

What's Your Firm Worth?

Determining Value is an Important Step
in Preparing for a Merger or Sale



AIA Chicago

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FOCUS

September 1999

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■ Copper in Architecture



Thursday, September 16,
12:00 noon; Chicago Bar Assn.,
321 S. Plymouth Court
Sponsor: Technical Issues PIA

Craig Thompson, regional manager of the Copper Development Association, presents architectural applications, life-cycle costs, and environmental issues affecting copper products. Lunch is available for \$10 (purchase tickets in the CBA shop); or bring your own. 2 LU/HSW

■ Designight 1999: Fun in a Box

Friday, September 17, 6:00 p.m.
Grand Ballroom, Navy Pier
Sponsor: AIA Chicago

Join the Chicago architectural community for an evening of celebration and recognition at the 44th annual Design Excellence Awards. Tickets are \$75 for AIA Chicago members and \$95 for non-members. For information on table sponsorship, please contact Joan Pomaranc, program director at AIA Chicago.

■ The Environment and the City



Tuesday, September 21, 5:30 p.m.
AIA Chicago
Sponsor: Environment PIA

William Abolt, commissioner of the Chicago Department of the Environment, and Alderman Mary Ann Smith (49th Ward) discuss City Hall's environmental initiatives. 3 LU/HSW

■ Annual Project Management Seminar



Wednesday, September 22,
5:30 p.m.; OWP&P Architects,
111 W. Washington St., #2100
Sponsor: Corporate Architects PIA

Participate in an open discussion about how successful corporate, health care, and university projects are managed. Presenters include Anne Voshel, Anne Voshel Associates; Maryann Cronin, Jones Lang LaSalle; and Sue Ryan of OWP&P Architects. Limited to 40 participants. 3 LU

■ Lucien Lagrange and Associates



Wednesday, September 22,
6:00 p.m.; Lucien Lagrange and
Associates, 605 N. Michigan Ave., #301
Sponsor: Young Architects PIA

Firm principals Lucien Lagrange, AIA and Gary Kone discuss their careers and the work of their firm. 3 LU

■ New Members Breakfast

Thursday, October 14, 7:45 a.m.
AIA Chicago
Sponsor: Board of Directors

Representatives from the boards of the national AIA, AIA Illinois and AIA Chicago host a breakfast for new members, answering questions about the organization and the benefits and resources each level provides. Please RSVP by Monday, October 11 to 312/670-7770.

Continued on page 5

Sign Me Up!

- 9/16 Copper in Architecture
- 9/17 Designight 1999: Fun in a Box
- 9/21 The Environment and the City
- 9/22 Annual Project Management Seminar
- 9/22 Lucien Lagrange and Associates
- 10/14 New Members' Breakfast
- 11/12-13 Save My Spot at the Professional Development Conference

Name _____

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All programs listed above are free or as noted for AIA Chicago members. Non-members will be charged \$10 per program or as noted.

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clients to perform per-project consulting services or, if you prefer, CFA will help find you a permanent position at the firm of your choice.

"CFA makes suitable matches through careful listening and thorough skill evaluations. As a result of their professionalism I was placed successfully both as a consultant and then as a permanent employee", Brooks Slocum, AIA, HOK employee.

CFA's job placement counselors have years of experience in the staffing industry and specialize in the field of architecture and design. Let CFA help you chart a path that will satisfy your professional career goals. Act now -- schedule your interview with CFA and get started on your new job today.



■ 1999 Professional Development Conference

Friday, November 12
Holiday Inn Chicago Mart Plaza
Registration and Breakfast: 7:00 a.m.
Sessions: 9:00 a.m. to 5:30 p.m.
Cost: \$95/day AIA Chicago members;
\$125/day members of other AIA chapters;
and \$175/day for non-members.

AIA Chicago presents its third annual Professional Development Conference. A few of the highlights include:

Valuation of the Firm: Structuring Your Firm for Internal Sale

Creating value in your firm, whether you plan to sell or not, is a way of measuring your success. David Grigg, AIA presents three valuation approaches: market, asset-based, and earnings-based.

