

PRESIDENT'S MESSAGE

Keeping Control

That these are difficult times for some of our fellow practitioners is becoming more obvious by the day. Less obvious to some may be the exploitation of this situation by ignorant or unscrupulous clients. A case in point is an article which appeared in the Suburban Trib. The article notes that having completed an architect selection process for a proposed new cultural center, officials of the community determined that the fee proposed by the architect selected appeared too high. Having reached that conclusion the client observes that current conditions in the design and construction marketplace would be used to negotiate a lower fee from the architect. The architectural firm is quoted as admitting that the community "has it over a barrel", and has agreed to submitting a new fee for its services.

This incident only serves to underscore how little the public understands about what an architect's services entail and what constitutes fair and equitable compensation for such services.

One is prompted to speak in outrage of such onerous events. The "bleeding-heart" approach might represent the opposite tack, underscoring the tragic economic plight of the architect in contrast to other professionals. Both approaches demean the very stature of the architect that we hope to enhance.

While there is no simple solution, I do think there are several suggestions to consider which may help. They are:

1. Voice your concerns to the National AIA. Support a campaign to better inform the public of the real value of comprehensive

architectural services performed by a competent architect.

2. Develop historical data relating to project design costs so that fees are based on a realistic data base, not guesswork.

3. Understand fully the nature of the project and the client's expectations prior to quoting a fee. Few clients would deny an architect the opportunity to earn a profit - those that do aren't worth having as clients in the first place.

4. Include with your proposal the appropriate AIA agreement that best suits the project requirements. This document will in large measure describe the extent of your services and, if necessary, may serve as the basis of comparison to other firms which may have "low-balled" the project, expecting to provide less than is necessary to render a high quality service.

5. For particularly complicated projects or projects that are ill-defined by the client, use the AIA B161 and 162 form of agreement which delineates in great detail the extent of services provided, by whom and for what compensation.

6. Don't hesitate to consult with other architects regarding fees or costs they might expect to incur on a similar project. Forget those firms with whom your client may be negotiating.

7. Try whenever possible to learn the identity of other firms that the client may be considering. This in itself may give some indication as to where the client places his emphasis.

8. Last but not least, architects are too frequently intimidated when it comes to fee negotiation. We somehow conclude that everything will go well on a particular project so reducing the fee will somehow be "alright

for this project". Nothing could be further from the truth. If necessary, share the details of how you arrived at your fee with your client. Few will refute a responsible analysis. Indicate if you have a design contingency to cover unknowns and show profit as a line item. Most clients have little understanding of the narrow range of an architect's margin of profit.

Losses are not made up by volume. "No" is frequently a difficult answer, but a necessary one in the vocabulary of a sound business relationship.

Let's do the best job we can of controlling our destiny from within rather than idly wringing our hands in anguish over such frustrating circumstances.

Donald J. Hackl, FAIA

FELLOWS JURY ANNOUNCEMENT

The Chicago Chapter is pleased to announce that the following Chapter members are newly advanced Fellows of the Institute:

HARRY F. ANDERSON
EUGENE E. COOK
JAMES R. DE STEFANO
DONALD J. HACKL
RAYMOND A. PIGOZZI
ROGER M. SEITZ

Congratulations to these six Chicago area architects for this lifetime honor bestowed for notable contribution to the profession. Formal investiture of the 81 New Fellows of the Institute will take place during the AIA National Convention immediately after the Honor Awards Presentation in Honolulu's Concert Hall on June 6.

APRIL CHAPTER PROGRAMS

1992

Chicago World's Fair

A multi-media presentation on the proposed Fair, followed by discussion by representatives of SOM and the 1992 Chicago World's Fair Committee.

April 12

6:00 P.M.

TRIBUNE TOWER
435 N. Michigan Ave.
Campbell Hall, Room 771

RSVP 663-4111

The Photographs of Hedrich-Blessing

A gallery tour of the exhibit, led and discussed by the curator and members of the Hedrich-Blessing staff.

April 16

5:30 P.M.

