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Cover photo: University Hospitals' Quentin & Elisabeth Alexander Neonatal Intensive Care Unit at Rainbow Babies, by Scott Pease

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May 2009



KEN KRYCH

Fanfare for the Plumbing & Mechanical Industry

May is our annual plumbing and mechanical issue and I believe this year we have drawn together the best picture of how many associations and groups who are in this important field work together in Northeastern Ohio. Whether it is ten below or 95 degrees, these are the individuals who keep us warm or cool us down and keep things flowing. As new buildings are being built and older ones are restored, their jobs and input are becoming more and more important regarding energy efficiency and green building.

We would like to especially thank Thomas J. Wanner, executive director of MAPIC; David Williams, president of MCA president; Scott Wallenstein, president of CPCA; Mike Brandt, president of CPWB; Matt Kittelberger, chairman

of MSCA; David Krause, chairman MCI; and Jim Roddy, chairman of CPI for their assistance in expanding upon the union-affiliated association for the mechanical and plumbing trades.

Special thanks goes out to Lonnie Coleman, of Coleman Spohn Corporation in Cleveland, who recently became president of the Mechanical Contractors Association of America (MCAA). In this issue, we take an in-depth look into his company, his business philosophy, and his goals as president of the national association.

We also want to thank the other local experts who contributed to our HVAC and Plumbing Systems special section.

Our cover feature this month proudly explores the intricate design and building of the newest project for University



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Hospitals: the Quentin & Elisabeth Alexander Neonatal Intensive Care Unit (NICU) at its University Circle campus. A great deal of thought was given to both patients and their parents in designing this state-of-the-art new center.

Also, we are happy to showcase a successful addition to Rocky River United Methodist Church, which provides the parish with a new multi-purpose room and new entrance to its building – which for many years has been a beacon for sailors on Lake Erie.

In addition, we feature the design of BMA Media Group's new headquarters in Willoughby, which transformed a former five-and-dime store into a unique blend of offices, recording studios and event center.

Coming in June

Well, we have a lot on the way next month. There's the Realty Towers project on the square in downtown Youngstown that is being transformed into modern apartments and also, coincidentally, the restoration of the Park Building downtown Cleveland that also is being restored into upscale apartments and condominiums. Good things do come in pairs. Although not connected, both are located on city squares and are contributing to the revitalization of their surrounding areas.

We will also be getting into the swing of summer with a couple of sports-related projects: the new Frontier League baseball stadium in Avon, currently being constructed by Infinity Construction, and improvements at Westwood Country Club, recently completed by the Albert M. Higley Company.

Finally, our Environmental Solutions special section is coming next month and should be extra special this year with more and more focus on this crucial subject for our future.

Remember we appreciate your input for features, projects, people, anniversaries and profiles for upcoming issue. Call or email us with ideas.

Summer is upon us... enjoy!

Positively,



Kenneth C. Krych
Owner/Publisher



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PROPERTIES PEOPLE

Highlighting notable industry events



1 **Joe Simerale** (Midwest Equipment Company; pictured second from left) accepts his ten-year SIP award from **John Porada** (Construction Employers Association; third from left)

2 **James Elias** (Tile Layers Union #36)



SIP Awards Luncheon

Over 350 hundred people attended the 15th Annual Safety Incentive Program (SIP) luncheon, held recently at La Centre in Westlake, which celebrated safety record excellence. Thirteen union members were give a chance at driving away a new Ford F-150 pick-up truck; the winner this year was James Elias from Tile Layers Union #36. Matt Taylor, OCP Contractors, Inc. presented the keynote address. There were over 100 applicants with 71 awards. **P**



1 **Margo Gemperline, Mike Desidero** (CSI) and **Ron Wolf** (Art Window Coverings, Inc.)



2 **Chris Matejka** and **Joe Gabriel** (Quota Contract Cleaning Services)



3 **Brian Storc, Frank A. Caspio** and **Chad Helms** (Grunwell-Cashero Company)



4 **Keri Ann Kalavity** (Gillmore Security Inc.)



5 **Paul Etzler** and **Roger T. Gingerich** (Skoda Minotti)



6 **Mark Kubasak** and **Tim Korte** (Brickman Group)



7 **Ashley Recny** and **Brandon Gartee** (Gem Inc.)



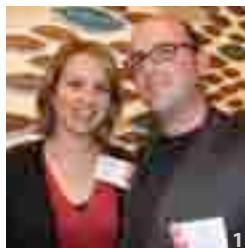
8 **Ken Krych** (Properties Magazine)



9 **Jeff Troxell** (DAS Construction), **Janice Parham** (BOMA Greater Cleveland) and **Carmen Fiorilli** (Fiorilli Construction)

BOMA Greater Cleveland: The Every Building Show

BOMA of Greater Cleveland recently hosted its annual building office products and services showcase event at the Cleveland Browns Stadium. At the afternoon event, 81 exhibitors interacted with hundreds of top industry players. **P**



1 **Melanie** and **Bob Oster** (GreenSource LLC)



2 **Tom** and **Jennifer Csanyi** (#1 Landscaping)



3 **Carla** and **Pat Kaiser** (#1 Landscaping)



4 **Greg Supers Jr.** and wife **Nicole** (Landpride Horticultural Services)



5 **Greg Malone** (Kurtz Brothers Inc.) and **Sandy Munley** (OLA)

OLA Landscape Ohio! 2009 Awards

Over 250 attendees took in the 12th annual OLA Landscape Ohio! Awards at the Cleveland Botanical Gardens recently. In addition to dinner and presentation of 55 awards in a variety of categories that feature the very best in residential and commercial landscaping, three students were recognized and presented with scholarship funds. The OLA's special Lifetime Achievement Award was presented to Tom Demaline, president of Willway Nursery Inc., of Avon. **P**



ASID Sourcery XXV Trade Show

The Ohio North Chapter of the American Society of Interior Designers (ASID) recently held its 25th annual product and services event at Executive Caterers at Landerhaven. This year's theme was "Good Design for a Green Tomorrow." Over 500 architects, interior designers, building owners/operators and other professionals attended the event and viewed the many new products and services available from 88 exhibitors. **P**

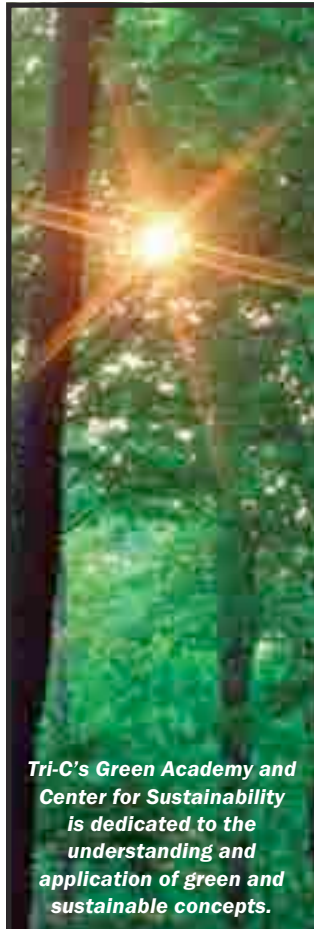
- 1 **Kris Anderson, Lynn Plichta, Nick Krivacic and Mark H. Klein** (Fiber Seal of Cleveland/Akron)
- 2 **Jim Maguire and John Ballway** (Maguire Photographics)
- 3 **Susan Brys and Brie Brys** (DaVinci Floors & Granite)
- 4 **Linda Ward, Caesar Sunray and John Susnik** (Sunray Window Films LLC)
- 5 **Debbie Fenwick and Veronica Money** (Welker McKee Division of Hajoca)
- 6 **John Hansen, Helen Graziano and Dana Gluth** (Suntrol Company)



David W. Swetland and Matt Howells (Howells & Howells LLC), with **Chandra Vaidyanathan and Priyali Sen**, the first residents at the Historic Park Building on Public Square.

Park Building Opening

City of Cleveland officials and others gathered recently to celebrate the grand opening of the renovated Historic Park Building on Public Square. The ribbon-cutting event included a tour of the nine-story structure, which was built in 1904 by the Swetland family and has been transformed into a 27-unit residential building after a \$12 million renovation project completed by Developer Matthew Howell. The project brings for-sale housing on Public Square for the first time ever. **P**



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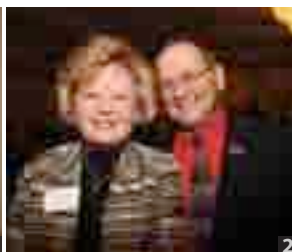
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Akron AIA Awards

More than 150 design professionals and others attended the AIA (American Institute of Architects) 2009 Design/Excellence Awards dinner recently at the Sheraton Suites in Cuyahoga Falls. Eight major design awards were presented for projects selected as the best and most unique during the last two years in the Akron-Canton area. (See complete story on page 12.) **P**

- 1 **Jing Liu-Krych** and **Ken Krych** (*Properties Magazine*)
- 2 **Gloria** and **Jerry Hutchinson** (PSI Inc.)
- 3 **Susan Allen** and **Robert Chordar** (TC Architects)
- 4 **Tony O'Leary** (AMHA), **Rodwell G. King** (GPD Group) and retired AIA member **Roy T. Shenz**
- 5 **Lynn Clancy** (Braun & Steidl Architects, Inc.) and **Janna M. Amole** (Akron AIA)



- 1 **Glen Powers, Tom Lundgren, Virginia Dix, Mark Arnold, Mike Fanizzi, Natalie Flynn** and **Fred Martinez** (The Blue Book)
- 2 **Karen Kenninger** and **Girard Schwerig** (Dunlop & Johnston, Inc.)
- 3 **John Williams** and **George F. Nemeth** (Infinity Construction, Inc.)
- 4 **Maryalice Grassa** and **Brian Miller** (Design-Wise Construction Company, Inc.)
- 5 **Mike Beadle, Terry Tesmer** and **Michael Janota** (Regency Construction Services)
- 6 **Bill Bennett** and **Suzelle Bennett** (Bennett Construction Management, Inc.)

The Blue Book GC Showcase

Recently, The Book of Building and Construction's Northeast Ohio Chapter held its fifth annual GC Showcase event at the Cleveland Browns Stadium where over 50 general contractors had the opportunity to meet and interact with 1,000 or more attendees and gather information for its databases of potential new subcontractor and supplier sources. **P**



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Coming Around at University Circle

Contemporary development Circle 118 brings first new residential housing to area

At a special Earth Day event recently, WXZ Residential celebrated the ongoing transformation of the barren corner of Euclid Avenue and East 118 into Circle 118 – the first residential community to begin construction in the coveted University Circle area. Designed by RDL Architects, Circle 118 is contemporary both in design and sustainability, holding the unique distinction of being a pedestrian-centric green community.

“Circle 118 is honored to be viewed as the new eastern gateway to University Circle,” says WXZ Development President Jim Wymer. “We are very excited about our contemporary design as it complements the balance of art and architecture throughout University Circle.”

The pedestrian-centric design of the 17 eco-friendly residences maximizes outdoor space with attached two-car garages with hybrid/electric car charging stations encircling a private courtyard adorned with public art. Shafts of glass and natural light, green rooftop terraces and expansive decks invite the outside in to flexible open floor plans and modern features. Smart building design features include innovative rain screen panels and structural insulation that increases comfort, reduces utility usage, and provides synergy and vibrancy to the community.



Image courtesy of RDL Architects

GREEN GATEWAY Situated at E. 118 St. and Euclid Avenue, Circle 118 is a sustainable community designed to serve as the new eastern entrance to University Circle.

Notable green features include roof decks made of reclaimed plastic and recycled wood, optional fireplaces that burn ethanol instead of fossil fuel, non-toxic and low VOC paints and carpets, highly efficient Low-E glass windows, bamboo flooring, water-conserving high efficiency plumbing fixtures, high efficient furnaces and water heaters, and EnergyStar-rated appliances and light fixtures.

“When it comes to University Circle’s ‘Bring Back Euclid Avenue’ campaign,

Circle 118 is everything we hope for on Euclid Avenue,” says University Circle Incorporated president Chris Ronayne. “With its pacesetter design, the project complements the emergent modern arts district at our eastern gateway. It anchors the new Euclid Corridor project as a transit-oriented residential development and enhances our effort to become an environmentally sustainable neighborhood. And its signature address makes Circle 118 a five to ten minute walk to our

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DESIGN DETAILS WXZ Development President Jim Wymer describes the amenities of Circle 118 at a recent groundbreaking event. The first units are scheduled to open this August.

world class universities, hospitals, arts and cultural institutions that make University Circle a premier urban district.”

In addition to enjoying the financial and philosophical benefits of living green, WXZ Development president Jim Wymer is so confident in the market appreciation at University Circle and the value of WXZ’s green building investments that he’s offering a Circle 118 Price Guarantee.

“In today’s market, our buyers are demanding value and are looking for developments and developers who believe in their product,” says Wymer. “In the event that a resident of Circle 118 desires – or needs – to sell their home, we’ll guarantee that the value of their home will be at least equal to the original sales price. We understand this is an uncertain time for many, so if for some reason the homeowner can’t sell the property for the original price after listing it for six months, we’ll buy it back at the original price.”

In addition to Circle 118’s Price Guarantee, Wymer explains that the combination of KeyBank’s Urban Assist program offering buyers a 30-year fixed rate at 1% below market financing with no points and the city of Cleveland’s 100% tax abatement for 15 years provides homebuyers interested in Circle 118 with a financial advantage that expands their buying power over \$100,000. Eligible employees of Greater University Circle non-profit institutions can receive up to \$15,000 toward the purchase of a home through the Greater Circle Living Program. **P**

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Prized Projects

AIA Akron honors top area designs from 2007/2008

Photos courtesy of AIA Akron

AIA Akron (American Institutes of Architects) recently honored top architectural projects in the Greater Akron area at this year's Design/Excellence Awards Dinner. Held at Sheraton Suites in Cuyahoga Falls, the evening event included dinner and an awards program and presentation sponsored by Professional Services Industries, Inc. and SE Blueprint, Inc.

Given out every two years, Design Awards are presented to architects from Belmont, Carroll, Harrison, Holmes, Jefferson, Medina, Portage, Stark, Summit, Tuscarawas and Wayne counties. The criteria for entry is that it has to be the work of an individual who is a member or firm that has a principal who is a member of the AIA Akron Chapter. Judging this year was by a five-member jury, including Marc Ciccirelli (StudioTECHNE), Gregg Cramer (Greater Akron Chamber of Commerce), Ken Krych (Properties Magazine), Carole Olshavsky (Columbus City Schools) and Don Parsisson (Artists of Rubber City).

