feature with them and Donley's Inc. who transformed a rather drab old building on Prospect into a real showpiece for interior design and architecture.

We are also pleased to bring to you insights on a division of the newly renamed Colliers Ostendorf-Morris's Building Improvements Division, which tackles a variety of work within our area as well



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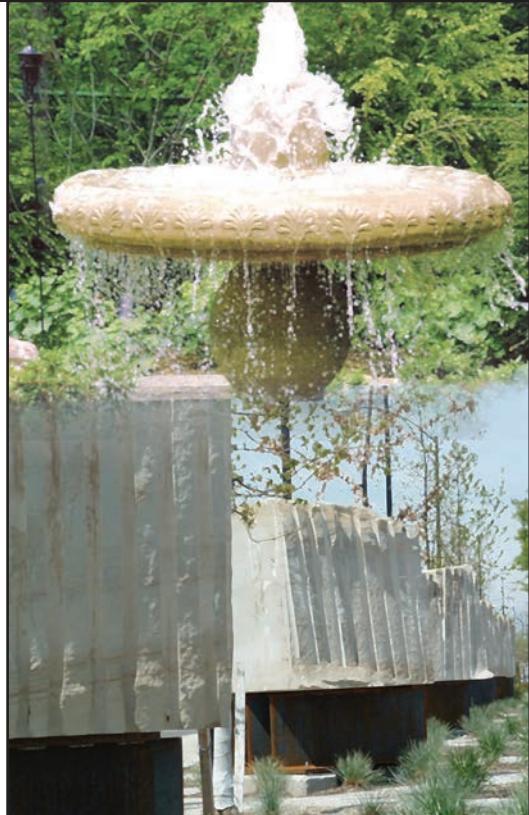
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November and December are usually "award months" and we are happy to provide coverage for the Design-Build Institute Awards, BOMA's installation luncheon of new officers and an in-depth look at the Cleveland AIA Architectural Awards.

We plan even more innovations and unique segments for 2006 as it is the 60th Anniversary of Properties.

As always, we welcome your suggestions and feedback. Feel free to call us or send your thoughts directly to me by email.

We hope you have a wonderful Holiday Season and a New Year filled with love, joy, peace, prosperity, health, happiness and every other good thing!

From all of us at Properties,



Ken Krych
Editor/Publisher
kkrych@propertiesmag.com

We are your eyes and ears on site.



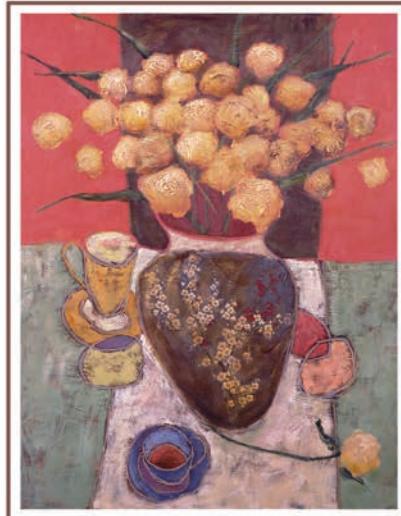
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NAWIC Holiday Social

The National Association of Women in Construction, Cleveland Chapter #156 hosted a holiday social recently in Independence. The event included a Chinese Auction raffle, a 50/50 raffle and a canned food drive for the Hunger Network as well as entertainment. **P**

1 (Left to right) Brett Neff, of R.E. Warner & Company, and Nicole Nashar, of Kahn Kleinman, LLP.

2 (Left to right) Mr. & Mrs. John Porada, of Construction Employers Association.

3 (Left to right) Pat Robbins, of Sanctuary Software Studios, and John Wanner, of Regency Construction.

4 (Left to right) NAWIC President Meg Webster and Toni Walker.



1 (Left to right) Mayor Merle S Gorden, of Beachwood, Marcia Fudge, of Warrensville Hts., and Judy Kaufman, Mayor of Orange Village, join in the fun and tour of the new facility.

2 (Left to right) Commercial Real Estate Agent Alex Russo and friend Annette Malkin enjoy the evening.

Cleveland Marriott East Party

The \$22.5 Million Marriott East Hotel, Warrensville Hts., opened recently and held an open house to celebrate. Guests enjoyed a martini bar and a host of delicacies in the spacious ballroom. The 295-room hotel offers a state-of-the-art, 14,800 square foot flexible meeting facility with eight executive boardrooms and more. **P**

AIA-Cleveland 2005 Awards

The Cleveland Chapter of the American Institute of Architects (AIA) held its annual awards program recently at Tri-C Campus East Corporate College. (See Full Story, Page 10). **P**

1 (Left to right) Alice Ake, PCS Project & Construction Services and John L. Ferrel, VP, The Albert M. Higley Company

2 Somebody finally takes their picture: Two architectural photographers; (Left to right) Al Teufen and Scott Pease, on the other side for once.



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GREAT SPACES Award-winners included (left to right) URS Headquarters, by URS Corporation; Howard M. Metzenbaum U.S. Courthouse, by Westlake Reed Leskosky; Parallax Restaurant, by Westlake Reed Leskosky; and (opposite) Villa Carabelli, by City Architecture.

Winning Designs Architects recognized at 2005 AIA Cleveland Awards

By Ken Krych | Photos Courtesy of Cleveland AIA

On one of the first "real winter" cold and snowy nights, the atmosphere was warm and cheerful at the recent 2005 AIA Awards as over 100 top area architects gathered in the recently opened Tri-C Campus East Corporate College for the celebration of excellence in architecture. This year the event was spearheaded by Rick Ziska, of Ziska Architects & Associates, LLC.

Dinner and the main event were held in the main conference room where two 20- by 30-foot audiovisual screens provided ample views of the award winning projects. The 64 applicants' design

entries were judged by a panel of experts from Toronto, Canada.

In his opening remarks, the recently appointed new Dean of the College of Architecture and Environmental Design for Kent State University, Steven Fong, first showed many major works both completed and in progress that the jurors had worked on throughout Canada and one of his own major plans for a large scale development in China.

Fong has worked in Toronto since 1986 and his comments were mostly positive concerning the high quality of work and implementation of the entries, although

he encouraged younger architects to take more chances and mentioned the lack of submittal of "smaller" and/or more experimental projects in our area. He also encouraged area architects to look into projects in other countries such as the Netherlands and China for a more diverse approach and inspiration.

He says that he is very optimistic regarding the architectural culture here and hopes to be a positive force.

Fong and his colleagues on the jury handed out seven honor awards and three honorable mentions.

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- For Built Work: The Cleveland office of Ewing Cole for the Walter and Leonore Annenberg Center for Medical Education near Philadelphia.
- For Urban Element: Richard Fleischman & Partners Architects for the Cleveland Hopkins Airport Canopies
- For Un-built Work: Ewing Cole's Cleveland office for the Addition and Renovation to the Liberty Science Center in Jersey City, N.J.
- Interiors: Westlake Reed Leskosky for the Parallax Restaurant.
- Restoration: Westlake Reed Leskosky for the Howard M. Metzenbaum Federal Building and U.S. Courthouse.
- Renovation: URS Corporation for their new Cleveland Headquarters at Idea Center.
- Urban Design: City Architecture for Villa Carabelli at the Alta House in Cleveland Hts.

Honorable Mention Awards Included:

- Restoration: Holzheimer Bolek Architects, LLC for First Presbyterian Church of Sandusky.
- Urban Design: City Architecture for their Cleveland Waterfront District Plan

A special Presidential Citation Award was presented to William A. Gould of Gould & Associates for his dedication and hard work as chairman of the AIA Urban Design Committee and for such works as the "New Perspective For Cleveland" project held at CSU.

Toasts and champagne topped off the elegant evening. P



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Regional Recognition

Top design-build firms saluted at DBIA Ohio Valley Chapter Awards

The Design-Build Institute of America's Ohio Valley Chapter (DBIA-OVC) recently held its inaugural Chapter Awards program at the Drees Pavilion in Covington, Kentucky. More than 100 members attended the event, which the DBIA-OVC plans to expand to a yearly program.

Chapter President Jim Wathen of the Kentucky Transportation Cabinet presented 15 awards to winning members of the organization, which serves Ohio, Kentucky and West Virginia and works to advocate and advance single-source project delivery within the design and construction community.

Project: Design-Build Award – Best Project Under \$5 Million

Yum! Dining Center & KFC Training Facility

Project Location: Louisville, Kentucky

Submitted by: L&F Design Build, LLC

Owner: Yum! Brands, Inc.

Design-Builder: L&F Design Build, LLC

Architect/Engineer: Luckett & Farley

Designer: L&F Design Build, LLC

Contractor: L&F Design Build, LLC

Project: Design-Build Award – Design-Build Expansion Over \$5 Million

U.S. Navy Microwave Devices Engineering Facility Addition



RIDING SOLO Marous Brothers won the Distinguished Design-Build Award for its work on the Liberty Harley-Davidson, North Dealership in Boston Heights.

Project Location: Crane, Indiana

Submitted by: KZF Design, Inc.

Owner: U.S. Navy, Naval Surface Warfare Center

Design-Builder: Krempp Lumber Company/KZF Design

Architect/Engineer: KZF Design, Inc.

Designer: KZF Design, Inc.

Contractor: Krempp Lumber Company

Project: Design-Build Award – Design-Build Expansion Under \$5 Million

Forest Pharmaceuticals, Inc.

Project Location: Cincinnati, Ohio

Submitted by: Unit Building Services

Owner: Forest Pharmaceuticals, Inc.

Design-Builder: Unit Building Services, Inc.

Architect/Engineer: Clairey Frank Architects

Designer: Clairey Frank Architects

Contractor: Unit Building Services, Inc.

Project: Merit Award – Design-Build

Expansion Under \$5 Million

Dawn Foods Freezer/Cooler Addition

Project Location: Louisville, Kentucky

Submitted by: Abel Construction

Owner: Dawn Food Products, Inc.

Design-Builder: Abel Construction Inc.

Architect/Engineer: Abel Construction Inc.

Designer: Abel Construction Inc.

Project: Design-Build Award – Private Sector Building Over \$15 Million

Deerfield Towne Center Retail Development

Contractor: Abel Construction Inc

Project Location: Mason, Ohio

Submitted by: Duke Construction

Owner: Casto Realty

Design-Builder: Duke Construction

Architect/Engineer: Ford & Associates, URS Corporation (Borders)

Designer: Duke Construction

Contractor: Duke Construction

Project: Merit Award – Private Sector Building Over \$15 Million

Luxottica Retail US HQ

Project Location: Mason, Ohio

Submitted by: Al. Neyer, Inc.



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Owner: Luxottica Retail
Design-Builder: Al. Neyer, Inc.
Architect/Engineer: Neyer Arch. & Engineers
Designer: Neyer Arch. & Engineers
Contractor: Al. Neyer, Inc.

Project: Design-Build Award – Private Sector Building under \$15 million

Liberty Harley-Davidson, North Dealership

Project Location: Boston Heights, Ohio
Submitted by: Marous Brothers Construction
Owner: Liberty Harley-Davidson
Design-Builder: Marous Brothers Construction
Architect/Engineer: Marous Brothers Construction
Designer: Marous Brothers Construction
Contractor: Marous Brothers Construction

Project: Merit Award – Private Sector Building under \$15 million

R.C. Durr YMCA

Project Location: Burlington, Kentucky
Submitted by: KZF Design, Inc.
Owner: YMCA of Greater Cincinnati
Design-Builder: Paul Hemmer Companies/KZF Design
Architect/Engineer: KZF Design, Inc.
Designer: KZF Design, Inc.
Contractor: Paul Hemmer Companies

Project: Honorable Mention – Private Sector Building under \$15 million

Wingate Inn West Chester

Project Location: West Chester, Ohio
Submitted by: HiFIVE Development Services, Inc.
Owner: Vistacon Management Co., Inc.
Design-Builder: HiFive Development Services, Inc.
Architect/Engineer: HiFive Design Group, Inc.
Designer: HiFive Design Group, Inc.
Contractor: ICON Construction

Project: Design-Build Award – Public Sector Building Under \$15 Million

Wright Patterson Air Force Base- Consolidated Toxicology Hazards Research Lab

Project Location: WPAFB, Ohio
Submitted by: Messer Construction
Owner: US Army Corp of Engineers, Louisville District
Design-Builder: Messer Construction
Architect/Engineer: Burgess & Niple
Designer: W.E. Monks & Co.
Contractor: Messer Construction

Project: Merit Award – Public Sector Building under \$15 million

Project Name: Union Township Civic Center

Project Location: Union Township, Ohio
Submitted by: Cincinnati United Contractors, Inc.
Owner: Union Township, Clermont County
Design-Builder: Cincinnati United Contractors, Inc.
Architect/Engineer: Cincinnati United Contractors

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Designer: Cincinnati United Contractors, Inc.
Contractor: Cincinnati United Contractors, Inc.

Project: Design-Build Award – Transportation Under \$15 Million
Plymouth Ridge Road Bridge Replacement
Project Location: Ashtabula, Ohio

Submitted by: Gannett Fleming Engineers & Architects
Owner: Ashtabula County Ohio
Design-Builder: Union Industrial Contractors
Architect/Engineer: Gannett Fleming Engineers and Architects, P.C.
Designer: Gannett Fleming Engineers and Architects

Contractor: Union Industrial Contractors

Project: Design-Build Excellence Award
One project the judges felt showed - overall - the most successful analysis of design-build strategies resulting in a unique application of teaming to exceed the owner's needs.

MSD West County Wastewater Treatment Plant

Liquid Process Phase 3 Expansion

Project Location: Louisville, Kentucky
Submitted by: GRW Engineers / Hall Contracting
Owner: Louisville/Jefferson County Metro. Sewer District
Design-Builder: Hall Contracting of Kentucky, Inc.
Architect/Engineer: GRW Engineers, Inc.
Designer: GRW Engineers, Inc.
Contractor: Hall Contracting of Kentucky, Inc.