Designing on Screen: Drawing More Efficiently

Investigate new software that allows architects to use the computer less as a simple drafting tool and a more as a complex design tool. Speakers include representatives from DeStefano and Partners, OWP&P, and Ross Barney + Jankowski.

Anatomy of the 21st Century Building

Representatives from Skidmore, Owings & Merrill, Environmental Systems Design, and Mero Structures review developing building technologies.

Power Tools for Retaining and Recruiting Staff

Given the expense of recruiting new employees, every firm must ask: How do we keep the employees we have? What's the most efficient way to find new ones? Recruiters reveal some answers.

Tales from the Front:

It Couldn't Happen to Me, Could It?

Representatives from McBride Baker & Coles and AVA Insurance analyze real-life case studies and litigation cases to show you how to identify and handle risk in your own practice.



Sharpening Project Management Skills for the 21st Century

Saturday, November 13;
Holiday Inn Chicago Mart Plaza
Registration and Breakfast: 7:30 a.m.
Session: 8:30 a.m. to 5:00 p.m.

The project manager is the key to meeting deadlines and making a profit. But project managers are now in short supply. For all architects assuming the project management role, this popular University of Wisconsin class will be presented in a one-day format.

What are the essential factors of good project management? What are the newest planning and budgeting methods? How are the responsibilities of the PM changing as project delivery methods change?

- Define the project manager's role in today's construction and design business.
- Develop a systematic approach to managing projects, including nine master keys to good management.
- Discover how closely project management and profit are linked.
- Learn about non-scalar, network and critical path planning methods and well as steps for preparing a usable project plan.
- Work on project budgeting and cost/time controls, including the basic financial ratios needed to prepare a project budget.
- Tackle techniques such as Pareto's Law, Decision-to-Action time span, and management by exception.
- Discover effective communication skills and the art of a good closing.

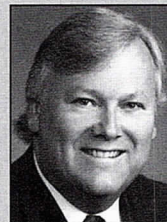
To reserve your space at the 1999 Professional Development Conference, complete the form on page 3. You will be contacted in October to select your workshops.



Livable Communities Friday, November 12 7:45 to 8:45 a.m. Breakfast Session

Livability is shaping up to be a major platform issue as candidates prepare for the

2000 presidential campaign. On October 1, 1998, the AIA opened its Center for Livable Communities. The Center has drawn widespread support from national legislators, including President Clinton. Earlier this year, Vice President Al Gore revealed the Clinton-Gore Livability Agenda, which closely mirrors the initiatives of the AIA's Center for Livable Communities. Jim Dinegar, vice president of Government and Industry Affairs for The American Institute of Architects, will discuss community revitalization, urban and regional growth, neighborhood planning, and school construction and modernization.



Super Tall Buildings Friday, November 12 12:30 to 2:00 p.m. Luncheon

Adrian Smith, FAIA, principal of Skidmore, Owings &

Merrill LLP, will present the work of his firm and others in the latest run of supreme high-rises here and abroad. Smith will discuss urban planning, design and technological issues as they relate to these structures. He will also address the wants vs. needs of clients and how his designs have evolved over the past 15 years.

To hear Jim Dinegar and Adrian Smith, FAIA, register for the 1999 Professional Development Conference on page 3.

Design Firm Profits at Record High

Business is booming for many architecture firms, according to Birnberg & Associates. The data collected from nearly 80 firms for the "1999 Financial Performance Survey for Design Firms" shows many profit measures at record highs in the 21-year history of this survey co-sponsored by Birnberg & Associates, Axiom Software, and the Financial Manager's Group. Profit on total revenues before taxes and distributions rose to 10.3 percent in 1999 from 9.9 percent in 1998 and 7.2 percent in 1997.

Some problems remain, however, particularly in collecting outstanding accounts receivable. The average collection period improved in the past year, but the 62 days reported is still considered excessive. The complete report costs \$95 and is available from Birnberg & Associates, 312/664-2300.

Illinois Home to Fourth Largest Number of Architects in U.S.