There is no quota for winners – there could be none or as many as the jury deem suitable. This year there were eight winners out of a total of 27 entries. **P**



**Akron Metropolitan Housing Authority -
Edgewood Village Hope VI**
(Akron, Ohio)
The Hecky Group/TC Architects



Renovation of North Coast Energy, Inc.
(Akron, Ohio)
Hasenstab Architects, Inc.



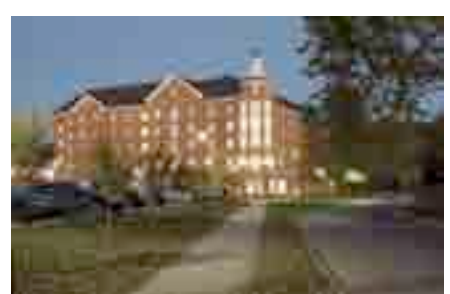
SpringHill Suites, Waukegan
(Waukegan, Illinois)
Braun & Steidl Architects, Inc.



**Akron Metro RTA Intermodal Transit
Center**
(Akron, Ohio)
GPD Associates



Renovation of North Coast Energy, Inc.
(Akron, Ohio)
Hasenstab Architects, Inc.



Ohio University, Adams Hall
(Athens, Ohio)
Braun & Steidl Architects, Inc.



**Summa Health Systems/Akron City
Hospital - Jean B. & Milton N. Cooper
Cancer Center**
(Akron, Ohio)
Hasenstab Architects, Inc.



**Addition/Renovation of the Portage
County Prosecutors Office**
(Ravenna, Ohio)
Hasenstab Architects, Inc.



**Stark Area Regional Transit Authority
(SARTA) - New Alliance Transit Center**
(Alliance, Ohio)
DLZ Ohio, Inc.

March Construction Improves 5%

New construction starts increased 5% in March to a seasonally adjusted annual rate of \$393.2 billion, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. The improved level of contracting relative to February was due to a strong increase for public works construction, helped by two large pipeline projects and a large rail project. At the same time, non-residential building showed a further loss of momentum, and residential building slipped back after its brief upturn in February.

The March data produced a reading of 83 for the Dodge Index (2000=100), up from 80 in February. The level of contracting as depicted by the Dodge Index has trended downward from the start of 2007 through early 2009, with the rate of descent becoming particularly steep from mid-2008 through February.

"The pickup for public works in March is in line with what's anticipated for 2009 as a whole, that being public works will help to cushion the weakness that's still expected for overall construction activity," says Robert A. Murray, vice president of economic affairs for McGraw-Hill Construction. "The public works sector in March was supported by several large projects, and in a few months the upward push will become more broad-based as funding

from the federal stimulus package begins to have an impact at the construction site, especially as it relates to transportation public works. The prospects for nonresidential building in 2009 are less hopeful, given the persistently tight lending environment and further erosion on the employment front. As for housing, while the declines are likely to be less severe as 2009 proceeds, to this point the housing sector is still in the process of reaching bottom."

Nonbuilding construction

Nonbuilding construction in March jumped 27% to \$143.4 billion (annual rate), reflecting a 47% surge for public works construction while electric utilities fell back 52%. The "miscellaneous" public works category, which

includes such diverse project types as pipelines, rail work and site development, advanced 300% from the previous month. Leading the way in March was the inclusion of a \$2.2 billion segment of the Rockies Express natural gas pipeline, with this portion located in the states of Ohio and Indiana.

Nonresidential building

Nonresidential building, at \$153.8 billion (annual rate), retreated 3% in March. The commercial sector included a 48% plunge for office construction, which had been lifted in February by the start of a \$922 million headquarters for the U.S. Army in Alexandria, Virginia. Although not as large as February's entry, March also included a large government office project – \$260 million related to

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"While 2009 is shaping up as a tough year for private sector office construction, government-related office projects are seeing relatively strong activity, which should be enhanced over the coming year given the stimulus funding directed at energy-efficiency upgrades to federal buildings," Murray says.

Warehouse construction in March was also down sharply, falling 24%. Both stores and hotels witnessed gains in March, up 9% and 27% respectively, but this was relative to very weak activity in February. In similar fashion, manufacturing plant construction improved 36% in March compared to a weak February.

On the institutional side of the nonresidential market, school construction in March increased 3%, helped a \$237 million university building in Palo Alto, California, as well as a number of large high school construction projects in such states as Texas, Washington, Missouri and New York. The public buildings category, which includes military-related facilities and courthouses, grew 29% in March with the help of such projects as a \$99 million Special Forces complex at Eglin Air Force Base in Florida and a \$56 million federal courthouse in Jefferson City, Montana. Transportation terminal work in March jumped 227%, lifted by the start of a \$250 million terminal renovation project at San Francisco International Airport.

March Construction Contracts for Cleveland Area

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

	2009	2008	Percent Change
Nonresidential	\$88,838,000	\$84,034,000	+6
Residential	\$25,019,000	\$37,863,000	-34
Total Building	\$113,857,000	\$121,897,000	-7

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

	2009	2008	Percent Change
Nonresidential	\$138,068,000	\$190,682,000	-28
Residential	\$57,963,000	\$130,273,000	-56
Total Building	\$196,031,000	\$320,955,000	-39

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

Source: McGraw-Hill Construction

Amusement-related construction also posted a strong gain in March, rising 37%, but this was compared to a very weak February. Showing a loss of momentum in March were healthcare facilities, down 4% as this category's retreat from a record 2008 continues; and churches, down 26%.

Residential building

Residential building in March dropped 8% to \$96 billion (annual rate), with decreased activity for both

sides of the housing market. Single-family housing in March fell 7%, slipping back after its brief upturn in February. Since the start of 2006, single-family housing has seen dollar volume declines in 33 out of 39 months. The regional pattern for single-family housing in March showed reductions in all five regions – the West, down 2%; the Northeast, down 4%; the South Central, down 7%; the South Atlantic, down 8%; and the Midwest, down 11%. Multifamily housing in March dropped

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14%, as this category continues to show a much smaller amount of large multifamily projects that are reaching groundbreaking compared to two years ago. In March, the largest multifamily project reported as a construction start was a \$60 million retirement community in Fort Worth, Texas.

On an unadjusted basis, total construction during the January-March period of 2009 was reported at \$83.2 billion, down 40% from the same period a year ago. By major sector, large declines were registered by nonresidential building, down

47%; and residential building, down 52%; while a more moderate shortfall was shown by nonbuilding construction, down 11%. The nonresidential sector during the first three months of 2008 had been lifted by the start of five exceptionally large projects – the \$7 billion Motiva refinery expansion in Port Arthur, Texas; three towers at the World Trade Center site in lower Manhattan with a combined construction start cost of \$3.9 billion; and the \$1.1 billion Revel Resort and Casino in Atlantic City, New Jersey. If these five large projects

are excluded from the January-March 2008 statistics, nonresidential building for the first three months of 2009 would be down 35% from a year ago, and total construction would also be down 35%. For the five major regions, total construction during the first three months of 2009 showed this pattern – the Midwest, down 25%; the West, down 37%; the South Central, down 39%; the South Atlantic, down 42%; and the Northeast, down 56%.

Additional perspective is obtained by looking at 12-month moving totals, in this case the twelve months ending March 2009 compared to the twelve months ending March 2008. On this basis, total construction is down 21%, as the result of this pattern by sector – nonresidential building, down 14%; residential building, down 41%; and nonbuilding construction, up 4%. By region, the twelve months ending March 2009 showed the following performance for total construction compared to the previous twelve months – the Midwest, down 6%; the South Central, down 12%; the Northeast, down 19%; the West, down 28%; and the South Atlantic, down 31%. **P**



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Yes We Can... BOMA Says 'Yes We Are'

As the Obama Administration develops an aggressive green agenda that makes energy efficiency and sustainability a priority for the new government, the Building Owners and Managers Association (BOMA) International already has the tools and programs in place that are transforming commercial real estate to meet energy efficiency goals through a dedicated, voluntary marketplace.

BOMA is leading the way by partnering with various organizations to create new green solutions for the commercial real estate industry. BOMA and the Clinton Climate Initiative recently released the groundbreaking BOMA Energy Performance Contract (BEPC) model to allow building owners to perform major energy retrofits to existing buildings by removing key barriers and providing turnkey solutions. In the BEPC model, the owner/operator sets the financial and environmental criteria for the project up front, and the energy service company (ESCO) provides a turnkey solution that meets or exceeds those criteria. The utility and operational savings derived from the building efficiency project are used to repay the cost of the project, and the ESCO financially guarantees the energy savings that will be achieved, assuming project risk and compensating the owner for any savings shortfalls. This new model of energy performance contracting is exactly the tool building owners need to enhance asset value through affordable energy retrofits.

In addition to strategic partnerships with the Clinton Climate Initiative, the U.S. Green Building Council, Green Building Initiative and many others, BOMA is partnering with the Department of Energy in the development of the Commercial Real Estate Energy Alliance (CREEA) to pursue energy efficiency technologies that will help transform energy use in commercial buildings. Those who build, manage and sell buildings are perhaps most susceptible to volatile energy prices and the effect of greenhouse gas reduction policies on profitability. CREEA brings together portfolio owners and operators to promote research, technology and best practices that will improve the energy efficiency of commercial real estate buildings.

Current research estimates that energy consumption in commercial buildings accounts for 18% of U.S. greenhouse gas emissions. In July 2007 BOMA International launched the 7-Point Challenge, which challenges BOMA members to reduce the use of natural resources, non-renewable energy sources and waste production throughout

the commercial building marketplace. Since its launch, BOMA's 7-Point Challenge has been widely embraced throughout the marketplace, surpassing 100 endorsers. The Challenge has garnered industry and media attention for its ambitious but achievable goal to improve energy efficiency across real estate company portfolios by 30% by 2012 (based on an EnergyStar® average building rating of 50). Cities, mayors and elected officials are also taking notice.

The critically acclaimed BOMA Energy Performance Program (BEEP) continues to rank among the leading green educational programs with more than 14,000 industry professionals learning low and no-cost strategies to reduce energy consumption. This past fall, BOMA introduced the next generation of green educational programming with the Sustainable Operations Series (SOS), a four webinar series that teaches practical ways to implement green building operations.

The BOMA International Conference and The Office Building Show is another venue where BOMA's green programming for existing buildings is meeting industry demand. At this year's conference, an entire track of education is dedicated to helping property professionals "build a sustainable bottom line." The courses in this track will examine the long-term, bottom-line benefits of sustainability for existing buildings.

BOMA recently published the industry's first green lease guide by "greening" the popular Guide to Writing a Commercial Real Estate Lease by Steven A. Teitelbaum, Esq. This instant best seller includes enforceable lease language to ensure tenants comply with the building's green priorities and includes annotations for EnergyStar, LEED and GBI rating programs.

Listen to what others are saying. BOMA has been recognized for the positive impact of its green initiatives. The Environmental Protection Agency's (EPA) EnergyStar Partner of the Year Award has been given to BOMA the past two years for groundbreaking energy efficiency programs and initiatives. BOMA also received the 2009 EnergyStar Sustained Excellence Award for ongoing efforts. BOMA is the first and only real estate association to receive these honors. BOMA was also recognized by the American Society of Association Executives with two "Associations Advance America" Awards of Excellence for its 7 Point Challenge and BEEP program.



Melissa Johns

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BOMA Greater Cleveland

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Handled with Care

New NICU at Rainbow Babies & Children's Hospital pairs advanced medical technology with home-like environment

By John Elliott | Photos by Scott Pease

Rainbow Babies & Children's Hospital continues its proud tradition of leadership in neonatal care with its recently completed, \$26 million Quentin & Elisabeth Alexander Neonatal Intensive Care Unit (NICU) at its University Circle campus, offering 38 beds for babies. The new facility brings together advanced technology, research and surgery services in a home-like environment for families.

Rainbow has been at the forefront of newborn care since 1958, when the renowned Dr. Benjamin Spock began his child-rearing research, and continued through the 1960s, when Rainbow insisted on allowing parents into intensive care units for infants.

Vision 2010 strategic plan evolves

The NICU marks a key step in University Hospitals' "Vision 2010"

strategic plan. Vision 2010 calls for capital investments of more than \$1 billion over five years. The plan reaffirms a strong commitment to quality healthcare throughout Northeastern Ohio by repositioning and enhancing services, introducing a major electronic medical records and information technology initiative, and constructing new facilities more closely aligned with UH's current position and future growth strat-

egies. In addition to the projects on the Case Medical Center campus, Vision 2010 extends to many of the system's suburban campuses and ambulatory care centers. The NICU is the first Vision 2010 project completed, and the first to open on the Case Medical Center campus. In 2004, the Senate Omnibus Appropriations Bill designated \$900,000 to jump-start renovations in Cleveland's Rainbow Babies & Children's Hospital's



SAFETY IN SIGHT A caregiver station is located between every two rooms, providing charting and visibility into each room, as well as close-up views into every bassinet via bassinet-mounted cameras.

lies. While the technology is vital to our care, it can also be frightening to our new parents. We have softened the technology and created a healing environment that brings nature indoors through the use of materials that use real flowers and other plant materials. I'm especially proud of the incredible use of artwork with varied materials which were commissioned from both local artists and internationally known artists. It's worthy of a museum."

"Finding 30,000 contiguous square feet within the existing facility was one of the first challenges faced by the design team," notes Array Healthcare Facilities Solutions' Midwest Region Vice President Christopher Trotta, AIA. Array HFS served as corporate architect and interior designer for the Vision 2010 Master Plan as well as select enabling projects. "As part of the facilities master plan in 2004, we began

NICU. Government support totals \$3 million. The Rainbow Foundation also donated \$5 million and National City Bank donated \$1.5 million.

A new home for the tiniest patients

The new unit, on Rainbow's fourth floor, was designed to decrease the level of anxiety and stress families will feel, as parents can now be with their newborn

in a private setting, 24 hours a day. The new facility expands the NICU from 8,000 square feet to 30,000 square feet, almost quadrupling its size.

"It is the culmination of five years of intensive planning," says Dr. Michele Walsh, medical director of NICU. "We bring the highest technology available to the most critically ill babies in a homelike environment for their fami-



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CREATING COMFORT Each pod features a central open work station, providing parents a more approachable setting for interaction with staff.

by studying campus capacity in tandem with strategic initiatives, leading to relocation of departments and services to improve their own efficiencies, as well as provide the space needed to accommodate the NICU and other key program objectives. The space previously housed laboratories and offices, all of which were relocated, gutted, and rebuilt. Array has offices both close to this project [in Beachwood], as well as throughout the East Coast, with its headquarters outside Philadelphia, Pennsylvania.