FRUMKIN & STRUVE GALLERY
620 N. Michigan

RSVP 787-0563

INTERIORS AWARDS JURY SELECTED

Kenneth Johnson, Chairman of the Interior Architecture Awards competition has announced the selection of the Awards jury. The jury will be comprised of Kenneth R. Mullin, AIA, (former Chicago Chapter member), Managing Principal/Denver office, Metz, Train & Youngren, Mark McPherson, AIA, Design Director/Denver Office, M. Arthur Gensler & Associates, Nicola Balderi, ASID, Director/Interiors Group, Hellmuth, Obata & Kassabaum P.C., Denver, and Neville Lewis, ASID, Chairman, Neville Lewis Associates, Inc., New York.

Competition entries are to be received at the Chicago Chapter

DESIGN WORKSHOP

On Tuesday, April 20, 1982 at 5:30 P.M. the Design Committee is sponsoring the second of what will now be a series of workshops on members' current projects. This one will be open to all building types - we'd like to include a broad variety of work, large and small. To accommodate everyone more comfortably, we've moved the location the newly completed Archicenter Gallery downstairs from the AIA offices. Again we urge you to come, show you work, see what other members are doing - and join in the discussion. If you'd like to bring a project call Cynthia Weese at 642-1820.

Tuesday, April 20, 1982
5:30 P.M.

Archicenter Gallery
Wine & Cheese

Archicenter, Monadnock Building, 330 South Dearborn

office not later than 4:00 PM, April 26. The Awards presentations will take place in June at the Apparel Mart during Neocon.

JUNE EXAM REVIEW SESSION

The Young Architect's Committee will sponsor a session on how to prepare for the design portion of the exam, which is scheduled in Springfield, June 14-16. All AIA Associate members are welcome to attend the session being held in the Chapter Board Room on Wednesday, April 14 at 5:30 PM.

IN MEMORIAM

The Chapter extends its condolences to Barbara Hill and family on the death of Ben Hill. Hundreds of architects will miss the personal attention he gave to the well-being of themselves and their families. The knowledge that Ben was taking care of their insurance needs with the most professional and thoughtful care was reassuring to them. In addition, Ben was a personal friend to many of us

The Chapter was saddened to learn of the death of Sidney H. Morris, AIA. For many years, the firm under his direction contributed significantly to the built environment in metropolitan Chicago and elsewhere. Our condolences to his family.

Don Hackl

FIRM MEMBERS...

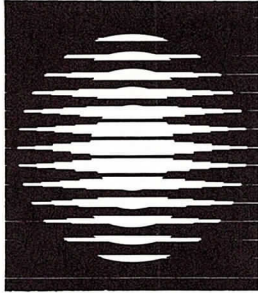
Please return the Research Committee Computer Survey, mailed the week of March 15, to the Chapter office by April 23. All respondents will receive a copy of the summary report, which will be available in June.

**PAUL
SCHLISMANN**

architectural
photography

312-945-0768

P.O. Box 412 Deerfield IL. 60015



ENERGY
IN
ARCHITECTURE

An AIA Energy
Professional Development Program

Level 3a,
Energy in Design: Process

Sponsored by Chicago, Northeast,
and Eastern Chapters

APRIL 23: 8:30-5:00 and APRIL 24: 9:00-5:00

Argonne National Laboratory
9700 S. Cass Ave.
Argonne, Illinois

PARTICIPANTS WILL RECEIVE EXPERIENCE WITH THE ENTIRE ENERGY DESIGN PROCESS FROM PROGRAMMING THROUGH SCHEMATIC DESIGN, ON THROUGH TO DESIGN DEVELOPMENT AND ENERGY ECONOMIC ANALYSIS. FOCUSED REGION-SPECIFIC EXAMPLES ARE USED THROUGHOUT SO YOU CAN GET INFORMATION THAT IS AT ONCE PRACTICAL AND APPLICABLE TO DESIGN PROBLEMS.

Speakers

SITAL L. DARYANANI, P.E.

Senior vice president & chief of design for Syska & Hennessy of NYC, Daryanani has designed many award-winning buildings acclaimed for their energy conserving features. He has lectured at the Institute on Energy Conscious Design of Harvard, at Texas A&M and MIT. A book, Building Systems Design with Programmable Calculators, has recently been published.