Project: Distinguished Design-Build Award
One Project the judges felt "broke new ground" in their approach and accomplishments.

Project Name: Liberty Harley-Davidson, North Dealership

Project Location: Boston Heights, Ohio
Submitted by: Marous Brothers Construction
Owner: Liberty Harley-Davidson
Design-Builder: Marous Brothers Construction
Architect/Engineer: Marous Brothers Construction
Designer: Marous Brothers Construction
Contractor: Marous Brothers Construction

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October Construction Remains Steady

The value of new construction starts in October, at a seasonally adjusted annual rate of \$668.5 billion, was essentially unchanged from September's revised amount. According to McGraw-Hill Construction, a division of The McGraw-Hill Companies, October showed gains for nonresidential building and nonbuilding construction, that offset a moderate decline for the housing sector. Through the first ten months of 2005, total construction on an unadjusted basis was reported at \$550.5 billion, a 9% increase relative to the previous year.

The October statistics produced a reading of 201 for the Dodge Index (1996=100), the same level as September. From June through October, the Dodge Index averaged 203, up 10% from the 184 mean reported during the first five months of 2005.

"The recent strength for total construction has been helped by a healthier pace for nonresidential building, combined with what is still an exceptionally strong amount of homebuilding," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "But with mortgage rates now edging up, there's the growing sense that single family housing may be rounding a peak."

"For total construction to stay close to current levels, further expansion will be needed from both the nonresidential and public works sectors. The higher cost of building materials, especially in the aftermath of the September hurricanes, makes it more difficult for this to occur. On the plus side, nonresidential building will derive some benefit from improved market fundamentals such as rising occupancies, while the new federal transportation bill should aid the public works sector."

Nonresidential building in October rebounded 8% to \$176.3 billion (annual rate). Education-related building, the largest nonresidential category by dollar volume, increased 12%, offering more evidence that it's re-establishing a strengthening trend. Large education projects that reached the construction start stage in October included major additions to research facilities in

Boston, Massachusetts (\$130 million) and Ithaca, New York (\$100 million).

Also advancing was the amusement and recreational category, climbing 59%. Large amusement-related projects in October included a \$175 million upgrade to a sports arena in Kansas City, Missouri. Institutional categories with a reduced volume of construction starts

for October were healthcare facilities, down 1%; public buildings (courthouses/detention facilities), down 17%; and transportation terminals, down 50%.

The commercial sector was mixed in October. Moderate growth was shown by stores, up 2%; and offices, up 7%. The office category was helped by groundbreaking for projects located



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in Birmingham, Alabama (\$40 million), Irvine, California (\$40 million), Washington, D.C. (\$39 million), Wilmington, Delaware (\$38 million) and Atlanta, Georgia (\$34 million). Losing momentum in October were hotels, down 2%; and warehouses, down 34%. The long-depressed manufacturing plant category soared 188%, helped by these large projects: a \$562 million semiconductor plant in Colorado and a \$67 million manufacturing research facility in Virginia.

Single family housing in October retreated 5%, as this robust market appears to be settling back very gradually. The 30-year fixed mortgage rate rose from 5.8% in September to 6.1% in October, and November has seen a further increase to 6.4%.

The cost of financing is expected to move higher in coming months, and this will likely dampen demand for housing during 2006. Multifamily housing in October dropped 8% from a very strong September.

Although not quite as brisk as the activity that was reported during the third quarter, multifamily housing in October still featured groundbreaking for five projects valued individually at greater than \$100 million. Two of these large multifamily projects are located in Las Vegas (\$141 million and \$115 million), while the other three (\$136 million, \$120 million and \$106 million) are located in Florida.

October's residential decline was the result of this regional pattern – the Northeast, down 14%; the West, down 8%; the South Atlantic, down 5%; the South Central, down 3%; and the Midwest, up 2%.

The 9% gain for total construction during the first ten months of 2005 reflected the following performance by major sector – residential building, up 14%; nonbuilding construction, up 8%; and nonresidential building, up 1%. The slight increase for nonresidential building is noteworthy, as its year-to-date comparison finally turned positive after trailing 2004 for most of the current year.

By geography, total construction during the first ten months of 2005 showed the South Atlantic, up 13%; the West, up 11%; the Northeast, up 9%; the South Central, up 8%; and the Midwest, up 2%. **P**

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Okay, we may never be a Chicago, but look around and see and enjoy what Cleveland has to offer. Take in a show at Playhouse Square or attend a symphony by the top-rated Cleveland Orchestra, stay in one of Cleveland's upscale hotels, take in an art exhibit at the Cleveland Museum of Art, visit the Great Lakes



© John Bashian Photography

"Look around and see and enjoy what Cleveland has to offer."

that is such an integral part of our city and to share BOMA's value through these articles. I look forward to seeing you at networking events and places of interest in our fine city by the lake.

Fred Capretta, RPA
President, BOMA G.C.
Senior V.P., Weston Inc.

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

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BOMA Greater Cleveland is the voice of commercial real estate. Among its many benefits, it is most recognized for its advocacy efforts in protecting the ownership rights of the real estate industry. But BOMA is also here to assist

local government get through the difficult times and prosper in the future. We are here to stay because we truly believe that Cleveland is a great place to invest, work and live. So pass on the good word about Cleveland and take pride in your city!

This is my final monthly article in *Properties*, as my two-year tenure as BOMA Greater Cleveland's president will be complete at the end of the year. It has been an honor and a privilege to help lead an association that supports a real estate community

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Inside Look

Vocon showcases open office designs with interior renovation

By John Elliott | Photos by Maguire Photographics

When principal partners Debbie Donley and Paul Voinovich realized that their existing office space would not accommodate the growth projections of their up-and-coming interior design/architecture firm, they didn't just look for more space. Instead, the youthful team of designers and architects at Vocon Inc. sought a building that would allow them to create a space that would facilitate their creativity and allow them to demonstrate their progressive design ideas. The Vocon team sees itself as educating both local and national businesses about progressive work environments.

The result is a modern interior in a 1920s-era, two-story building at 3142 Prospect Avenue. The interior of the space has been renovated. Most of the existing walls were gutted, creating an open space environment where the 40-member Vocon team comfortably interacts with each other.

Although Cleveland-based Vocon moved only a few blocks from its 10,000-square-foot former facility at 2450

Prospect Ave., the relocation has given new life to the company's creative juices and improved communication between all staff members. The 20,000-square-foot space was designed and constructed in a six-month time frame, but it took Vocon over three years to find the right location that would fit the team's needs for the future.

Company principals knew from first-hand experience that an open office

environment would facilitate the company's team approach. Vocon's organization consists of four studios that work on projects simultaneously, all sharing a design library and other support resources. Although Vocon works throughout the continental U.S. with registrations in 38 states, their home and core business is centered in Cleveland, and it was important for them to remain central to downtown with easy suburban

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access. They viewed their new space as an opportunity to put the principles they put to work for their clients to work for themselves. The environment is a combination of form and function that allows Vocon to be a lean, mean, results-focused team for their clients.

Vocon learned of the space's availability when one of its clients, the Cleveland Botanical Gardens, decided to vacate the building relocate to University Circle. The building is owned by Jim Comella, who owns several other Midtown properties, including his own company, Cadillac Music, at 3950 Carnegie Ave.

Preference for Midtown Corridor

"We had looked at over 30 facilities throughout Cleveland's CDB (Central Business District), Midtown, Flats, Gateway and Warehouse Districts," says John Workley, the company's director of architecture. "We were used to the Midtown neighborhood already."

The building offered several attractive features, including a large open area on the first floor and second floor, a beautiful second-story deck, large front windows, a big working freight elevator, ample free parking, proximity to downtown and "involvement within a neighborhood that was growing and progressing," Workley says.

Although the building shell, windows, electrical and mechanical systems had been updated prior to the renovation, the existing layout contained many closed office spaces that did not fit with Vocon's open plan and collaboration-intensive environment. The company's architecture and design projects typically involve groups of three and four staff members at a time, but most associates are usually involved in more than one project.

"It's a team approach," explains Jeanine Plascak, a design associate. She says that some projects can take as little as two weeks while other larger assignments can last over a year. "As we continue to grow, we're taking on larger, more time intensive assignments."

The open office concept supports the studio system, allowing for collaboration and open communication, and helps facilitate work scheduling.

Workley says that much of Vocon's work focuses on helping companies



BOLD BREAK In the main café area, people can sit comfortably at the amoeba-shaped, stainless steel bar. Adding intimacy is a similarly shaped ceiling soffit, which mimics the shape of the counter.

make better use of their existing space or analyzing facility alternatives to accommodate for their facility needs. He believes that the renovated space provides numerous examples for clients and prospective clients. Many of the clients include law, insurance, financial, advertising, public relation, medical, media, retail and broadcast firms.

Design team goes to work

The task of designing the space fell to Richard Dillon, one of the studio directors, and Yoko Kato, a project designer.

The design concept they came up with combines classic elements, like the pervasive white, with modern, such as the big shapes that are found in various floating soffits and the solid colors that

accent various forms throughout the space.

"We created a 'design laboratory' throughout the space," Dillon says. "I could bring a client in and show different design concepts by walking them through the space."

Most of the design elements are modern, including the rectangular reception desk with short cubicle walls that resembles an island amidst the expansive lobby. There is an unobtrusive drape of beads hanging behind the reception desk.

The main lobby has a large window that allows a lot of natural light.

"We wanted everybody to have access to natural light," Dillon says.

The walls and ceiling are painted

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CREATIVE CORE Vocon's renovation refitted the 1920s-era, two-story building at 3142 Prospect Avenue with a functional, modern interior design.

white, enhancing the brightness, and the original concrete floor is coated with an epoxy that is smooth and light colored.

The team agreed that the public space – the main lobby, conferencing areas and library – would be located on the first floor. This allowed the work teams privacy to expedite assignments without constant interruption on the first floor.

The biggest change of all was the construction of a steel-framed, rectangular stairwell with bamboo treads and multiple levels. It is located in the center of the lobby, with three big Noguchi lamps hanging above.

Cutting out the space to accommodate the big stairwell fell to Donley's, a Cleveland-based construction company that had worked with Vocon in the past.

The main conference room at the back of the lobby is sectioned off with full-length walls, but completely visible to the receptionist, thanks to a vertical window. The room is sound proof and occupied with high-tech audio/visual capabilities.

The room is stylish without being lavish. Seated at the conference table, one can see the metal spiral duct pipes in the ceiling, which combine function with form.

A well-lit conference room

There are both fluorescent and incandescent lights hanging from the 14-foot ceiling.

"The lights play a big aspect on color," Workley says. "Lighting is really important to clients these days."



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Dual lighting is found in many parts of the building, allowing a client to see how colors and finishes look under different types of light sources.

Workley says that the company incorporates environmental sensitivity in its projects, and the new space is true to form. Paints containing low VOC (volatile organic compound) were used, and certain specialized elements were re-used from the old space, such as wood barn-like doors, light fixtures, tack boards and furniture. The original cement floor was also kept, painted and sealed over in spots, ceilings were left exposed with duct work intact, and as much recycled material was used as possible.

"It's sort of like an exposed warehouse we added elements in," Workley says.

Across from the main conference room, visitors can use the café where food and beverages are served.



LIGHT TOUCH Dual lighting is found in many parts of the building, allowing a client to see how colors and finishes look under different types of light sources. "Lighting is really important to clients these days," says Vocon's John Workley.

A drape separates the café area from a resource library, where associates can find a variety of material samples they use on various projects.

Ascending the stairwell, the second floor is even more expansive than the first, but with no private spaces. The

second floor incorporates Herman Miller- and Knoll-designed workstations along both the western and eastern walls, with a collaborative meeting area in between.

A fully open second floor work area

The central area is dotted with small, round tables that encourage impromptu meetings.

The drop ceiling over the mid section of the second floor was suggested by Tim Mescher, a senior project manager at Donley's and the project's general contractor. The drop ceiling provided acoustics as well as a smooth transition of ceiling heights.

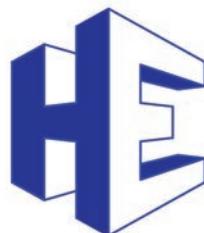
"The large, continuous second floor windows provide natural lighting which they didn't have at their previous location," Mescher says.

There are various styles of furniture throughout the main work area, even among the workstations. Some worksta-



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tions have 120-degree balance while others have 90-degree balance.

"In some projects, the 120-degree balance is more efficient," Dillon says. "We wanted to show a variety of work settings."

This not only demonstrates variety, but it also shows that different styles can work well together in one environment.

The second floor is carpeted with a striated pattern carpet tile made of recycled fiber.

A wall at the south end of the second floor is covered with red tack boards, on which in-progress design projects are displayed, to help educate Vocon employees on current projects.

Workley's own work area is in the middle of the floor and it is one of the more secluded, thanks to a floating ceiling.

The eastern side of the second floor has the roof deck that is used for project meetings, Friday cookouts and lunch gatherings when weather permits.

A fully equipped kitchen

The main café area offers more space than the first floor break area and more amenities, including an ice maker, a soda fountain dispenser, an automatic coffee machine, a stainless steel dishwasher, a microwave oven and a toaster oven. People can sit comfortably at the amoeba-shaped, stainless steel bar. Adding intimacy is a similarly shaped ceiling soffit, which mimics the shape of the counter.

The café, which frequently doubles as a meeting room, sports the most ambitious wall design in the building: a light-toned display of exaggerated dots and quotation marks.

Adjacent to the café is the lounge. It is one of the more private meeting spaces, and offers a more intense focus on function and form alike, with couches, a round table, a Pez dispenser collection, and a pronounced tomato color that carries from the carpet up to the wall and onto the ceiling.

Dillon says this sort of color treatment often needs to be seen to be convincing. "When people see that, they love it," he says.