Private room care

The dramatic expansion of the NICU footprint supports Rainbow's adoption of the single room bassinet concept. This layout – which Rainbow Babies' pioneered with its Transitional Neonatal Care Unit – marks a departure from the traditional multiple-bassinet care environment. The NICU clinical team has collected compelling evidence which supports the idea that the private room model leads to improved outcomes. As part of University Hospitals' commitment to evidence-based design, it is proud to be a Center for Health "Pebble Partner," part of a select group of healthcare institutions passionate about advancing research in healthcare environments.

To promote a soothing, hopeful experience for all families, the NICU team was enthusiastic about developing a themed environment that would incorporate whimsical elements. Array Healthcare Facilities Solutions' Interior Design Principal Patricia Malick, AAHID, led a

series of visioning workshops culminating in the adoption of a rainbow theme that incorporates various elements of nature: a butterfly, flower, sunshine, raindrops. This theme and associated colors, forms and icons, serve as visual cues to families navigating the unit.

To ensure optimum patient and staff visibility, the four clusters of rooms or pods have been designed to surround open nurse stations. "Because it's a pod arrangement, staff never feel isolated," says Lynne Wilson-Orr, the design architect for the project and a principal at Parkin Architects Limited, based in Toronto, Canada.

Cameron Shantz, the project architect, and also a principal at Parkin, describes the new bridge structure, which was pivotal in providing connectedness to the Horvitz and Rainbow towers. "This bridge provides a wonderful transition space and dramatic front door to the new unit. The colored glass panels introduce the rainbow theme and beautifully complement the art niches on the opposite side of the bridge corridor."

Other design features include a dramatic, glass-surround window seat area, which serves as a place to gather as a family or catch a quiet moment in the light-filled space. In the evening, fiber optic lighting simulates twinkling stars.

Sophisticated care

The NICU has some of the most advanced technology available in pediatric care. There are 22 separate IT systems, addressing infant monitoring,

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DESIGNED WITH CARE Flower, sunshine, raindrop and butterfly - the four pod names derived from the Rainbow theme - are used as wayfinding icons, framed by the water ribbon element, which flows through each pod (top). To reinforce the nature-inspired theme, real plant materials such as flowers and grasses are embedded in decorative glass and resin materials throughout the space (bottom).

functions that fragile babies need. The unit includes a high-intensity Procedure Room so babies rarely need to be transported off the unit.

Within each baby room, technological improvements include enhanced imaging at the bedside for X-ray viewing, wireless, quiet communication devices that connect staff to family and infants while replacing loud auditory alarm buzzers, and individualized lighting controls for each room. All clinicians also wear hands-free Vocera wireless communication devices around their necks allowing instant communication without taking their hands off the babies, reducing the possibility of infection.

Special care was also taken to provide a sustainable, “green” environment. The design team selected special low VOC paints, toxin-free substrates, PVC-free materials, no-wax flooring and sound absorptive panels.

Team input on design

The facility was designed with input from UH clinical and administrative leaders, staff, and senior thought leaders at Array and Parkin. The planning began almost five years ago following a feasibility study that identified the need for a more modern facility to serve more newborns. As part of the system-wide facilities master plan, Array developed a preliminary program, plan and budget. UH conducted a wide search for a design team with in-depth NICU expertise, ultimately selecting the team of Parkin

inter-staff communication, security and distribution of medications.

There are 15 different lights in each room, which allow the caregiver to carefully customize the lighting level for each baby and their stage of development. “You can attain a procedure-level light if you need it, or you can make it dim,” says Dr. Jon Fanaroff, associate medical director of the NICU and son

of Dr. Avroy Fanaroff, a world renowned author and pioneer in neonatal care who is still a leader at Rainbow.

Among innovations in neonatology being introduced at Rainbow’s new facility is “The Rainbow Flex,” the world’s first operating room table designed specifically for babies. Previously, babies were put on adult-sized operating room tables, which didn’t include warming

NICU continues a tradition of neonatal innovation

The NICU continues a proud tradition of innovation at Rainbow Babies & Children’s Hospital.

Rainbow researchers and physicians designed the jet ventilator in 1980 and helped pioneer the extracorporeal membrane oxygenation machine in 1987. Since the 1990s, Neonatologists Dr. Avroy A. Fanaroff and Dr. Richard Martin, together with Dr. Michele Walsh, wrote and edited the medical text books on newborn care while many neonatologists trained at Rainbow.

Rainbow Babies & Children’s Hospital is known throughout the country for having among the highest survival rates.

Forty years ago, at the advent of neonatology, a baby weighing 2.25 pounds had a 10% chance of survival. Today, for approximately 1,200 babies treated each year in the Rainbow NICU, the survival rate has improved to 96%, among the highest in the nation. —*MW*



CAREFUL CONFIGURATION Large private rooms with adjustable lighting, ample storage, prominent handwashing and parent sleeping space afford ample room for all clinical activities, in tandem with generous family bonding area.

Architects Limited for architecture and engineering services, Array HFS for interior design, theming and wayfinding graphics, Ex;it for signage and donor graphics, Medequip International for equipment planning, Gilbane Building Company for construction services and Adams for program management services. Trudy Wiesenberger, a local artist, and curator of the UH art collection, was responsible for the selection and commissioning of all artwork.

The program update and design process included a team of 10 to 12 people who met bi-weekly to discuss progress throughout the project. This planning team included a large number of clinicians who committed to meet regularly for the four-year period. The team included Dr. Michele Walsh, Dr. Jon Fanaroff, Rainbow Administrative Director Patti De Pompei, Clinical Nurse Manager Ann Reitenbach and Project Manager Kelly Lockhart, as well as nurse manag-

ers, respiratory therapists, nurses and one mother. Team members also traveled to top NICU facilities nationwide.

Array's Malick, who has extensive experience in healthcare design, says the level of ongoing, consistent participation was unique.

"We had a very wide user group and it crossed the full spectrum of care," Malick says. "This was a wonderful experience. The team definitely kept us on our toes, challenging our entire





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are a very valuable part of that care-giving team. To ensure families never feel 'in the way,' each room was designed with distinct caregiver, baby and family zones."

More room for staff, parents

A key objective was to maximize space for babies, staff and visitors. There are special rooms for multiple births that allow parents and caregivers to spend time with the newborns in close proximity to each other, but have doors that provide seclusion for each infant. The individual rooms provide parents with an ergonomic chair, which can be positioned beside the bassinet so family members can comfortably watch their baby. There is also a daybed for overnight stays, a "kangaroo" chair, specifically designed to aide parents in holding and/or breast-feeding the baby. The private room atmosphere makes it unnecessary for the mother to find a private room to breast-feed. This is not only a convenience, but a health benefit as well, since infants are often susceptible to exposure when they have to move through hallways and elevators. Each room is equipped with a breast pump and breast milk refrigerator. Family shower and laundry facilities and personal refrigerator space is also provided.

Nature theme

Malick says the nature theme in the built environment and the artwork soften the impact that the technology might have on some family members. The art collection includes paintings, textiles/quilts, woodblock prints, ceramic pieces, sculpture and handmade paper pieces. A large, wood-carved bas relief invites young and old to run their hands over it – just one example of the whimsical art elements that invite interaction and connectivity with the environment.

"There are pieces of art everywhere and they were very carefully chosen," Wilson-Orr says. "We wanted the NICU to be child-friendly but also supportive of the staff and family. It's going to be a wonderful place to provide care for babies and their families." **P**

design team to bring the latest evidence and best innovation to bear on the environment."

Enhancing parental involvement

This is an environment where critically ill "preemies" are treated in an atmosphere that provides safety and privacy for fragile infants and their families.

Dr. Fanaroff points to the numerous amenities for visiting families, such as central lounge areas and smaller respite areas in the pods that make it easier for new parents to become accustomed to caring for their newborns. "We wanted the parents to be really involved,"

Fanaroff says. "It's a good transitional model." Fanaroff continues to note the importance of parent/newborn bonding before heading home. All functions that were not essential to infant care were relocated to adjacent areas.

Malick discusses that a key objective, based on the input from the clinicians and families, was to allow new parents to observe and actively participate in infant care. "When the families are there with their baby around the clock, they tend to be much more confident when they leave," she says, noting that caregivers encourage parents to communicate: "They recognize that the families

Proud to be part of the team at University Hospitals' Quentin and Elisabeth Alexander Neonatal Intensive Care Unit at Rainbow Babies

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Elevated Work

Spider defines itself on commitment to safety

By Dave Larkin | Photos courtesy of Spider Staging

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of choice, taking great pride to build quality assurance as standard work into all steps of the rental process. So if a piece of equipment is maintained and tagged in Cleveland, the same checklist, procedures and methods are used for the equipment handled in Atlanta, in San Francisco, in Boston and so forth.

Heading up sales at the local Spider Cleveland office, serving contractors and facility owners throughout Ohio, Western Pennsylvania, New York, West Virginia and Eastern Kentucky, is Kevin Muldoon.

“Our equipment is thoroughly tested and certified to Spider’s rigorous standards, which meets or exceeds OSHA’s standards,” Muldoon says. “Safety is inseparable from elevated work and is part of a job site employee’s daily life.”

“We have worked with the professionals at Spider for more than 30 years and value their expertise and emphasis

on safety,” says Jim Hayes, owner of Cleveland-based Mid State Restoration.

“Spider is passionate about delivering the reliable experience – on time and on budget – that contractors expect from a market leader,” concludes Muldoon, “Our custom engineering capabilities, safety solutions, expert rigging services and top-notch customer service enables contractors to safely and efficiently get the job done. Whether working over land or water, whether in North America or overseas, Spider remains the go-to powered access expert.” **P**



Kevin Muldoon can be reached by e-mail at Kevin.Muldoon@SafeWorks.com, or by phone locally at 216-524-2825 or toll-free at 877-774-3370. To learn more about Spider’s capabilities please visit www.SpiderStaging.com.



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Cultivating Creativity

BMA Media Group relocates to converted Woolworth's building in Willoughby

By Calvin Jefferson | Photos by Ken Krych

Sometimes, the initial reason for moving from one office space into another is simple but becomes more intricate the deeper it is examined. “We needed more room,” BMA Media Group President Jerrod Borkey first says when explaining the relocation of his Willoughby-based multi-media firm before reflecting and then exposing more of his growing production house’s needs. “We needed to be able to do all the things on a production basis that we need to do to service our customers in the fast-advancing multi-media world.”

Providing both the physical space required for the burgeoning company and transforming that space to meet its unique and demanding production needs were particular challenges for the general contractor, Roediger Construction, Inc., and the architect, Gaede Serne Architects. The new space would also have to exude a certain look and atmosphere suitable for a modern, forward-thinking firm that deals with high-end and interactive marketing, internet, video and event production.

“The idea was to not have the feel of a traditional office space, but its functionality had to also be very practical, given

BMA’s needs,” Roediger Construction President Bill Roediger explains. “Jerrod [Borkey] had a specific look and image he wanted to display through the new office, a progressive style that reflects the company.

“There was also a lot of value engineering involved to stay within the budget parameters, so we also did most things the practical way.”

Interestingly, BMA Media specializes in helping to promote union construction interests and groups, while Roediger is a union contractor and all of the work done with the new BMA office was performed by union contractors.

First and foremost was finding the perfect location, a process that took some time and included considering BMA’s former offices in Eastlake. Cost was also a factor, according to Roediger, who was originally consulting for BMA on a design/build basis.

“We had to ask many questions with each location, but primarily, ‘how can we use this space?’ and ‘what kind of exposure for the company can we get out of it?’” Roediger recalls.

BMA Media eventually settled on the 15,000-square-foot space that used to be Willoughby landmark Sheraton Furniture, in what is now the city’s

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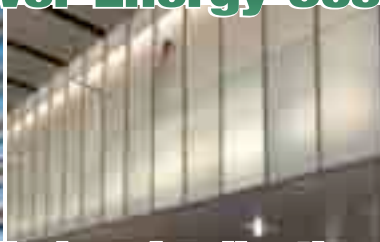
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NEW VIEW The all-brick structure, formerly a Woolworth's department store in its heyday, was renovated to house BMA Media Group.

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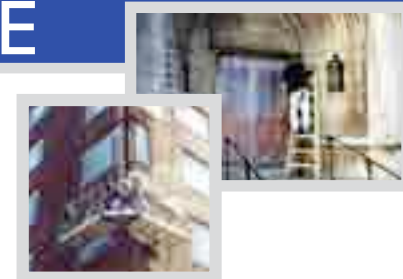
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refurbished downtown "Main Street" area on Erie Street. Built in the 1940s, the building itself, which is today subdivided into several retail and office uses, is an all-brick structure that originally was a Woolworth's department store in its initial heyday.

Partly because of historic preservation considerations, as the building is in the heart of historic downtown Willoughby, Roediger selected Gaede Serne Architects, as the firm specializes in historic architecture.

Dale Serne, the lead architect on the project, points out that there was not a great deal of historical renovation considerations that needed to be taken into account with the space, if for no other reason than the old "five-and-dimes" like Woolworth's "didn't really use a whole lot of modern architecture to begin with."

He did give kudos to BMA Media for realizing its vision for the building while being a service company in the middle of retail shops and restaurants.

"They put a modern look into an older building, and it's still a very good use," Serne says. "They could have covered all the windows, but instead chose to have an open front to the street and have a presence for passers-by even though they are a little different profession [than the other buildings along the street]."

The former Woolworth's newest tenant would undergo a complete reconstruction of the space, adding some high-tech gadgets its original owners likely never even dreamed of, says BMA Media Vice President Ray Liptak, who oversaw the construction for the company.

"We needed a modern aesthetic appeal, but we also needed to have an office that was conducive to our creative staff's needs," Liptak says. "We are state-of-the-art in our equipment,



TECH TOOLS BMA Media Group wanted a modern aesthetic appeal (left), but also needed an office that was conducive to the creative staff's needs for design, video and editing equipment (right), according to Ray Liptak, vice president of the company.

whether it's design, video or editing. So the new office now has an ultra-modern, sound-proof shooting studio, three fully equipped, high-definition editing suites, a sound-proof voice-recording studio, and all the electronic, communications and technological machinery and power to support them."

