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April 2010



KEN KRYCH

Perfect Fit-ness

Spring is finally upon us and it couldn't have come sooner! We at *Properties* were happy to venture out and look into a variety of recently finished projects in the area.

Our cover for this month on the Avon YMCA highlights a true team project. All parties, including the City of Avon, YMCA of Greater Cleveland, Doty & Miller Architects, RWL Architects Inc., Dunlop & Johnston Inc. and a host of prime subcontractors all pulled together to bring to fruition this beautiful new structure that will be used for years to come by thousands of families and individuals interested in health and wellness. It is a catalyst for more growth for the city and a model for future new YMCA developments in Warrensville Heights and North Royalton that are in the early planning stages.

University Lofts is an example of continued change and growth along Euclid Avenue in Cleveland. The project was spurred by the vision of two brothers David "Joe" Kaufman and Jay Kaufman, of DBC Development/Brothers Printing Inc., who enlisted the expertise of Paul Volpe and his team at City Architecture and the skill of the craftsmen at Marous Brothers Construction to transform run-down 1920s-era buildings into gleaming new apartments and condominiums and first floor retail space.

In addition, we look into two very unique restorations for new restaurants. First is Chinato, Zack Bruell's new

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restaurant on East 4th and Prospect. Designed by Ron Reed of Westlake Reed Leskosky Architects, the sepia-toned establishment brings contemporary Italian dining to the heart of Downtown Cleveland. Secondly, Gervasi Vineyard & Italian Bistro involves five buildings that were converted (one literally from an old barn) into a gorgeous restaurant and winery in Canton.

This month we also bring you Roofing Report 2010, a special section made possible by the cooperation and assistance of top local experts at Absolute Roofing, Duro-Last Roofing Inc, Damschroder Construction LLC and Professional Roofing Services who offer expert advice and information for our readers.

Lastly, for the third year in a row, we are proud to provide the program for NAIOP's Annual Awards of Excellence event, which will be held May 14. The awards recognize the finest projects and people in our regional industry and a cross section of the elite of the elite who excel here locally and also spread their talent across the country in many different endeavors.

Coming in May

Our big focus in May is HVAC & Plumbing Systems and all the people who design and build those systems that we might often take for granted but are essential to our comfort and ability to be productive.

We will also be producing a special supplement on Cleveland Engineering Society as the organization celebrates 130 years of service.

In addition, we will be featuring another diverse mix of new and restored buildings, as we are always looking for the biggest, best and most unique for our pages. In fact, if you have special news to share with us about great projects, people and anniversaries that we may want to profile, please let us know at 216-251-0035.

Enjoy the springtime!

Positively,



Kenneth C. Krych
Owner/Publisher



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PROPERTIES PEOPLE

Highlighting notable industry events



CES 58th Annual Design & Construction Conference

The Cleveland Engineering Society (CES), which is celebrating its 130th anniversary this year, held its annual design and conference recently at LaCentre in Westlake. Over 40 companies exhibited their products and services to hundreds who attended the event. Keynote speakers included Thomas A. Waltermire, CEO of Team NEO and Jeffrey R. Applebaum of Thompson Hine, LLP. **P**

- 1 **Andy Meerman** (Saint-Gobain Crystals) and **Jeff Martin** (Geis Companies)
- 2 **Kevin McCollum** and **Ken Krych** (Properties Magazine Inc.)
- 3 **Jennifer Cleary** (CTL Engineering), **Tuwahanna Lewis** and **Lori Marlow** (CES), **Jan Kelemen** (Cleveland Technical Societies Council) and **Mary Galish** (CES)
- 4 **Pat Galla**, **Mike Mazzocco**, **Jerry Phenney**, **Bob Jordan**, **Jon Leuthaeuser**, **Brad Boomer** and **Lai Lalwani** (Barber & Hoffman)
- 5 **Tom Waltermire** (Team NEO)
- 6 **Marilyn & Bob Jordan** (Barber & Hoffman)



- 1 **Brett Neff** (R.E. Warner & Associates), **Lauren Sabol** (TDA Architecture), **Andrea Bender** and **Erin Reid** (American Red Cross)
- 2 **Brittany Langel**, **Mike Sutton** and **Karen Bialosky** (SE Blueprint Inc.)
- 3 Team OCP Contractors: (back row) **Tom Lutgring**, **Matt Yaros**, **John Hochberg**, **Kevin Street** and **Brian Exl**, (front row) **Mike Gumto**, **Michelle Roof** and **Vincent Gargano**

SMPS Rock N' Bowl

General contractors, architectural, engineering and subcontracting firms gathered their teams together for the 7th annual SMPS (Society for Marketing Professional Services) Rock N' Bowl charitable event, held at the Cloverleaf Lanes in Independence recently. There was plenty of food, drinks, grand prizes, raffles and most importantly over \$1,500 dollars collected for the American Red Cross in support of Haiti Relief & Development. **P**



BOMA'S Every Building Show

Every year, the Greater Cleveland Chapter of Building Owners and Management Association (BOMA) of Greater Cleveland presents a trade show featuring events and exhibits for members and visiting guests alike. This year's Every Building Show, featuring 71 exhibitors, was held at Browns Stadium and attracted hundreds of guests. **P**

- 1 **Kathie Hansen** (Suntrol Company)
- 2 **Nicole Hollenbeck** and **Rick Schaffer** (Coit Cleaning and Restoration Services)
- 3 **Josh Lippiatt**, **Kathy Levine**, **Rick Racey** and **Chris Oriti** (LEFF Electric Company)
- 4 **Matt Krems** and **Tom Simecek** (The Brickman Group)
- 5 **Michael Fusco** and **Steve Cockrell** (Roof USA LLC)
- 6 **Jill Morris** (Supply One Cleveland, Inc.)

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Signature Dish

Imperial Wok's new home in Solon incorporates inspired Asian design elements

By Jeanne Bluffstone | Photos by Harry Dempsey

When Imperial Wok moved from Solon Square Shopping Center, where they had been for 30 years, to what had been Rockne's Pub at Aurora and SOM Center roads, owners Shirley and Chee Chang wanted Herschman Architects (HA) to feature the Chinese restaurant's signature Moon Gate in the new design.

In addition to interior lit Moon Gates at the entrances of both the dining room and bar, the round moon gate form is reinforced in the upholsteries, lighting and ironwork throughout the space. Art and artifacts from the previous restaurant are featured prominently in the dining room.

The entrance, a welcoming reception area, features gold leaf and glass bead wall coverings recessed in niches, and an adjacent water wall to set the tone, sparkle and calm of the restaurant's aesthetics.

To open the dining room visually, HA's designers brought the

original multi-level room to one level and installed space dividers of patterned etched glass from the previous restaurant as a dramatic edge-lit feature wall. The art and artifacts of the owners are prominently displayed.

A central booth in the main dining area fits beneath two existing coffers and culminates facing an existing fireplace for a romantic dinner for two or four. This central booth appears as though it had been there from the inception of the original space, and the addition of dramatic lighting centrally hung from the coffers adds

to the ambiance as one looks through the square cut-out opening above the booth backs.

The private dining room extending beyond the fireplace off the main dining room is designed for large parties and features similar flooring, upholsteries and finishes as the main dining and bar areas, with different coordinating colors to separate it from the other dining spaces.

The multi-level pub ceiling was raised to one 12-foot plane to accommodate the dramatic chopstick pendant lights and heavy, pub-like wood crown



DRAMATIC DIVIDE To open the dining room visually, Herschman Architects installed space dividers of patterned glass as a dramatic edge-lit feature wall.

moldings, wood trims and soffits were eliminated to offer a cleaner more Zen-like space.

Finishes from the main dining room were incorporated into the design of the bar to tie the spaces together, but were scaled appropriately.

The physical bar was extended to incorporate a sushi chef, his required equipment and display for preparation. Glass bead wall covering was inset into the existing wood paneling to soften and add sparkle. Specialized decorative finishes placed discretely include gold leaf and red mosaic textured wall coverings.

Important to Imperial Wok's business is the high volume of carryout. In order to accommodate this, the HA design team carved out space for direct access to and from the kitchen. In addition to the large rear credenza at the reception desk, complete with cubbies sized to fit take-out orders.

The result is a new look for a very successful restaurant that has been pleasing customers for more than 20 years. **P**

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February Construction Rises 5%

At a seasonally adjusted annual rate of \$440.9 billion, new construction starts in February climbed 5% from the previous month, according to McGraw-Hill Construction, a division of The McGraw-Hill Companies. Much of the lift was provided by the public works sector, reflecting strength for both transportation and environmental projects. Residential building also showed improvement in February, but nonresidential building slipped back after January's gain. For the first two months of 2010, total construction on an unadjusted basis came in at \$57.2 billion, essentially the same amount as reported during the first two months of 2009.

The February statistics produced a reading of 93 for the Dodge Index (2000=100), up from 89 in January.

"The pattern shown during February is what's expected for 2010 as a whole – more public works construction, improved activity for residential building, but further weakness for nonresidential building," says Robert A. Murray,

vice president of economic affairs for McGraw-Hill Construction. "The public works sector in 2009 showed growth for highway and bridge construction, helped by the federal stimulus funding, and more broad-based expansion is expected this year. The positives for housing include low mortgage rates and a shrinking inventory of unsold homes.

For nonresidential building, however, the tough environment for project financing remains a substantial constraint."

Nonbuilding construction

Nonbuilding construction in February jumped 19% to \$152.3 billion (annual rate). Highway and bridge construction soared 37%, lifted by the start of two massive projects. The first was \$917 million for the DFW Connector project in the vicinity of the Dallas-Ft. Worth International Airport in Texas, with about one-fourth of the financing coming from federal stimulus funds. The second was \$702 million for the I-595 Corridor Improvement project in the Ft. Lauderdale, Florida area, financed through a public-private partnership.

"The construction start statistics show that highway and bridge construction climbed 7% during 2009, and the early months of 2010 indicate that contracting is on track for an even larger gain this year," Murray says.

Residential building

Residential building, at \$141.3 billion (annual rate), rose 5% in February. Single-family housing grew 3%, continuing the gradual upward movement that began last spring. By region, gains for single-family housing were reported in the West (up 1%), the South Central (up 2%), the Northeast (up 3%), and the Midwest (up 14%), but the South Atlantic retreated (down 2%). Multifamily housing, while still at a very weak level, increased 23% in February. Support came from groundbreaking for two large high-rise apartment projects in New York, New York, valued at \$122 million and \$100 million. Over the past two years, the number of large multifamily projects has fallen substantially, so the February start of these two apart-

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ment buildings represents a departure from recent experience.

Nonresidential building

Nonresidential building in February dropped 7% to \$147.3 billion (annual rate), after posting a 12% gain in January. The increase in January was supported by the start of a massive transit complex in lower Manhattan, New York, valued at \$3.0 billion. February included the start of another huge transportation-related project, in this case \$1.1 billion for terminal construction at Los Angeles International Airport. Both projects indicate that transportation terminal work is getting off to a strong start in 2010, although the difference in size between the two projects meant that the transportation terminal category in February dropped 57% from an exceptional January. Healthcare facilities also retreated from a strong January, falling 34%. While slipping back, the healthcare facilities category in February did see groundbreaking for two large projects – a \$214 million hospital in Baton Rouge, Louisiana and a \$195 million medical center in Clovis, California. February declines were also registered by manufacturing plants, down 24%; and churches, down 28%.