WILLIAM T. MEYER, AIA

President of William Meyer & Assoc. of NYC and adjunct associate professor of architecture at Columbia University, Meyer is also an energy consultant at Pratt Institute School of Architecture. He is a member of the Solar Energy Industries Association and the International Solar Energy Society, and is currently preparing a book, Energy Economics & Building Design.

YES! Please sign me up for Level 3A, Process, to be held at Argonne National Laboratory, Argonne, Illinois on April 23 & 24, 1982.

[] I enclose \$275 for the two-day workshop, which includes materials and lunch.

[] I prefer to charge \$275 for the workshop to my: [] Mastercard, [] Visa,
[] American Express. Card No. _____ Expiration Date _____

Name _____ Telephone # _____

Address _____

Return this form to: Energy in Architecture Spring Workshops, AIA, 1735 New York Ave., N.W., Washington, D. C. 20006. Questions? 663-4111, 325-1570, 931-1111.

BIDDING AND CONTRACT REQUIREMENTS

A Problem Solving Seminar Series
dealing with bidding and contract requirements
for
very small projects to large projects

Co-sponsored by

CHICAGO CHAPTER, AIA and CHICAGO CHAPTER, CSI

- April 14, 1982 "Bidding Documents" - CSI Format
Ed K. Schroeder, Specifications Consultant
- April 28, 1982 "Bonds and Guarantees"
Richard A. Greig of Concannon, Dillon, Snook & Morton
- May 12, 1982 "Insurance Requirements"
Walter Derk of Fred S. James Co.
- May 26, 1982 "General Conditions, AIA 201 & Related Documents"
Phillip Purcell of Kirkland & Ellis

Chicago Bar Association Bldg.
29 S. LaSalle St., 11th Floor
8:00 - 9:30 AM

Registration for the series must be received in the Chapter office by April 12; for individual seminars, registration should be received by noon the day before each seminar. Firms may register for the series and send different individuals to each.

"Bidding and Contract Requirements" was planned and coordinated by Michael Biskin, Rick Levin, and Terry Lallak, AIA.

AIA/CSI Seminars Registration Form

AIA or CSI Members: 4 Seminars - \$20 or Individual Seminars - \$6 each
Non-Members: 4 Seminars - \$24 or Individual Seminars - \$7 each

I wish to register for April 14____, April 28____, May 12____,
May 26____. My check for \$____ is enclosed.

Name _____ Tele. # _____

Address _____

Make check payable to Chicago Chapter, AIA. Mail to 53 W. Jackson Blvd.,
Room 346, Chicago, IL 60604.

HAWAII HOSTS "A QUEST IN TIME"

The AIA National Convention in Hawaii will be one of the highlights of the AIA's 125th Anniversary Year. From its charter membership of 25, the Institute has grown to a nationwide membership of 38,000 professionals and 281 components. The 1982 Convention in Hawaii will be a major part of the celebration of the vitality of the Institute and of architecture itself.

The theme of the Convention, "A Quest in Time", will focus on the future and its impact on the architectural profession. In three Theme programs the Convention will cross the frontiers of inner and outer space and discover what tangible implications are held for architects in the future just ahead. Three of the most influential scientists in the U.S. and Canada will present their projections: B. Gentry Lee, chief engineer on The Jupiter Project, Dr. Joseph MacInnis, author of over 25 scientific papers on diving and the sea, and Dr. Gerard K. O'Neill, professor of physics at Princeton.

The Convention's Professional Development Seminars will be keeping eyes on the future with a dozen offerings designed to keep architects at the cutting edge in the years ahead. The seminars will prepare you for crossing architecture's technological frontiers, offer updates on issues like fire and life safety and life-cycle costing, and answer questions such as, "Do today's design awards establish the criteria for tomorrow's architecture? Will scarce resources mandate even more revitalization of existing building stock? A dozen advanced programs will be offered multiple times over three days.