Key to BMA employees' ability to perform their jobs in the new office, according to Liptak, is a highly advanced HVAC system. Multiple units help make certain different areas are at the temperatures they need to be, taking into account employee comfort and the needs of machinery, which give off their own heat and can be temperamental to the climate, Liptak says.

The building's original boiler is included in the heating-and-cooling scheme – a closed-loop boiler system to help with "heating duties" – along with rooftop units that are controlled in separate zones, Roediger says. All duct work in the new offices is wrapped to cut down on sound and the velocity of the air traveling through those ducts is not as high as normal to further cut down sound.

With all the video and sound production undertaken by BMA Media, it is important that the company is able to control outside sound for the videos, radio commercials, television shows and other multi-media products they produce in-house. Soundproofing, therefore, was a major component of the building process.

All editing suites and the center-area "green room" video suite are fully sound-insulated, even including around the

doors, using a particular system of layered, special drywall with a rubberized grommet in between, according to Liptak.

Windows within the offices are specially made for soundproofing, Roediger points out, and were even installed at certain angles to further help "bounce" sound.

BMA Media also designed its own lighting scheme with the assistance of lighting consultant Ron Freedman, of

Art & Science Lighting & Design, and Don Moran, of Pepco Inc., an electrical parts distributor in Eastlake. Again, the company had some very specific needs that had to be met with lighting, also.

A variety of lighting fixtures gave a unique and modern look, while providing the soft but required lighting BMA was seeking to incorporate in its offices. The progressive looking but practical lighting effects are supplied from a vari-



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ety of sources, including sconces on the wall and multiple suspended fixtures.

Of course, all those electrical needs require the system to feed them, which also was a part of the new construction as Roediger completely upgraded the power grid to meet those demands.

On the surface, hiding all the new wiring and over 5,000 feet of communications CAT 6 cable – which connects all offices and suites throughout the building – is an appealing interior build-out and color scheme that transcends the cubicle look. Tall walls do not go all the way up to the 12-foot high ceiling, providing an amenable feel that matches the company's mission of working with clients and each other to produce the most effective materials possible.

"It makes it look much more opened; if the walls had gone all the way up, it would have felt much more confined, which is not the feel a progressive production firm like BMA Media wanted," Roediger explains. "And yet the walls and ceilings are still so tall enough that you don't get that bounce effect with the noise."

Wall and floor finishes are environmentally friendly. Colors and patterns were selected by Borkey and his wife, Wendi, based in part on personalities of their workers. "Again, the goal there was to put employees in the proper environment with the right tools to be able to perform at their best," Borkey says.

Which brings the entire project back to the building itself acting as a pro-



SOUND DESIGN All editing suites and the center-area "green room" video suite (above) are fully sound-insulated, which required specialized materials.

motional tool of sorts for BMA Media Group. With all the production capabilities in place, it is a spotlight right on "Main Street, U.S.A." – beginning right at the front door (which was the former rear door of the building, but BMA placed it in the back of the office to be more accessible to the parking area in the rear.) In its place is now a 20-foot-wide, 13-foot-tall, all-glass entryway.

"We essentially took the rear brick wall, where there was a single-man loading door, and transformed it by creating a welcoming, light-filled and even energy-efficient entryway," Liptak says.

The "back" of the offices, separated from the production area by a floor-to-ceiling wall, also contains an all-glass

outside wall that looks into an open meeting space, of which BMA and clients can take advantage for a variety of needs.

"And the place is built like a bomb shelter," Roediger concludes, adding that was a distinct advantage in having a solid structure upon which to build BMA's distinctive offices.

In the end, the company's demands have increased exponentially and its office and production space had to increase exponentially, also. Undoubtedly, its subsequent relocation into a renovated historic building was accomplished with a "splash of creativity" – which just happens to be BMA Media Group's own tagline. **P**



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When Fill Already Exists at the Project Site

By Jerry Givens

When a geotechnical exploration is performed for a project, the design team is interested in determining, among other things, if fill currently exists at the site. Fill is a material that has been deposited on the site by man. It can be soil, such as sand, clay, or gravel, and it may include refuse such as paper, metal, discarded food, plastic, etc.

When a geotechnical exploration is performed, the geotechnical engineer reviewing the soil samples obtained from the site looks for evidence that would indicate fill, such as the presence of man-made materials like paper, plastic, steel, wire, etc. If man-made materials are not present, additional information, such as the sample's soil structure or the site history, may be useful in judging whether a soil is fill.

The geotechnical engineer commonly differentiates between two types of fill for engineering purposes: engineered fill and non-engineered fill. Engineered fill refers to a material that has been constructed at the site according to a project specification, usually to support a structure or pavement. Among other things, the specification typically requires testing and documentation to verify that the fill has been constructed properly. A fill that is placed without a specification is normally considered a non-engineered fill, and any existing fill for which documentation is not available is almost always a non-engineered fill.

All non-engineered fills are a concern with respect to support of structures and pavements, generally because they are weaker, more compressible, and more variable than engineered fills. Most geotechnical engineers in this region of the country are reluctant to recommend constructing any foundation on non-engineered fill. However, they may judge that existing fills are suitable for pavements and floor slabs, following appropriate subgrade preparation, but with added risk of undesirable settlement for the owner. Frequently, foundations can be extended through shallow fill to suitable natural soils. In other cases, the use of deep foundations, removal and replacement of the fill, or improvement of the fill in place may be appropriate solutions. In some situations foundations can successfully be constructed on existing non-engineered fill with little modification, but these situations are

rare and should involve the judgment of the geotechnical engineer.

Every so often, someone suggests that a fill that has been in place for many years has probably stopped settling, and is, therefore, O.K. to build on. It may be true that the fill has stopped settling. However, even if this were true, significant settlement may still occur due to new loads being added to the fill. In addition, even after many years, the fill may be experiencing continuing settlement due to extremely compressible materials below the fill, such as peat or other highly organic, and very compressible, soils.

Another mistake is to merely view the fill's surface or investigate it with only shallow test pits and then judge its suitability based on this limited information. This does not provide information about the fill or natural soils which lie below the observed materials.

Sometimes a person suggests that the existing fill at his or her project site has been placed properly in a controlled manner because, for example, they have witnessed the fill being placed by heavy machinery typically used for this purpose. Experience has shown that unless proper records prepared by a testing company are available, this fill would not be suitable for its planned use.

To illustrate: A barn was built on newly placed fill after a contractor had placed and compacted the fill. The contractor believed that the fill had been placed and compacted properly in order to support the barn. Soon after the

completion of the project, significant settlement of the barn was observed by the owner. An investigation indicated that the fill consisted of proper materials and was clearly compacted, but was not monitored by a testing agency and no documentation existed. Subsequent testing indicated that some care was used to build the fill, but the fill was clearly not suitable for foundation support, even for the relatively light barn.

Fills may also have environmental concerns, such as the presence of materials that are not necessarily a problem from a structural standpoint. These materials may include the presence of methane gas or other hazardous materials, such as gasoline or asbestos. Special consideration may be needed when building on fills with these materials, and an environmental specialist may need to be consulted in addition to the geotechnical engineer. **P**

The information contained in this article is intended for information only and is not offered as professional advice. A geotechnical engineer should be consulted for recommendations for a specific project. The geotechnical engineer would likely recommend that a geotechnical exploration be performed before providing recommendations. An introductory exposure to geotechnical exploration was provided by the author in the May 2008 issue of Properties (available for download at www.propertiesmag.com/archives.htm; page 69). Jerry B. Givens, P.E., is the owner of Givens Geotech, which provides geotechnical explorations and related geotechnical consultation. He has practiced geotechnical engineering since 1974. Phone 216-297-9950 or fax 216-297-9951.

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Geotechnical Explorations



ALEC J. PACELLA

Magnificent Seven

In a famous Western from the 1960s, there was a small town that became a haven for bandits. The residents of this town lived in constant fear, until seven outsiders banded together and helped the residents to fight off these bandits. Half a century later, many investors have seen their investments over-run by modern day bandits. These bandits have taken many forms, including economic distress, financial crises and evolving public policy. This month, we will discuss seven strategies that the modern-day investor can befriend to help maintain control of their villages.

Number 1: If you are thinking about selling your investment property, take a deep breath and count to ten.

Over the past several years, the ratio of new properties being listed for sale to properties being sold has been right around 1:1. This means that the sales cycle was efficient and there was an even balance of properties coming on the market as compared to going off the market. However, over the course of last year, this ratio began to change and during the first quarter of 2009, it spiked to over 6:1 (six new listings for every

closed sale). The effect of this growing imbalance between supply and demand is two-fold. First, it has put clear downward pressure on pricing. And second, it has allowed buyers to become much more selective, as there are no longer multiple buyers for each deal but rather multiple deals for each buyer. Bottom line: if a seller's primary motivation is to maximize sale proceeds, now is not the time.

Number 2: If you are still thinking selling your investment property, now may not be a bad time.

At the risk of speaking out of both side of my mouth, there are actually a few solid factors that make now a good time to sell. One is the fact that the capital gains tax rate will be increasing in the very near future. Another is the fact that the pool of buyers, although significantly smaller, is much stronger than in the past. Collectively, their credit-worthiness is better and they have ample cash on hand to meet more conservative lender requirements. Again, the bottom line is the seller's primary motivation. If there are factors equally or more important than price, such as estate planning,



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certainty of close or alternative needs for capital, the time may in fact be right.

Number 3: Beware of tenants crying wolf.

No one can deny the widespread and dramatic impact of the economic recession on businesses. Few are immune, from small mom-and-pop business through Fortune 100 corporations. One of the by-products of this has been a movement among tenants seeking to lower their rental obligation. Many are justified, as tenants are simply stretched to the limit and fighting for sheer survival. But some tenants, particularly large national retail companies, are leveraging the current situation in an effort to reduce their overall rental exposure, even at locations that can easily support their current rent level. Rent reduction conversations are never easy on anyone but it is critical for both landlord and tenant to fully understand the other's position. Only then can they find a fair and sustainable solution.

Number 4: Be aware of federal stimulus money.

During the first quarter of 2009, the \$787 billion American Recovery and Reinvestment Act was signed into law. About \$67 billion has been earmarked for energy initiatives, including direct spending, tax incentives and decoupling. This provides a wonderful opportunity for property owners to make energy efficient renovations to their existing buildings. An additional \$75 billion is available via tax incentives, of which the most relevant to property owners is a bonus depreciation that is available for 2009 and 2010. Investors would be wise to consult with their tax advisors to see how this Act can be of benefit to them.

Number 5: Understand your lender's position... before you need them.

Unless you have been asleep under a rock for the last year, you know that the real estate lending market is a mess. But what you may not know is that other types of lending are also becoming increasingly affected. For example, many lenders are unwilling to fund tenant improvements, which forces landlords to either pay for improvements out of pocket or pass on the deal altogether. Also, it is not uncommon for lenders to either reduce outstanding lines of credit or increase equity requirements on exist-

Daus, You Know?

FREE-FALL According to Real Capital Analytics, the total investment sales volume for the first quarter of 2009 was \$8.5 billion. This compares to \$44.2 billion in 1st quarter 2008 and \$136.7 billion in 1st quarter 2007. My timing on re-entering the investment brokerage business couldn't have been better. —AP

ing loans. Collectively, this underscores the need for an investor to have a very solid understanding of what their lender can and cannot do, as the marketplace a very different place as compared to just three months ago.

Number 6: Understand the de-emphasis of sale comparables.

One of the most common tools used to gauge the value of a property is sale comparables (comps). The thinking is that if Property A sold for \$x and Property B sold for \$y, then Property C should be worth \$z, assuming all had similar characteristics. In the past, it was very easy to quickly assemble an armful of comps. However, in light of the investment market falling off a cliff, the

story is now much different. Finding any current comparables is very difficult and the few that are out there have a very short shelf life, as the market is changing almost monthly. As a result, most investors and appraisers are either using comps with great discretion or simply not using them at all.

Number 7: Spend a buck. Or two.

My last concept may sound a bit radical, but now is a great time to be a consumer. Whether looking to buy actual products or have some work done, those that have cash are in a great position. They just need to spend it. Doing so will produce a domino effect, as it will help move products off the shelf which will ultimately put people back to work. As the villages in that old Western movie found out, one or two people can't do it alone. But if the whole town bands together, they can make a difference. **P**

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



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Uncertain Times & Uncertain Tenancies: Issues in Lease Enforcement, Part 2



JOHN P. SLAGTER, ESQ.



ANTHONY R. VACANTI, ESQ.

As mentioned in Part I (published in *Properties Magazine*, April 2009), this article is the second in a two-part series that explores common issues and lease enforcement. In Part I, we explored what constitutes a breach of lease and a landlord's remedy to address such breach. In this article, we will explore the types of damages a landlord may seek and identify common pitfalls to lease enforcement.

Leases involve an intersection of both property law and contract law. The lease creates contractual obligations between the landlord and tenant. Courts apply principles of contract law when interpreting the agreement. (*Mark-It Place Foods, Inc. v. New Plan Excel Realty Trust* [2004], 156 Ohio App. 3d 65; *Myers v. East Ohio Gas Co.* [1977], 51 Ohio St. 2d 121, 5 Ohio Op. 3d 103, 364 N.E.2d 1369 [1977]).

A. Monetary damages

1. Recovery of rent

Generally, past due rent is recoverable. Some commercial leases provide for acceleration of future rent upon a default. Such provisions are generally enforceable; however, courts will not imply this provision. It must be clearly

stated in the lease. Without an acceleration clause, a landlord cannot pursue a claim for future rent until such rent has become due.

2. Late charges

Courts will enforce reasonable late charges as long as the charges are related to the damages suffered by the landlord. If the charges are grossly excessive, then a court may find such a provision unenforceable. A late charge that equals 4%-5% of the amount due in that particular month is typical (*Baldwin's Ohio Practice Real Estate Law Section 45:27*).

3. Attorneys' fees and costs

Attorneys' fees and costs are not specifically provided for by statute; however, they can be provided for in the lease terms. Nevertheless, such attorneys' fees must be reasonable and necessary from an objective point of view. Courts are hesitant to depart from the "American Rule" concerning awarding attorneys' fees, which requires each party to pay their own fees. Additionally, a prevailing party may lose the right to collect such fees by entering into a new lease, even if the new lease is entered into as part of



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A photograph of a modern kitchen showroom with light-colored wooden cabinetry, a stainless steel countertop, and a large wooden slat ceiling. The kitchen features a built-in grill, a sink, and various kitchenware. The lighting is warm and focused on the countertop area.