DOWN TO BUSINESS A steel-framed, rectangular stairwell with bamboo treads and multiple levels was constructed in the lobby of Vocon's new headquarters.

Floating soffits can be found throughout the building, defining space on different scales.

Pursuing a new design standard

Dillon says Cleveland businesses are becoming more open minded about design. While many decision makers

are in their 40s and 50s, they realize that the employees are increasingly of younger age groups and businesses want to attract the best employees as possible. A well-designed space helps with this.

The fact that Vocon decided to relocate in a Prospect Ave. building bodes well for both the area and the company, says Jim Haviland, executive director of MidTown Cleveland Inc., a development agency for the area between downtown and University Circle.

"It's a great investment in that building," Haviland says, noting that professional service businesses such as Vocon recognize the proximity to both downtown and University Circle. "[The Midtown community] is a complete mix of businesses."

"The space turned out to be a very warm, accommodating space," says Mescher, the general contractor. "It presents the Vocon firm very well." **P**

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Center of Operations

Medical group builds new Westlake home

By Mark Watt | Photos by Mort Tucker

There's such a thing as a good problem, as they say. Such was the case for Premier Physicians Centers, Inc., a multi-specialty physician group serving Cleveland and its western suburbs, when it began planning for the construction of a new facility in Westlake, according to CEO Mark Wiedt.

Addressing a wish to consolidate some of the partners' practices into one central location, Premier Physicians enlisted Davison Smith Certo Architects, Inc. in 2000 to design a 28,000-square-foot building, which would comprise 15,000 square feet of space for group partners and roughly an equal amount of space to be rented out to other tenants. The only problem: while the design process progressed, more and more doctors were

joining Premier Physicians and the group's growth meant that its space needs were increasing as well.

"Over that time, Premier Physicians grew by over 250%," Wiedt says. "We went from 20 to 70 physicians, and with us changing and growing, the dynamics of our needs changed as well."

As a result, Architect Jeff Certo's design needed revisiting not once but multiple times to accommodate the group's evolving needs and by the time the plans were finalized in the spring of 2004 the size of the planned facility had more than doubled to a total of 77,000 square feet.

"It's good that we did wait to begin construction," Wiedt says. "We used every corner of that land."

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WELCOME ATTENTION While many of the neighboring buildings along Center Ridge Road incorporate brick and Colonial style architecture, the facility was designed with a modern visual presence in mind. Generous amounts of blue-tinted glass adorn the structure and a grand, arcing aluminum and glass curtain wall signifies its western-facing main entrance.

Westlake Medical Building, located at 25200 Center Ridge Rd. in Westlake, was built over a 13-month span by the Krill Company, Inc., acting as general contractor, and opened in early October. Currently operating at roughly 85% capacity with plans underway for the remaining space, the facility features medical office suites for a combined total of approximately 25 physicians with varying specialties, from primary care to cardiology.

"Our goal was to not just pull together several of the physicians' practices but also consolidate our nuclear medicine, ambulatory surgery, ultrasound and diagnostic services," Wiedt says. "We had just outgrown some of the previous locations. We wanted to provide more services to the Cleveland and western suburbs community, such as adding CT (computed tomography) and MRI (magnetic resonance imaging) capabilities. And we also saw a value in investing in our own property, as a number of our practices were operating out of leased spaces."

Another goal of consolidating all of these services into one building was to increase convenience for patients, Wiedt says.

"For example, if patients were to see their primary care physician and needed diagnostic testing, they could walk right down the hallway instead of driving across town," he says.

"It's a huge step forward for Premier Physicians Centers," he adds. "This is a true Class A medical building, specifi-

cally designed for medicine and patient care."

From the ground up

Krill Company Vice President Doug Fischback says that construction of the three-story, steel-framed facility was a smooth process, although early site work did present a challenge.

"You have some heavy foundations on the site," Fischback says. "We had some soil conditions to deal with, as far

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as expansive clays. This site used to be a fill, we discovered, so the soil conditions were unique. We had to do a lot of undercutting and soil stabilization before we could begin work."

As he explains, the team needed to perform a mass excavation underneath the entire footprint of the building and lay down a two-foot clay cap.

"We also had to put additional clay at the bottom of the footers to seal the expansive shale throughout the whole foundation system," he says. "There was extensive waterproofing that needed to be done."

Fischback notes that the site slopes downward toward its northern property line and, because of its topography, the property gets a lot of water coming through the shale from south of Center Ridge Road.

"There are a series of corrugated, 40-inch diameter pipes that run underneath the parking lot to the north edge of the property line where a retention basin is located underground," he says. "This allows the water to be contained and then flow out into the storm sewer systems at a reasonable rate."

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Modern and efficient

While many of the neighboring buildings along Center Ridge Road incorporate brick and Colonial style architecture, Certo designed the facility with a more modern visual presence in mind. Generous amounts of blue-tinted glass adorn the structure and a grand, arcing aluminum and glass curtain wall signifies its western-facing main entrance.

"The two-story curtain wall was added as a feature to the building and serves to break up the building's precast exterior, which gives the front corner some prominence from the road," Certo says. "It's distinctive for a building in this area because there's nothing quite like it along Center Ridge Road. The curved glass curtain wall gives the building an identity along the road."

As Certo explains, portions of the design were the result of maximizing the site for efficiency.

"The curve of the building grew out of trying to maximize an efficient parking layout," Certo says. "The shape of the lot lent itself to a curved arc in the parking lot and we brought that into the building with the curved edge to the curtain wall. It was a decision that grew out of the site."

Also, the slope of the site led to the inclusion of a 20,000 square foot underground staff parking area, which was added to the plans midway through the design process.

The structure's 52,000 square feet of aboveground space is comprised mainly



ONE FOR ALL "We developed a prototype suite that was intended to be used by each of the tenants with some minor modifications," Architect Jeff Certo says. Suites include examining rooms, reception windows, an administrative area, doctor offices and a staff lounge.

of three floors of offices, with limited public space.

"We tried to be very efficient in laying out the project," Certo says. "We developed a prototype suite that was intended to be used by each of the tenants with some minor modifications. Actually, before we had a building, we had the suite."

The basic layout of each suite includes a waiting room with one to three reception windows, an administrative area, examining rooms, one or more doctor offices and a staff lounge. (To maximize efficiency, doctors were provided with

a choice of three interior finish packages, varying only in colors and carpet patterns.)

"By duplicating that prototype suite in an efficient manner around a central corridor, we created the envelope of the building," Certo says. "We then carved out a two-story lobby space as the lone feature inside of the building. In trying to be efficient with office space and minimizing common space, we increased the overall building efficiency."

The building's entrance lobby incorporates the curving shapes introduced by the arcing curtain wall outside. An alu-

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minimum canopy over the main entrance outside is carried through the exterior wall and into the lobby, leading visitors inside. Gypsum walls feature reveal joints that curve up its two-story height while patterns of ceramic flooring similarly incorporate arcing lines. Within the lobby is a seating area, a space designed to eventually house a coffee kiosk and an entrance into a retail space used by one of the tenants, an eye doctor.

"We wanted the building to have a warm but open appearance, to be both modern and comfortable."

MARK WIEDT

PREMIER PHYSICIANS GROUP

From the main lobby, visitors pass into an elevator lobby and then a corridor that leads to the various medical suites, a layout that is repeated on the second and third floors. Throughout are interior finishes such as red oak paneling and carpeting selected to convey a sense of warmth.

"We wanted the building to have a warm but open appearance, to be both modern and comfortable," Wiedt says.

Working together

"In general, [Premier Physicians] wanted an efficient, timeless and professional appearing facility built with quality materials," Certo says. "We believe we succeeded."

Fischback notes that an efficient working relationship with Premier Physicians significantly contributed to the project's success.

"We were fortunate to have one point person representing Premier [Owner's Representative Ernie Grodi] instead of working with a large group of the tenants, which can sometimes make a project more difficult and complicated," he says. "Our lives were made easier because of this. We could just focus on the building and working on the concerns from the doctors that were filtered through Mark [Wiedt]."

Wiedt says that the partners in the group are enjoying becoming acquainted with their new workspaces.

"They are very happy with the results," he says. "The building is beautiful and should be useful for a long time." P

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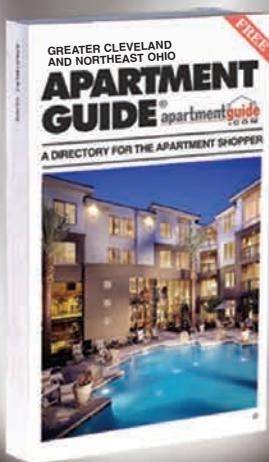
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What's the Buzz About?

A look at KS Associates — Civil Engineers + Surveyors

By Ken C. Krych | Photos courtesy KS Associates, Inc.

Nestled in a serene, wooded setting in Elyria, near the Lorain County Metro Parks on the campus of Lorain County Community College, are the offices of KS Associates, Inc. From the outside, the office appears quiet and peaceful, with an occasional family of deer trotting past the building.

As you step inside, the scene changes. There's a buzz about the office. The receptionist is politely answering a steady stream of incoming calls while packing up the daily shipment of plans, proposals and bid packages. There's a bit of commotion toward the back of the building. The survey crews are hard at work, cleaning equipment, warming up their vans, checking their schedules and preparing for a full day's work in the field.

At the heart of the building is an open area with plans draped across cubicles. A team of engineers is pouring over a set of plans with their CAD techs, ironing out a difficult grading issue.

"We're hopping," says KS Associates President/Co-Owner Lynn S. Miggins, P.E.

Since Miggins and her partner, Vice President Mark B. Skellenger, P.E., purchased the firm in 1987, KS Associates has grown to become a leading force in



IN GOOD COMPANY Clients of KS Associates include residential and commercial developers, as well as counties and municipalities, and government agencies including the Ohio Department of Transportation.

the engineering industry. In the past three years, KS Associates has added 15 new positions to the firm roster and consistently ranks among leading companies for revenue and employment growth.

The firm is organized into four business units, each focused on serving the unique needs of their clients: Land

Development Group, Transportation Group, Government Services Group and Land Surveying Group.

The firm's clients include residential and commercial developers, counties and municipalities, and government agencies including the Ohio Department of Transportation.

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KS Associates' land development team specializes in helping developers turn their visions into realities. The team creates innovative site designs aimed at reducing improvement costs and delivering a fast return on the property investment.

The Land Development Group has recently provided services for City of Cleveland school projects; multiple residential developments for Oster Homes; and the Steelyard Commons project.

The Land Development Group also works with architects to ensure sites are designed according to ever-changing regulatory requirements. Their insight, into issues such as government regulations, zoning, wetlands requirements, storm water management requirements and traffic, can expedite a project and help push it through the approval process.

KS Associates also operates one of the largest surveying groups in Northern Ohio. The group provides topographic, boundary and utility location surveys; ALTA/ACSM Land Title surveys; rights



WIDE LOOK KS Associates operates one of Northern Ohio's largest surveying groups, providing services such as topographic, boundary and utility location surveys.

of way and easements; roadway corridor/route surveys; GPS surveys; elevation certificates; and construction staking.

KS Associates is providing surveying services for the Cleveland Hopkins International Airport expansion, including the most recently constructed runway. The largest survey project in

the firm's repertoire is the Euclid Corridor Transportation Project, which required more than 22,500 man-hours of surveying and base mapping. The group also serves attorneys and other professionals in the real estate industry.

With six field crews and six registered professional surveyors on staff, KS Associates can respond quickly, assigning crews to a project the next day in many cases. The size of the group means they can go wherever the work takes them – they have even tackled assignments as far away as Puerto Rico.

To round out the firm's portfolio of services, KS Associates' Transportation Group provides planning, design and construction services aimed at improving roadway safety, easing traffic congestion and enhancing a community's viability. The group has been an important resource for commercial and residential development projects, and for public-sector clients including the Ohio Department of Transportation (ODOT), counties and municipalities. The group helps clients solve traffic

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NICE WORK Owners say a recent survey revealed employees felt KS Associates is "the best" civil engineering firm to work for.

impact and access issues through high-quality roadway, intersection, and traffic signal design services.

So to what does the firm attribute its success?

"First and foremost our clients," Miggins says. "Our mission is to do what it takes to earn a client's business and keep it by understanding their needs and continually wowing them."

KS Associates' clients are "wowed," she says. The firm conducts satisfaction surveys to keep a sharp focus on performance and she says results show

"KS offers a unique combination of talent and expertise. We continue to place them on our team for reliable, responsive land development consulting services."

Tom Kuluris

Liberty Development Company

that 100 of survey participants said they would use KS Associates for future projects and would recommend the firm to others.

Miggins also attributes the firm's success to stellar employees.

"The team we've built is by far the most professional, ethical, experienced and dedicated I've seen at the company," she says.

Miggins and Skellenger keep close tabs on employee satisfaction by simply asking them about their KS experience. A recent survey revealed employees felt that KS Associates was "the best" civil engineering firm to work for.

To learn more about KS or to explore a career opportunity, call 440.365.4730 or visit www.ksassociates.com. **P**

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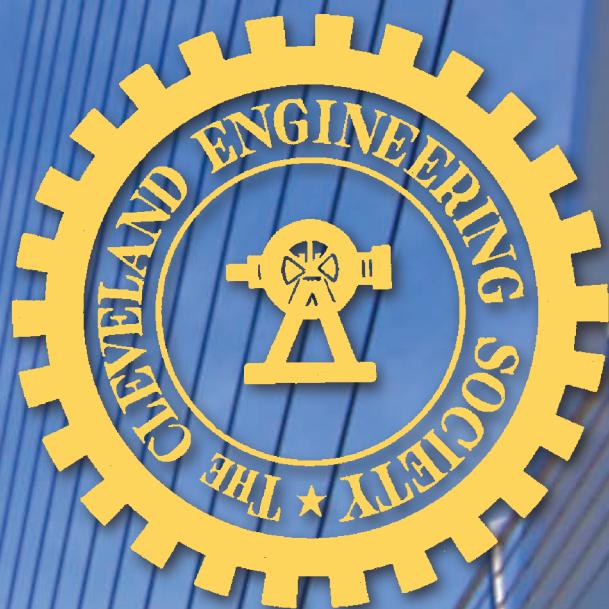
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More Than a Century of Service

The Cleveland Engineering Society celebrates 125 years of excellence

By Nancy Loyan Schuemann | Photos courtesy Cleveland Engineering Society & Case Western Reserve University

Engineers have played an integral role in the country's and the City of Cleveland's growth. If not for engineers, city skylines would be bare, bridges not traversed, manufacturing and technology halted. Almost everything we sense and experience in our daily lives is touched by the innovations of engineers.