Despite the distance and logistical problems, the AIA plans another spectacular exhibit of new products and services in '82. There will be educational programs for spouses, and a special educational event for children of

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architects has been developed by the AIA Public Education Committee. Presentation ceremonies for recipients of the 1982 AIA Honor Awards and the investiture of New Fellows of the Institute are among special events. The Convention schedule allows ample opportunity for R & R, to enjoy the spectacular beaches, lush forests and intoxicating beauty of Hawaii.

Special group tours have been arranged, and now you can take advantage of reduced special fares announced recently by major airlines that serve Hawaii. This has resulted in lowering prices of the special AIA travel programs outlined in the official Hawaii convention brochure prepared by the AIA's travel agent. For example, coach excursion fares have been reduced from Chicago by \$200. If you book your flight now, and later fares go lower for your flight, you will get the lower price. Plan now by contacting RESERVATION HEADQUARTERS: International Travel Service, Inc., 102 Wilmot Rd., P.O. Box 257, Deerfield, IL 60015. If you have not received a convention packet please contact 202/626-7395.

CALL FOR CONVENTION DELEGATES: The Chicago Chapter is allowed 67 voting delegates at the National Convention. If you are attending the Convention, you are encouraged to submit your name as a delegate. Please contact the Chapter office if you wish to serve, so that a credential card may be processed.

BUILDING PERMITS PROCESSED

Don't stand in line! We will handle your building permit applications from beginning to end.

Regan Burke & Assoc.
440-1151

Mr. Architect "CAN YOU GET AN UNBIASED, NON-COMMERCIAL COURSE ON ROOFING?"

Maco says "ABSOLUTELY!"

Past attendees have given it high marks in content and presentation.

This is NOT a sales pitch but a no-nonsense, educational workshop.

The agenda includes -

- Proper roof analysis
- Development of specs
- Contractor selection
- Policing of contract
- Roof Components
- Bitumens
- Felts, insulations
- Cold, hot process
- Synthetics
- Guarantees
- Single ply
- Re-roofing
- Workmanship

Don't believe us? Call us for more information and a listing of past attendees for their honest opinion.

PHONE 312/541-3900 and ask for **Dick Willix**. Absolutely **NO SALESMAN** will call!!!

Roofing Systems & Maintenance Manual provided.

- LIMITED ENROLLMENT -

A

P



First Parish Church (built 1825), Portland, Maine, c. 1876.

1992 WORLD'S FAIR multi-media program,
Tribune Tower, Campbell Hall, Rm. 771,
6:00 PM, RSVP 663-4111

5

6

PLANNING COMMITTEE
CCAIA Board Room

ASID BREAKFAST
M & M Club, 9:00 AM
of 4-\$35. Info/RSVP

YOUNG ARCHITECTS
CCAIA Board Room

12

13

CCAIA Executive Committee Meeting,
CCAIA Board Room, 8:00 AM

"MICHIGAN AVENUE-IT'S FUTURE", Panel
Discussion sponsored by LPC; Fine Arts
Bldg., 410 S. Michigan-10th fl., 5:30,
\$6, 922-1742

ASID BREAKFAST
M & M Club, 9:00 AM
of 4-\$35. Info/RSVP

CPMC SALUTES CHURCH
TECTURE, Project
technology, Pal
ference center,

JUNE EXAM REVIEW
Young Architect
Board Room, 5:30

18

19

20

DESIGN WORKSHOP, ArchiCenter Gallery,
5:30, to bring a project contact
Cynthia Weese, 642-1820

ASID BREAKFAST
& Your Home, M
\$10, Series of

COMPUTER GRAPHICS
ENGINEERING, On
by Paper Plan,

OFFICE PRACTICE
"Marketing for
Firm, Charles S.
Larocca Assoc.,

PLANNING COMMITTEE

25

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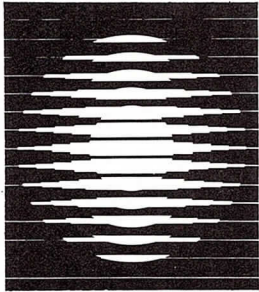
Interiors Entries
Due - 4:00

CCAIA Board of Directors Meeting, 12:00

ASID BREAKFAST :
Design Forum, M
\$10, Series of :