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a settlement agreement that attempts to preserve claims for attorneys' fees (Keal v. Day [2005], 164 Ohio App. 3d 21.).

4. Duty to mitigate damages

Generally, a landlord must make a reasonable effort to locate a substitute tenant in cases of abandonment, unless the duty is expressly waived by the terms of the lease (Frenchtown Square Partnership v. Lemstone, Inc. [2003], 99 Ohio St. 3d 254). Some effort on the part of the landlord is required, otherwise a court may reduce the amount of damages; however, a landlord under a commercial lease may include a lease provision eliminating the landlord's duty to mitigate damages (New Towne L.P. v. Pier 1 Imports [U.S.], Inc. [1996], 113 Ohio App.3d 104, 109). Nevertheless, mitigation does not require the landlord to actually locate a tenant or rent the premises below market rate – a good faith effort is sufficient (Thomas & Kline Realty Co. v. Rogers [2005], 2005 Ohio 4876).

B. Common pitfalls: course of conduct, waiver & approval

1. Accepting late rental payments

Ohio courts have ruled that when a landlord has received payment of rent

substantially after the actual due date, it cannot declare forfeiture because the landlord has waived strict compliance with the precise terms of the lease (Bates & Springer, Inc. v. Nay, [1963, Cuy. Cty.], 187 N.E.2d 415). Courts have determined that the course of conduct of accepting late payments effectively waives strict compliance with the rental terms.

One way landlords attempt to avoid this mistake is by including an anti-waiver clause. Ohio law is unclear as to whether an anti-waiver provision is effective; therefore, to avoid litigation of the issue, landlords should require tenants to strictly adhere to the terms of the lease and should be weary of accepting late rental payments. If a landlord has accepted late rental payments in the past, it may be prudent to send written notice to the tenant that the landlord will begin to strictly enforce the terms of the lease.

2. Accepting rental payment after the three-day notice to vacate

The issuance of the three-day notice does not terminate the tenant's obligation to pay rent for the remainder of

the lease term or until a new tenant is secured (Dennis v. Morgan [2000], 89 Ohio St. 3d 417). Landlords must be careful, however, because if they accept rental payment after three-day notice, they may have waived the three-day notice and the forcible entry and detainer action will be dismissed (Cornerstone Companies v. Zipkin [1989], 60 Ohio Misc. 2d 14).

3. Lender approval

Most acquisitions of commercial properties are financed through a lending institution. Banks, especially in today's turbulent market, typically include restrictions on landlords in the loan documents that prohibit the landlord from altering leases, especially when the terms involve lease terms or lease duration. Banks rely on the terms of leases in determining whether to lend, and tend to protect those terms that banks previously relied upon when deciding to issue a loan. Consequently, it is important for landlords to review their loan documents to see if bank approval of changes to lease terms is required.

C. Conclusion

Undoubtedly, these uncertain economic times result in some uncertain tenancies. When negotiating with tenants concerning the terms of new leases, it is important to address any potential issues and take great care in clarifying the rights and responsibilities of each party in the lease. Once a tenant is in default, however, it is important to note that sometimes negotiating with a tenant in default may very well be the least costly and most effective way to resolve a dispute, especially in these uncertain economic times. Understanding the terms of the lease and the underlying law will assist both landlords and tenants in these negotiations. **P**

The material appearing in this article is meant to provide general information only and not as a substitute for legal advice. Readers should seek the advice of their attorney or contact John at jslagter@bdbl.com or Anthony at avacanti@bdbl.com or 800.686.2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2009.

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Canstruction Event Benefits Cleveland Food Bank

Recently at Beachwood Place, local architects, contractors, interior designers and students competed in Canstruction®, a design/build competition showcasing the Cleveland community's creativity and ingenuity, while helping the Cleveland Food Bank (CFB) during the Harvest for Hunger Campaign. Canstruction® is a unique food drive created by the Society for Design Administration (SDA) to



"Dump Truck, Haul Away Hunger," by Herschman Architects

call attention to the hunger crisis in cities all around the world. The five competing teams created giant sculptures made entirely of canned foods. All the food was donated to the CFB at the close of the event. This year, the charitable contributions amounted to 20,000 cans, which will be distributed to hungry families throughout 450 locations in Northeastern Ohio.

The Cleveland SDA chapter's event is sponsored annually by Herschman Architects, who partnered with Beachwood Place to display the structures. Additional sponsors included *Properties Magazine* and Blue Streak Services, a printing and procurement company.

Canstruction® participants in this year's competition included: Herschman Architects; Dorsky, Hodgson, Parrish Yue Architects; Marous Brothers Construction; Virginia Marti College of Art and Design; and Progressive Design.

The sculptures were judged by: Mayor Merle Gordon of Beachwood; Steve Millard, executive director of COSE; and prominent local artist Hector Vega. Winners were chosen in the following categories: Best Use of Labels, Best Meal, Structural Ingenuity, Jurors' Favorite, CanSpirit (most cans used) and an Honorable Mention. The winners were: Herschman Architects, Best Meal for "Dump Truck, Haul Away Hunger"; Progressive Design, Best Use of Labels for "Rubik's Cube"; Virginia Marti College of Art and Design, Structural Ingenuity for "Apple Tree, Green CANscious"; Dorsky, Hodgson, Parrish Yue Architects, Jurors' Favorite for "The Hungry Caterpillar, Inching Our Way Out of Hunger"; Marous Brothers Construction, Honorable Mention for "Wall-E, CAN-pactor"; Herschman Architects, CanSpirit (a local award for most cans) for "Dump Truck, Haul Away Hunger" with 7,800 cans.

Cooper Commercial Investment Announces New Office, Brokerage Firm

The Cooper Commercial Investment Group (www.CooperGrp.com) recently announced that it is opening a new, independent office and launching its own brokerage firm, which exclusively focuses and specializes in brokering the sale of commercial investment real estate properties. The Cooper Commercial Investment Group has historically focused on the

sales of retail, office, medical office, flex and light industrial properties. The company has changed locations and is now located in the eastern suburbs of Cleveland at 6120 Parkland Blvd. in Mayfield Heights.

Vocon's Mike Molinski Earns Registered Architect Title

Architectural and interior design firm Vocon recently announced that architect Michael J. Molinski has earned his certificate of qualification to prac-

tice architecture in the state of Ohio. Earning the title of registered architect demonstrates Molinski's competence in the design and construction of buildings and dedication to the health, safety, and welfare of the public.

"This achievement further emphasizes Mike's commitment to the firm as well as providing the best possible expertise to our clients," said Deborah Donley, principal, Vocon. "This recognition marks not only his individual growth but is a

true testament of the consistent growth of the firm."

Michael J. Molinski came to Vocon in 2007 with more than seven years of experience. He began as a project manager and a Leadership in Energy and Environmental Design Accredited Professional (LEED AP) by the U. S. Green Building Council (USGBC).

Most recently, Molinski served as the project lead for the design of the FirstEnergy West Akron Campus for Vocon (*Properties Magazine*, February 2009).

The Krill Co., Inc. Announces LEED Accredited Professional

The Krill Co., Inc. recently announced that Jennifer Hofelich, project coordinator, has become a LEED Accredited Professional.

Hofelich's achievement of the LEED AP designation displays her understanding of sustainable building practices and the LEED certification process. Her knowledge will assist clients with sustainable building goals, especially those with LEED aspirations.

Several of Krill's current construction projects are in the process of achieving LEED certification, including Oberlin College's Phyllis Litoff Building and the Cleveland Institute of Art addition. Krill is also a member of the Cleveland Green Building Coalition.

Local Writer Pens New Cleveland Historical Book

South Euclid Resident and *Properties Magazine* Contributing Writer Nancy Loyan Schuemann has

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written the historical narrative for a new book on Cleveland, *Cleveland, Ohio: A Photographic Portrait*. The quality full-color hardback book was recently published by Twinlights Publishing (www.Twinlightspub.com). Photographs were taken by Lake County photographer Carl Stimac. The book is available in local bookstores, gift stores and online at Amazon.com.

Cleveland, Ohio: A Photographic Portrait is a glimpse into the places, events, and people that make the city a unique place to visit and explore. Schuemann's descriptive narrative accompanies the photographs.



Cleveland, Ohio: A Photographic Portrait is a new book including photos by Carl Stimac and narrative by Nancy Loyan Schuemann.

Schuemann, a graduate of John Carroll University, is the author of a local history book, *On the Threshold of a New Century: The City of South Euclid, 1967-1999*.

PSI Announces New Appointments

The Cleveland office of Professional Service Industries, Inc. (PSI) recently announced two new appointments. Ed Kudlaty, CWI is now principal consultant for PSI's NDE service line. He has been with the company since 1997. Chris Lopez, PE is now principal consultant for PSI's construction materials testing service line. He has been with the company since 1990.

Guardian Title Welcomes New Sales Executives

Guardian Title & Guaranty Agency Inc., a Northeast Ohio title and escrow agency,

recently announced the hiring of two sales executives, Valerie Tocci and Jack Branden.

Valerie Tocci was hired as regional account manager. She brings 25 years of experience in the title insurance industry to Guardian Title. Her primary focus is to help the company grow the residential side of its title and escrow business in Northeast Ohio. Tocci is an active member of the Cleveland Area Board of Realtors (CABOR) and Women's Council of Realtors. She is a two-time recipient of the CABOR Affiliate of the Year Award.

Jack Branden was hired as manager of commercial accounts. His responsibility is to grow Guardian Title's

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Enterprise HVAC Becomes Ohio's First GreenStar Contractor

Enterprise HVAC Service & Control, of Twinsburg, recently became the first mechanical contractor in Ohio to be awarded with the



Tom Wanner, of the Mechanical & Plumbing Industry Council, recognizes Enterprise HVAC's Dick Starr with the GreenStar designation.

prestigious GreenStar designation from The Mechanical Service Contractors of America (MSCA). The GreenStar designation recognizes qualified contractors who have met stringent

guidelines for environmental responsibility throughout their companies.

To qualify for the MSCA GreenStar designation, a contractor must meet a detailed set of criteria, such

as: employing at least one LEED® accredited professional, verifying that at least 25% of its total employees have participated in a green training or education program, established an internal commitment to green by attaining LEED certification (of any type) for its building or by developing a "green policy," being a local or national member of the USGBC, and verifying that it has participated as part of a project team with a LEED EB or LEED NC registered project within the past three years. MSCA has been recognized by the U.S. Green Building Council (USGBC) for its leadership and stewardship of sustainability in the HVAC industry. **P**



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Awakening Opportunities

\$2 million addition breathes new life into Rocky River United Methodist Church

By Jessica Nelson | Photos by Scott Pease

Rocky River United Methodist Church needed a way to bring more people together. Since its establishment more than a century ago, the Church has attracted 1300 members who congregate at 19414 Detroit Road to participate in a slew of ministries offered daily to the young and old, married and single, and seekers from all walks of life. The problem was that as these groups continued to grow and evolve along with their activity schedules, they needed a space where they could all interact together.

Cleveland-based Ziska Architecture and The Krill Co., Inc. completed an 8,800-square-foot addition in March so church members could do just that. The \$2 million project includes a gymnasium-sized multipurpose room, lobby, vestibule and new main entrance.

Creating fresh perspectives

“We needed a space we could use for multiple purposes, and that’s what we built. We just try to meet the needs of people and offer as many quality programs as we can,” says Senior Pastor Dr. David Martin.

Prior to the addition’s completion, three separate wings of the original build-

ing at different elevations housed worship services, study groups, childcare, athletics, music, dining and social events.

The church’s original, historic entrance visible from Detroit Road is set close to the street, but parking is in the rear of the building. Because of construction and additions over the years, entrances into the church from the parking lot were small hallways that lacked logistic flow.

The existing main entrance is now the new rear entrance which consolidates churchgoers first into a single, high-ceilinged vestibule, then into a main lobby directly adjacent to the multipurpose room. Churchgoers are now free to see

and be seen from an elevated coffee area also adjacent to the lobby.

“The whole concept behind all this openness was about bringing everyone together,” Ziska says.

New beginnings

Design and construction had to accommodate and preserve a century’s worth of physical structural evidence of the church’s growth on a tight deadline. The church needed to conduct Easter services in the new addition.

“The church continued to operate a full morning daycare facility during the entire construction schedule,” says Krill Vice Chairman Jeff Gliebe.



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"Accommodations were made to secure for the safe drop-off and pick-up of the children on a daily basis. Krill's goal was to maintain a clean and safe work site throughout the entire eight-month project with special considerations to weekend and unscheduled services."

The project started much like many other projects with a list of bidders competitively bidding to secure the work, Gliebe says.

"When the list was reduced to three competitive bidders through an evaluation of cost, I felt we had an advantage simply through the way we differentiate our services," Gliebe says. "Often owners request additional options to reduce price, which was the case in this project."

The project began last July with miscellaneous demolition and landscaping, followed by power and plumbing rerouting over the course of one month. The foundation work, slab, framing, trusses and roofing were complete by October.

"There is steel framing and load bearing framing on the front end of the addition and light gauge structural sub-framing on the perimeter, so it is a combination of a lot of different con-

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CALMING COLORS Offsetting the khaki and cream color scheme of the rest of the addition to Rocky River Methodist Church are the geometric patterns and elegant, chocolate tones of the long, sliding door, which opens to a new multipurpose room.

struction materials,” says Krill Project Manager Doug Mazurek.

“We were worried about taking a big volume of space and pushing it up against the existing building, because right above and adjacent to the multipurpose room is a beautiful rose window,” Ziska says.

Ziska preserved the window by shifting the volume of the multipurpose room out by 15 feet and installing a large

truss on a flat roof, which also houses rooftop heating units. The window is visible while the rooftop units are discreetly hidden.

While the EPM flat roof houses the rooftop units, asphalt shingles the roof on the addition’s front end and the main entrance vestibule’s roof is stainless steel sheet metal.

The multipurpose room and lobby each use separate heating units.

In addition to using three different roofing materials, Ziska also used three types of brick on the addition’s exterior to match the building’s three original wings and remain consistent with the building’s overall Western Reserve style.

“The concept of this addition was to make it look like it has always been here, so we looked at the original proportions and the detailing,” Ziska says.

An advertisement for Ziska Architecture. It features a collage of four images: a modern house at dusk, a green wall with a grid pattern, a traditional house with a gabled roof, and a large wooden structure with a vaulted ceiling. A quote in the center reads: "Good design is not a luxury but an integral part of creating spaces that enhance our lives, protect the environment, and strengthen our community." The Ziska Architecture logo is on the right, with the tagline "create • build • inspire". At the bottom, the phone number 440.349.2517 and website www.ZiskaArchitecture.com are listed.