A survey by the National Council of Architectural Registration Boards (NCARB) has revealed that there are almost 97,000 registered architects in the U.S. Illinois has the fourth highest number of resident architects with 5,475, trailing the third highest, Texas, by about 1400. California and New York top the charts with 16,415 and 8,000 respectively. Results indicate that a total of 96,966 architects are living in the 55 reporting jurisdictions, which include all 50 states, the District of Columbia, Puerto Rico, the Virgin Islands, and Guam.

Billing Rates Are on the Rise

Billing rates among architecture, engineering, planning and environmental consulting firms are up according to a new survey. The "1999 Fee and

Billing Survey of A/E/P and Environmental Consulting Firms" reports the vast majority of firms — 83 percent — annually update their billing rates.

The 1999 median billing rate for architects and engineers is \$65 per hour compared to the median billing rate of \$60 per hour reported in last year's survey. From 1998 to 1999 project managers' median hourly billing rates increased from \$85 to \$88 and department heads' rates went from \$90 to \$100.

Also on the rise are associates' and principals' billing rates. In 1998, associates charged a median of \$90 an hour for their time compared to \$100 this year. Principals' median hourly billing rates climbed from \$115 to \$120.

The survey is available from the publisher for \$275, plus \$4 shipping and handling. Contact Zweig White & Associates at 508/651-1559 or info@zwa.com.

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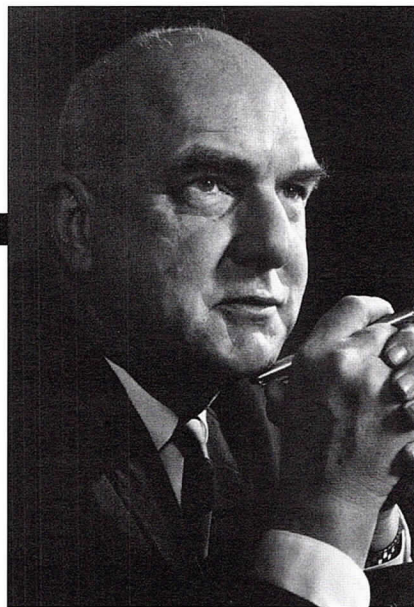
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An interview with the late Lawrence Perkins, FAIA was the first in an series of videotaped professional histories funded by the AIA Chicago Foundation.



Ollawa Karsh

Art Institute Names Associate Architects and Engineers

The Art Institute of Chicago and the Renzo Piano Building Workshop have announced the selection of two firms to participate in the implementation of Renzo Piano's design for a new building. InterActive Design Inc. of Chicago are associate architects and Ove Arup & Partners of London are the engineers for the current design study of the Art Institute's Grant Park campus and new gallery building.

Museum to Sponsor National CANstruction Event

The Museum of Science and Industry (MSI) has been chosen as a site for CANstruction, a national fundraising/awareness project by the design and construction industry to fight hunger. Teams of architects and engineers will gather in the main rotunda of

the museum from October 8 to 13 to build structures out of non-perishable food items. The winning sculpture will be displayed at City Hall in October. All other entries will be dismantled and the food donated to The Greater Chicago Food Depository.

For more information on CANstruction, call Alison Davia at the MSI, 773/684-1414 ext. 2044.

Foundation Funds Video Histories, Scholarships, and Publications

The AIA Chicago Foundation board of directors works to support projects of importance to the profession locally. The Foundation currently is funding an ongoing project to videotape the oral histories of prominent architects, including Lawrence Perkins, John Holabird and Carter Manny. These tapes soon may be used by the Chicago Architecture Foundation for docent training and public education. In addition, the AIA Chicago Foundation supports The Roche Travelling Scholarship for architecture students and important publications such as Virginia Greene's work on Howard Van Doren Shaw. In order to continue these efforts, the Foundation needs your support. To contribute, please send your tax-deductible donation to AIA Chicago Foundation, The Merchandise Mart, Suite 1049, Chicago, IL 60654.