February Construction Contracts for Cleveland Area

McGraw-Hill Construction recently reported on February 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:

	2010	2009	Percent Change
Nonresidential	\$92,828,000	\$32,143,000	+189
Residential	\$25,378,000	\$17,048,000	+49
Total Building	\$118,206,000	\$49,191,000	+141

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

	2010	2009	Percent Change
Nonresidential	\$182,816,000	\$45,430,000	+303
Residential	\$52,840,000	\$32,944,000	+60
Total Building	\$235,656,000	\$78,374,000	+201

- 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

On the plus side, the nonresidential total in February featured a 25% increase for educational buildings. Boosting the educational category was the start of a \$650 million biomedical research building in New York, New York and a \$99 million university science building in Washington, D.C. Also contribut-

ing was the start of several large high schools, such as an \$86 million facility in Ft. Worth, Texas and a \$75 million facility in Washington, D.C.

The commercial structure types in February registered strong percentage increases, relative to an extremely low January, but the overall level of activ-



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ity for commercial building continues to be very weak. The office category in February climbed 45%, helped by the start of two large data centers located in Prineville, Oregon (\$180 million) and Phoenix, Arizona (\$62 million). Also contributing to February's office total was a \$56 million renovation of a federal office building in Jackson, Mississippi and the start of a \$50 million Veterans Administration office building in Cleveland. Hotel construction in February advanced 98% from a depressed January, boosted by a \$95

million hotel renovation project in Baltimore, Maryland. Store construction improved 6% in February, while warehouses advanced 117%, both from very weak activity in January.

The "no change" registered by total construction on an unadjusted basis for the first two months of 2010 compared to 2009 was the result of a varied performance by major sector. Residential building was up 27%, with the comparison to the early months of 2009 when single-family housing hit bottom. Also showing a year-to-date gain was

nonbuilding construction, climbing 4%. Nonresidential building during the first two months of 2010 fell 17%, due to this pattern by major segment – commercial building, down 48%; manufacturing building, down 87%; and institutional building, up 7%. By geography, total construction in the first two months of 2010 showed this behavior – the Northeast, up 31%; the Midwest, up 2%; the South Atlantic, down 1%; the West, down 6%; and the South Central, down 11%.

Additional perspective is obtained by looking at twelve-month moving totals, in this case the twelve months ending February 2010 compared to the twelve months ending February 2009. On this basis, total construction is down 20%, reflecting this pattern by sector – residential building, down 21%; nonbuilding construction, down 6%; and nonresidential building, down 28%. By region, the twelve months ending February 2010 showed this behavior for total construction compared to the prior twelve months – the Northeast, down 11%; the South Central, down 18%; the South Atlantic, down 20%; the West, down 22%; and the Midwest, down 23%. **P**



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Taking the Green Challenge to Suppliers

In January 2008, BOMA Greater Cleveland formally endorsed BOMA International's 7-Point Challenge. At the time, BOMA's Board of Trustees encouraged its Building Members to accept the challenge and commit to make improved energy performance a priority. Now they are challenging local vendors to do the same.

The new 7-Point Challenge Market Transformation Plan calls on BOMA's associate members – providers of products and services to the commercial real estate industry – to institute sustainable practices in their business operations.

BOMA's 7-Point Challenge 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, with more than 120 member companies and local associations representing more than three billion square feet of office space endorsing the challenge.

The new addition to the challenge calls on BOMA associate members to implement energy efficient and sustainable policies within their corporate facilities and to work with their customers – commercial real estate owners and managers – to provide expertise and knowledge of the products, equipment, services or programs they offer to help customers evaluate green strategies to facilitate market transformation.

Specifically, BOMA calls on its associate members to:

1. Continuously develop, enhance and market new product and service offerings to the BOMA community, giving members innovative and cost-effective solutions to deploy in the reduction of energy use in existing buildings;
2. Demonstrate leadership by working towards a goal to decrease energy consumption by 30% by 2012 and

implement sustainable strategies in members' corporate facilities;

3. Actively participate in public-private partnerships (such as the DOE's Energy Alliances) to identify voluntary energy efficiency strategies with proven results and application to existing buildings;
4. Share research and/or case studies on building operating and management practices, equipment replacement, or building retrofit projects, etc., that achieve the goal of reducing energy consumption and result in a positive ROI;
5. Work with policymakers to enact voluntary, incentive-based programs to accomplish their goals of implementing green strategies;
6. Work cooperatively within the consensus model building codes process to develop responsible energy codes and green buildings standards that reduce energy consumption utilizing cost-effective and proven technologies; and
7. Provide opportunities and support for company employees to participate in education programs about energy conservation and sustainable practices.

"Suppliers of commercial building products and services play an integral role in optimizing energy efficiency and sustainability in our industry," says BOMA International Chair James A. Peck. "By signing on to the Challenge, BOMA associate members demonstrate to their customers, peers and the industry that they are committed to providing green solutions that benefit the environment and the bottom line."

For more information about the 7-Point Challenge contact your local BOMA Center at 216-575-0305 or visit www.boma.org/getinvolved/7pointchallenge.



Melissa Fiorilli

Communications Manager
BOMA Greater Cleveland

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



2010 Spring Leadership Breakfast Series

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*Director of Business Development
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Avon's Healthy Addition

New French Creek Family YMCA brings wellness resources to Lorain County

By Lou Kren | Photos by Jim Maguire

For 156 years, the YMCA of Greater Cleveland has undertaken a mission of “providing quality resources, programs, activities and facilities that promote the balanced development of spirit, mind and body.” And that mission, through 11 branches and more than 20 childcare and summer camp sites, has grown to serve communities not only throughout Cuyahoga County, but Geauga, Lorain and Portage counties as well.

This month, the mission expands with the opening of the French Creek Family YMCA on Recreation Lane in Avon. The 67,506-square-foot French Creek facility – YMCA of Greater Cleveland’s largest – owes its existence to YMCA’s vision of outreach, the determination of Avon’s political establishment and the wishes of Avon voters. We’ll explore all three factors, but first let’s discuss the \$13.5 million project itself.

French Creek Family YMCA sits on a 122-acre parcel off of Colorado

Avenue and the I-90-Route 611 interchange, also home to the recently constructed All Pro Freight Stadium that opened in 2009 (see *Properties*, June 2009; available at www.propertiesmag.com). The two-story masonry structure boasts the latest in exercise equipment and facilities. Doty & Miller Architects, Bedford, designed French Creek Family YMCA, with RWL Architects Inc., of Elyria, which also worked on All Pro Freight Stadium, as project administrator.

Dunlop & Johnston, Inc., of Valley City, served as general contractor.

“This YMCA branch brings with it a quality of life that people need and want, and also brings money to the school district and adds value to the surrounding land,” says James A. Smith, mayor of Avon. “This project will be an asset to Avon, not a drain.”

Anchoring this YMCA branch is an eight-lane competitive swimming pool with state-of-the-art timing and an adjoining family leisure pool. Other

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LIGHT LIFT A cove-ceiling lobby welcomes guests at the French Creek Family YMCA. Here and elsewhere, interior colors are light-toned and radiate natural light.

offerings include a multi-purpose gymnasium; running/walking track; fitness center with aerobic equipment, weight machines and free weights; aerobics areas; childcare facilities; whirlpool spa and sauna; cycling studio; and playground.

"Studies showed that Lorain County lacked aquatic and recreational offerings, and this new facility addresses that," says Glenn Haley, YMCA of Greater Cleveland president and chief executive officer. "This is an asset that serves as a base of operation for the YMCA of Greater Cleveland to reach out to Lorain County."

And it will also serve as a base of operation for active Lorain Countyites.

"This project, brought in on budget, is part of a plan that will bring all types of recreation to this acreage," says Ronald Landig, principal at RWL Architects.

'Light and airy'

Light and airy is how Joseph Linek of Doty & Miller Architects describes the building design, pointing out the expansive view of All Pro Freight Stadium from the second-floor fitness area as an example. In fact, the entire facility benefits from an influx of natural light. Interior

colors radiate the abundant light, with ceramic-tile floors providing a high-end look along with durability. YMCA members will enter to a cove-ceiling lobby, leading to the member-access area and brightly colored child-care center. Men's and women's locker rooms as well as family changing rooms all route to the aquatics area that includes the lap pool and zero-depth-entry family pool, separated by glass. Located off of the lap pool is the whirlpool spa and dry sauna.

Striking is the cantilevered glass-enclosed bleacher area located above

the lap pool, making the location ideal for competitive swim meets. "It allows people a great view of the lap pool," says Ken Shanta, senior engineer at Osborn Engineering, which provided structural engineering for the project. The viewing area is about 60 feet long and is supported with steel reinforced concrete cantilevers, he says.

The multi-purpose gymnasium includes multiple basketball courts and a curtain that can be lowered to set off sections depending on programming. The gym floor, like the aerobics



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SPORTING FEATURES In the multi-purpose gymnasium, a second floor track rings the facility's basketball courts. The gym's floor features underside padding to reduce shock.

room floor, features underside padding to reduce shock. Above the basketball courts and ringing the gymnasium is a track that also rings the second-floor fitness area. The fitness area boasts all manner of cardio and weight-training equipment, grouped according to function and user capability. As mentioned, this section looks out toward the baseball stadium through a large expanse of glass that brings in natural

light, as does the fitness area's large skylight. The second floor also features a large aerobics studio with Bose sound system and wireless-microphone setup. Nearby is a 35-bike spinning room complete with its own heating and cooling control and a projection screen to provide imagery for spinning participants. A yoga room and other areas slated for family programs add to second-floor offerings.

Visible throughout French Creek Family YMCA is the familiar YMCA logo and the words "spirit," "mind" and "body," verbiage most prominently displayed in the lobby ceiling cove and on the gymnasium floor.

Echoes public buildings, Lakewood Y

"The exterior features durable pre-cast-concrete planks and masonry in a classical design similar to that of the recently constructed Lakewood YMCA and Avon's Western Reserve-style public buildings," explains Linek.

The building's orientation takes into account a possible outdoor pool complex that would have to be located to the south – with sunlight unimpeded by the building – and a road detailed in the site's master plan that will loop around from the current Colorado Avenue entrance.

As with any enclosed structure containing aquatic elements, designers had to address humidity and climate control. At French Creek Family YMCA, each

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MADE TO MOVE Air control is supplied by fabric duct systems in workout areas (above) and the pool area. The systems, utilizing soft, breathable polyester material instead of metal, are designed to provide clean, efficient and environmentally friendly operation.

pool is serviced by a system that removes humidity and recycles the warmer condensation to then heat the pools. Gas boilers provide for hot water and additional heat for the building. In addition, the HVAC system has been designed with underground ductwork that feeds air to the base of glass walls that surround the pool area, thereby eliminating condensation and fog on windows.

Pool areas also feature a ceiling composed of laminated Douglas fir trusses

and aesthetically pleasing cedar decking as a means to withstand moisture, says Shasta.