The United States and the City of Cleveland were far different places in 1880 when the Cleveland Engineering Society was founded. James A. Garfield, Republican from Ohio, was elected president of a country with a population of 50,155,783. The bicycle was a favorite form of recreation, wresting the favorite sport. Dancing the waltz, two-step and schottische were popular, as was the song "Where Did You Get that Hat" and the novel *Ben-Hur*, by Lew Wallace. Public art museums, like the Metropolitan Museum of Art in New York City, were opened thanks to the riches accumulated by millionaires of the Gilded Age. The Salvation Army was founded. Numerous technological achievements took place. The first commercial roll film for cameras was patented by George Eastman. House paint was manufactured for the first time in standard formulas. Thomas A. Edison received a patent for the incandescent light bulb. Job opportunities for women outside the home increased, as seamstresses, schoolteachers, bookkeepers and typists.

Cleveland prospered as well. With a population of 160,146, it ranked as the 12th largest city in the nation and was the oil capital of the world. Jobs



EARLY DAYS One of the 60 charter members of CES was Frank C. Osborn, who founded Osborn Engineering Co. in 1892.

were plentiful with iron and steel the leading industries. Fortunes were made in ore, iron and coal by the Mather and Hanna companies. The city's street lighting system and central power station, developed by Charles F. Brush, were the first in the world. Case School of Applied Sciences was founded for pioneering discoveries and development and was supported by the City's prominent industrialists.

It is no wonder that the city was ripe for a society of engineers. A group of area engineers – led by Charles Latimer, chief engineer of the Atlantic & Great Western railroad – were mystified by the Great Pyramids of Egypt and debated the introduction of the metric system into America. Joined by County Surveyor C.H. Burgess, Civil Engineer Hosea Paul and Assistant U.S. Engineer Walter P. Rice, Latimer met at the county surveyor's office in the Court House on February 28, 1880 and formed the Civil Engineer's Club.

The club's first home was in the Case Library building with A.M. Wellington as the first manager and Charles H. Paine as the first elected president. In his acceptance speech, he stated, "This club should be the means of giving us more thorough knowledge of the details and problems presented ... and by publication of deserving papers in technical journals. We ought to contribute our share to the instruction of those from whose similar efforts we learn so much."

Sixty professionals were charter members of the organization. The library and program committees were the first of 30 committees established by the group.

In 1908, the Civil Engineer's Club



1880

Civil Engineer's Club is founded in February. At the time, Cleveland is ranked as the nation's 12th largest city and, with operations like Standard Oil #1 Refinery (Above), is considered the oil capital of the world.



1908

Civil Engineer's Club reorganizes as the Cleveland Engineering Society (CES), including all branches of the engineering profession. Public Square is a center of activity.

1926

The Consulting Engineer's Division becomes the society's first special interest group.

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flourished. That year, during the presidency of Willard Beahan, the Club was reorganized as the Cleveland Engineering Society (CES), including all branches of the engineering profession. Engineers, architects and scientists, a "Who's Who" of achievers made up the roster.

Cleveland Engineering, the official newsletter of the Society, appeared in 1917. The Society's library of 14,000 volumes on technical subjects was placed in the Public Library.

In 1926, the Consulting Engineer's Division became the Society's first special interest group.

Golden anniversary

In 1930, CES celebrated its Golden Anniversary as difficult times hit the country with unemployment soaring, reaching 4.5 million, and more than 1,300 banks throughout the U.S. closed down by the economic crisis.

The City of Cleveland, in 1930, had grown in population to more than 900,000, ranking 5th largest in the country. Iron and steel remained the backbone of the City's industry. Republic Steel Corporation was formed through mergers. Cleveland was the second largest foundry center in the country and the largest producer of paints, oils and varnishes. About 1,400 buildings were razed to make way for construction of the new Cleveland Union Terminal. The 52-story Terminal Tower, at 705-feet, was the tallest building in the world outside of New York City. The Garden Center of Greater Cleveland (now the Botanical Garden) was founded and the Board of Education Administration Building erected.

CES in 1940

In 1940, Cleveland was the steel capital of the United States. The Cleveland



1930

CES celebrates its Golden Anniversary. A year later Cleveland Municipal Stadium (Above) is constructed, followed by the Terminal Tower in 1932 (Right).

Engineering Society acquired the property of the telephone company at 2136 East 19th Street. Now with a membership of nearly 1,500, the Cleveland Engineering Society was active in regional planning, building code standards, smoke abatement and civil improvement. The membership reached out to young people with student aid to complete technical education, for educational classes, conferences, discussions, inspection trips, recreational and social activities. The president of CES was Bert Charten and C. A. Hantelman the secretary-manager.

The present

As time has gone by the Cleveland Engineering Society has forged ahead. In 1958, CES cut the ribbon to its new facility at 3100 Chester Avenue, where numerous events and programs were held throughout the years. In the 1990s, Cleveland State University purchased the building and renamed it The Joseph E. Cole Center, where CES has its offices. Programs and events are held throughout the city.

This year, CES held its 125th anniversary celebration. During the keynote address, renowned biographer Emil Ludwig was quoted (as he had been during CES' Golden Anniversary).

Ludwig wrote," The century ... determines what the exact nature of man's activity shall be. In [the year] 1200 the man who wished to distinguish himself became a crusader, in 1800 an iconoclast and in 1930 he will become an engineer. What will he be in 2000?"

The 21st Century has arrived and engineers still play a vital role in the progress of our country and in the City of Cleveland. The City's popula-



Carol A. Duane

Executive Director, the Cleveland Engineering Society

A black and white portrait of Carol Duane, a woman with short dark hair and glasses, smiling at the camera.

Though new to the Cleveland Engineering Society, Carol Duane possesses years of experience in marketing and management fields. This is unusual for someone with a BA in chemistry, an MS in organic chemistry and coursework toward a Ph.D. in biochemistry. Duane was, after all, a practicing chemist with Diamond Shamrock and taught at Lakeland Community College. A promotion into management eventually led her to become director of marketing

After retirement in 2002, Duane had her own business development consulting and marketing company for life science and bioscience companies. In addition, she volunteered as executive director of NEOBIO, a grass roots organization for bioscience entrepreneurs. The group provided networking and education for start-up firms in the bioscience areas.

Through NEOBIO she met Dorothy C. Baunach, president and executive director of Nortech, who was then president of the board of the Cleveland Engineering Society. Duane learned of CES' need for someone to oversee their new strategy to expand the science and technology base. The organization seemed like a good fit and Duane began as executive director in August.

"My goal is to implement the Board's strategy," Duane says. "I'd like to do a better job of marketing CES as a professional organization and expand the membership base and, hopefully, reach out to other organizations. I appreciate the value of a professional society. You create a network of contacts for the rest of your life. It's good for your career and professional development."

Duane is a member, councilor and on the national Nominations and Elections Committee of the American Chemical Society. She is also a member of the Professional Women's Institute at Lakeland Community College.

"Volunteering gives one the opportunity to practice leadership development skills," she adds.

When not organizing functions or attending meetings, Duane spends time with her husband, a retired biochemist who teaches chemistry at Lakeland Community College. They have two daughters, an attorney in Florida and an IT project manager in Arizona. Duane's parents, who recently celebrated their 65th wedding anniversary, live with her.

"That's what keeps me sane," Duane sums up with a smile. *NIC*



1940

CES acquires the property of the telephone company at 2136 East 19th Street. Cleveland is the steel capital of the United States.



1950

CES cuts ribbon at its new facility at 3100 Chester Avenue.

1990s

Cleveland State University purchases the CES building and renames it the Joseph E. Cole Center, where CES has its offices.

2005

CES celebrates its
125th anniversary
on November 9.



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tion is nearly 500,000 and is ranked as the 33rd largest city in the United States. More than 5,000 people reside downtown and it is ranked the 7th fastest-growing downtown area in the country and the fastest-growing among Midwestern cities. Five major industries have grown to become the industrial strength of the region: health and medicine, biotechnology and biomedical, science and engineering, manufacturing and education. These industries all depend on the expertise of engineers.

The National Science Board has identified a shortage of U.S.-born science and engineering graduates, mostly due to the aging of the population, as a trend that threatens the economic welfare of the United States. There is a need to inspire and attract a new generation of engineers, one reflecting the potential and diversity of the American workforce. The Cleveland Engineering Society recognizes the future need for engineers and has created the "New Faces of Engineering" road show on how to promote the profession.

The program is designed to expose high school students and their parents to the unlimited potential of careers in engineering, science and exploration and is designed to draw on all sectors of the student population, including women and minorities. The goal is to inform students and their parents of the need for engineers and the opportunities available to them and to increase the number of students considering engi-



PLANNING AHEAD "The future looks promising," says Past-President of the Board Dorothy C. Baunach. "Talent – sciences, technological, entrepreneurial – in the area is critical for growth."

neering a viable career choice. Included in the road show are resources on how to pursue a career in engineering through identifying funding sources, scholarships and internships available in Northeast Ohio. The three-year pilot program will track the success rate of CES efforts to determine how many students enroll in engineering curriculums. This past year, over 31 high schools were visited.

In addition, CES has created a legacy DVD, which celebrates engineering history of Northeast Ohio, bringing

the region's past, present and future together. The DVD includes historical footage and interviews with prominent engineering leaders and employers and special engineering projects.

At CES' anniversary celebration, Build-Up Greater Cleveland (BUGC), previously part of the Greater Cleveland Partnership merged with CES. BUGC was created 25 years ago to get public works agencies together to plan, prioritize and fund infrastructure projects. CES will be their program manager in areas unrelated to advocacy.

"We spent a great deal of time looking at the Society trying to determine the next 125 years," Dorothy C. Baunach, president and executive director of Nortech and past-president of the board of the Cleveland Engineering Society, says of her tenure. "Our goals were to recognize it as a membership organization and to understand the interests and values to members and to align with economic development in the region."

A member survey was conducted and a plan for the future of CES created. Through the survey, it was learned that there is strong member interest in new technology and in particular in two groups: civil engineering and the science and technology (electrical, biomedical, fuel cells, nanotechnology) fields.

"The future looks promising," Baunach adds. "Talent – sciences, technological, entrepreneurial – in the area is critical for growth."

The Cleveland Engineering Society begins its next 125 years with a plan and

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FORWARD LOOK The Cleveland Engineering Society begins its next 125 years with new board president Dr. Stephen Gage.

a new board president in Dr. Stephen Gage, president of CAMP, Inc. (CAMP, a corporate member of CES, was created by leading manufacturing executives 22 years ago to improve the competitiveness of manufacturers in Northern Ohio.)

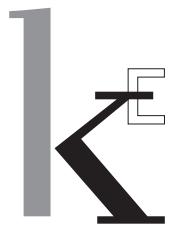
"My goals [for CES] are three-fold," Gage says. "First, after a turbulent year of CES staff changes, I want to make sure that the organization is fully stabilized and functioning effectively again. Second, I want to advance the strategy that we developed last year under Dorothy Baunach's leadership. Third, through the implementation of that strategy, I would like to see the Society's membership and the importance to the community begin to grow again."

"Across the country, many membership organizations are experiencing declines," he adds. "To avoid becoming irrelevant, the Society will have to change. The strategy that we're pursuing will create a new and brighter future for CES."