CHICAGO BUILDING CONGRESS 1999 MERIT AWARDS

NEW CONSTRUCTION – CHICAGO

The Living Coast within Brookfield Zoo

Sawyer Elementary School, finalist • The Studios at 1801 South Wabash, finalist

NEW CONSTRUCTION – SUBURBS

Barat College Library

Fort James Corporation, finalist • Schaumburg Township District Library, finalist

REHABILITATIVE CONSTRUCTION

Brooks Homes Modernization

Marriott Hotel Renovation, finalist • North Park Village Gymnastic Center, finalist

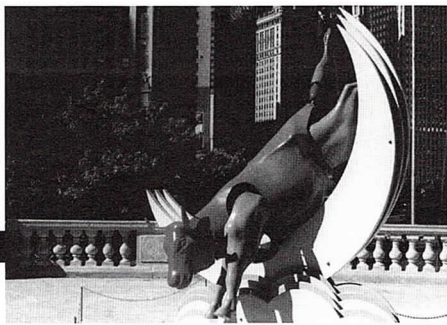
CONSTRUCTION UNDER \$10 MILLION

Elmhurst Art Museum

Hale Park Gymnasium Addition, finalist • Maywood Public Library Expansion & Renovation, finalist

Awarded for:

Impact on the Surrounding Community • Distinctive Design • Quality of Construction



Courtesy of the firm.

Hey-diddle-diddle by McBride & Kelley Architects has been hangin' out in front of Wrigley Building all summer.

Until the Cows Go Home

Just when you thought it was safe to open the newspaper or turn on the television without seeing another story about "Cows on Parade," the City's most-hyped seasonal tourist attraction ever, along comes this issue of *Focus* with a list of architect-designed cows. It's not too late to view them; they're on exhibit until October 31.

Lohan Associates

Market Moo Cow
401 N. Michigan Ave.
Piggy Cow Bank
120 S. LaSalle St. (lobby)
Pit Bull Cow
125 N. LaSalle St. at Wacker Drive

Koglin Wilson Architects Inc.

Cow "Udder" Construction
400-410 N. Michigan Ave.

McBride & Kelley Architects

Hey-diddle-diddle
400-410 N. Michigan Ave.

Krueck and Sexton Architects

Cutting Edge Cow (in motion)
Wendella Dock

Skidmore, Owings & Merrill LLP

Untitled
220 S. State St.

Helmut Jahn, FAIA

190 Lines
State Street at Wacker Drive, median

Stanley Tigerman, FAIA and Dong Huy Kim

Cow(ed)
State Street and Wacker Drive

Glessner House Museum Receives Planning Grant

Glessner House Museum has been awarded a Johanna Favrot Fund grant from the National Trust for Historic Preservation. The \$5,000 matching grant provides seed funding for a preservation architect to develop an interior plan for the rehabilitation and adaptive use of the coach house of the national landmark, the last work by Henry Hobson Richardson.

Currently, the museum is engaged in a massive conservation project led by Johnson-Lasky

Architects. Phase I includes conservation of the windows, roof and masonry repairs, and returning a courtyard to its original grade. The restoration of the coach house for a museum exhibit and education center will be Phase II of the ongoing project.

Archeworks Partners With Women's Employment Project

As part of its mission to help minority constituencies in the urban environment, Archeworks partnered with the Women's Employment Project recently to provide expertise for minority women entrepreneurs in marketing their cottage industry food products and local restaurants. Archeworks, founded by Stanley Tigerman, FAIA and Eva Maddox, Assoc. AIA helped the women with logo and package design ideas and with determining new markets.

Graham Foundation Bestows 1999 Carter Manny Award

Fabio Barry, a doctoral candidate in art history and archaeology at Columbia University, is the 1999 recipient of the Carter Manny Award. The \$10,000 grant will support the completion of Barry's dissertation, "Painting in Stone: The Symbolic Uses of Colored Marbles in the Visual Arts from Late Antiquity Until the Age of Enlightenment."

The Carter Manny Award supports research for academic dissertations that focus on architecture and other arts that are immediately contributive to architecture. The award honors Carter Manny, FAIA who has served the Graham Foundation since it began in 1956, first as a trustee and then as the director from 1971 to 1993. Today, he serves as director emeritus.