Air control in the pool area is provided by a DuctSox fabric duct system, which is made of a soft, breathable polyester material embedded with an antimicrobial agent to resist mold and bacteria. "It's a very clean, environmentally friendly system and it's effective in providing more uniform air distribution," says Rob Laneve,

director of engineering at Air Control Products, manufacturers representative for DuctSox.

On time despite two brutal winters

Crews broke ground at the end of 2008 and toiled through two difficult winters to deliver a completed YMCA branch on time.

"This is the second facility in the general area with this similar design, the first being the Lakewood YMCA, so many of

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LAP OF LUXURY A glass-enclosed bleacher provides visitors with comfortable viewing in the pool area, which is ideal for competitive swim meets.

the design kinks had been worked out already,” says Grant Schwede, project manager for Dunlop & Johnston, describing a relatively smooth construction timeframe. He credits Dennis O'Connor, Dunlop & Johnston superintendent, for assisting with on-time delivery.

Schwede also described the roles of other project principals and how their efforts impacted construction.

“There are very few times when planets align and you get as lucky as we did on this project to have an owner, two architectural firms, the city and five major prime contractors as well as our



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RUNNING ROUTE A second-floor track guides members around basketball courts as well as fitness areas (above), with all manner of cardio and weight-training equipment.

subcontractors work together as well as they did on this project," he says. "Joe Linek at Doty & Miller Architects was our day-to-day design contact for the project and was instrumental in solving the normal day-to-day challenges. Bill Belloma and Ron Landig of RWL Architects provided contract administration assistance to the City of Avon, ran the meetings, and facilitated bulletins and other changes. Glen Haley and his entire staff with the Greater Cleveland YMCA was also a pleasure to work with, as was the City of Avon. As the co-owners, they were both involved throughout the construction process from start to finish."

Shared vision

A completed French Creek Family YMCA would not have been possible had YMCA, the City of Avon and the local community not shared a vision.

"YMCA must change with the times, and for us that means partnerships with cities," says YMCA's Haley, explaining how a partnership with Avon provided the capital needed for

the new branch, and a way for the Greater Cleveland YMCA to serve Lorain County.

"We had all this acreage at the I-90-Route 611 interchange and we were not getting any value," recalls Mayor Smith. "In addition, people in Avon wanted a recreation center and the City could not afford to do it on its own."

Avon voters stepped up in November 2007, passing a 0.25% income tax on individuals working in Avon. The city is using funds generated by that tax to pay \$8 million toward the cost of construction with Greater Cleveland YMCA

responsible for the other \$5.5 million. Per the agreement, the City of Avon owns the facility while YMCA is responsible for its operation. Avon residents receive a discounted membership rate and all Lorain County citizens are eligible to become members.

'Collaboration worked'

Market and demographic studies determined the types of services wanted by potential members, and how much they'd be willing to pay. Given that information, Greater Cleveland

"This is an asset that serves as a base of operation for the YMCA of Greater Cleveland to reach out to Lorain County."

Glenn Haley
YMCA of Greater Cleveland

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PEOPLE POWERED Besides the health and quality-of-life benefits delivered by the French Creek Family YMCA itself, Avon envisions other benefits as well. For instance, the YMCA is expected to employ 85 full- and part-time staff with an operating budget of roughly \$2 million.

ating budget of roughly \$2 million. Its operation is expected to generate \$250,000 to \$300,000 annually in federal, state and local tax revenues annually. In addition, extra revenue from the tax passed in 2007 will be used to construct other recreation facilities adjacent to French Creek Family YMCA, and help spur development on a surrounding 300 acres.

As Lorain County residents explore a brand new way to break a sweat, the sweat required to bring diverse elements together and reach a common goal seems to have been worth it. Avon and Lorain County residents have a new recreation center, Greater Cleveland YMCA has a sparkling new home in Lorain County and Avon has a prime development seed. **P**

YMCA consulted its national parent, which determined that a roughly 67,000-square-foot facility would meet member needs at a reasonable cost.

"Collaboration worked," says Haley. Similar collaboration is in the works as Greater Cleveland YMCA hopes to bring new YMCA facilities to

Warrensville Heights in 2011 and North Royalton in 2012 – both of those slated to top out at 50,000 square feet.

Besides the health and quality-of-life benefits delivered by the YMCA branch itself, Avon envisions other benefits as well. The branch is expected to employ 85 full- and part-time staff with an oper-

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Retired business exec transforms tree farm into 57-acre vineyard and winery

By Diane DiPiero | Photos courtesy of FMD Architects, Inc.

Some people take up golf when they retire; others putter around the house. Ted Swaldo went looking for a project that he could pass on as a legacy to his family. The result is Gervasi Vineyard & Italian Bistro, which opened in Canton last month.

The former president and CEO of ASC Industries, a manufacturer of new water pumps for vehicles, Swaldo purchased an old 57-acre tree farm in December 2008 and set out to create a vineyard and family-friendly bistro. He gathered a team of professionals, including Fairlawn's FMD Architects and builder the Cornice Company, to put together a winery, bistro and market with Old World charm – all in a little over a year. “Mr. Swaldo moves at a rapid pace,” says Jeff Hicks, sales and marketing manager for Gervasi Bistro.

Indeed. The initial plan was to plant grapevines in 2009 and transform an old barn on the property into a bistro to open in early 2010. “The original strategy was to design the marketplace and a wedding pavilion in future phases,” says Melanie Friedman, a principal with FMD. However, once the excitement surrounding the project had begun, Swaldo determined to move forward with all of the projects at one time.

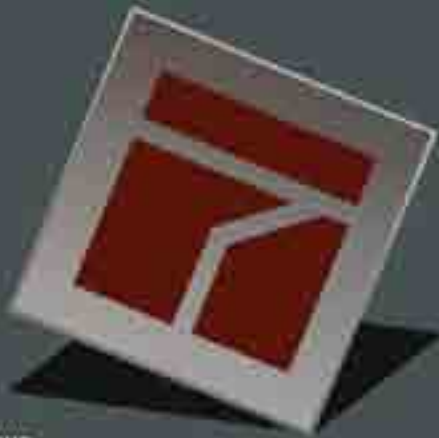
With such a tight schedule, challenges naturally arose, and some decisions had to be made on the fly. “We would laugh

that this project was build-design instead of design-build,” Friedman says. “The contractors were very flexible.”

Led by David Leach of the Cornice Company, the builders tackled each potential problem with tenacity and a can-do attitude throughout the \$4 million project.

The first challenge was restoring the 1823 barn, which had seen better days. “That was the most challenging part of the project,” Leach says. The original inside of the roof was kept as more of an aesthetic element; new I-joists actually

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SETTING A SCENE The interior spaces at Gervasi Vineyard & Italian Bistro are finely detailed with a rustic charm, provided by exposed beams, manufactured rough stone, faux painting and ornamental iron.

hold up the barn roof now. “You can see these old, sagging timbers from the barn loft,” Friedman says. “They’re not structural, but they’re beautiful.”

Most of the beams in the wine-making area of the bistro were removed and used elsewhere. A more solid structure with steel beams was put in its place.

The façade and portions of the interior are accented with manufactured stone from Casa di Sassi of Massillon. “The stone has an authentic look that can fool even the most discerning eye.

Thanks to the quick-thinking architecture and construction team,


potential design problems inside were quickly replaced with creative solutions that enhanced the overall project. An elegant curved staircase that was added to the bistro posed a problem because the space between the risers was going to be greater than four inches, which is not allowed by code. The solution? Making the treads super-thick, which also added to the aesthetic appeal of the staircase.

Another focal point of the bistro, a new stone fireplace, presented a different challenge. “We wanted a gigantic fireplace,” Friedman says. “We couldn’t

find anyone who would do it. We had to keep pushing.” In the end, the massive stone fireplace was built.

The restored-barn-turned-bistro is “a hybrid of farmhouse and European architecture,” Friedman says. “We left as much of the original details as possible.” When blended with added elements like the fireplace and staircase, the overall effect is enchanting.

In addition to the main dining room, Gervasi Bistro features a lower-level room dubbed Cantino di Vino, with stone walls and brick flooring. The intimate wood-paneled loft, or Balconada,



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SETTING A SCENE The Balconada, an intimate wood-paneled loft, is designed for guests to enjoy wine and appetizers while waiting for their tables.

is designed for guests to enjoy wine and appetizers while waiting for their tables. "The Balconada has all soft seating. It's a great place to relax," Hicks says. Laura Bosworth, owner of Canton's Laura of Pembroke, helped the Gervasi team select appropriate furnishings throughout the interiors.

While the dining area seats about 160 people and the loft accommodates about 25, the bistro team was sensitive to potential over-bookings that could cause delays. A restaurant consultant was hired by Gervasi to effectively map out reservation strategies, according to Hicks. In doing so, the goal is to accommodate as many diners as possible without inconveniencing patrons.

Gervasi's unique bistro spaces can be used for corporate functions and special events, from a brainstorming session in the Cantino di Vino to an intimate birthday party in the Balconada. Gervasi also plans to host community events throughout the year.

The design of the bistro set the tone for the rest of the buildings on the property, according to Friedman. Matching siding, trim and stonework define a restored house behind the bistro (used as a private rental home), a carriage house and the new Gervasi Marketplace and warehouse. There are five buildings in all.

The wedding pavilion features a stone-and-stucco façade and the same

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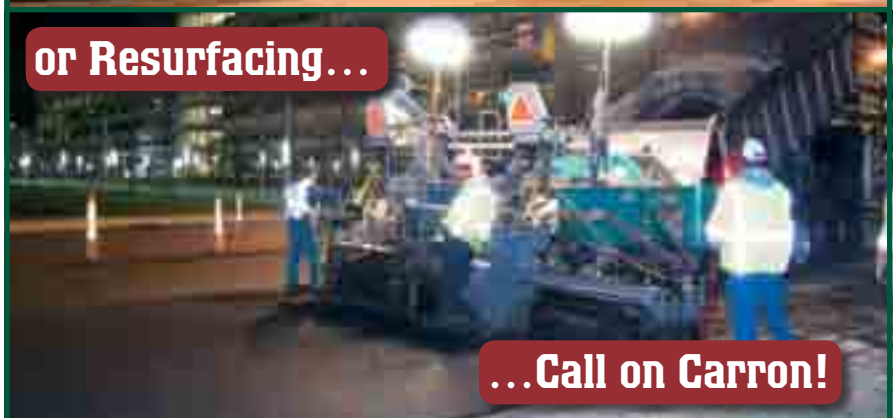
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shingles used on the other buildings. Inside, however, cathedral ceilings set a more formal tone. Due to popular demand, the pavilion is already being expanded to accommodate large parties. "Interest in weddings at the pavilion has blown us away," Hicks says.

The Marketplace sells Gervasi wines, gourmet food items, Italian coffee drinks and sweets. As the weather warms, patrons can order a latte or cappuccino and enjoy it on an adjacent brick patio.

Beyond the bistro and outlying buildings, rows of grapevines rise up like young offspring waiting for their time to shine. It is too soon for the tiny grapes to be used for wine, so Gervasi currently sources grapes from California, Washington and Ohio for the wine that it makes on the premises. According to Leach, a special Mitsubishi split-unit control humidity system was installed in the winery to protect and preserve the fine wines.