MADE TO MEET DEMANDS With a \$95,000 state-of-the-art sound system and a variety of recessed downlights, theater lights and fluorescent lighting, the new multipurpose room is equipped for a range of uses, from athletic events to banquets to musical presentations.

Each of the three original wings of the building sat on a different elevation. A series of ramps and stairs connected them. To accommodate the church's kitchen services and handicapped attendees, Ziska set the finished floor elevation at the same level to provide easy access necessitating about one foot of fill to enter the building at grade.

"Once you set the initial elevation at the far side, everything has to work," Mazurek says. "There were a lot of different elevations we had to meet, which was challenging, but Krill performed extra surveying to ensure accuracy."

"Each building was on its own level with a series of different ramps connecting them, so bringing people in at grade and for the handicapped accessibility we provided a lift near an elevator. We really eliminated a lot of the up and down ramps," says Ziska.

Ushering in new opportunities

The octagonal shape of the main entrance vestibule is a nod both to the

church's catchphrase ("We're a beacon for Christ on the North Coast") and to traditional Christian architecture.

The octagon symbolizes a star as a metaphor for the religious structure as a guide.

Moreover, the church's steeple has always been visible to sailors and shipmen entering the Rocky River.

The entrance and vestibule are lit at night.

From the vestibule, churchgoers enter the lobby. The flooring here is porcelain tile. Ziska and Mazurek preserved the original brick entrance door to the rest of the building, accessible by a few stairs or a wheelchair lift.

Thrown open, the long, tall sliding door to the adjacent multipurpose room welcomes people gathering in the lobby as they arrive at or leave services and activities. Closed, its elegant and modern geometric pattern and chocolate tones offset the khaki and cream color scheme of the rest of the addition.

Principal Architect Rick Ziska designed the door himself.

Inside, the huge multipurpose room is a far cry from the church's small former multipurpose facility with its low ceilings and 1970s high school cafeteria style.

The lower portion of the new multipurpose room's walls are durable, high impact gypsum board, built to withstand basketball and other athletic events. Court lines are already drawn on the VCT flooring.

Churchgoers' eyes are drawn to the blue stage and its two large projector screens. Krill's Project Superintendent Al Abegglen designed and built a retractable wooden stair to provide more open activity space when necessary.

The rear of the stage shaped like a boat protrudes subtly out of the building's exterior, both as a nod to boats as religious symbols for safety and shelter and an allusion to the church's slogan and proximity to the Rocky River. Youth bands will have an opportunity here to



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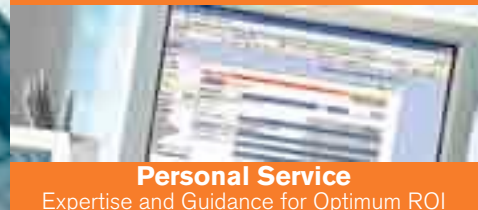
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take advantage of the room's \$95,000, state-of-the-art sound system.

Uplights illumine the space from the room's unique pyramid roof. Other lighting features include recessed downlights in soffits, hidden theater lights, and fluorescent lighting for athletic functions.

"The trick is to make the space useful with different types of lighting," Ziska says. "Of course the finishes are a little more elegant than you would see in a typical gymnasium, so from one hour there can be a service, the next an elegant banquet, and the next there

can be kids playing basketball, depending on the lighting."

"By providing these types of spaces, churches are gaining exposure to youth and families," Ziska adds.

Renewable initiatives

Both the lobby and the multipurpose room use carbon dioxide sensors to automatically monitor air quality. Motion sensors and low water use plumbing fixtures save on utilities. Finishes are recycled and low VOC where appropriate.

High efficiency, low infiltration, minimal E glass windows save on energy consumption along with air locks on exterior doors and zoned energy efficient HVAC units featuring economizers and energy recovery.

The construction process itself used local building materials to the extent possible and incorporated on site earth supply and disposal.

Rekindling best practices

"Each project we complete provides a level of pride and satisfaction, and generally each day brings new challenges and opportunities," Gliebe says. "We often recognize the people, effort, and relationships that are formed on each project, bringing together the talents of many for a common goal."

Both Ziska and Krill have extensive experience catering to the needs of Northeast Ohio religious facilities including Avon Lake United Church of Christ, Mayfield United Methodist Church in Chesterland, Our Lady Queen of Peace in Grafton, Westshore Unitarian Universalist Church, and St. Bede the Venerable in Mentor. **P**

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Mechanics of Leadership

Cleveland Lonnie Coleman discusses role as MCAA president, projects in the pipeline

By Mark Watt | Photos courtesy of Coleman Spohn Corporation

Last month, Coleman Spohn Corporation President Lonnie Coleman officially assumed the role of president of the Mechanical Contractors Association of America (MCAA). When MCAA's 2008 President John B. Wilhelmi passed him the presidential gavel during the association's annual convention in Scottsdale, Arizona, history was made. Not only is Coleman the first Clevelander to hold the position of national president since 1958 when Horace Wetzell of the Smith & Oby Company filled the role. Coleman is also the first minority contractor to be president of the organization since it formed 118 years ago.

"It is an honor," Coleman says of his role as president, which is a one-year term. "One year goes by fast, but there's a lot that can be accomplished in that time and that's what I will work to do."

MCAA is an association designed to serve the needs of approximately 2,500 mechanical, plumbing and service contracting firms across North America with a variety of services, including educational programming and materials to encourage business growth, workplace safety, adoption of new technology and techniques and more. MCAA includes the Mechanical Service Contractors of America (MSCA), the Plumbing Contractors of America (PCA), the Manufacturer/Supplier Council, the Mechanical Contracting Education and Research Foundation and the National Certified Pipe Welding Bureau (NCPWB).

Coleman, a past president, vice president and treasurer of the MCAA of Cleveland, was appointed to the MCAA's National Board of Directors in 2002. At a national level, he serves on the Executive Committee and the Board of Directors, and is a past chairman of the Government Affairs Committee. Locally, he has served on the Board of Directors and the Hiring Hall Committee for the MCAA of Cleveland.

"Essentially, being national president of the organization means that I am serving as an ambassador for the MCAA," Coleman says. "There are 88 chapters



LOCAL LEADER Lonnie Coleman, president of Cleveland-based HVAC company Coleman Spohn Corp., recently was appointed as national president of the Mechanical Contractors Association of America.

spread throughout the United States and I will be traveling to visit different branches of our organization to provide updates on our initiatives, positions on legislative issues and more. Additionally, I will take part in conversations on legislative action, which means I'll be flying to Washington, D.C. from time to time."

As Coleman explains, the mission of the MCAA is to always exceed its members' rising expectations by responding quickly and creatively to their needs and

challenges by embracing change and by capitalizing on new opportunities.

"Personally, I am focusing specifically on a few goals," Coleman says. "I'm looking at the replenishment of our workforce, the continued education of our membership and the collaboration between the UA (United Association of Journeyman and Apprentices of the Plumbing and Pipe Fitting Industry of the United States and Canada) and MCAA in working on regulatory and legislative issues that will benefit each association. I also have a lot of interest in seeing how MCAA fits into President Obama's economic stimulus plan."

Replenishing the workforce

"At MCAA, we not only need to increase membership in the organization, but also need to bring talented and motivated young people into the industry overall," Coleman says. "Unless, we do something, there's going to be a real shortage of individuals amongst our management and field staffs."

To encourage new talent, MCAA has about 50 student chapters at colleges across the U.S. – including one locally at Kent State University. These chapters are incorporating new technologies into their curriculums to better prepare their students for careers in the mechanical contracting industry. This includes BIM (Building Information Modeling),



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which allows for computer-aided, three-dimensional design of HVAC, electrical and plumbing systems. (See full story, page 73)

"The key is to get these students the necessary field experience where they can combine the technical knowledge gained in school with the invaluable knowledge acquired over the years by individuals working in the field for the past few decades," Coleman says. "We must make this knowledge transfer to the next generation of workers a reality before it is too late."

Continuing education

As Coleman points out, the organization's marketing tagline is "MCAA – The Education Association." From MCAA's Advanced Leadership Institute (for business leaders) to numerous LEED (Leadership in Energy and Environmental Design) training

"Mechanical systems are going to be a real key to the success of any green retrofitting initiative."

Lonnie Coleman
MCAA President

initiatives, the association is dedicated to keeping its contractors on the cutting edge with training in the latest techniques and information on the latest technological developments in the industry.

"We care about our people, our profits and our planet," Coleman says. "The three P's. It's what I call the triple bottom line."

MCAA's educational programming is quite popular, Coleman says, and he wants to continue promoting its vast offerings to current and prospective members.

Promoting teamwork

Current economic challenges mean collaboration between the UA and MCAA are more important than ever, Coleman says.



FACILITY TO FABRICATE Coleman Spohn Corporation's headquarters includes 10,000 square feet of offices and 20,000 square feet of warehouse/fabrication facilities (above).

Sizing Up Success

Persistence pays off for Coleman Spohn Corporation

Lonnie Coleman, national president of the Mechanical Contractors Association of America, started his career in the mechanical contracting industry in the late 1960s when he began serving a five-year pipe fitters apprenticeship in Cleveland. After completing the apprenticeship and working as a journeyman pipe fitter for two years, he decided to take the leap into small business ownership. With \$10,000 of startup money, he formed mechanical contracting firm ColeJon Corporation with a partner in 1976.

ColeJon Corporation found great success over the next number of years, landing facilities management contracts with federal government agencies, such as the U.S. Environmental Protection Agency (EPA), the National Aeronautics and Space Administration (NASA), the United States Navy, and others. At its peak, the company had approximately 750 employees spread out in seven cities, six states and Puerto Rico and was doing about \$40 million of business each year. Its success was recognized by the Small Business Administration, which presented the company with awards for "Minority Business of the Year," "Subcontractor of the Year" and "Contractor of the Year" at various times.

"Back then, we were working in a dinky building on East 130th and Union and people really never knew the economic impact we were having on our city and our community," Coleman says.

Eventually, the company eased out of the facilities management work, in part because it outgrew the U.S. government's size standards, according to Coleman.

"We were a small company when we started working with them," he says. "Their size standard was \$27 million and we outgrew it. We ended up being lumped with Pan Am World Services, Johnson Controls, Kellogg, Brown & Root and other giant companies. We couldn't compete and we were mustered out. In the end it worked out OK for us, though."

By that, he means that the company's success with those contracts provided it with the wherewithal to buy out a key competitor back home, Coleman says; it bought the assets of former competitor Spohn Corporation in 1994. Further changes have transformed the company. In 1997, ColeJon Corporation was dissolved and Coleman bought out his partners. The company has been known as Coleman Spohn ever since.

Currently located at 1775 E. 45th St. with 10,000 square feet of office space and 20,000 square feet of warehouse and fabrication facilities, the company now does about \$24 million in sales a year. Coleman Spohn employs about 20 full-time office staff members, ranging from project managers and estimators to certified public accountants, and a field force that ranges from 20-60 professionals hired through Pipe Fitters Local 120 and Plumbers Local 55.

Coleman says he's proud of his company's success, as well as the position it has established for itself in the community. "We like to think that we are more than a mechanical company," he says, noting that the company encourages all employees to find a charitable cause and donate a portion of their time to those in need. "We've never forgotten our community."

Coleman says the company still offers career days and employees occasionally visit school to speak with students.

"It's great to be able to go out there and talk to students and say, 'Charge on. Don't let anyone tell you what you can or can't do,'" Coleman says. "Look at us. We took a small amount of start-up money and built it into a successful company." —MW

"In the past, labor and management had a tendency to butt heads," Coleman says. "It was contentious. But right now there seems to be an understanding that we really have to work together and be realistic. Let's work on non-wage issues. How do we help each other from a marketing aspect?"

Today the union mechanical contractor only has about 15% of the market in Cleveland and holds that level in many other cities across the country, Coleman says. He hopes to do what he can to encourage a team approach between labor and management with an end goal of increasing the market share for MCAA contractors overall.

Designing green collar solutions

As part of his economic stimulus package, President Obama has put together an initiative for green collar HVAC jobs in inner city areas, Coleman says, and MCAA needs to have a seat at the table

and become a part of the discussions about how to make the plan a reality.

"When President Obama talks about energy efficiency in buildings, what do you think of? More efficient mechanical systems, heating, ventilating, air conditioning," Coleman says. "Mechanical systems are going to be a real key to the success of any green retrofitting initiative."

Conversations are already underway among possible contributors to the Green For All project, which is being led by environmental activist Van Jones, who is serving as a special advisor for green jobs within the Obama Administration. Coleman anticipates that MCAA will be part of a more formal sit-down conversation in Washington, D.C. this fall.

From a personal standpoint, Coleman is quickly adjusting to his role as MCAA president.

"The travel demands of the office can make it difficult to balance MCAA leadership with managing one's own

business," he says. "Thankfully, we have an individual, Vice President of Operations Dave Kause, who fills the management role quite well. Also, with modern technology such as a Blackberry, the office is always at my fingertips, which helps."

Tom Wanner, executive director of MCAA of Cleveland, says the local chapter has been thrilled to watch Coleman rise through the ranks over the years.

"Having [Lonnie Coleman] as national president is the biggest deal to happen for our organization in over 50 years," he says. "We are quite proud."

Coleman says he is enjoying the new position.

[Serving as MCAA president] has been a good experience," he says. "The people are great and it is a wonderful organization. I am looking forward to doing my part to help MCAA become the 'go to' organization in the mechanical contracting industry." **P**



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Designed to Decode

A look at the interconnected union-affiliated associations in the plumbing/mechanical trades

By Mark Watt

MCAA, CPCA, CPWB, MCI... For the uninitiated, the acronyms can be intimidating, but one thing is clear about the various union-related entities found on this page: All are interested in promoting safety and success within the mechanical and plumbing trades. The clearest division is that there is a labor side (United Association and its local chapters), which approaches all workplace issues and concerns from the perspective of the individuals in the field, and there is the management side, which represents contractors – on the national level (MCAA, MSCA, PCA, NCPWB, MCERF) as well as the local level (MCA, CPCA, CPWB, MCI, CPI). For more information, visit the websites listed below. –MW



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INDUSTRY PROFILE:

Scott Wallenstein (Neptune Plumbing & Heating Company)

President, Cleveland Plumbing Contractors Association

By Mark Watt

As president of the Cleveland Plumbing Contractors Association for the past 15 years, Scott Wallenstein has dealt with a wide range of issues concerning the plumbing industry in Northeast Ohio, and says that over that time he is most proud of the ongoing relationship between labor and management.