"First, we want to provide the high quality membership services that will solidify and expand the core of the Society's membership, namely those engineers and related personnel associated with Northeast Ohio's public infrastructure. Second, we want to expand and grow the Society's membership by offering educational and networking opportunities to a broader cross-section of the scientific and technical communities across Northeast Ohio." **P**

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Future Visions

Predictions in engineering and design for 2130

We knew that as part of the CES 125th anniversary issue, we would be traveling back in time to examine the history of this integral organization. As such, we thought it might be interesting – and entertaining – to try to gaze into the future of engineering and design as well. So we asked Cleveland-based firm Karpinski Engineering to design a building for the year 2130. What would it look like? How would it work? Obliging our invitation, Karpinski decided to design a hospital of the future. Below is an example of a typical day-to-day memo regarding such a facility, which Karpinski has named Sky Shore Memorial Hospital. Read on and enjoy! –Ken Krych

DOCUMENTATION MEMO

Date: September 14, 2130

To: Mr. Jerry Atricks, Sky Shore Hospital

From: James Karpinski VI

Subject: SD Narrative

Project: New Facility

Project Number: 2130-152

Schematics Development narrative

New Hospital Design

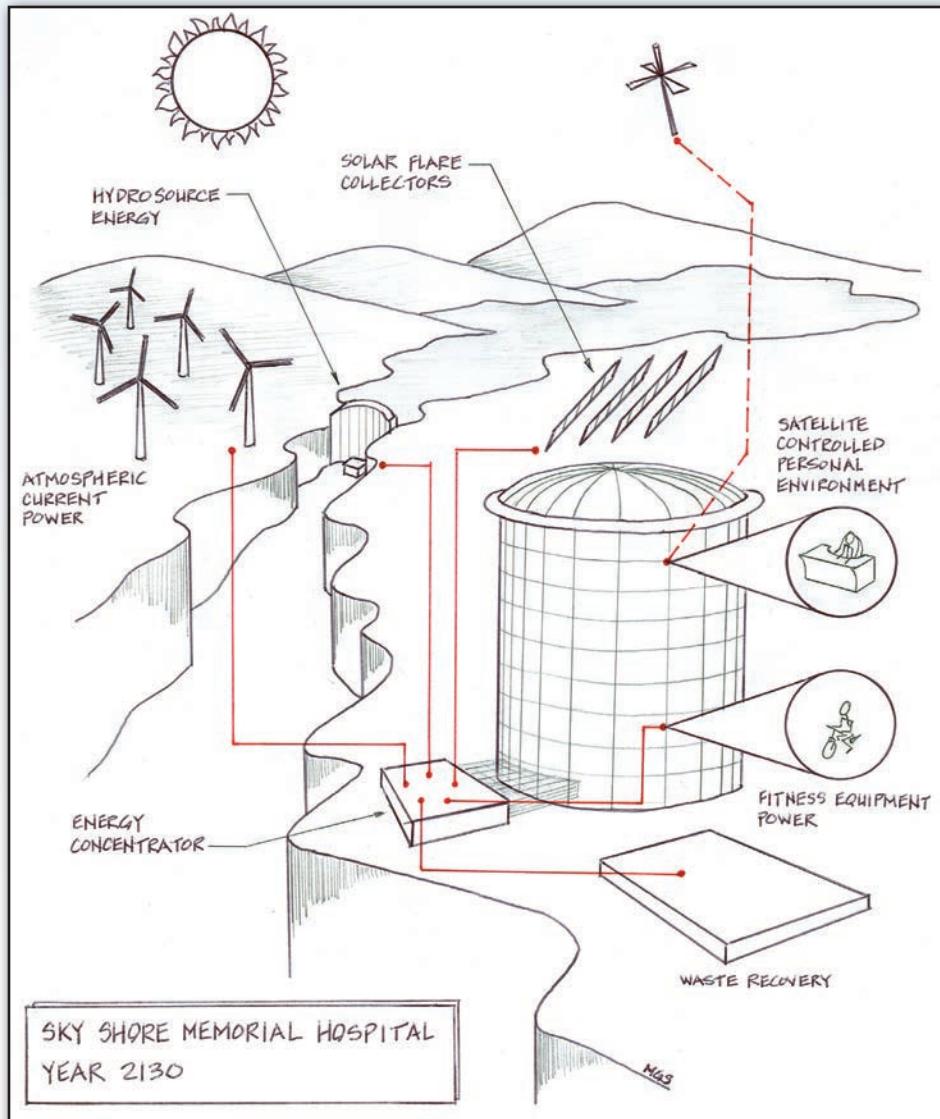
Fuel Source

A. Due to the new Energy Policy Act of 2127 new building construction cannot use fossil fuels. Therefore, the following on site energy generation capabilities have been incorporated into most new building designs, as they will be for the new Sky Memorial. As you know, even though the typical hospital fuel consumption is down from an average 8 watts per square foot of a mere 50 years ago to 3 watts per SF today the very limited availability of utility company provided energy dictates the need for this on site generation. In spite of the numerous wind farms, solar collection systems and sea water (thermocline) generated power systems operated by the government, we are recommending the following on site energy systems:

- Hydrogen Fuel Cells
- Methane production cells in combination with your on site waste recovery system
- Nuclear Fusion Power Modules
- Solar Flare Collectors
- Wind Power Generation
- Hydrogen generation
- Fitness equipment generated power
- Solar concentration (steam generation)

In addition, your on site Ozone generation system will continue to assist in environmental improvement by aiding in ozone layer replenishment. The reduction in environmental impact of these systems will increase your available world environmental impact units.

B. Your proposed "Virtual" facility management system will incorporate virtual



reality remote system observation and VM maintenance with robotic manipulation capabilities. This system will operate on the world wireless network (WWN).

C. You have been registered for the newest version of the SCPE (Satellite Controlled Personal Environment) system that you will use for personal operation. This system will continue to provide your personal environmental settings at all building locations whether you are at home, work or at the world trade markets.

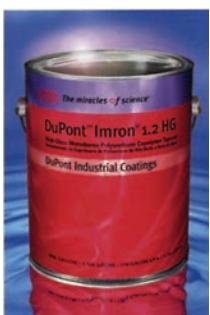
D. Your administrative office employees will be working in their individual Virtual offices with remote office access via the interplanetary web (IPW). This feature of the system will permit employees to avoid leaving their individual biosphere residential units. This same remote access system will be used for your virtual health evaluation system as well as your Virtual surgery performance.

E. You are confirmed for the transfer of 4500 WMU (World Monetary Units) to our corporate account for the provision of these updated services. **P**



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DAS Construction Renovates Educator Apartments



HOME SWEET HOME A recent renovation at Educator Apartments means residents will enjoy larger living spaces with modern amenities.

apartment spaces. Originally, the building featured 16 efficiency apartments on each of floors 2 through 9. The renovated facility includes 12 apartments on those floors, each expanded in size and with updated cabinets, doors and flooring.

The project also entailed updating the roof, updating wiring and plumbing throughout the building, replacing an incinerator with a trash compactor with accommodations from each floor, installing new air conditioning systems, upgrading elevators, expanding kitchen areas and bathrooms, and "sprucing up corridors and laundry rooms," Welter says.

In addition, more than 600 upper floor windows were replaced and the exterior was tuckpointed. To work around existing tenants, DAS phased the construction, renovating the building three floors at a time.

"It was 40% occupied when we began and the building needed to be operational for those tenants throughout the renovation process, which was a bit of a challenge," Welter says.

Work on the building, which is owned by John Joyce and Joe Bobeck, was completed in early November 2005.

New Lorain Development Breaks Ground

In September, North Coast Building Industry Association (NCBIA) Member Tower Park Homes broke ground on The Meadows at Deerfield Estates in Lorain. With the support of Lorain Mayor Craig Foltin, Tower Park Homes begins phase one of The Meadows at Deerfield Estates located on Oak Point Road just north of Route 2.

The detached single family cluster home community offers a limited maintenance lifestyle with the amenities of a private clubhouse and swimming pool while maintaining

the privacy of a traditional single-family home such as a yard for each home. Pricing starts in the \$160,000's.

TC Architects Announces New Team Additions

Akron-based architectural and interior design firm TC Architects recently announced the most recent additions to its team.

Robert C. Chordar, AIA, is the firm's new president. Chordar, a licensed architect with more than 22 years of experience working at TC Architects, has been a partner at the firm since 1994 and was promoted to president in

May of 2005. He is currently the president of the Akron Chapter of the American Institute of Architects and is a graduate of the Leadership Akron Class XX.

Susan B. Allen, AIA, ASID, was promoted to the position of partner. She has been with TC Architects for over seven years and is an architect, interior designer and a LEED certified professional. She recently led the team that completed several exciting projects for the Akron Zoo (featured in Properties, October 2005), which were designed to promote environmental responsibility. Allen is currently the vice presi-

dent of the Summit County Board of Building Appeals and is a member of the City of Green's Charter Review Committee.

Todd M. Westover, AIA, was also promoted to the position of partner. Westover managed his own firm for over ten years before merging his staff of architects and designers with TC Architects. Under his leadership, T.M. Westover and Associates has completed such projects as the renovation of Greystone Hall, Brico's and Piatto restaurants, Marhofer Autoplex, Town Park Center Plaza and Harmony Pointe Office Building. Westover is currently the president elect of the Akron Chapter of the American Institute of Architects.

NAIOP Announces Awards of Excellence Call for Entries

The Cleveland Chapter of the National Association of Industrial and Office Properties (NAIOP) recently announced it is currently accepting submissions for its annual Awards of Excellence program.

"The 2006 banquet will once again be held at the Intercontinental Hotel and Conference Center in Cleveland, Ohio on May 18," says Awards Committee Chair Johnna Walter. "This special luncheon allows you to meet, greet and honor the best and the brightest of our industry."

The awards program serves to recognize top projects and transactions of commercial real estate professionals. NAIOP requires that submitted transactions and

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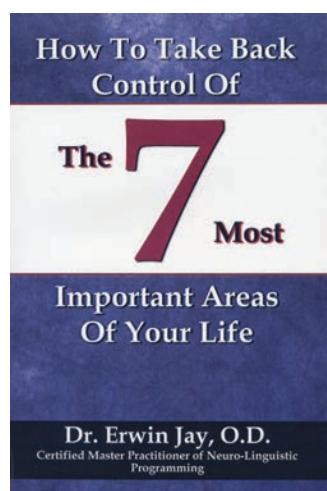
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projects have been or will be completed by December 31, 2005. For more info visit the chapter website (www.naiop.org/northern_ohio) or call Johnna Walter at 216.898.2440 x3364.

Local Physician Presents New Book

Optometrist Dr. Erwin Jay, O.D., who has spent his last 50 years in Cleveland, has recently completed his self-help book How To Take Back Control of the Seven Most Important Areas of your Life.

"This is a book for everyone," Jay says. "It was written to help readers put their lives back together again, better than before. The ancient mystics write and tell us that



bliss is the normal state. Pure joy. But how often would you look at your life as blissful?"

The book, which is focused on improving one's life and life skills, is available at Amazon.com.

KS President Named to Crain's 2005 Women of Note

Lynn S. Miggins, P.E., president of KS Associates, has been named to the *Crain's Cleveland Business Women of Note*, an editorial feature highlighting the accomplishments of women in Northeast Ohio.

Each year, *Crain's* recognizes a select group of women for their career achievements, community service and civic leadership.

"Our review committee selected Lynn for her entrepreneurial spirit, her professional distinction throughout the design and engineering community, and her achievements in a traditionally male-dominated

profession," *Crain's* Editor Mark Dodosh says.

Miggins was selected from more than 200 nominations. She is accustomed to standing out in the crowd. She was one of three females among the 200 engineering students in her class at the University of Dayton. Her career includes being the first female to have worked in the engineering department at the City of Elyria.

Today, Miggins is president and majority owner of KS Associates, a civil engineering and land surveying firm where nearly 30% of employees are female. Many of these women are in key technical positions and hold titles including Professional Engineer (P.E.), project man-

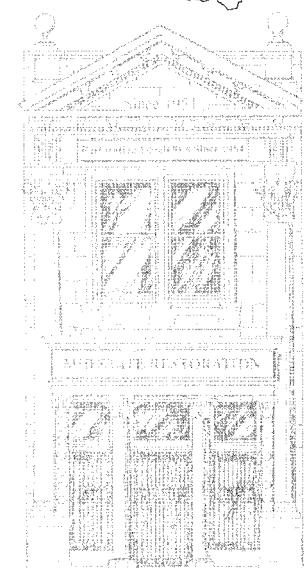
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Lynn S. Miggins

ager, land surveyor and CAD technician. The firm's chief financial officer and marketing director are female.

Since becoming co-owner of KS Associates in 1987, Miggins has grown the firm in terms of employment, rev-

enue and profitability. In the last three years alone, the company has added 15 people to its roster, many of whom are women.

"KS Associates is an equal opportunity employer. We don't intentionally seek out women for employment," Miggins says. "We hire the most qualified person for the job. If that person is female, then that's a reflection of the engineering community's acceptance of women and the growing interest females have in technical roles."

Junior League Secures Designer ShowHouse Site

The Junior League of Akron recently announced that it has secured a site for its



Perkins Stone Mansion

Designer ShowHouse 2006, a project in which Summit County interior designers and landscapers demonstrate their abilities by redecorating a property and its grounds.

The selected site at 550 Copley Rd. in Akron includes the Perkins Stone Mansion and John Brown House. Both buildings hold a historical significance in the Summit County region.

Perkins Stone Mansion, a Greek revival built in 1837, was the home of Simon Perkins, Jr., the son of Akron's co-founder Simon Perkins. Simon Perkins Jr. served as a state senator and was influential in the formation of the county and Akron as its county seat. John Brown, the famous abolitionist remembered for leading an attack on a federal arsenal in Harpers Ferry, West Virginia as part of a plan to end slavery, occupied the then two-room cottage across from the Perkins Stone Mansion when he worked in the wool industry with Perkins during the 1840s.

Use of the buildings was coordinated through the Summit County Historical Society, according to Junior



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League of Akron Co-Chair Janis Worley.

"The collaboration of [the two groups] is a win-win situation," Co-Chair Terri Nass Reeder says. "Not only will the League be conducting a fund-raiser for its community projects, but it will be helping to provide a face lift to these historical properties that the community will be able to enjoy for years to come."

In addition to showcasing interior design, the ShowHouse will also be going outdoors.

"We are preparing to work on the gardens surrounding both of these homes," Co-Chair Ann Wehener says. "Using historical photographs we hope to restore a variety of the planting designs and

effects that had been on the grounds years ago."

This event will be held in June 2006, with the selection process of designers, landscapers and other organizations currently underway. All proceeds from this fundraiser will benefit the Akron Junior League.

Blue Book Announces Agreement With Reed Construction Data

The Blue Book of Building and Construction has officially announced an agreement with Reed Construction Data® that, effective immediately, provides direct access to complete BB-Bid® functionality within the Reed Private Plan Room.

BB-Bid connects over 6,000 registered general contractors with subcontractors and suppliers included in the Blue Book's premier, national database of over a million qualified company listings.

BB-Bid enables contractors to send ITB's to their private vendors as well as providing them with the ability to message additional vendors in The Blue Book's premier construction database.

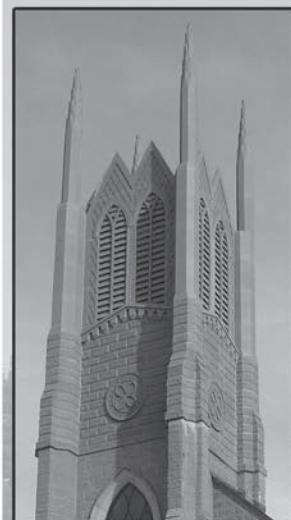
The online system identifies subcontractors, vendors or suppliers interested in bidding on their construction jobs.