Gervasi's wine experts, Andy Codispoti and John Maness became aficionados in very different ways. A native of Italy, Codispoti has made homemade wine for years. Maness has experience



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OLD WORLD AMBIANCE The restored-barn-turned-bistro is “a hybrid of farmhouse and European architecture,” says Melanie Friedman, of FMD Architecture. “We left as much of the original details as possible.”

with mass-produced wines. At Gervasi, they blend their knowledge much like the pairing of two grapes to form an ideal wine.

Inside the bistro, diners sip vidal blanc, chardonnay, pinot noir and Sangiovese blend while sampling dishes that are “simple, elegant and rustic – all at the same time,” says Hicks. Taking the maiden name of Swaldo’s grandmother for the restaurant’s moniker,

Gervasi serves up her special marinara sauce as well as Italian favorites like pizza, lasagna and osso bucco. Executive Chef Jerry Risner, who calls Gervasi “the perfect asset” to the area, prepares dishes that can easily be paired with a Gervasi wine.

“The entrees work well in our environment,” Hicks says. It’s an environment

that Ted Swaldo is pleased to share with his family and guests throughout Northeast Ohio.

“A great deal of credit must be given to the owner who had the vision to transform these buildings into what they are today and doing it all in less than a year,” Leach says. **P**

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Extra Credit

A few years ago, I did a column on the cash flow model. This model (illustrated in *Figure A*) categorizes incomes and expenses into consistent line items, which ultimately determine items such as Net Operating Income, Cash Flow after Tax, etc. I like to periodically review this model and expand on specific line items and this month, we are going to focus on the line item entitled “Credit Loss.”

In the cash flow model, credit loss is a contingency that accounts for the risk that the tenant (or tenants) will fail to meet their rental obligation while under lease. The reasons for this can vary – perhaps the tenant declares bankruptcy, becomes insolvent or simply shuts out the lights on a Friday and never comes back. But whatever the reason, an investor has to recognize the risk of losing rental income due to tenant issues and this risk is typically expressed as a percentage of gross rental revenue. Credit loss should not be

	Potential Rental Income
-	Vacancy Loss
-	Credit Loss
=	Effective Rental Income
+	Other Income
=	Gross Operating Income
-	Operating Expenses
=	Net Operating Income

Figure A

confused with vacancy loss. Although similar in that both are contingencies taken against gross rental revenue, there is an important distinction. While credit loss is associated with the quality of the tenancy, vacancy loss is associated with the quality of the immediate real estate market and helps to

account for the potential erosion of rental income due to market vacancy (sounds like a good topic for a future column).

Credit loss has an inverse relationship to the quality of the tenancy. If

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the tenant(s) is of higher quality (i.e. better credit), the credit loss percentage is lower; conversely, if the tenant(s) is of lower quality, the credit loss percentage is higher. So a few obvious questions jumps out, including:

How does an investor determine a tenant's credit?

If the tenant is a publicly traded corporation, there is a good chance that at least one of the rating agencies have reviewed the entity and published a rating. The best-known rating agency is Standard & Poors (S&P), but other popular ones include Moody's, Fitch and Dun & Bradstreet. The process for all of these agencies is the same – they will review the corporation's debt securities and apply a grade based on the quality and characteristics of this debt. Using S&P as an example, their rating system uses letter symbols and ranges from AAA to D. A rating of AAA is the highest and, by their definition, indicates that the corporation has an "extremely strong capacity to meet financial commitments." As the quality erodes, the

Daus, You Know?

TROUBLE BREWING While recent foreclosures among high-profile office buildings have stolen the majority of the recent headlines, there has been little mention of the growing storm in the multi-family sector. But a quick check over the past several years show that there were numerous high-priced multi-family transactions that were financed with extremely aggressive loans, many of which are now coming due. Keep an eye on this segment as we move through 2010, as I think the fallout will be significant. –AP

rating drops – an A rating is defined as a "strong capacity to meet financial commitments, but somewhat susceptible to adverse economic conditions and changes in circumstances" while a BB rating is defined as "less vulnerable in the near-term but faces major ongoing uncertainties to adverse business, financial and economic conditions." So back to my original question – how does an investor determine a tenant's credit? Go to www.standardandpoors.com, sign up for an account (the price is right – free) and shazam, you will have access to look up all of the companies rated by S&P. There is also information on their methodology, definitions, ratings criteria, etc.

Once I know the tenant's credit, how do I figure out the credit loss to use in the cash flow model?

There is no hard and fast rule that translates a credit rating into a credit loss factor. Even if there were a magic table, it would be constantly changing as S&P adjusts its ratings and the broader-based investor sediments change over time. Instead, most investors do use a comparison to similar properties. Suppose that I'm evaluating a single-tenant property leased by CVS. I look up S&P's credit rating on CVS to find out it is BBB+. My next step is to then find other BBB+ properties that are currently on the market and see what kind of credit loss is being applied to them. I will also reach out to a few of my fellow investment broker friends as well as a couple lender friends, just to make sure I am on the right train track.

What if the property is not rated by the ratings agencies?

The rating agencies can only rate companies that have publicly traded debt. So if the tenant is privately



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held or is publicly held but with no publicly traded debt, there will be no rating available.


At this point, things get more subjective. Almost all companies will have audited financial statements, which is a great starting point to help an investor in determining the financial viability of the tenant. But someone then has to interpret what those financials actually mean, at least in terms of credit-worthiness, as opposed to letting S&P or Moody's deal with all of that interpretation noise.

When dealing with unrated credit, my advice is to have a good relationship with someone that is well versed in reading business financial statements – perhaps a financial advisor, attorney or accountant. They should be able to advise you on the highlights (and lowlights) of the tenant's financial footing. Once you know this, the process of applying an appropriate credit loss is similar to before – comparing the subject investment to similar alternative investments.

What if a property is multi-tenant and has a mix of both public and private companies?

So far, we have worked under the assumption that a property only contains one tenant. But many properties are multi-tenant and will often contain a variety of tenants, including public, private, good credit, not so good credit, large, small, etc. In this instance, things get even more subjective but can still follow a logical progression. The first thing to do is determine the credit-worthiness of each tenant. If they have rated credit, use that rating and if they do not, use their financial statements to make an estimate and then translate all of these into individual loss factors. Once all of the credit loss factors are in hand for each tenant, apply these to the gross rent paid by that specific tenant. The result will be a series of individual credit losses for each tenant, which are then simply added together to form a credit loss for the overall property. **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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Perspectus Architecture Welcomes Director of Strategic Planning

Perspectus Architecture, of Cleveland, recently announced that Kenneth T. Misener has joined the full-service architectural firm as Director of Strategic Planning. Misener is a seasoned executive with more than 35 years of experience in health services management. Currently, Misener also serves as Executive in Residence for the MBA Health Care Administration Program at Cleveland State University's Nance College of Business.

Misener has previously served as: Vice President and Chief Operating Officer of Fairview Hospital, a Cleveland Clinic hospital, in Fairview Park, Ohio; Executive Vice President and Chief Operating Officer of Akron General Medical Center in Akron, Ohio; and, Chief Operating Officer of Dental Care Partners, a for-profit dental practice management company based in Mayfield Heights, Ohio.



Kenneth T. Misener

"The Special Recognition Award is not given annually," Kurt Riesenberg, executive director of SPFA says. "It is presented only for projects of unique significance that illustrate the benefits of spray foam, such as West Roofing's work in Iraq. This was one of the more emblematic projects in spray polyurethane foam (SPF) history, extraordinarily large in scope, leading to unprecedented impact on the safety, quality of life, and comfort of American soldiers serving in Iraq."

West Roofing sent 10 fully-equipped spray foam teams to Iraq to insulate tents, living quarters, office space, aircraft hangers, hospitals, computer rooms, bunkers, dining halls and warehouses on military

West Roofing Wins Two National Awards

West Roofing Systems, Inc. recently received two Contractor Industry Excellence awards at the Spray Polyurethane Foam

Alliance (SPFA) 2010 Conference and Expo in Orlando, Florida. SPFA's Special Recognition Award honored West Roofing for insulating 6.3 million square feet of temporary structures at 20 forward oper-

ating military bases during "Operation Iraqi Freedom." West Roofing also received a Contractor Excellence Award for a quality roofing system installed at the Ohio Turnpike Administration Building in Berea.



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Maytag Honors Lakeside Laundry Equipment with Excellence Award

Lakeside Laundry Equipment Co., recognized locally as A.L.L. Laundry Service of Cleveland, was recently honored with the 2009 Maytag Multiple-Housing Excellence Award during the Maytag Commercial Laundry 52nd Annual Meeting in Orlando, Fla. The award is based on outstanding service to the multi-housing market, including colleges and universities, condominiums and apartment buildings.

"Lakeside Laundry/A.L.L. Laundry Service's knowledgeable staff and exceptional service exemplify the hard work and dedication the Maytag brand represents," says Craig Kirchner, global director of Maytag Commercial Laundry. "The company's tireless service to the multi-housing industry makes them an example to others, and we are proud to recognize them with this award."

Lakeside Laundry Equipment offers commercial laundry equipment solutions for coin, multi-housing and on-premises laundry applications. With more than 50 years of combined experience, the company is known for its washer and dryer expertise, hot water and heating solutions, and supporting products for building a cost-effective and profitable laundry business. Dennis Connelly, Howard Shear, Leon Shear and Eric Mayers were on hand to receive the award. For more information about Lakeside Laundry Equipment, visit lakesidelaudry.com or call (800) 628-2588.



(Back row) Clay, the Maytag repairman, Steve Hietpas-Maytag, Howard Shear, Craig Kirchner, (front row) Eric Mayers, Dennis Connelly and Leon Shear

new SPF roof was coated with a low-solvent silicone topcoat that included recycled EPDM and prevented the release of about 1,000 pounds of hydrocarbons into the environment.

CBRE Welcomes Converse, Jr.

CB Richard Ellis recently announced that Chandler Converse, Jr. has accepted the position of managing director of Brokerage & Corporate Services for the CB Richard Ellis Cleveland and Akron offices. In addition to his ongoing client commitments, Converse will help lead the office and industrial brokerage service lines as well as oversee Global Corporate Services for the Northeastern Ohio offices.

Converse is a 25-year leader within the commercial real estate industry. He has been involved in major local and national client engagements, additionally; he is a member of the CB Richard Ellis Law Firm Practice Group.

Technical Assurance Welcomes Senior Associate

Technical Assurance recently announced that Jeff Smallidge, P. E. has joined its staff as Senior Associate. Smallidge is a registered

bases to help reduce interior heat and cold, as well as mitigate dust and noise. Spray foam also strengthened the earth-built barriers that help protect structures in the bases from blasts and projectiles. The West Roofing teams worked in extreme heat, harsh environments, and had to contend with periodic enemy fire. Power requirements for cooling and heating

structures dropped by 80% once insulated. The resulting energy savings lowered fuel consumption on each base, saving the military millions of dollars, while reducing the number of vulnerable fuel vehicles traveling over some of the most dangerous roads in the world.