"We're very proud of how well the contractors and the union work together," says Wallenstein, who is also president of Neptune Plumbing & Heating Company, of Cleveland. "We work together as a team instead of adversaries. It's a matter of good planning and good people in place on both sides. That, and a willingness to listen."

Representing about 90 plumbing contractors signatory to Plumbers Local 55, CPCA works on a range of issues, from health and welfare to continued education and overall promotion of the plumbing industry, as well as labor-management negotiations. Wallenstein says that about 30 different contractor members are involved in different committees within the organization.

"I'm very lucky to have a great group of contractors who are into being involved on committee levels," he says. "What I've learned is that for contractors like me, we need to do what we can for the industry. Nobody is going to do it for us."

Wallenstein says his success within CPCA is in large part due to the work of Tom Wanner, executive director of Mechanical and Plumbing Industry Council (MAPIC), which handles administrative services for CPCA, as well as the Mechanical Contractors Association of Cleveland (MCA), Certified Pipe Welding Bureau of Cleveland (CPWB) and related industry funds.

"When I became president, my initial concern was whether I would have enough time or not," Wallenstein says. "But Tom [Wanner] makes it very easy for me and all of our members. He keeps everything running smoothly." **P**

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Boosting Business

An overview of SMACNA – Cleveland Chapter and its member benefits

By John E. Sickle Jr. | Photo courtesy of SMACNA

The Cleveland Chapter of SMACNA (Sheet Metal and Air Conditioning Contractors National Association) is better known to the Ohio construction industry as SMACNA-Cleveland. The local SMACNA-Cleveland Chapter offices are located at 6060 Royalton Road, Royalton Plaza, North Royalton, Ohio 44133-5104 and service the entire Northeast Ohio area, including the counties of Ashtabula, Cuyahoga, Lake and Geauga. Its mission is to provide products, services and representation to enhance members' businesses, markets, and profitability.

Created in 1981, SMACNA-Cleveland is a trade association comprised of HVAC/sheet metal contractors that join together to concentrate their collective efforts on the needs and problems of the HVAC/sheet metal industry. By uniting, members combine talents and resources to address and satisfy needs and seek resolution to problems that members are unable to satisfactorily address individually. By joining together members are able to consolidate their influence and power to affect change. The unity of SMACNA-Cleveland is also used to affect positive impact in business management educational endeavors; legislative influence; industry regulatory conditions, such as code requirements, project specification development; and installation procedures.

A firm's membership in SMACNA-Cleveland is voluntary. Sheet metal firms have one common element: they utilize sheet metal and/or sheet metal products in the services they provide.



John E. Sickle Jr.

Firms that comprise the membership of SMACNA-Cleveland are diverse, ranging from contractors that perform work in the industrial, commercial, institutional and residential markets. They specialize in heating, ventilating and air conditioning; fabrication and installation of sheet metal ductwork for industrial, commercial, institutional and residential systems; fabrication and installation of architectural sheet metal; industrial sheet metal; kitchen equip-

ment; specialty stainless steel work; sheet metal manufacturing; siding and decking installation; testing and balancing of HVAC systems; and energy management and maintenance.

The individuals and their firms that make up the Board of Directors for SMACNA-Cleveland are: President John E. Sickle Jr. (Duct Fabricators, Inc.), Vice President Donald C. Skala (Franck & Fric, Inc.), Secretary Robert R. Saringer (Saringer Sheet Metal, Inc.), Treasurer Conrad Wos (American Air, Inc.), Director/Immediate Past President Thomas H. Martin Sr. (T.H. Martin, Inc.), Director Mark Boucher (Castle Heating & Air, Inc.), Director Roy Page (Schweizer Dipple, Inc.) and Chief Executive Director James L. Shoaff.

Member benefits include: direct access to accepted sheet metal industry technical standards and HVAC industry technical standards with the opportunity to become a contributor to the development and/or revision of such standards; the opportu-



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nity to participate in many educational programs directed at business management, industry technical expertise, and personal growth; the opportunity to discuss labor issue relationships through the national labor relations department; networking; the opportunity to be a contributor on legislative issues on local, state or national levels; and access to safety and health standards.

One of the many areas that SMACNA-Cleveland and SMACNA National have always and will always strive toward is the goal to constantly improve safety performance and excellence. Last year, two members (Ken Castro, of TRI-C Sheet Metal, Inc., and John E. Sickie Jr., of Duct Fabricators, Inc.) received national awards for safety excellence.

SMACNA-Cleveland is highly involved with labor partner Sheet Metal Workers Local Union #33 – Cleveland District. Through this close partnership, SMACNA-Cleveland and SMWLU #33 participate on numerous joint committees, not only to keep in close contact with an ever-changing industry, but also to provide a quality workforce. The Cleveland Joint Apprenticeship and Training Committee supplies extensive accredited training for Sheet Metal Workers in accordance with the International Training Institute (ITI) for Sheet Metal Workers.

Philosophically, the Cleveland Chapter of SMACNA strives to remain superior in the HVAC/sheet metal industry by way of leadership, education and training. SMACNA-Cleveland recognizes that the survival of the HVAC/sheet metal industry depends not only on strong leadership and a highly skilled/trained sheet metal workforce but also on the capability of becoming diversified within the current marketplace along with the foresight and spirit to forge ahead into new markets as well. **P**

For more information pertaining to SMACNA-Cleveland and the sheet metal industry, contact the local chapter office at 440.877.3500 or visit www.smacnacle.org for a complete list of all sheet metal firms. John E. Sickie Jr. is president of the Cleveland Chapter of SMACNA and president of Duct Fabricators, Inc., SMACNA Member.

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3	Agency Notification	14 days	Mon 10/8/07		10/8	10/25				
4	Asbestos & Hazardous Materials Abatement	14 days	Fri 10/26/07			10/26	11/14			
5	Environmental Site Clearance	7 days	Thur 11/15/07			11/15	11/23			
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Sustainable Solution for HVAC

Variable Refrigerant Flow technology provides economical green benefits

By Greg Drensky

In today's market, energy efficiency is at the top of the list of desired items from building owners and tenants. More efficient buildings translate into competitive lease rates and increased building values. If this doesn't entice building owners and developers enough to create more efficient buildings, the government is offering incentives to do so as well. Constructing a high performance building can open up different avenues of financing as well as attracting tenants searching for spaces with more competitive lease rates.

Guiding the way to green building is the U.S. Green Building Council (USGBC) and its Leadership in Energy and Environmental Design (LEED) rating system. This system takes into account many factors of a building including water usage, materials and resources, energy, atmosphere influences and indoor environmental quality. The buildings are then rated on a point scale to achieve either Certified, Silver, Gold or Platinum status. Whether you are looking for LEED certification or not, energy efficiency and comfort should be a priority in your space.

HVAC systems can account for up to 40% of a building's energy consumption, and therefore have a tremendous impact on the bottom line. There are several systems that address this such as Variable Refrigerant Flow (VRF), chilled beams, geothermal, radiant cooling and evaporative condensing, to name a few. At the moment we are going to focus on the growing popularity of VRF systems.

VRF was first developed in Japan over 20 years ago, where there is a tremendous demand for energy efficient HVAC products and space-saving designs due to high utility costs, the large number of retrofit projects, and escalating construction costs. In Japan, VRF systems are used in approximately 50% of medium-sized commercial buildings (up to 70,000 square feet) and 33% of large commercial

buildings (over 70,000 square feet). It is now sweeping across the U.S. for many of the same reasons. The world headquarters for the American Society of Heating, Refrigerating and Air

Typical heat pump systems have two speeds: on (full throttle) or off. Imagine how bad your gas mileage would be if all you could do is floor the throttle every time you needed to accelerate? Imagine trying to maintain a constant speed?

Conditioning Engineers (ASHRAE) in Atlanta was completed with half of the space utilizing VRF technology to showcase the energy savings, environmental friendliness and indoor comfort. ASHRAE is planning to obtain LEED Gold certification for the building.

Within this system there are many benefits. The most prominent ones include efficiency, simplicity, flexibility and comfort. But before we can discuss the benefits, we need to understand the basic components and operation of a VRF system. The components include an outdoor heat pump, indoor fan coils, a three-pipe distribution system and energy management system. This style is often referred to as a heat recovery or simultaneous heating and cooling

system. VRF heat pumps can provide both heating and cooling at the same time to different zones via the refrigerant system and solenoid valves. The fan coils can act as an evaporator (cooling mode) or condenser (heating mode). Should the building be perfectly balanced with both heating and cooling loads the compressor would act solely as a pump for the refrigeration system. The majority of the time the building is not perfectly balanced, but in that situation the compressor only does the balance of the work instead of the entire load. For example if you have a 25-ton system which requires 15 tons of cooling and 10 tons of heating the compressor would only have to perform five tons of work.

The main premise of a VRF heat recovery system is to provide the exact amount of heating and cooling required at each zone instead of overshooting or undershooting the space requirements, which wastes energy. At the heart of the VRF system is an air-cooled heat pump with a modulating compressor. The variable speed compressor allows the heat pump to distribute the exact amount of refrigerant required to satisfy the building load. In principle it operates similar to that of a throttle on an automobile. When you need to increase the speed of your car, you depress your throttle and accelerate the

car. When you need to slow down, you slowly release the throttle. Typical heat pump systems have two speeds: on (full throttle) or off. Imagine how bad your gas mileage would be if all you could do is floor the throttle every time you needed to accelerate? Imagine trying to maintain a constant speed? At the same time the compressor is modulating the refrigerant to the system, the fan coils are selecting between multiple speeds to maintain the proper temperature in each zone.

Simplicity is another positive of a VRF system. With just a few components required for the system there is little confusion in design and installation and minimum space required to install it. The majority of pipe is soft copper, which is available in long lengths and reduces the number of elbows required for installation. This opens up the playing field to many more contractors compared to other commercial systems. Oftentimes design

and installation classes are even offered for free from the manufacturers.

Flexibility comes in the ability to customize the design to fit your buildings needs. With up to 40 fan coils and five styles that can be connected to one heat pump, you can zone your building however you desire. You also have the ability of running up to 985 feet of piping, including up to 165 feet of vertical distance, making it ideal to place a unit on the roof of a multi-story building and feeding the floors below. There is even an option to install the heat pump indoors.

Comfort should never be overlooked, and VRF systems excel by maintaining space temperature within $\pm 1^\circ\text{F}$. The fan coils are fitted with electronic expansion valves and multiple speed blowers. As the room load increases or decreases, the electronic expansion valve reacts accordingly to provided the proper amount of heating or cooling directly into the space. Depending

on the difference between the room temperature and setpoint, the evaporator fan adjusts its speed for heating, cooling or temperature maintenance. If you're worried about sound, you'll also be comforted to know that systems such as Sanyo's ECOi fan coils have NC values as low as 22dBA, which is quieter than a library (30dBA).

Many of today's building owners are looking for low cost energy efficient and environmentally friendly systems. The VRF system is a solid combination of function and performance from design and construction through maintenance and operating costs. If you're looking to retrofit an existing building or provide the most economical HVAC solution for new construction you should strongly consider a VRF system. **P**

Greg Drensky is vice president and marketing manager at Jacco & Associates. For more information, call him at 330.463.0100, extension 126 or email gregd@jacco.com.

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Repiping or Lining?

Strategies to keep commercial plumbing systems running smoothly

By Skip Wolfe

It's easy to take a building's plumbing system for granted, so long as water keeps flowing. Yet leaky pipes, low water pressure and stained, discolored water are all signposts to larger piping issues – possibly even system-wide failure. The longer these issues linger, the worse they can get.

Some plumbing systems perform well for years, while others fail well before their design lifetime. Why? The answer hinges on three variables:

1. Design and installation

According to the World Health Organization, a plumbing system's durability depends on the quality of its component parts, and the assembly skills of those who install them. Having one without the other ultimately yields an inferior system.

2. Material type and quality

Domestic water pipes in older structures are likely made of lead, galvanized steel or copper. In 1986, Congress banned the use of lead solder containing greater than 0.2% lead, and restricted the lead content of faucets, pipes and other plumbing materials to 8%. However, this so-called "lead-free" brass can still legally contain up to 8% lead, and plumbing systems installed prior to 1986 can contain high levels of lead from both plumbing components and lead solder.

Galvanized pipes will corrode over time due to high levels of zinc or iron in tap water. They will discolor water, impart a "metallic" water taste, and develop poor flow from mineral buildup blockage. Despite its historic acceptance among plumbing professionals, copper piping is also subject to failure from pinhole leaks.

3. Water source and composition

There are currently more than 75,000 public water systems in the U.S., and each processes water containing unique attributes. Compliance with federal

standards and regulations is key to assuring safe drinking water, yet inherent features of water, including pH, oxygen content, alkalinity, chlorine, chlorinated by-products and even temperature, can all affect metallic water pipes to varying degrees.

Like other building system components, pipes, valves and fittings will not last forever. Pinhole leaks form, interior surfaces break down, and rust and other potential contaminants accumulate. Left untreated, these conditions can taint drinking water, impede water flow, and cause mold to develop in unseen damp areas. Eventually, they can even cause building-wide problems.

Some issues can be solved by fixing a single valve or section of a piping system. If a professional determines that

spot repairs are not feasible, there are three basic options to consider:

Repiping with copper

For more than 70 years, copper has been the conventional piping material of choice for plumbing professionals, owing to its corrosion resistance and relative flexibility. Copper pipe is light and rigid – it doesn't sag over long runs and it requires fewer supports. Manufacturers also offer a 50-year warranty against manufacturing defects, though corroding and associated failures are not covered.

Repiping with copper requires cutting into walls and ceilings. Once piping work is complete, it's necessary to restore drywall, tile work and painted areas. This can be time intensive and costly – especially in older buildings and historical structures. Additionally, repiping

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in such structures often entails dealing with asbestos, thus increasing time and cost burdens.

Repiping with plastic

Plastic pipes are marketed as a more flexible, easier-to-install alternative to copper. Proponents also note that copper requires a torch to solder pipe and fittings together, while plastic systems employ a solvent cement joining system, thus mitigating potential fire risks during installation. Accepted plastics include PVC, chlorinated PVC (CPVC), polybutylene, polyethylene and cross-linked polyethylene (PEX). CPVC and PEX are now approved to all national and most state plumbing codes.