BB-Bid's technology also allows users to manage their own private vendors, maintain private and project vendor databases and apply

information updates from thousands of vendors registered in The Blue Book.

"The Blue Book is proud to work with a nationally respected information provider such as Reed Construction Data," says Rich Johnson, general manager for The Blue Book. "We take great pride in our mission to bring industry buyers and sellers together and by delivering our bid management technology to Reed Private Plan Room customers, we're working to do just that."

"Reed Construction Data is committed to bringing the best solutions at the best possible value to the construction market," explains George Haddad, of Reed Construction Data. **P**



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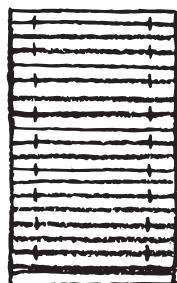
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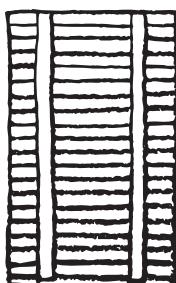
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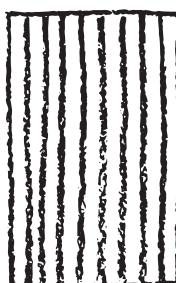
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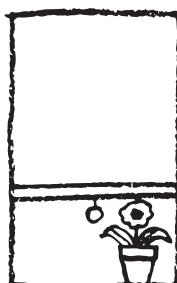
Mini blinds



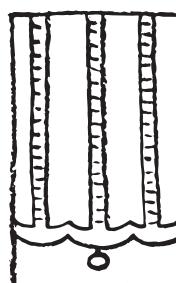
Venetian blinds



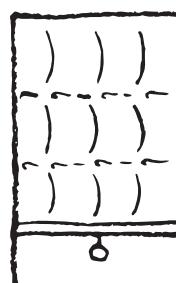
Vertical blinds



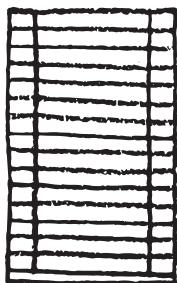
Plain shades



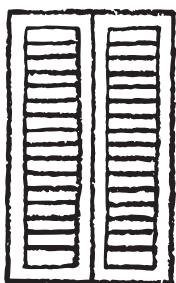
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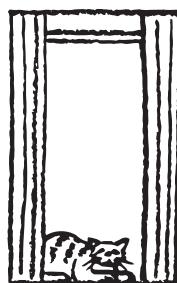
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I'm In Your Debt, Part 2



ALEC J. PACELLA

Last month, we covered the basics of a commercial real estate loan, including typical structure, the primary components and a brief overview of a few key ratios that lenders rely on in their evaluation of a property.

This month, we will take a look at the benefits and risks of different types of loans and how these impact the typical investor.

And since loan theory can be a little dry (apologies in advance to all my lender friends), we'll take a little different slant and call this "myths and realities," since there are always two sides to every story.

Myth

Loans that contain balloon payments (i.e., the loan comes due before it is fully

amortized) should only be considered by owners with a short-term hold strategy.

Reality

Having a loan come due prior to it being fully amortized can offer several advantages. First, it helps the owner maintain a desirable debt to equity ratio in the property, allowing the owner to recapture the equity that has been paid down in the process. Second, it offers the ability to take advantage of any future decreases in interest rates (although there is clearly a risk that rates could go the other way). And third, it allows the owner to harvest any appreciation in value that the property has enjoyed.

Myth

The only loans that should be considered by an owner are those that do not

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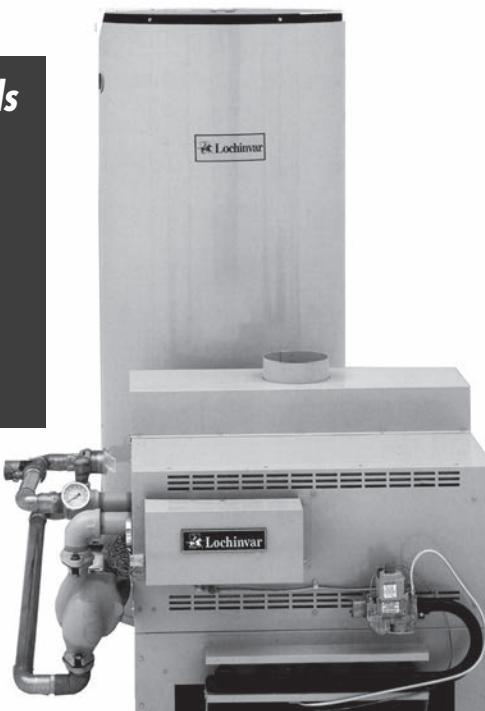
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involve any personal recourse (i.e., are non-recourse loans).

Reality

While non-recourse loans certainly have obvious advantages, the primary disadvantage is that they can tie an owner's hands with regards to a sale prior to the loan coming due. Many owners that obtained non-recourse debt in the late 1990s/early 2000s are now trying to cash in on rising values and sell their properties, only to find that their loans contain pre-payment or defeasance penalties which are extraordinary.

Myth

Lenders primarily consider the purchase price when determining the amount they are willing to lend.

Reality

Purchase price is but one component that lenders consider. At the front of the line is value, which is nearly always determined not by the purchase price but by an independent, third-party appraiser hired by the lender. In a perfect world, the resultant value would always be the same as the purchase price but things don't always work out that neatly. If the appraised value is higher than the purchase price, the borrower will be happy as they may not have to add as much equity as they initially thought. But if the value is lower, the borrower will be unhappy, as they will either have to add more equity than they originally thought or go back to the seller with a lower price.

Myth

Local Saving & Loans are better for small deals while insurance/life companies are better for larger deals.

Reality

Both are equally capable lenders across a wide range of property sizes and types. While each typically has lower and upper lending level thresholds, the primary differences between the two are risk and recourse. In general, Savings & Loans are more tolerant for tenant, leasing and/or property risk but their loans nearly always involve at least some level of personal recourse. In contrast, insurance/life companies rarely include

Heard Thru the Grubbvine

Welcome back First Industrial, a Chicago-based REIT, has returned to the Cleveland market as a result of a \$1 billion bulk portfolio purchase. Of the 216 properties purchased from Duke Realty in September, 18 are located in northern Ohio. First Industrial made its initial entry into this market in the late 1990s and fully exited by 2001. **But leaving so soon?** First Industrial has subsequently listed for sale 10 of the properties that it just purchased, two of which are located in northern Ohio. While this may seem a bit perplexing, they believe that these properties are well-positioned for an immediate sale and expect to realize a sizable gain, even though they have owned them for a few short months. -AP

any personal recourse but are much less tolerant for risk.

Myth

Bridge or interest-only loans should only be considered as a last resort.

Reality

These types of loans get a bad rap due to their short-term, temporary nature. However, depending upon the circumstances, short-term loans can be an excellent choice for the savvy investor. The strength of these loans is that they often can be prepared quickly and/or in instances where there is leasing risk. They are then replaced with more traditional debt within the first few years. The key to steering clear of trouble is a realistic confidence that the property

can support a permanent loan at some point in the near future.

Myth

Properties that have high levels of leasing risk, such as short-term leases or high vacancy, cannot be financed.

Reality

Loans are available for almost any piece of real estate but the real question is the willingness of the potential borrower/owner to accept the terms of the loan. In instances where a high level of leasing risk is present, lenders often compensate for this risk by asking the borrower to provide a monthly payment, in addition to the principle and interest payment, in the form of a reserve. Reserves are simply a "rainy-day fund" that ensure the borrower/owner will be able to meet the debt service and/or have money available for improvements should the need arise. So getting a loan will not be that big of a problem but the terms of the loan might be.

It's been a wild ride this year and next month, we'll take a look back at some of the key trends for 2005 as well as make some predictions for the coming year. P

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



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Realtors Back Efforts to Curtail Eminent Domain Ruling

By Matt Parnell

Realtors across the nation support state efforts to curtail the recent Supreme Court Kelo v. City of New London decision that allows local governments to seize private property in the name of enlarging their tax base and promoting economic development.

Realtors feel that matters concerning land use, economic development and blight are issues better handled at the local and state level.

A recent member survey underscores their opinion that state and local governments are best positioned to render decisions regarding eminent domain. Almost 70% of Realtors said each state should have the power to make its own laws about eminent domain, while close to 30% said the Congress should

establish standards for the proper use of eminent domain.

In 25 states, the land taken in New London would not have been legal due to restrictions in state constitutions, statutes or case law. In the wake of Kelo, several states have already amended their laws to further restrict the use of eminent domain and many other state legislatures are preparing to act next session to toughen their eminent domain laws.

Protecting the right of citizens to be secure in their ownership of property is a core value of Realtors.

Private property rights are the cornerstone of the real estate industry and a key principle of the social contract upon which our democratic system of govern-

ment relies for legitimacy. Any erosion of private property rights is cause for serious alarm.

Realtors were surprised that the Supreme Court decided to side with local governments in Kelo v. City of New London.

The National Association of Realtors filed a friend-of-the-court brief urging the court to apply a higher level of scrutiny and insist that the government provide persuasive and objective evidence to justify its use of eminent domain in cases where property is not taken for public ownership and use. **P**

Matt Parnell is the chairman of the board for the Cleveland Area Board of Realtors (CABOR).



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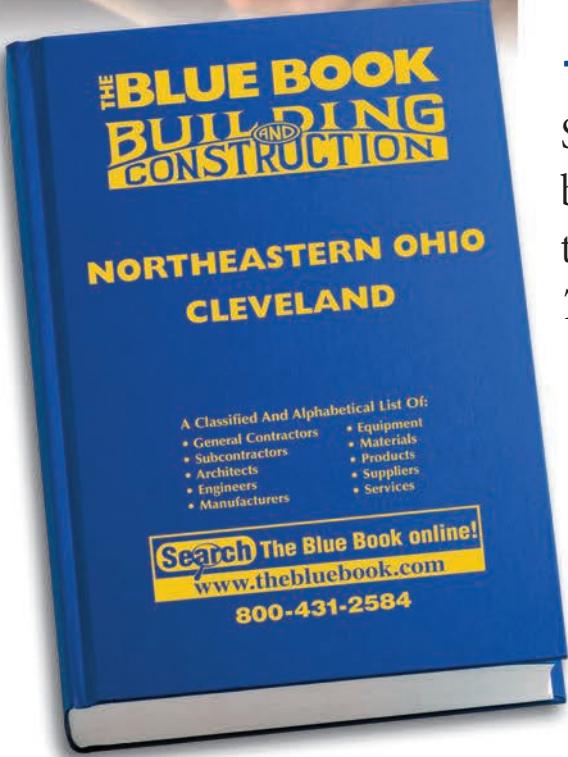
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Ohio Supreme Court Protects Subcontractor From Owner/Developer Economic Loss Claims

By Robert A. Hager, Esq. and Janice Casanova, Esq.

The Court has acknowledged that there can be an exception to the Rule where there is a "sufficient nexus" (a certain relationship or interaction between the parties).

On October 26, 2005, the Ohio Supreme Court ruled in *Corporex Dev. & Constr. Mgt., Inc. v. Shook, Inc.* (2005) 106 Ohio St. 3d 412 that a building project owner/developer cannot sue a subcontractor directly for monetary losses if there is no contract between the owner/developer and the subcontractor.

This case arose from the construction of an Embassy Suites Hotel in Dublin, Ohio. The owner, Dublin Suites, Inc. (DSI), contracted with its "sister company," Corporex Development and Construction Management, Inc. (Corporex), for the construction of the hotel. Corporex subcontracted all of the concrete work to Shook, Inc. DSI was not a party to the Corporex/Shook

subcontract. When the hotel opened four and a half months late, DSI and Corporex sued Shook, asserting claims based on breach of contract and on tort claims of negligence and breach of implied warranty.

In a 5-2 decision, the Ohio Supreme Court ruled that DSI could not sue Shook directly for economic losses. The Court held that Shook owed no independent legal duty to DSI (in tort or otherwise). In a case such as this, the owner's only remedy is to sue its general contractor. The contractor can then sue its subcontractor for any breaches of its subcontract duties.

DSI had argued that it was a foreseeable beneficiary of the Corporex/Shook



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contract because Corporex and DSI were owned by the same individual, and Shook knew it. The Court rejected that position, however, out of concern that such an argument would allow any subcontractor to be held liable to a project owner simply because the subcontractor knew the owner's identity. The Court emphasized that even though Shook knew of the relationship between Corporex and DSI, that knowledge did not impose any independent duties on Shook towards DSI. In addition, the Court noted that although it may be possible to have a relationship that can create liability even where there is no contract, it takes more than merely knowing the name of the project owner to create that relationship. Since Shook owed no duty towards DSI, and Shook was not in contractual privity with DSI (meaning that Shook and DSI did not have a contract with each other), DSI could not assert any claims for monetary damages against Shook.

The decision is generally consistent with prior Ohio Supreme Court rulings addressing what is known as the

Economic Loss Rule. That "Rule" provides that in the absence of a contractual relationship one party in a construction project cannot be liable to another for economic damages such as delay related expenses or corrective work costs. The

[The Ohio Supreme Court ruled that a] building project owner/developer cannot sue a subcontractor directly for monetary losses if there is no contract between the owner/developer and the subcontractor.

a cause of action, the Court did not provide any further guidance on what would create that "sufficient nexus". In other cases, the exercise of direction and/or control over the other party has been an important factor to the Court in determining whether there is a "sufficient nexus" to substitute for privity of contract. P

Janice Casanova is an associate in the Columbus office of Buckingham, Doolittle & Burroughs, LLP and a member of the Real Estate and Construction Practice Group. Before joining Buckingham, Casanova was an associate at Maguire & Schneider, LLP, counsel for DSI, and was involved in preparing the Supreme Court argument for DSI. Bob Hager is a shareholder in the Cleveland office of Buckingham, Doolittle & Burroughs, LLP and a member of the Real Estate and Construction Practice Group. Hager currently serves as Chairman of the Ohio State Bar Association Construction Law Committee. He has been recognized as one of the Best Lawyers in America® and an Ohio Super Lawyer® in the field of construction law. Casanova and Hager can be reached at 1-800-686-2825 or by e-mail at bhager@bdlaw.com or jcasanova@bdlaw.com.