The Contractor Excellence Award for the Ohio Turnpike Administration Building was

presented to West Roofing for providing a roof system design to deliver energy savings, repair two persistent leaks, be environmentally friendly, and allow for continued facility operation during installation. The old EPDM roof was removed and recycled through West Development Group's "Roof-to-Roof" (R2R) recycling process – keeping tons of EPDM out of a landfill. The

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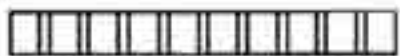


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structural engineer, licensed in Ohio and Massachusetts. He has extensive experience in the parking industry, functioning as the lead parking consultant for many owners, architects and developers over the past ten years. At Technical Assurance, Jeff will be working with new and existing clients to address their parking lot and facilities design, renovation and maintenance needs. He is a member of BOMA and the Northeast Ohio Chapter of USGBC.

Downtown Cleveland Alliance Announces Board

At Downtown Cleveland Alliance's Annual Board meeting recently, John

Ferchill was elected chairman of the Board of Directors. Ferchill replaces John Carney who served as DCA chairman for the past two years. Carney will remain an active member of the DCA Board as immediate past chair.

Ferchill has been a member of the DCA board of directors since its inception in 2005 and is a well respected developer with extensive experience in historic renovation and urban redevelopment throughout the Great Lakes.

"This is a pivotal time for downtown Cleveland and I'm excited to be able to lead our organization through it," Ferchill says. "We have three major upcoming developments [Cuyahoga County reform,

the casino and the medical mart/convention center] that will give the core of our city a tremendous opportunity for growth over the next three years. I am focused on helping DCA better position downtown to take full advantage of that opportunity."

In addition to the appointment of John Ferchill, the following five current board members were re-elected to new three-year terms: Ari Maron, Terri Hamilton Brown, Jonathan Sandvick, Mark Stornes and Tom Adler.

The following officers were also elected: Jonathan Sandvick (vice chairman), Jack Herrick (vice chairman), Mark Stornes (Treasurer), Bill Bolton (sec-

retary) and John Carney (immediate past chair).

DCA also welcomed six new members to its board of directors including: Len Komoroski (president, Cleveland Cavaliers and Quicken Loans Arena), Adam Fishman (principal at Fairmount Properties), Jeane Romanoff (director of development for the Greater Cleveland Film Commission, and DCA city advocate), Eric Wobser (executive director of the Ohio City Near West Development Corporation), David Hartt (chairman of the Historic Warehouse District Board) and Mike Swearengen (chairman of the Historic Gateway Neighborhood Board). **P**

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EPA Issues New Reporting Requirements

In the fall of 2009, the U.S. Environmental Protection Agency (“EPA”) issued final regulations that will require more than 10,000 facilities to report their greenhouse gas emissions annually (the “Regulations”). Facilities governed by the Regulations were required to begin monitoring their greenhouse gas emissions on January 1, 2010, and must file their first annual report with the EPA by March 31, 2011. The types of greenhouse gases covered by the Regulations include: carbon dioxide (CO₂), methane (CH₄), nitrous oxide (N₂O), hydrofluorocarbons (HFC), perfluorocarbons (PFC), sulfur hexafluoride (SF₆), and other fluorinated gases including nitrogen trifluoride (NF₃) and hydrofluorinated ethers (HFE).

The Regulations apply to three different categories of greenhouse gas sources, namely upstream, downstream and mobile sources. Upstream sources include, among others, fuel suppliers and parties that manufacture, import or export petroleum products, natural gases and certain liquid fuels. Downstream sources include facilities that have the potential to emit relatively large amounts of greenhouse gases including, without limitation, electricity generators, landfill operations, petroleum refineries, paper manufacturers, various chemical producers, and producers of aluminum, glass, iron and steel. Mobile sources covered by the Regulations include manufacturers and importers

of heavy duty vehicles, motorcycles and engines used in off-road vehicles. Presently, cars and light duty trucks are excluded from the Regulations.

Generally, only facilities with greenhouse gas emissions over 25,000 tons per year are subject to the Regulations, though there are exceptions. For example, the Regulations identify 15 categories of sources that must report regardless of the amount of their greenhouse gas emissions. These categories include, without limitation, aluminum, petrochemical and cement manufacturers, petroleum refineries and certain electricity generators.

The Regulations also require that the following information be included

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within the annual reports: the level of CO₂, CH₄, N₂O, and fluorinated greenhouse gases emitted by each regulated source category present at the facility, in addition to the aggregated greenhouse gas emissions for the facility. Facilities must also maintain their emission records for a minimum period of three years to comply with the Regulations.

Generally, once a facility is covered by the Regulations, it is difficult to get out. For example, if a facility is required to report its greenhouse gas emissions in a given year, the facility will be required to continue to report for subsequent years even though its greenhouse gas emissions may have dropped below the reporting thresholds. The exceptions to this general rule are where the facility stops operating equipment that emits greenhouse gases altogether, or if its emissions fall below the 25,000 ton threshold for five consecutive years or below the 15,000 ton threshold for three consecutive years. However, to qualify for one of these exceptions, the facility must notify the EPA and state why the emissions have fallen.

Importantly, the Regulations do not pre-empt individual states from adopting their own mandatory greenhouse gas emission reporting program. Indeed, at least 17 states have or are in the process of adopting such programs, though Ohio is not yet among those states.

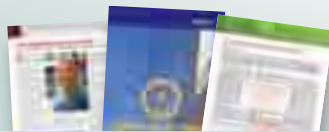
If you or your company believes it may be subject to the Regulations, you should consult with an Environmental Attorney as soon as possible to ensure

that your company is in compliance with the Regulations. **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 William Caplan at bcaplan@bdblawn.com or 800-686-2825, or David Hrina at dhrrina@bdblawn.com or 800-686-2825. This article may not be reprinted without the express permission of Buckingham, Doolittle & Burroughs, LLP © 2010.

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GEORGE J. POFOK

Commercial Real Estate Forecast By Sector

While the economy has been growing lately, fallout from the recent recession continued to negatively impact commercial real estate sectors in the fourth quarter, but there is hope for some improvement next year, according to the National Association of Realtors (NAR).

According to NAR chief economist Lawrence Yun, commercial real estate almost always lags the economy. With the job market expected to turn for the better later this year, a rising demand for office and warehouse space is anticipated, although it is not likely to happen before 2011. At the same time, Yun sees that improved consumer confidence could help sustain the retail sector and encourage more to enter the rental market.

Looking at the overall market, commercial vacancy rates generally will stay

at elevated levels, according to NAR's latest *Commercial Real Estate Outlook*. This national NAR forecast for four major commercial sectors analyzes quarterly data in the office, industrial, retail and multifamily markets and includes historic data provided by CBRE Econometric Advisors.

Office Market

With a lot of sublease space currently on the market, vacancy rates in the office sector are forecast to rise from

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16.3% in the fourth quarter of 2009 to 17.6% in the fourth quarter of this year; the longer term outlook is for vacancies to average 17.4% in 2011.

Annual office rent is projected to decline 7.2% in 2010, following a drop of 12.7% last year. In 57 markets tracked, net absorption of office space, which includes the leasing of new space coming on the market as well as space in existing properties, should be a negative 27.3 million square feet in 2010.

Industrial Market

There is proportionately less industrial sublease space on the market than in the office sector, but obsolescence remains a factor. Industrial vacancy rates will probably rise from 13.9% in the fourth quarter of last year to 14.9% in the closing quarter of 2010; they could average 14.5% next year.

Annual industrial rent is likely to fall 9.6% this year, after declining 10.9% in 2009. Net absorption of industrial space in 58 markets tracked is seen at a negative 93.5 million square feet in 2010.

Retail Market

Retail vacancy rates are expected to edge up from 12.4% in the fourth quarter of 2009 to 12.7% in the same period of this year, and may hold at that level in 2011. Average retail rent is forecast to decline 2.4% in 2010, following a drop of 4.0% in 2009. Net absorption of retail space in 53 tracked markets should be a negative 3.4 million square feet this year.

Multifamily Market

The apartment rental market, multifamily housing, is poised to gain from a rise in household formation. Multifamily vacancy rates are likely to decline from 7.4% in the fourth quarter of last year to 6.6% in the fourth quarter of 2010, and possibly edge down to 6.1% next year.

Average rent is projected to decline 3.4% this year, following a decline 3.6% in 2009. Multifamily net absorption is expected to be 115,000 units in 59 tracked metro areas this year. **P**

George J. Pofok, CCIM, SIOR is the 2010 Chairman of the Board for Cleveland Area Board of Realtors (CABOR). CABOR is the voice of real estate in Northeast Ohio, serving the community, real estate professionals who sell real property, and businesses that work in or with the real estate industry. For more info, visit www.CABOR.com.

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Photo courtesy of City Architecture

Metro Meets Retro

High quality living comes to Cleveland's 'Campus District' at University Lofts

By John Elliott | Photos by Frank Salle

Cleveland's "Campus District" near Cleveland State University continues to blossom, thanks in large measure to visionary property owners who recognize the historic quality of their buildings and restore them into unique living and working spaces.

Case in point are brothers David and Jay Kaufman, the owners of Brothers Printing, who have restored and expanded their Euclid Avenue properties to develop some of the finest urban

living spaces in Greater Cleveland: University Lofts at 2010/2020/2030 Euclid Avenue.

University Lofts re-establishes a continuous street frontage along Euclid

Avenue and provides a contemporary face, compatible with the proportion and scale of existing buildings on this section of the street, presented with bold contemporary detailing that signals the next phase of life on Euclid Avenue.

"Part Metro, Part Retro" is how the brochure describes the \$12 million project consisting of eight condominiums and 30 loft-style apartments. The Kaufman brothers tapped the design and expertise of Cleveland-based City Architecture to restore existing buildings and develop a new one over a former parking lot. The result is a row of buildings that offer a unique com-

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PLEASANT PROXIMITY Situated in Cleveland's "Campus District," University Lofts is within walking distance of Playhouse Square, Cleveland State University (above), the city's main sports venues, and numerous stores and restaurants.

bination of historic renovation and modern design.

University Lofts includes one- and two-bedroom suites, each with unique floor plans. Many include exposed brick walls, massive windows with outstanding city views, and an in-suite washer and dryer. All are within walking distance to Playhouse Square, Cleveland State University, the city's main sports venues, and numerous stores and restaurants.

The units feature ceramic tile kitchens and bathroom floors, EnergyStar appliances, electric heating and air conditioning, controlled access, and Internet and cable connectivity.

One-bedroom apartment suites range from 684 to 726 square feet and run \$900 to \$1,000 in monthly rent. Two-bedroom suites range from 1,100 to 1,314 square feet and run from \$1,210 to \$1,515. The condos are priced from \$200,000 to \$550,000.

The Kaufman Brothers, whose main business Brothers Printing sits next to the new developments, have kept a close eye on their surroundings over the years and have long been committed to improving the area's quality of life. Brothers Printing has operated in its current home at 2000 Euclid since 1974. Over the years, the Kaufmans bought the adjacent buildings as they became available. All of the buildings were automobile showrooms at one time.

In recent years, the brothers discussed design ideas with Paul Volpe, a principal at Cleveland-based City

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REFRESHED ROOMS Existing features, such as exposed brick, mix with modernized finishes and furnishings in the \$12 million project's eight condominium units and 30 loft-style apartment units.

the historic buildings and provide a mixed-use space with modern features. Hence, the new building uses colored glass, aluminum panels and flowing, open layouts.