ARCHITECTS IN G
CCAIA Board Room

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	1	2	3
	<p>RESEARCH COMMITTEE MEETING CCAIA Board Room, 12:00</p>		
7	8	9	10
<p>TING 0</p> <p>In the Beginning :00, \$10, Series er: 467-5083</p> <p>ITEE MEETING 0</p>			<p>PRAIRIE SCHOOL ARCHITECTURE IN MINNESOTA, IOWA & WISCONSIN Minnesota Museum of Art in Landmark Center, St. Paul, Last Day, 224-7431</p>
14	15	16	17
<p>ottage to Castle 00, 10, Series : 467-5083</p> <p>EN IN ARCHI- r & computer e, 7th fl. con- \$12, 782-7830</p> <p>N, Sponsored by tee, CCAIA</p>	<p>TOUR OF AMERICAN FURNITURE MART, Spon- sored by Housing Committee, Meet at LaRocca & Assoc., 666 N. Lakeshore Dr., 12th fl., 12:00; featuring renovation work for residential units</p> <p>HISTORIC RESOURCES COMMITTEE MEETING, Discussion of Preservation Week Activ- ities, CCAIA Board Room, 12:00</p>	<p>HEDRICH-BLESSING EXHIBIT/TOUR: Frumkin- Struve Gallery, 5:30, RSVP 787-0563</p>	
21	22	23	24
<p>ashions for You , 9:00 AM-12:00, 67-5083</p> <p>CHITECTURE AND minar, Sponsored 3/666-9487</p> <p>EE MEETING, l/Med. Size . of Mkting., 12:00</p> <p>IA, 5:30</p>	<p>HEALTH COMMITTEE MEETING CCAIA Board Room, 12:00</p>	 <p>LEVEL 3A Arqonne</p>	<p>American Society of Landscape Architects Annual Dinner, Program: "1992 Chicago World's Fair", Chicago Yacht Club, 5:30, \$25, RSVP Jack Porter, 662-2447</p> <p>ASLA Tour: Hoofed Animal & Large Mammal Habitats, Lincoln Park Zoo, free, RSVP 662-2447</p> <p>ENERGY WORKSHOP National Laboratory -- SEE FLYER</p>
28	29	30	5/1
<p>ound Table b, 9:00 AM-12:00 nfo/Reg. 467-5083</p> <p>d INDUSTRY MIG. PM</p>			<p>LOUIS SULLIVAN BY BUS, 4½ hour bus tour, many interiors included, 12:30-5:00. Reservations required, info 782-1776</p>

NCARB DESIGN HANDBOOK READY

A limited number of copies of the 1982 NCARB Design Test Handbook will be available through the Chapter office. The handbook, for candidates preparing for the June test, includes twelve sample solutions to the 1981 Design Test reproduced in their entirety - each includes the candidate's site plan, floor plans, sections and elevations; sample solutions and summaries from the 1979 and 1980 exams; the 1981 test information booklet, which includes the building space requirements, site facilities, and use requirements for the exam's building type (a commercial office building); the graders' manual, which explains the grading procedures and criteria that were used by the graders to evaluate the 1981 solutions; advice to candidates on assessing their abilities and readiness to take the test.

To reserve a copy, clip the following; mail to CCAIA office.
Name _____

Address _____

Phone _____

Prepayment must accompany order!!

I enclose

- [] \$34.24 - AIA member price
[] \$37.45 - non-member price
[] \$ 2.00 - mailing charge
[] I wish to be telephoned to pick up the handbook.

NEW HISTORIC RESOURCES CHAIRMAN

Marshall Hjertstedt will assume the duties of Historic Resources Chairman, replacing Gary Dawkins. Hjertstedt may be contacted at MFH Associates, 2 North Riverside Plaza, Suite 333, Chicago 60606, phone 454-0327.

TAX CREDITS FOR REHAB

The Chapter office is collecting a file of information about the effects the Economic Recovery Tax Act of 1981 is having on the rehabilitation of older buildings. The Act, which went into effect January 1, 1982, effectively eliminates the bias in favor of new construction and establishes investment tax credits for qualified rehabilitation as follows:

15% for structures at least 30 years old,

20% for structures at least 40 years old,

25% for certified historic structures.