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Reflecting Growth

Developers Diversified expands headquarters in Beachwood with matching facility

By Mark Watt | Photos by Scott Pease

Developers Diversified Realty has long thrived on creative growth. In the early days, founder Bertram Wolstein decided to expand his company's portfolio by placing smaller commercial properties next to popular Kmart retail stores – in turn giving birth to modern strip shopping centers and quickly transforming the firm into a nationally recognized commercial real estate powerhouse. And this year, 40 years after its inception, Developers Diversified has gone international with the purchase of five million square feet of property in Puerto Rico. Currently led by Wolstein's son Scott, chairman/CEO, and President/COO David Jacobstein, Developers Diversified now has an enterprise value of approximately \$10 billion

and owns more than 500 properties in 44 states (plus Puerto Rico), totaling about 113 million square feet of real estate.

Locally for the company, all of the business growth led to an expansion of staff at its national headquarters in recent years. And that came with a need for more space. As its existing 45,000-square-foot corporate home in Beachwood had filled to its capacity of 180 employees, the company opened satellite offices in Beachwood and Moreland Hills to accommodate its growing staff, but those moves came at a price as traveling between the offices proved time-consuming and costly. With continued corporate growth, the need for more space and improved efficiency only grew.



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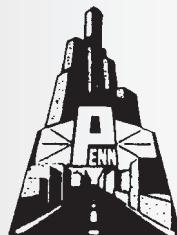
To satisfy these needs, Developers Diversified recently expanded its headquarters in Beachwood. Opened in October, a new 45,000 square foot building was constructed on about two-and-a-half acres next door to its existing headquarters at 3300 Enterprise Parkway.

"[It's] a result of our continued growth," Scott Wolstein says. "Consolidating our headquarters into one location improves our operating efficiency."

Doubling up

At first sight, the new building is essentially a mirror image of the existing headquarters, which was built in 1998. The new, three-story facility, completed on a 12-month construction schedule, is a steel-framed structure with a precast shell and a glass curtain wall, over a poured-in-place concrete deck.

Materials were meticulously selected to replicate the existing structure, under the direction of ka Architecture, which designed both the original building and the expansion, and The Krill Co., Inc., which served as general contractor on the project.



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TABLE FOR TWO A full service cafeteria accommodates staff from both the original building and the new facility.

"One of the biggest challenges with the precast was that you're matching something that was here for a few years," explains Nick Christie, project manager with The Krill Co., Inc. "The precast contractor forms all the precast at one time offsite. Although they came out to confirm a color match, it was hard to tell if it would be an exact match or not. But it was successful. It's a perfect match. It helped that Developers Diversified had just completed restoration of the original building's exterior, including cleaning and resealing, which allowed for a closer match than otherwise possible."

Even though the original building is just eight years old, some of the product lines utilized in its construction have changed slightly, which presented some challenges, says Todd Wolfgang, project manager with ka Architecture.

"We were involved in finding certain glass for the curtain wall and it



took some work," Wolfgang says. "The manufacturer had changed the makeup of colors used over the years, so we had to work with a variety of subcontractors and manufacturers to get that exact look, to get a clean match."

The buildings are meant to look identical from the street, but a closer inspection and a walk through the

facilities reveal some differences. While the original building was constructed on slab, the new structure includes a 15,000-square-foot underground executive garage, with 24 spaces and a car wash bay, and storage area. This underground area is accessible from the south by a ramp that is equipped with a glycol snowmelt system.




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"The new building maintains the look of the existing one, but structurally it is entirely different because of the addition of the underground parking and storage area," Wolfgang says.

The new building was constructed as an employee-only space so its floorplan is also considerably different from the original. While the existing building features an open lobby area with a welcome

desk and high-end furnishings, such as granite and wood wall features and tile flooring, the lobby of the new building is a simple, one-story space accentuated with reveals in its drywall ceilings.

"Many of the interior features of the new building are harder, commercial materials because of the constant workflow," Wolfgang says.

MOVING UP The new building is equipped with two elevators and a pair of stairs.

Various conference rooms, with Cleveland-themed monikers such as The Jake and Severance Hall, are situated throughout the building among offices and other work areas, as well as a first floor mailroom and a 70-seat, full service staff cafeteria, which replaces a smaller café formerly located in the original building. The entire building accommodates wireless technology, with plans to expand those capabilities to the existing building in the future.

In addition to the new construction, the \$7 million project included some minor renovations of the existing building. Conference rooms that served as temporary office spaces were restored to their original form, the old café space was replaced with offices and new signage was placed throughout the facility.

As a tribute to the company's founder, who passed away in 2004, a memorial garden is located between the two buildings, accessible by the 30-foot, glass-enclosed walkway that joins the two

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facilities. Landscaping and seating areas surround a memorial stone, inscribed with the words, "In fond memory of Bert L. Wolstein."

Built for continued growth

As Wolstein's legacy continues with the ongoing growth of Developers Diversified, Christie says he believes the new building should satisfy the company's needs now and into the future.

"There's plenty of room for future needs," Christie says.

Of the 590 men and women that Developers Diversified employs throughout the country, 350 now work in the headquarters yet the buildings combined can accommodate up to approximately 490 employees. And with the recent purchase of an additional six acres behind the headquarters, Developers Diversified is prepared for the addition of an even larger building in the future if needed.

At present, Wolfgang says, the expanded headquarters should serve the company well, which is the result of quality working relationships between the general contractor, the owner and

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PEACEFUL PLACE A landscaped garden situated between the two buildings is dedicated to the memory of Developers Diversified Realty founder Bertram Wolstein.

the architect.

"This project turned out nicely," Wolfgang says. "DDR's needs were fulfilled and for buildings that are supposed to look alike, you're not going to get much closer than this. Anytime you try to duplicate something, there's always going to be a series of challenges involved, but with the teamwork between The Krill Co., Inc., DDR and ka Architecture, we were able to accomplish it on time." P



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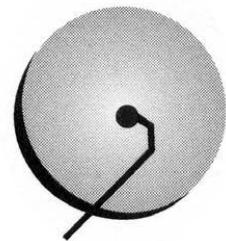
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When 'Different' Means Good

Colliers Ostendorf-Morris integrates itself with local history, future

By Diane DiPiero Rodio

Being different" has many connotations – some good, some not so good. In the case of Colliers Ostendorf-Morris, the 65-year-old Cleveland real estate firm, being different is a breath of fresh air.

Even the name is a little bit different. Known as just Colliers International for the past several years, the real estate arm of the diversified services company OM Partners LLC recently reintroduced the venerable Ostendorf-Morris moniker to reflect the firm's tight integration with Cleveland's history and its commitment to the future.

Colliers Ostendorf-Morris, a part of the third largest real estate firm in the world, is Cleveland's oldest and broadest reaching full-service commercial real estate and property management firm. For example, property management services gets involved with everything from the 21-story B.F. Keith office building in Playhouse Square to the 150,000-square-foot Ursuline Mother House in Pepper Pike.

Paying attention to building owners' and tenants' needs and interests – and then following through on making them



BUILDING GEMS Colliers Ostendorf-Morris Construction is an expert at complete design-build projects, such as this recently completed retail center featuring Jared: The Galleria of Jewelry in Canton.

a reality – has long been a signature character of the firm.

"We understand and we listen," says Frank Pschirer, senior vice president and managing director of Real Estate Management Services. "Now we're taking it to a new level."

One of the greatest examples of this was the establishment of Ostendorf-Morris Construction, formerly Building

Improvements. This offshoot of the real estate management services division provides customized building services for owners and tenants.

"Clients would say, 'We'd like you to handle construction when new tenants move in,'" Pschirer says.

Building Improvements was born in 1986 as an answer to these requests.



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GRAND ENTRANCE Recently, Colliers Ostendorf-Morris completed a renovation of the Keith Building's lobby to its original splendor.

The construction business allowed Colliers Ostendorf-Morris to diversify its capabilities.

"Most construction companies sit in their own vacuum," says J. Peter Ditchman, managing director of OM Partners. "Our [OM Partner] companies work off one another. Construction was a logical outgrowth of Colliers Ostendorf-Morris. We build it, lease it and take the client onto the next project."

Right from the start, Ostendorf-Morris Construction had a different look.

"First of all, we picked a woman to head it up," Pschirer says. Paula Fishman, armed with several years of design, tenant coordination, retail and commercial building and design-build experience, fit into the role like a well-worn glove. The vice president's petite frame and congenial personality immediately puts clients at ease; then her creative and results-oriented sensibilities assures them that the job will get done.

Ostendorf-Morris Construction offers tenant build-out work; capital projects and renovations, such as the new façade of the Keith Building; new construction, specialty-type projects, and consulting. The company handles non-profit jobs

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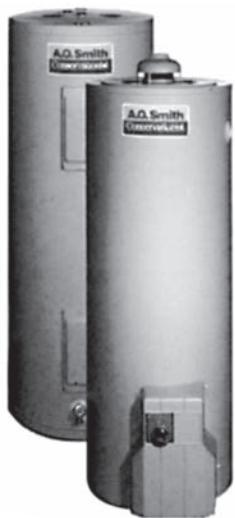
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TOP TALENT Paula Fishman serves as vice president of Colliers Ostendorf-Morris

with the same care and professionalism as large-ticket projects.

"A typical construction company is going to do a certain type of building," Fishman says. "I get involved in so many different projects."

For example, Ostendorf-Morris Construction recently put new doors on an old barn for a nonprofit organization. And, when contracted to refit an old building at Fairhill Center into respite quarters for people temporarily removed from their homes, Fishman and her team donated part of their profits back to the center, which is renowned for senior care. So why isn't the name Ostendorf-Morris Construction bandied about

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"We're low-key," Fishman says. "Primarily, we do private work and very little competitive bidding."

"We've historically been a quiet, under-the-radar company," Ditchman says. "People who know us, know what we do."

For instance, they know that Colliers Ostendorf-Morris goes the extra step for their clients. When the company took over management of the Ursuline Mother House, the operations division noticed that the boilers needed to run year round to supply heat and domestic hot water.

"We put in a separate gas domestic hot water system which allowed us to



shut down the more energy consuming boilers during the summer months," Pschirer says. "The next phase of the project was to figure out how to air condition the 53-year-old building. I don't think anyone else has these capabilities in-house."

Through the years, Ostendorf-Morris Construction has grown to become a strong component of the OM Partners family of companies. Initially, its business was composed of mostly clients of Colliers Ostendorf-Morris. Today, nearly 35% of its work is from non-clients. Despite the ongoing success, the company enjoys its high quality, low-key approach to business and plans to continue in that way.

Part of Colliers International, the third-largest real estate firm in the world, Colliers Ostendorf-Morris and now Ostendorf-Morris Construction has all the tools to continue its reign of success – and provide ultimate client satisfaction at the same time. **P**

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Power of One

'In-house outsourcing' provides benefits for local company

By Stanley Holloway

A local manufacturing company with several facilities throughout the greater Cleveland area has made the conversion to the "Power of One" management concept. The facilities manager for the sites describes the concept as in-house outsourcing.

"We use to have an autonomous management operation for our local facilities with little sharing of resources and networking opportunities," he says. "Working in such an independent environment diluted our opportunities to take advantage of shared knowledge from our facilities technicians, uniformity of facilities operation, and leverage of purchasing power."

Moving from an autonomous facilities management base to a "Power of One" model can be a difficult and assuaging process as outsourcing the services to an outside vendor.

The first task is to tender the idea to your management team. Like most decisions in the corporate world a business case has to be made to support the recommendation for changing the local facilities management platform. This step is necessary even when there appears to be obvious benefit to the company. And as with many corporate business cases for change, the corporate politics can be weightier to justify than the financial benefits and operation efficiencies.

Two common political concerns for the facilities management conversion to the "Power of One" concept are local plant/office managers not having absolute authority on their facilities operations and facility personnel reporting to another corporate business unit.

Let go

Plant/office managers that are used to running facility operations have an acute respect for how vital it is to have the building operation systems and support team function smoothly in

the background of their business. They understand the daily challenges of keeping employees personally pleased with their working environment especially when a facility team is serving 100+ plus employees working in the same general area. Satisfying employee personnel comfort in the areas of heating, ventila-

tion, air-conditioning, lighting, noise level and body perfumes requires an enormous amount of time and energy.

From a broader perspective, plant/office managers with facilities responsibility spend more than their share of time on issues related to office design ranging from single- and multi-workstations

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reconfiguration to multimillion-dollar renovation and refurbishment projects. Initiating and baby-sitting these types of projects from start to completion presents a different set of obligations, deadlines and expectations.

They began with the complexities of working with consultants from various fields of disciplines including interior designers, architects, horticulture, furniture, office signs, flooring, lighting and general contractors. They end with getting employees settled and readjusted

to new or different working spaces/conditions.

Projects like these are often fun, interesting and educational experiences. However these complex and time-consuming experiences do not add value to plant/office managers running their core business units in example accounting, communications, legal or product production. With absolute control of the facilities function under the local plant/office manager directions, they are intimately involved with the facilities

function and are assured that their staff of employees is supported for ultimate production. However, getting involved with the many details of reviewing office design and setting office standards will certainly deprive the attention of a plant/office manager from his or her core business.

Still, some plant/office managers feel they should be involved with facilities issues at the micro level and find it hard to let go. For this transfer of ownership to happen it may take some additional influencing and affirmation that the work is being turned over to facility experts. Plant/office managers should be assured that a formal system would be implemented to keep them in the loop of facility activities.