Dreyfuss-Wells further notes that the new building is energy efficient, utilizing efficient lighting fixtures and appliances, water efficient plumbing and a reflective EnergyStar roof. Materials were chosen for recycled content.

Financing has come from both public and private sources. The buildings are not historic sites, but they are located in a historic district, so they have been able to take advantage of Ohio historic preservation tax credits.

City Architecture brought Willoughby-based Marous Brothers Construction as general contractor for the project, which was constructed in two phases. The first phase in 2007 consisted of demolishing the buildings' interiors and constructing the ground floor bookstore. One of the buildings has a brick exterior while the other is terra cotta. Phase two consisted of renovating the old buildings and building a new infill addition at 2030 Euclid on the site of the former parking lot.

A diagonal corridor runs through the three buildings, with elevators at both ends of the buildings and elevators at both the front and the back. It is practically impossible on the inside to see where the new construction begins. There are concrete pillars from the original structures kept intact. Scott Marous Jr., the project manager for

Architecture. The Kaufmans had an ongoing relationship with Volpe; their fathers had done business together and Volpe had overseen remodeling jobs for the Kaufmans' printing company. Volpe, for his part, gives a lot of credit to the Kaufmans for being visionaries. He says the decision to go with a high quality residential project versus more

typical student housing was based on a commitment to the neighborhood.

"There's a sophisticated look that they and we were after that would attract people who wanted to stay there as their home," Volpe says.

Kevin Dreyfuss-Wells, the project architect, says the Kaufmans wanted to preserve the character of





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OVER AND ABOVE All units at University Lofts have floating ceilings suspended over the kitchens, with new appliances and wood cabinets.

Marous Brothers Construction, says steel was installed around concrete pillars in the old building. He says the tight spaces were challenging in and of themselves, along with creating a new building and integrating it seamlessly with the renovation.

Curved, corrugated glass was removed from sections in the floor and used as wall art in the lobby, along with custom made millwork

panels. Hallways in the buildings have exposed ceilings, and each hallway floor has a different colored carpet to enhance way finding.

All units have floating ceilings suspended over the kitchens, with new appliances and wood cabinets. Some condos have granite countertops. The interior spaces have grey, black and white colors, with wood baseboards. The bedrooms have ceiling fans and

walk-in closets. Some of the units have translucent sliding doors between the living area and the bedroom.

The 2010 building has six units; two per floor on the second, third and fourth floors. The two-bedroom units have a large balcony on the south side offering a view of the Wolstein Center on Prospect Avenue.

The 2020 building consists of 24 suites; six apartments per floor. There are eight one-bedroom suites and 16 two-bedroom suites. Some have balconies with fabulous urban views.

The 2030 building contains the eight condos. The ground floor of this building has been reserved for future retail stores or restaurants.

University Lofts are being rented out by University Heights-based Coral Co., the same company that owns 1900 Euclid Avenue Lofts.

"Development is occurring in Cleveland in some of the most surprising places by some of the most incredible people," Volpe says, referring to brothers Dave and Jay Kaufman. **P**

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Appetite for Escape

Sepia-toned design brings warm, worldly elegance to the table at Chinato

By Mark Watt | Photos by Kevin Reeves

When Chef Zack Bruell opens a new restaurant, he wants to give diners a chance to sneak away and go “somewhere else in the world” for a couple of hours. Not just through his creative, flavorful menus, but also through the architectural design that serves to create a mood and frame the activity within a dining space. “It’s about creating an energy,” he says. Six years ago, Bruell provided a getaway to the sleek sophistication of Manhattan’s SoHo neighborhood when he opened Parallax in Tremont. Last year, he opened L’Albatros in University Circle, created to feel like a modern brasserie in Paris. Now, Bruell is taking diners on a new adventure with Chinato, his new contemporary Italian restaurant on the Northeast corner of Prospect and East 4th Street in Downtown Cleveland.

“I wanted to evoke images of walking into a restaurant in Italy, but without creating a [movie] set,” Bruell says. “When you visit restaurants in Italy, you’ll find yourself inside of some 300- or 400-year-old building with beautiful vaulted ceilings, and that can be [juxtaposed] with very modern furnishings. That’s the ambiance I wanted to create.” That old-meets-new approach would couple with Bruell’s culinary approach at Chinato: simple but progressive takes on traditional, flavorful Italian cuisine.

To realize his vision, Bruell enlisted Architect Ron Reed, of Westlake Reed Leskosky, and eventually general contracting firm Triple E Construction. This reunited the team responsible for the design and construction of both Parallax and L’Albatros. “This team works very well together,” says Bruce Eglin, owner/president of Triple Construction. “We’re all on the same page so it becomes a nice, efficient process.”

The entire Chinato project was completed over a nine-month period, beginning in the spring of 2009 when

MRN Development coaxed Bruell to bring his culinary touch to the recently revived East 4th Street Entertainment District. Occupying the first floor and basement of an eight-story building in the shadow of Quicken Loans Arena and Progressive Field, the targeted 7,500-square-foot space – formerly home to Sol Bergman Jewelers – had sat vacant for years, most recently serving as a staging area for construction projects along 4th Street in recent years.

“It was completely raw space,” Eglin says, explaining that work included

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MOLDED MOOD To shape a warm, contemporary environment at Chinato, tall ceilings are lowered with the use of arched, fiberglass foam and fabric acoustic drop panels that evoke vaulted ceilings. Throughout, color choices are intended to set an impression of “walking into a sepia-toned photograph,” according to Architect Ron Reed.

ripping out the existing concrete floor at basement level, installing a new set of stairs and an elevator, and installing all new plumbing and mechanicals, including venting kitchen equipment up and out of the building with consid-

eration paid to condominiums situated on upper floors.

Because the space was stripped bare, Reed was provided with a blank canvas to create a setting that matched Bruell’s conception for Chinato.

“The imaging of an Italian restaurant in America has gone through a transformation over the past 50 years, from the mid-century red-and-white checkered tablecloths and family pizzeria atmosphere through the upscale Tuscan motif that seems to have become the dominant theme in recent years,” Reed says. “I knew we needed to reconsider all of this if we were going to make a marketable impact, and that we should start by returning to the basics.”

So Reed did just that, reducing the concept to a few key architectural symbols to evoke Italy while attempting to avoid obvious stereotypes.

“I remember in the 1980s going into Italian restaurants in Greenwich Village and there would often be sepia-toned photographs hanging on the wall behind the Maitre d’ station,” Reed says.

“There was a real sense of connection with another era in those photos, and that memory was the catalyst for the interiors at Chinato. We decided to drain all colors to shades of umber, tan, amber and cream so that when you walk into Chinato the impression is one of walking into a sepia-toned photograph.”

At the same time, Reed drew inspiration from more recent visits to friends in Milan.

“We would dine at these trattorias in Italy and often we would find ourselves inside a large room with barrel-vaulted ceilings,” he says. “And there was always a chandelier. Those shapes and that sort of volume and spatiality stuck with me.”

That approach comes to life at Chinato. The main floor is largely occupied by one large dining room, which is dressed in warm, yellow-tinged tones and seats 120 patrons. Banquettes are strategically arranged between existing three-foot thick supporting columns spaced throughout the floor. A dramatic mural covers the entire northern wall of the restaurant with a sepia-toned cityscape photograph of Firenze, the capitol city of Italy’s Tuscany region. Images of Venice are utilized on glass panels at the restaurant’s entrance. Floors are stained and sealed concrete.

Tall ceilings are lowered with the use of arched, fiberglass foam and fabric acoustic drop panels that evoke vaulted ceilings.



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"In Italy the vaulted ceilings convey a sense of weight, while the arched panels here create a lightness that has its own elegance," Reed says.

Lighting is a vital component at Chinato, providing a yellow glow within the dining room, while a modern chandelier serves as an accent piece. Downlights bounce light off of the dining tables to illuminate patrons' faces in a flattering way. ("We want people to look good," Bruell says.)

"One thing I've learned in this new phase of my career is that restaurants at this level are all about the women," says Bruell, who has now presided over the opening of 11 restaurants over more than three decades. "You build a dining room that women like, that they feel safe in and that makes them feel good, and they will come. The men will follow."

Surfaces throughout the entire restaurant are intended to convey warmth and sensuality, Bruell adds. Patterned drapery blocks out the busy city life outside and softens natural light in the daytime. Seating is upholstered with a faux ostrich fabric that is pleasing to the touch. Tables are smooth and sleek.

"It's a tactile environment," Reed says. "A lot of materials and furnishings were selected on how they feel when your hands hit them. It was about making a sexy, sensual space."

At the restaurant's entry, a large, dense, tongue-and-groove walnut threshold



piece creates a passage from the front door to the dining room and to a separate bar area facing Prospect Avenue. The bar, which was custom designed and built, incorporates marble surfaces and stainless steel. The entire bar area is designed with deeper tobacco brown color tones.

The turnout kitchen, featuring porcelain tiled walls and downlighting, is viewable from the dining room. A prep kitchen is located on the basement level, as are restrooms for patrons.

STAGING AN ENTRANCE At the restaurant's entry, a large, dense, tongue-and-groove walnut threshold piece creates a passage from the front door to the dining room.

The basement level also houses a party room, seating approximately 45 patrons, that can be used for private functions, business meetings and more. A separate bar serves the space, which may eventually be transformed into a nightclub for the later hours of the evening.

The final move planned for the restaurant, which opened in January, is the addition of outdoor seating along 4th Street outside.

For his part, Reed is happy with the result of the project.

"We've been eating there almost every weekend," Reed says. "The vibe is really good. There's a nice energy and the food is great."

Bruell says the restaurant has been functioning smoothly and that he's getting positive feedback from diners, thanks largely to Reed's design and the execution by Triple

E Construction.

"When any architect approaches a project like this, they shoot for the moon initially and then typically there is some compromise for cost," he says. "We didn't compromise much here at all and that has paid off. It's a great design and Bruce [Eglin] was the one who understood what Ron [Reed] was trying to execute and pulled everything together." **P**

Congratulations to Zack Bruell of Chinato on yet another successful restaurant opening



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Maintenance Matters

Proactive upkeep & inspection limits chance of surprise roofing repairs

By Mike Cappy

Professional Roofing Service Inc.

When purchasing real estate, the mantra most often heard is location, location, location. Once that building is purchased, the new mantra should be prevention, prevention, prevention, particularly when it comes to roofs.

Now that spring is here, it's time to take a good hard look at the toll winter weather has taken on your building or home. Odds are that some of that damage could have been prevented. Ice dams, leaky roofs and frozen pipes are more often than not a symptom of inadequate maintenance. It's been proven time and again that return on investment is highest when a regular maintenance program is in effect. Bi-annual service inspections by a reputable roofing company can often go a long way toward preventing winter disasters and the additional costs associated with them.

Ice dams are a perfect example. We've all seen the diagrams showing the eve edge of a roof and a gutter covered with snow, and the sun thawed pool of water behind it. But it's entirely possible that a big part of the pool is caused by inadequate or improper insulation at the junction between the roof and the exterior wall. This condition results in unnecessary expenses both in heating and cooling costs, and damage repair costs.