Despite its inherent qualities, plastic repiping still presents many of the same installation challenges as copper repiping – especially for aging structures. Additionally, critics of plastic repiping argue that the solvent-based

adhesives used to join pipes contribute to air pollution and breakdown of atmospheric ozone.

Epoxy lining

Lining copper, galvanized steel, lead, cement and cast iron pipes with epoxy coating offers the immediate benefit of restoring existing plumbing lines without ripping them out. The process itself uses treated, pressurized hot air to fully dry pipes which are then sandblasted to clean away potentially unhealthy debris and corrosion build-up. Finally, epoxy coating is blown through the pipe, creating a seamless and sanitary barrier on its surface.

Because existing pipes are buried within the infrastructure of a building – or in the case of exterior pipes, beneath landscaping and hardscape – lining can be more cost-effective than repiping while generating far less landfill waste. Typical lining installations may also be shorter in

duration than repiping projects – some epoxy products feature cure times that enable water service to be returned, if necessary, on the day of installation. Additionally, epoxy lining can provide protection from future corrosion, the process is less intrusive to tenants, and it protects users from impurities associated with pipe deterioration.

Epoxy lining has gained steady traction throughout the U.S. during the past decade. Still, the materials your plumbing contractor uses should be formulated for broad-range corrosion protection; they should be safe to use in hot and cold potable water systems; they should be certified to meet ANSI/NSF Standard 61, the government's safety standard for safe drinking water; and they should be approved for use in pipes where the water temperature can reach up to 180 degrees Fahrenheit.

Which alternative is best? Certainly, the pipes themselves are a determin-

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ing factor. Some may simply be too damaged to be epoxy lined; they must be replaced. Others have the structural integrity necessary for lining. The answer also depends on factors relevant to your building – from its layout and material composition to the diameter of your pipes and their location throughout the structure. Additionally, you should understand your timing and budgetary parameters, as well as municipal rules governing the renovation of older and/or historical structures.

Even if problems aren't evident, owners and managers of commercial, industrial and multi-family structures would be wise to have a master plumbing professional evaluate the health and performance of their current plumbing system, diagnose potential issues before they become all-out crises, and suggest appropriate remedies – whether they be spot repairs, repiping or relining. **P**

Skip Wolfe is vice president of sales and marketing for Beachwood-based CuraFlo, a leading national provider of pipe restoration services for apartment buildings and other multi-tenant, commercial, industrial and municipal structures. For more information, contact 866-4-CURAFLO or e-mail wolfe@curaflo.com.

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MEP in a 3D World

Virtual building-design software allows incorporation of MEP data, in turn cutting project time, cost & headaches

By Lou Kren

Comprising 865,000 square feet and with a price tag of \$350 million, San Francisco's Letterman Digital Arts Center opened its doors in 2005 to house LucasFilm Ltd. The four-building campus and theater most certainly tested designers and constructors, but use of new technology greatly assisted, and provided an estimated \$10 million project savings to boot.

The technology? Building Information Modeling (BIM), which enabled hundreds of design and construction discrepancies to be found and corrected prior to delivery to the owner, according to C.C. Sullivan in the October 2007 issue of *Architectural Record*. BIM enabled creation of a 3-D structural model and then importation of the architectural and MEP (mechanical, electrical and plumbing) systems into that model.

Sullivan detailed examples showcasing BIM's corrective capabilities:

"A daily round of on-site photography, routinely conducted to compare actual building construction with the digital building model, discovered incorrectly positioned concrete formwork. With three more floors to be built above the floor in question, the error about to be made would have been a serious and costly one. Fortunately, the BIM model confirmed the impending mistake and the contractor's team was alerted, literally minutes before the concrete was poured.

"Yet another case of BIM providing an important safety check was the discovery of a steel truss penetrating an aluminum curtain wall, during a regular visual conflict check. The error was automatically reported to the project management team, and although the steel frame had already

been manufactured by the steel fabricator, it had not yet been delivered to the site, so the frame could still be modified in the shop."

A "clash detector" module in the software proved its effectiveness when the project team looked to ensure that mechanical piping systems installed in the parking levels met the local fire department's height requirement. Similarly, the owner also has the option to perform other emergency simulations such as emergency egress routes.

Sullivan summed up the benefits of BIM on this project:

"At the end of the day, utilizing BIM as a virtual design-and-construction tool for the LDAC project did more than identify design conflicts and clashes early, providing cost-effective means to resolve them. BIM also led to better design solutions with 'what-if scenarios' developed at an early stage

and tested for constructability. Cost estimating was also found to be more accurate than expected. Plus, digital mock-ups of critical areas meant that complex details and assembly methods could be better understood.

"The approach led to lower costs from the subcontractors by providing them with the virtual model and information for their scope of work. Schedule performance was optimized by simulating the best sequences and maximizing the labor crew sizes. The number of change orders and requests for information were modest, too.

"Last, George Lucas and his team got 3-D as-built models both for review and for use in facilities management, including all of the MEP and equipment object libraries."

What is BIM?

"There are about 10,000 generic building products, from screws to



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cooling towers. Integrating the performance analysis of the building systems and components constructed from these 'parts' into software products is a daunting challenge, especially if we are to assess all links in the process to make sure the performance of the weakest link is not unacceptable. But, through well designed and interoperable software, this is possible and within reach."

That's David A. Harris, president of the National Institute of Building Sciences, explaining the requirements of properly functioning 3D building design software. Commonly known as building information modeling (BIM), software now exists – and improves at a rapid pace – to completely design a building and estimate its functioning, lifespan and maintainability prior to excavating a site.



NEW DIMENSIONS IN MEP DESIGN Building Information Modeling (BIM) software allows users to thoroughly examine – in 3D – a building design to estimate functionality, lifespan, maintainability and more, before putting a shovel in the ground.

"A BIM involves integration of CAD drawings, geospatial data and other graphical and non-graphical data, and may represent the view of a building from any practitioner perspective: architect, specification drafter, engineer, fabricator, leasing agent, lender and general contractor," says Sam Bacharach in

the January 2009 issue of *GIM International*. As such, it serves as a shared source of information on a building, forming a reliable basis for decision making during its lifecycle."

BIM allows users to test the intended and unintended performance of materials and components, and to determine how they work together.

"As an example of complexity," writes Harris, "with BIM we can test a precast-concrete wall system and the building structural system under normal use, as well as under uncommon stresses from forces such as earthquake, flood and high-wind events. Through sophisticated analysis software modules, owners can, through the services of architects, engineers and other specialists, determine the performance level appropriate for their needs in order

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to marry performance needs with initial budgets and long-term costs."

The advantages of such software, beefed up with the latest standards and building-efficiency data, are numerous.

"As the building process transitions to BIM, the application of high-performance design criteria for higher-performing buildings and building systems will become easier," Bacharach continues. "By advancing beyond today's standards...we have the opportunity to offer high-performance buildings to owners and users. This will allow us to move beyond poorly or non-quantified performance measures, largely dependent on manufacturers' claims and warranties, which address building performance in many different and non-standardized ways. In the future, industry agreed-upon metrics applied through the use of BIM, will greatly increase our ability to analyze the lifecycle value of many more design alternatives and options, far better manage costs, and virtually eliminate much of the waste, error and inefficiency inherent in today's facility-delivery and operations-and-maintenance processes. For the design of more sustainable, energy-efficient, environmentally friendly, accurately priced and higher-performing buildings, the combination of high performance standards and BIM hold great promise." **P**

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PN-U0303060

EASTERLY WASTEWATER TREATMENT PLANT

Cleveland, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

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

OWNER: Northeast Ohio Regional Sewer District
3900 Euclid Avenue
Cleveland, OH 44115
www.neorsd.org/bids
(216) 881-6600 FAX (216) 881-2330

DETAILS: Contract No. EFPI-1

Screening conveyor replacement, headworks building expansion, improved roadway drainage and grit road resurfacing.

PN-U0401093

PUBLIC TRANSIT FACILITY

Medina, OH (Medina Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Architectural/Engineering Services RFPs have been received; award to be made shortly.

OWNER: Medina County Commissioners
144 N. Broadway

Medina, OH 44256

www.co.medina.oh.us

(330) 722-9208 FAX (330) 722-9206

DETAILS: SF to be determined; sitework; concrete; masonry; mechanical; electrical; plumbing; HVAC; lighting; roofing; flooring; doors & windows; wood & plastics; landscaping.

PN-T1009058

BAKER'S UNION POLICE RELOCATION

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$1,595,000

CONTRACTING METHOD: Public Bids

UPDATE: Announcing Architect.

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

ARCHITECT: Ziska Architecture

5325 Naiman Parkway, Suite A
Solon, OH 44139
www.ziskaarchitects.com
info@ziskaarchitects.com
(440) 349-2517 FAX (440) 349-5108

DETAILS: CLS-06030A

Baker's Union is located on the campus of Cleveland State University in downtown Cleveland, Ohio. The nearest intersection is at Chester Avenue & East 18th Street. It is a two-story w/ basement unoccupied former Baker's Union Hall Building. The building is 8,133 SF per floor for a gross floor area of 24, 399 SF. The building is composed of an original structure and two building additions. The original structure is a masonry, steel frame and wood floors. The additions are masonry, steel frame, bar joists and steel concrete slab flooring. The scope of the project will consist of upgrading and renovating the existing basement and first floor to accommodate the relocation of Cleveland State University Police department. The existing second floor will not be in the scope of work. Per ADA requirements, the project will be adding two ramps and a new elevator. The building has an existing small freight elevator which will be removed and a new hole-less hydro

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elevator shall be added. Existing building HVAC systems will be reused. Plumbing systems will be renovated and upgraded. A fire protection system is not required by code. Electrical and fiber systems will be upgraded. An emergency generator will be required. Paging, fire alarm & security systems will be included. The building has its own fenced parking lot.

PN-U0416059

BANK BRANCH

Cleveland, OH (Cuyahoga Co.) 1942 E. 105th Street
CONTRACTING METHOD: G.C. Bids (By Invitation Only)

STATUS: Planning is preliminary; owner seeking approvals; bid schedule to be determined.

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

ARCHITECT: Vocon Design, Inc.
3142 Prospect Avenue
Cleveland, OH 44115
www.vocon.com

(216) 588-0800 FAX (216) 588-0801
DETAILS: SF to be announced; sitework; concrete; masonry; mechanical; electrical; plumbing; HVAC; lighting; roofing; flooring; doors & windows; wood & plastics; dry-wall; painting; landscaping.

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BUILDING RENOVATION

Mentor, OH (Lake Co.) 8555 Market Street

CONTRACTING METHOD: To Be Announced

UPDATE: Developer is currently in the process of negotiations/due diligence and will then purchase property; once that is completed project will go out to bid; bid schedule to be announced.

OWNER: Honda of Mentor
8505 Mentor Avenue
Mentor, OH 44060
(440) 974-9500

DEVELOPER: Anderson Development Partners
2555 S. Telegraph Road
Bloomfield Hills, MI 48302
info@andersondp.com
(248) 648-2571 FAX (248) 648-2575

ARCHITECT: DesRosiers Architects Inc.
36360 Woodward Ave.
Bloomfield, MI 48304
(248) 642-7771

DETAILS: Renovate the former 73,000 SF Tops grocery store to house vehicle sales/leasing and service; a car wash is proposed at the northeast corner of the building; 418 spaces are provided for outside display of vehicles; possible renovations could include flooring; painting; finishes; specialties; windows and doors; metals; electrical;



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mechanical; specific details to be announced.

PN-R0811057

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

CONTRACTING METHOD: Public Bids

UPDATE: Announcing Architect; bid schedule to be determined.

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: Creo Design Inc.

1038 Ghent Road

Akron, OH 44333

www.creodesigninc.com

info@creodesigninc.com

(330) 670-0690 FAX (330) 670-0680

DETAILS: Project No. 06017

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

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

UPDATE: Bidding to advance summer 2009.

OWNER: United Methodist Church - Berea

170 Seminary Street

Berea, OH 44017

(440) 234-3525

ARCHITECT: Ziska Architecture

5325 Naiman Parkway, Suite A

Solon, OH 44139

www.ziskaarchitects.com

info@ziskaarchitects.com

(440) 349-2517 FAX (440) 349-5108

DETAILS: Possible demolition of an existing house to make room for the project; approx. 12,300 SF expansion; sitework; concrete;

framing; plumbing; electrical; HVAC; finishes.

PN-U0123014

FIRE STATION EXPANSION

Auburn Township, OH (Geauga Co.) Washington Street

CONTRACTING METHOD: Public Bids

UPDATE: Announcing Architect; planning is preliminary; owner seeking funding; bid schedule to be determined.

OWNER: Auburn Township - Geauga Co.

11010 E. Washington Street

Auburn Township, OH 44023

www.auburntownship.com

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CHURCH EXPANSION

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ARCHITECT: Larsen Architects Inc.

12506 Edgewater Drive, Suite 10

Lakewood, OH 44107

www.larsenarchitects.com

(216) 221-2350 FAX (216) 221-5670

DETAILS:

12,000 SF two-story addition to include a day room, administrative offices, locker area, watch room, space for gear storage and sleep space upstairs; addition of two bays.

PN-S1221019

KINSHIP VILLAGE

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$3,500,000**CONTRACTING METHOD:** To Be Announced

UPDATE: Architectural/Design Build Services
RFQs have been received; award to be announced.

DEVELOPER: Fairhill Center

12200 Fairhill Rd

Cleveland, OH 44120

(216) 421-1350 FAX (216) 421-8874

Michael C. Gathercole ext 118

DETAILS:

Project consists of renovation and adaptive re-use of two existing 1920s era three-story buildings totaling approx. 22,500 SF, from which asbestos and lead based paint has been removed and/or abated; the buildings are located on the

Fairhill Center campus and are referred to as Building #6 and Building #9 and the work completed and inspected; renovations are to include new residential apartment units, existing and new community rooms, and existing exterior façade, limited modifications to the building shell including replacement of the existing doors and windows, patching and repair of the roofs and gutters, tuckpointing and repair of the masonry; replacing the porches, and portico and adding a handicapped accessible ramp on Building #9; interior scope will include the total replacement of the buildings MEP infrastructure; the center stair between the first and third floors of Building #9 will be removed and a new elevator will be added; scope should further include ensuring that the infrastructure for public utilities is adequate to serve both buildings; LEED Certified. Note: A meeting was held to address questions and provide site tours on March 11th and 12th 2009.

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