Work changes

The second task is gaining the confidence of site facilities teams that are responsible for local building operations

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and who will be affected by the “Power of One” concept. As expected, the facility staffs at the various locations will initially have anxiety about such a proposal fearing at the very least that new changes will take them out of their comfort zone. More importantly and at the other end of the spectrum will be the concern of job elimination or consolidation. While employees and managers will have different perspectives on the “Power of One” concept, it is important to get both groups headed in the same direction.

Tackling this task will take delicate and precise communication. In some cases, the first communications to the facilities staff at the local buildings is made easy by today’s typical business environment standard. Companies are expected do more and perform better with fewer resources. A facilities staff like all other business units is faced with the same challenge and understands

what is being demanded. Make the company’s goals and mission statements a big part of your upfront communications. You may also explain how the scope and role of the Facilities unit is changing in the company.

For example, improving services through Six Sigma tools (a data-driven approach and methodology for eliminating defects in a process) has become a significant change in facilities operations. Facilities technicians are getting involved with Six Sigma by documenting and implementing processes for continuous quality improvement, work standardization, and value stream mapping via task metric tables. Applying Six Sigma to internal and external contracted service technician will improve the quality of services delivered by the facilities unit. It will also require time and resources to optimize and employ Six Sigma tools.

Other changes may come by way of chance. As other business units become more specialized or realign department’s deliverables, the facilities staff is often the business unit that fills the service gaps left by other units. In example: the Supplier Resource Management unit may have previously had the responsibil-

ity of servicing employees with needs for individual office art selection and other miscellaneous office purchases. Through a strategic business realignment of the Supplier Resource Management unit, no future resources would be dedicated to services outside of their global deliverables. As a result, the facilities staff is usually expected to fill the gap as either a temporary or permanent fix for these kinds of additional services. Bottom line is more work for the Facilities unit. Sharing examples like this and communicating the corporate vision to facility personnel will help mobilize the transition from independent building operation to shared responsibility.

Employees are learning that consolidation of jobs and the “Power of One” concept does not mean a loss of control or necessarily mean job elimination. Expanding the vision of a facilities team and other unit managers to a corporate perspective will make it easier to move everyone in the same direction. Companies are simply trying to maximize resources.

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Stanley Holloway is manager of operations at Eaton Corporation’s Cleveland Headquarters.

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COMMUNITY CENTER

Ray and Joan Kroc Community Center

Ashland, OH (Ashland Co.)

ESTIMATED AMOUNT: \$10,000,000

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

STATUS: Owner is submitting application to Salvation Army headquarters seeking a portion of a \$300,000,000 donation.

OWNER: Salvation Army - Ashland
40 E. 3rd Street
Ashland, OH 44805
(419) 281-8001

DETAILS: Youth center; arts and education center; skate park; multi-purpose room; indoor soccer field.

PN-Q1104046

BUILDING ADDITION

Rock Creek, OH (Ashtabula Co.)

ESTIMATED AMOUNT: \$4,000,000

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

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STATUS: Owner recently announced project; plans are preliminary.

OWNER: Glenbeigh Health Source
P.O. Box 298
Rock Creek, OH 44084
(440) 951-7000

DETAILS: 19,000 SF addition to existing building; 25 inpatient beds; kitchen and dining area; new entrance; administrative offices; fitness center; 160-seat lecture hall.

PN-Q1103021

MANUFACTURING FACILITY

Lorain, OH (Lorain Co.) 3400 River Industrial Parkway

ESTIMATED AMOUNT: \$5,000,000

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

UPDATE: Project is on hold.

OWNER: Camaco LLC
40000 Grand River, Suite 110
Novi, MI 48375
(248) 442-6800 FAX (248) 442-6812

LOCAL OWNER: Lorain County Auto Systems
7470 Industrial Parkway

Lorain, OH 44053

(440) 960-7470

DETAILS: 60,000 SF.

PN-Q1129034

GOODY'S FAMILY RESTAURANT

Brook Park, OH (Cuyahoga Co.) Snow & Fry Roads

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

STATUS: Owner has received planning commission approval; bid schedule has not been determined.

OWNER: Michael Skoutas
3009 Clark Avenue
Cleveland, OH 44109
(216) 961-5699

ENGINEER: Davison Smith Certo Archs., Inc.
26031-B Center Ridge Road
Westlake, OH 44145

www.dscarchitects.com

(440) 835-3957 FAX (440) 835-4042

DETAILS: 3,800 SF sit-down restaurant with room for 120 patrons.

PN-Q0824006

PARK-N-RIDE EXPANSIONS

Various, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Announcing architect/engineer; planning is underway.

OWNER: Greater Cleveland Regional Transit Authority
1240 West 6th Street, 5th Floor
Cleveland, OH 44113
www.riderta.com
(216) 781-4546 FAX (216) 781-4480

ARCHITECT/ENGINEER: Osborn Architects & Engineers - Cleveland
1300 E. Ninth St. #1500
Cleveland, OH 44114

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DETAILS:
RFP No. 2005-110
Project No. 11.04

Part A: North Olmsted Park-N-Ride lot requires the purchase of an additional two acres of land, design and construction to add approx. 120 cars to the capacity of this lot.

Part B: Strongsville Park-N-Ride lot requires the design and construction to add 200 spaces to the capacity of this lot.

Part C: Westlake Park-N-Ride lot requires the acquisition of five to seven acres of land, design and construction to add 350 spaces to the capacity of this lot.

POC: Will Rivera (216) 566-5155, email: wrivera@gccta.org

PN-Q0628010

POLSKY BUILDING RENOVATION PHASES II & III

Taylor Institute For Direct Marketing
Akron, OH (Summit Co.) 225 South Main Street

ESTIMATED AMOUNT: \$1,551,175

CONTRACTING METHOD: Public Bids

UPDATE: Announcing architect; bidding schedule to be announced.

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

ARCHITECT: T.C. Architects Incorporated
1650 W. Market Street
Akron, OH 44313
www.tcarchitects.com
(330) 867-1093 FAX (330) 867-4198

DETAILS: Project No. UAK05023
Selective demolition; architectural, fire protection, mechanical and electrical renovation to a partially occupied area that will result in a renovated facility for realignment of various university offices and initiatives.

PN-J1215154

COMMUNITY RECREATION CENTER

North Ridgeville, OH (Lorain Co.)

ESTIMATED AMOUNT: \$20,000,000

CONTRACTING METHOD: Public Bids

UPDATE: Project is on hold; owner seeking funding.

OWNER: City of North Ridgeville
7307 Avon-Belden Road
North Ridgeville, OH 44039
www.ci.north-ridgeville.oh.us
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DETAILS: 20,000 SF, three-story building consisting of 11 condominium/townhouses with 6,000 SF of retail space.

PN-Q0801050

RETAIL DEVELOPMENT

Brecksville, OH (Cuyahoga Co.) Royalton Road & I-77

CONTRACTING METHOD: To be determined

UPDATE: Announcing architect; planning is underway.

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

DEVELOPER: Lewanski Development
4420 Valley Forge Drive
Fairview Park, OH 44126
(440) 243-5707

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

DETAILS: 79 acres; numerous retail stores; SF to be determined.

PN-Q0512017

MIXED-USE DEVELOPMENT

East Bank of the Flats

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$230,000,000

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

UPDATE: Announcing additional co-developer; planning is underway.

ARCHITECT: GSI Architects, Inc.
1240 Huron Road
Cleveland, OH 44115
www.gsiarchitects.com
info@gsiarchitects.com
(216) 363-0000 FAX (216) 363-1990

CO-DEVELOPER: The Cordish Co.
601 East Pratt Street, 6th Floor
Baltimore, MD 21202
(410) 752-5444

CO-DEVELOPER: Stirnisha Development
812 Huron Road East
Cleveland, OH 44115
(216) 696-6703

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

DETAILS: 340 rental and for-sale dwellings, 10-15 restaurants, neighborhood retail, cinema, 1,200 LF boardwalk and public marina; redirect Old River Road so that it runs parallel with West 10th Street.

KSU - GEAUGA CAMPUS INTERIOR RENOVATION

Burton, OH (Geauga Co.) 14111 Claridon-Troy Road

ESTIMATED AMOUNT: \$600,000**CONTRACTING METHOD:** Public Bids**STATUS:** Architectural RPF's received November 28, 2005.**OWNER:** KSU - Architect's Office

334 Lowry Hall

Kent, OH 44242

www.kent.edu/facilitiesplanning

univarchitect@kent.edu

(330) 672-3880 FAX (330) 672-2648

ARCHITECT: To Be Determined**DETAILS:** KSU-205137

Interior renovation of several areas in the Geauga Main Classroom Building; existing student room will be renovated and converted into a new student services area and will include a reception area, several advising offices, a financial aid office, student services office, registrar's office, several tutoring rooms and a testing lab; existing student services area will be converted into a new student union, faculty offices and faculty/staff lounge; several general classrooms in one wing of the building will be upgraded with new interior finishes; design will involve the development of a basic program along with the interior renovation and reconfiguration of various areas of the building.

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Colonial Arcade

Cleveland, OH (Cuyahoga Co.) Euclid Avenue

ESTIMATED AMOUNT: \$1,500,000-2,000,000**CONTRACTING METHOD:** To be announced**STATUS:** Planning is preliminary; developer will seek city approval shortly.**DEVELOPER:** Hall of Fame Development, Inc.

929 Harrison Avenue, Suite 201

Columbus, OH 43215

(614) 421-7427

DETAILS: Build-out of former Indigo restaurant space; convert adjacent arcade into a walk of fame featuring specialty sports stores and kiosks and engraved floor tiles; selective demolition; electrical; plumbing; lighting; painting; flooring; carpentry; drywall; signage.

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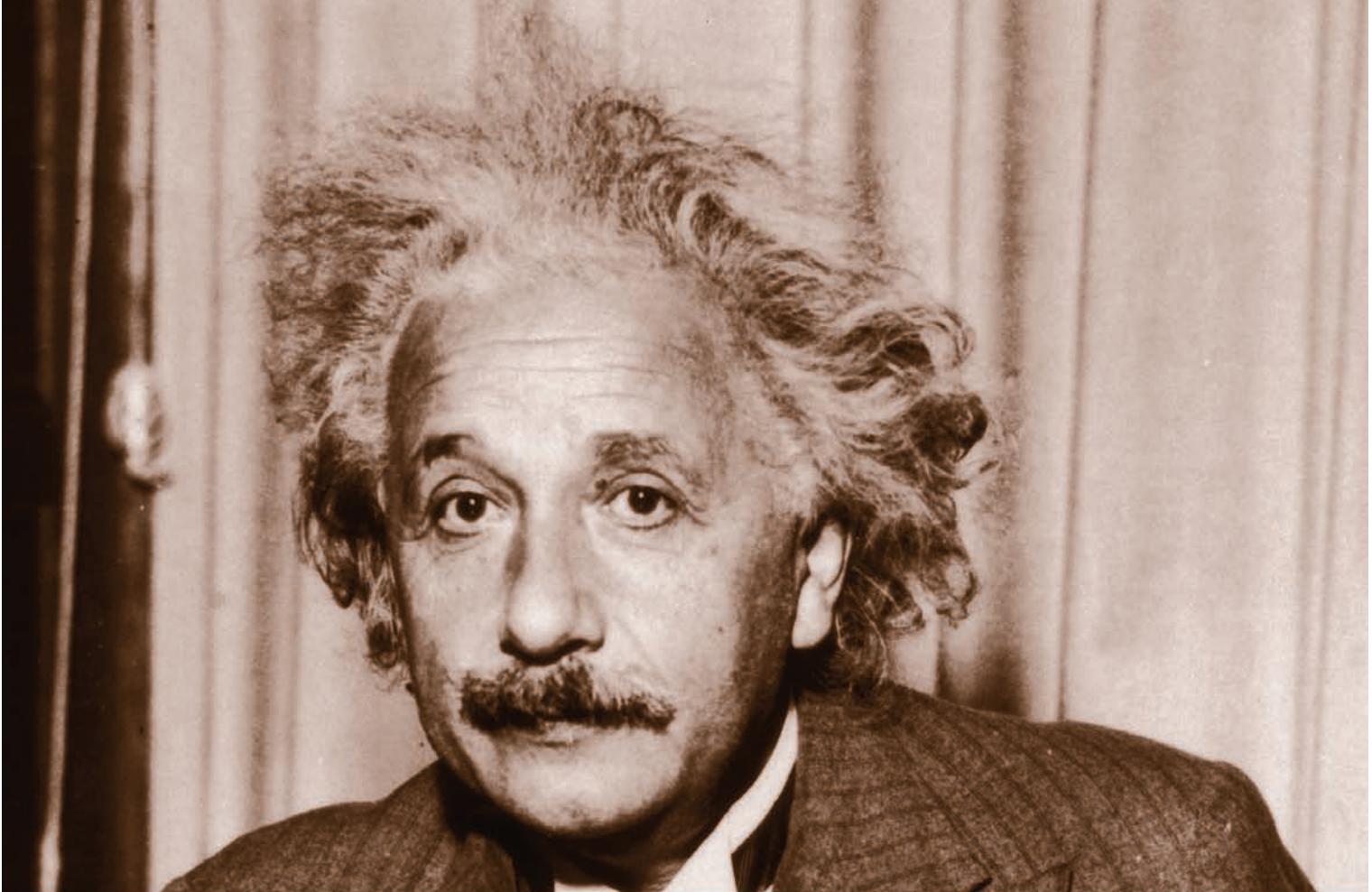


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A sepia-toned portrait of Albert Einstein, showing him from the chest up. He has his characteristic wild, curly hair and a well-groomed mustache. He is wearing a dark suit jacket over a white shirt and a dark tie. The background is slightly blurred, showing what appears to be a doorway or a hallway.

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