Another income stealer is the lack of a seal or a compromised seal between the roof and the exterior wall. On a pitched roof and in many places code required, the best practice is the application of ice and water shield membrane at the gutter edge. The ice guard membrane should typically extend 24" inside the interior face of the exterior wall and be folded down the fascia, behind the gutter. On shallow pitched roofs, or roofs with deep soffits, it may take two rows of ice



guard to accomplish this. On a flat roof with a parapet wall, that joint can be sealed any number of ways depending on the roof system and type of coping. Deficiencies in either type of construction can allow water easy access to the interior of your building that results in

major expense, damage and inconvenience.

Unsealed penetrations through a roof or wall can also allow water infiltration, contribute to frozen pipes, or upset the balance in air temperatures between conditioned and unconditioned spaces.

Clogged roof drains, compromised coping and flashing failures can also be sources of un-budgeted expenses.

All these types of expenses can be lessened and in many cases prevented by regular roof maintenance and inspections. A reputable roofing company can identify existing and potential profit robbing conditions on your roof and make recommendations to repair or prevent them. Scheduled, budgeted maintenance expenditures will pay dividends in the long run by limiting the chances and effects of surprise repairs. **P**

Call Mike Cappy or Tom Vasek from Professional Roofing Service Inc. in Strongsville at 440-572-7500 or email prorooftinspection@sbcglobal.net to discuss all your roofing needs whether it's repairs, reconditioning or replacement.

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Prefabrication Pays

Benefits of custom single-ply roofing systems

By Fred Sitter

Duro-Last Roofing, Inc.

In a world of commodity single-ply roofing products, systems that are custom-fabricated truly stand out from the pack. In fact, they can be the best long-term investment you can make in your building. An example can be found in systems designed and manufactured by Duro-Last Roofing, Inc. Since 1978, Duro-Last Roofing, Inc. has been an industry leader in manufacturing custom-fabricated single-ply roofing systems. The company designs each roof to fit building specifications exactly, and manufacture it under controlled factory conditions.

Duro-Last's custom prefabrication process begins with an authorized Duro-Last roofing contractor precisely measuring the roof surface, rooftop projections and perimeters. The contractor can draw upon Duro-Last design resources for help in determining the best plan for roofing the building. Once the contractor places an order for the roof, it's manufactured by Duro-Last in sections up to 2,500 square feet at one of its four factory locations. The entire roofing system, including all components and accessories, is then delivered to the jobsite for installation.

For building owners and managers, custom fabricated roofing offers a variety of advantages:

- Studies show that most problems occur because of installation errors, particularly at changes in plane on

the roof, such as projections, curbs, drains, perimeters and abutting walls. Prefabrication helps overcome many of the conditions that cause seam

Studies of roof failures show that most problems occur because of installation errors, particularly at changes in plane on the roof.

problems, including variables in climate, rooftop working conditions, traffic, contamination and labor. Prefabrication can eliminate up to 85% of on-site membrane seaming, greatly reducing the likelihood of installation errors and leak problems in the future.

- Prefabrication gives the contractor and project manager greater control over scheduling. The larger membrane panels require less labor to install than conventional "roll goods" roofing systems, and the reduced seaming requirements make the system more suitable for installation on challenging projects.
- Prefabricated systems are easier to install throughout the year, even during adverse weather conditions. Installation time is reduced so the contractor can get on and off the job quickly. The relatively small amount of seaming done in the field is completed with hot-air welding methods, which are virtually unaffected by cold or damp weather conditions.

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Prefabrication can also accommodate building owners who feel rushed to get a roof installed before winter.

- Prefabrication drastically reduces waste, both during the manufacturing process and installation. The roofing contractor orders the exact amount of necessary roof coverage, rather than a collection of raw materials.
- Prefabrication also appeals to engineers and architects who would like to address a particular structural or aesthetic design problem. For example, the fastening tab pattern for prefabricated, mechanically attached systems can be varied to match deck configurations, such as irregularly shaped areas, the location of concrete "tees," and specific wind designs. Aesthetically, panel sizes, shapes and colors can be pre-planned and custom-made to achieve desired visual results.

- Finally, prefabrication lends a certainty to the roof application that does not exist otherwise. It allows the roofing contractor to take control of a construction operation in a highly unstable environment. Roofing contractors are forced to plan their work carefully, and are rewarded

with greater worker productivity, a higher-quality installation and more satisfied customers. **P**

Fred Sitter is the marketing director for Duro-Last Roofing, Inc. in Saginaw, Michigan. He can be reached at 800-248-0280 or fsitter@duro-last.com.



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Made to Move

Single ply roofing systems provide strong defense against leaks

By Dana Howell

Damschroder Roofing LLC

Does your building have a flat roof that has been a constant problem? Do you find yourself making what seems to be never ending repairs to your flat roof? Are you convinced that there is no flat roof out there that doesn't leak? Do you find yourself asking the question why would anyone construct a building with a flat roof? All these questions/concerns are legitimate flat roof questions.

Let's start at the beginning. Why would you build a structure with a flat roof? There are actually many reasons, but the main reason is space. A flat roof supported by columns gives you a much larger floor plan, typically seen in banquet halls, strip malls and warehouses.

Now we understand one reason these structures are built, but what causes them to be a constant problem keeping them from leaking? Again, there are many factors, but at this time I would like to focus on just one: movement. Any time you have temperatures that fluctuate as they do in the Midwest, you will experience movement. With this being said, if your flat roof is not able to withstand movement you experience failure. This is why splitting and cracking can often be seen.

A great solution to this problem was the invention of single ply roofing. Single ply roofs are roofs that protect a building through one layer

of roofing membrane as opposed to the old multi-layers of tar felt and gravel. Two popular types of single ply roofing in our region include rubber (EPDM) and roofing materials containing plastic compounds such as PVC's (Poly Vinyl Chloride). These membranes are able to move more freely to take on the expansion and contraction often seen in large buildings.

The trend in flat roofing is clearly moving toward the single ply roofing systems over the multiple ply. Single ply roofing has been on the increase for many years while multiple ply roofs have been seeing a significant decrease in the market share of flat roofing.

Rubber was the dominant single ply during the 1960s through the mid 1980s. Rubber is installed several different ways. Some are installed by overlapping the sheets of rubber and covering them with river rock called ballast. Others are glued or screwed to the deck. The seams

are then glued together with the hope of providing a long lasting water proofing solution. The major problem associated with rubber roofs is de-lamination. De-lamination is the breaking down of the glue or adhesive that holds the sheets of rubber together.

Heat welded roofs are made of plastic compounds such as PVC. Heat welded roofing systems are the fastest growing portion of the single ply roofing industry. The welding together of PVC sheets at the seams provides a permanent and stronger bond than glues or tapes. The Duro-Last Corporation in Saginaw, Michigan actually pre-welds sheets of membrane up to 2,500 square feet in their factory, thus most of the seams of a deck sheet are welded under ideal conditions. **P**

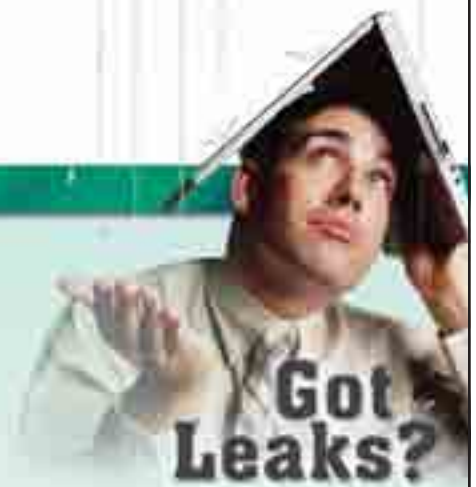
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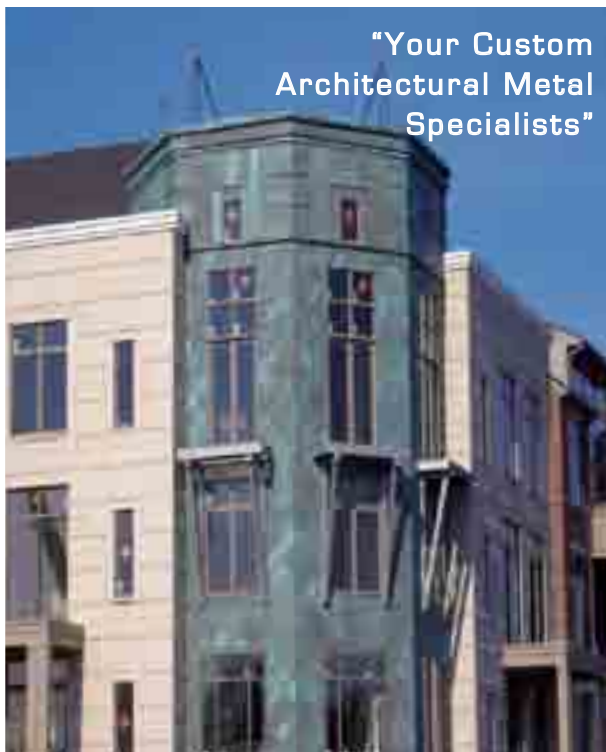
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Weathering the Effects of Winter

Early spring inspections provide valuable assessment of commercial roofing damage

By Brian Kamis
Absolute Roofing

Winter has two faces: A snowy wonderland or a serious threat to rooftops. Blizzards, freeze-thaw cycles and frigid temperatures place extraordinary stresses on commercial roofing systems and, while most are designed to withstand harsh wintry conditions, roof failures can occur when these systems are pushed beyond their limits.

"Heavy snow is a major concern," says Chris Kamis, of Absolute Roofing and Construction, Inc. in the Northern Ohio area. "Clogged drains and leaks are others." Kamis is a member of the National Association of the Remodeling Industry (NARI), as well as a registered Red Shield installer for Firestone Building products.

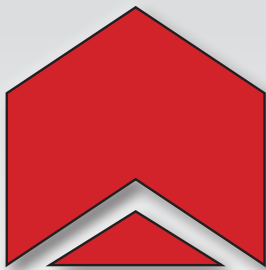
Kamis is also a member of a loose-knit, as-yet-unnamed organization of local contractors that specializes in the specification and design of roofing,

waterproofing and exterior wall systems, and which offers tips to building owners, facility managers and property supervisors on how to keep their buildings secure throughout Northeast Ohio's changing seasons.

"When snow removal is necessary, using the wrong shovel on a single ply roof can be a big mistake," Kamis says. "Many roofs are ruined that way. For this reason, a roofing contractor should be considered a valuable partner in proper snow removal, potentially saving

a building owner the cost of repair resulting from shovel damage failures."

According to Kamis, the best safeguard against winter calamities is routine inspections just before and just after winter. Minor problems with drains, flashings, copings and so forth can be repaired before winter. Spring is the time for identifying major defects such as split membranes caused by wintry weather. Major roof repairs or re-roofing should be scheduled for the spring or summer and fixed well before winter arrives.



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A building's drainage is also at risk during wintry weather. Snow and ice can obstruct drains and build up during freeze-thaw cycles. This ice can get under flashings, copings, drains and joints and wreak havoc on all types of roofing systems. A professional roofing contractor such as Absolute Roofing and Construction, Inc. has the experience and knowledge to identify and correct problems before they become catastrophic.