Included in the information file is the text of the act, reference copies of the Secretary of the Interior's Standards for Historic Preservation, and articles about buildings which may use these credits. The file is available for consultation during office hour: Monday-Friday, 9-5.

CCAIA DISCOUNT

ON WRIGHT PLUS TOUR

Members of the Chicago Chapter may purchase tickets for the May 15 "Wright Plus" tour through the Chapter office. The 1982 tour of significant Oak Park and River Forest homes features several which will be open to the public for the first time since restoration. The annual fund-raising event for the Frank Lloyd Wright Home and Studio Foundation sells out earlier each year.

A 30% discount over the regular \$20 is available by sending a check (payable to Chicago Chapter, AIA) for \$14 per ticket. Enclose a self-addressed, stamped envelope and mail to the Chapter office no later than April 27. Your ticket will be mailed to you.

DON'T LET IT HAPPEN! IF YOUR NATIONAL DUES ARE NOT PAID BY MARCH 31, YOU WILL RECEIVE A LETTER OF IMPENDING TERMINATION.

CHICAGO WOMEN IN ARCHITECTURE

On April 14, CPMC will present a program featuring many, technologically and technically innovative projects in which significant contributions were made by local women architects. Kristine Fallon, AIA, Computer Manager, SOM, will lead a discussion of the integration of computer technology through all phases of the architectural process. (See calendar)

NEW MEMBER WELCOME

The Chicago Chapter welcomes the following members into the Institute and the Chapter:

MEMBER

Floyd D. Anderson
Lawrence P. Basil
Stanley R. Cain (Upgrade)
Pao-Chi Chang
David K. Cooper
Randall Damron (Upgrade)
Mark A. Flom
S. Ira Grossman
Jeffrey Kutsche
Daniel LeNoble
Daniel Majewski
Jeffrey Marcowitz
Larry Parkman
Brian Robertson (Upgrade)
Christopher H. Rudolph
Richard Siegler
William Strauts
Michael G. Turnbull

ASSOCIATE

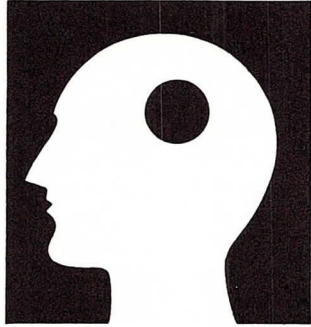
Catherine Carqueville
Daniel A. Cooke
Michael Henthorn
Jeffrey K. Liggett
Katherine McGah
Caren Redish
Maria-Luisa Riviere
Mary B. Swanson
Rodica Weinman
Christopher Zafiris

PROFESSIONAL AFFILIATE

Lawrence M. Devitt

STUDENT AFFILIATE

Christ Bouzalas
Eric Fotiadi
Jan Yoder



Energy Management Ideas from Detroit Edison

Heat pump space conditioning can help lower the cost of doing business.

Whether you're an architect/designer or a contractor, you can help your clients lower their cost of doing business by specifying a heat pump space-heating system. You can connect a heat pump to most electric, gas, oil or L.P. forced-air heating systems with no, or minimal, modification.

A heat pump lowers costs because it moves the natural heat, that's always present in the outside air, inside to heat any kind of building. The heating system only has to go to work when the outside temperature is below freezing.

A Detroit Edison Specialist can give you straight answers on heat pump savings and recommend the kind of heat pump that will do the best job for any business. He can also recommend economical and efficient methods to improve interior and security lighting, assist you in selecting waste heat recovery equipment and advise you on maintenance

schedules to keep all machinery operating more efficiently.

Whatever your business, energy management is a lot simpler when you can depend on a reliable power source. And you can in Southeastern Michigan because Detroit Edison provides this area with electricity that's more than 90 percent generated from abundant coal.

So take advantage of Detroit Edison's vast energy experience and set up an appointment with one of our Specialists soon. Call (313) 237-9228 or write Energy Management, Detroit Edison, 348 WCB, 2000 Second Avenue, Detroit, Michigan 48226.

Detroit Edison
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F O C U S

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