"Most buildings are designed to withstand the worst case scenarios of wintry weather, but if a design flaw becomes apparent, extraordinary measures may be required in the winter," Kamis says.

For example, heating tape may need to be installed around drains to alleviate ponding and ice build-up. "Because of the energy costs to melt ice and snow, heat tape is not an ideal solution but may be the only way to avert a disaster if the building is prone to this problem," says Kamis, who is also a Professional Roofing Organization member.

For pitched roofs on commercial buildings, heavy snow accumulation and ice dams can pose a threat to your business – both as it builds up and as it melts. Ice dams are an accumulation of ice at the lower edge of a sloped roof. When interior heat melts the snow, water can run down and refreeze at the roof's edge, where it's much cooler. If the ice builds up and blocks water from draining off the roof, water is forced under the roof covering and into your attic or down the inside walls of your building.

The three most important things to do are:

1. Watch for snow accumulation on the leeward (downwind) side of a higher-level roof, where blowing snow will collect. For safe removal that won't endanger you or damage your roof, consult a roofing contractor.
2. Keep your attic well ventilated to maintain a temperature close to that of the outdoors to minimize the risk of ice dams forming. A warm attic melts snow on the roof, causing water to run down and refreeze at the roof's edge, where it's much cooler. If ice builds up and blocks water from

draining, water is forced under the roof covering and into your attic or down the inside walls of your house.

3. Make sure your gutters are clear of leaves and debris.

Each type of roofing system presents its own strengths and weaknesses. A professional roofer such as Absolute Roofing and Construction, Inc. can determine when a roof is no longer reliable or can assist the owner or property manager in obtaining the routine maintenance required for the roof to survive another winter. Building owners often replace their roofs as soon as the warranty expires even though it could provide several

more years of reliable service life. An experienced roofer can assess the condition of the roof and may recommend maintenance to keep the roof viable for an additional number of years. **P**

Absolute Roofing and Construction, Inc. is a premier roofing services company in Northeast Ohio. Family owned and operated by brothers Chris and Mike Kamis, they have been servicing the area for over 23 years. Absolute is a factory-certified installer of Firestone Building Products, Inc., Roofing Products International, GAF Building Materials Corporation, Certaineed, Polyglass and many other superior roofing manufacturers. Absolute is proud to be a partner with the Romanini Brothers and Willoughby Supply, as Absolute's premier supplier of roofing products.

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CONSTRUCTION PROGRESS REPORT

Updated info on important projects in the region

PN-T0219054

NEW CORPORATE CAMPUS

Chagrin Highlands

Beachwood, OH (Cuyahoga Co.) off I-271

ESTIMATED AMOUNT: \$170,000,000

CONTRACTING METHOD: Negotiated C.M. Subcontracts

UPDATE: Owner's Rep. is currently negotiating with a C.M. for a contract; site preparation and infrastructure work could begin in summer 2010; construction possible 2011.

OWNER: Eaton Corporation-Cleveland
1111 Superior Avenue
Cleveland, OH 44114
(216) 523-5000

OWNER'S REP.: Richard E. Jacobs Group
25425 Center Ridge Rd.
Westlake, OH 44145
www.rejacobsgrgroup.com
(440) 871-4800 FAX (440) 892-2308

C.M.: To Be Announced

DETAILS: 53 acre site; new 470,000 SF worldwide headquarters building; building is to be a crescent-shaped complex that will cradle a lake and will be surrounded by walking

paths; building will include 10-story and four-story portions; 220,000 SF parking complex; sitework; thermal and moisture protection; foundation; concrete; windows and doors; wood and plastics; finishes; specialties; HVAC; electrical; mechanical; plumbing.

PN-Q0512017

EAST BANK OF THE FLATS DEVELOPMENT

Phase I

Cleveland, OH (Cuyahoga Co.)

ESTIMATED AMOUNT: \$275,000,000

CONTRACTING METHOD: c/o D/B

UPDATE: Announcing D/B and change in details; project is in design phase; construction start possible May/June 2010.

DESIGN ARCHITECT: FORUM Architectural Services LLC
Flats East Bank
1138 West 9th Street
Cleveland, OH 44115
www.forumarc.com
(216) 325-7800 FAX (216) 325-7801

DESIGN/BUILDER: Gilbane Building - Cleveland
1621 Euclid Avenue, Suite 1830
Cleveland, OH 44115

www.gilbaneco.com
cleveland@gilbaneco.com
(216) 535-3000 FAX (216) 771-6491

DESIGN/BUILDER - ARCHITECT OF RECORD: URS

Companies - Cleveland
1375 Euclid Avenue, Suite 600
Cleveland, OH 44115
www.urscorp.com
(216) 622-2400 FAX (216) 622-2428

LEAD DEVELOPER: Flats East Development LLC

2618 North Moreland Road
Cleveland, OH 44120
www.flatseast.com
(216) 514-8700 FAX (216) 514-1484

DETAILS: 24 acres along the Cuyahoga River; PHASE 1 Mixed-Use Complex consisting of 485,000 SF of office space; 150-room hotel; 540 indoor parking spaces with 500 surface parking; 14 acres of park/green space; 1,200'-boardwalk with riverside docking; extensive public improvements including new roadways, new sidewalks, parking, and upgraded utilities; sitework; site utilities; landscaping; concrete; masonry; structural steel; miscellaneous metal; wood

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PN-V0217051

WARRENSVILLE HEIGHTS BRANCH LIBRARY

Warrensville Heights, OH (Cuyahoga Co.)

CONTRACTING METHOD: Public Bids

UPDATE: Architectural and C.M. Services RFQs have been received; award to be announced.

OWNER: Cuyahoga County Public Library

2111 Snow Road

Parma, OH 44134

www.cuyahogalibrary.org/

(216) 749-9442

Daniel Chinrock, (216) 749-9438, via

email dchinrock@cuyahogalibrary.org

PROGRAM MANAGER: RFC Contracting

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DETAILS: CCPL plans to build a branch in Warrensville Heights, Ohio. The goal is to provide a library facility adequately sized to meet the service needs for the City of Warrensville Heights and neighboring communities. The branch will be approximately 25,000 SF and will provide the building program attached in Exhibit "A", the Warrensville Heights Branch Plan of Service. The building will be free standing and will have its own dedicated park-



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ing lot. The property is approximately 4.2 acres. It is part of a development project that the City of Warrensville Heights is working on.

PN-V0319043

OFFICE BUILDING

Brecksville, OH (Cuyahoga Co.)

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

STATUS: Owner has received preliminary approval and will seek final approval in April 2010.

OWNER: True North Energy
P.O. Box 857
Brunswick, OH 44212
(330) 220-6411

ARCHITECT: RCI Architect

236 East Hazelcroft Avenue
New Castle, PA 16105
(724) 658-7886 FAX (724) 658-7886

ENGINEER: Diamond Z Engineering, Inc.
5670 State Road
Cleveland, OH 44134
www.diamondzengineering.com
(440) 842-6501 FAX (440) 842-8605

DETAILS: Three-story, approx. 20,000 SF office building; sitework; thermal and moisture protection; windows and doors; wood and plastics; metals; concrete; masonry; finishes; specialties; HVAC; electrical; mechanical; plumbing; 22 acres.

PN-V0119043

NEW AQUARIUM

Cleveland, OH (Cuyahoga Co.)

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

UPDATE: Announcing contracting method; planning is very preliminary; developer still seeking approvals; bid schedule to be determined.

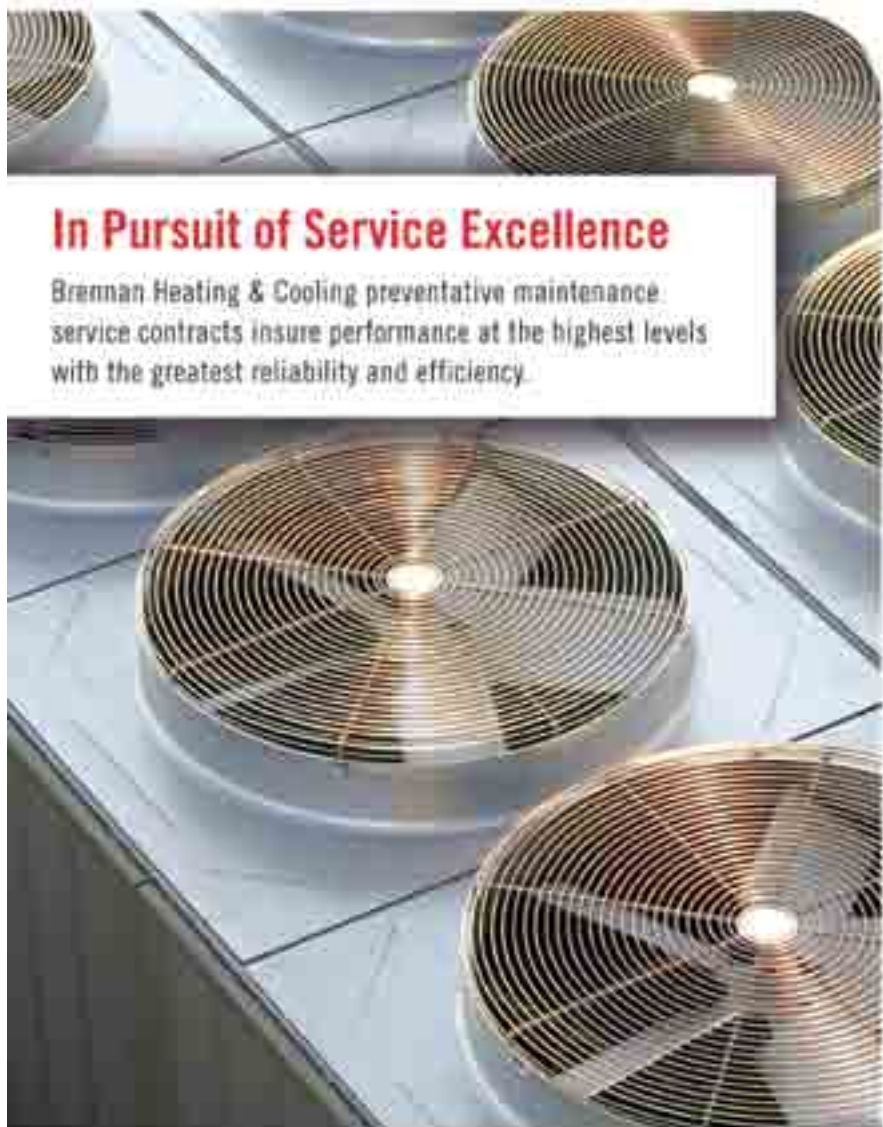
DEVELOPER: Great Lakes Aquarium of Cleveland Inc.
P.O. Box 739
Berea, OH 44017
(440) 826-1988

ARCHITECT: c/o Developer

DETAILS: Approx. 120,000 SF; on Dock 32 North of the Great Lakes Science Center; sitework;

concrete; masonry; mechanical; electrical; plumbing; HVAC; lighting; roofing; flooring; doors & windows; wood & plastics; drywall; painting; bathroom accessories; signage; landscaping.

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