Reliance Building Takes on Life of Its Own

One of Chicago's most significant architectural landmarks, the 105-year-old Reliance Building, opens this month as the Hotel Burnham after a sweeping \$27.5 million refurbishment and renovation.

NOTICE

On Tuesday, October 20 at 12:00 noon, a regular meeting of AIA Chicago will be held prior to the monthly board of directors meeting. The purpose of the meeting will be to vote on a proposed amendment to the Chapter bylaws to clarify the rights and privileges of professional affiliate members of the Chapter. Assigned members of the Chapter in attendance at the meeting may vote on the amendment. The proposed revised text is as follows:

Article 6. Professional Affiliates

6.2 Rights and Privileges. The rights and privileges shall be as follows:

- May serve as a member of committees or professional interest areas (PIAs) of this Chapter
- May attend and speak, but may not make motions nor vote at annual or regular meetings, except on dues for Professional Affiliates
- Shall not be eligible to serve as an officer of this Chapter
- The professional affiliate director shall have all of the rights and privileges of a member of the board of directors
- May not use the initials "AIA" nor the phrase "The American Institute of Architects" alone or otherwise, nor the seal, symbol, insignia, or emblem of this Chapter or the Institute

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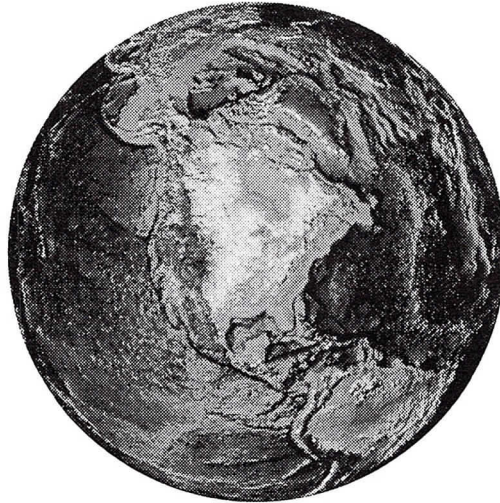
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*AIA Trust Product Evaluation Study Wiese Research Associates 1998

What's Your Firm Worth?

Determining Value is an Important Step
in Preparing for a Merger or Sale



Reported by Barbara Hower

It's becoming commonplace. Large design firms buying smaller ones so they can diversify, offer special add-on services, or grow in market share. Mergers are also on the rise. "Like" firms assembling mass to compete with much larger firms, and firms in different geographies but with similar clients, are considering mergers.

Other sellers include firms positioned to grow but with constrained resources or lack of capital, subsidiaries that no longer fit current corporate strategy or are under performing, and financially troubled firms. As well, a large percentage of sellers include firms with aging owners who are interested in selling their share of the firm.

"A majority of firm owners in their mid-50s or older contemplate selling and becoming liquid," explained David Grigg, vice president of DPIC Management Service Corp.

The question is: "If I'm interested in selling or merging, where do I begin?" According to Grigg, if you want to sell your firm, think about how it would be evaluated as a publicly traded company.

Defining Value

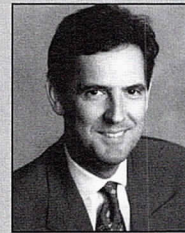
Derived from the Internal Revenue Service (IRS), Fair Market Value and Revenue Ruling 59-60 are two ways of defining value. Fair Market Value is the price a buyer will pay to a seller in a transaction in which both parties are equally willing and informed. Revenue Ruling 59-60 sets forth eight fundamental factors that are used in valuing a closely held business:

- The nature of the business and history of the enterprise from its inception
- The economic outlook in general and the condition and outlook of the specific industry
- The book value of the stock and the financial condition of the company
- Whether the enterprise has goodwill or tangible value
- Sales of stock and size of the block to be valued
- The market price of stocks of corporations engaged in the same or similar line of business that have their stock traded on a free, open market

Assessing Value

There are several ways to evaluate your company's worth. Three popular methods are the market approach, asset-based approach, and earnings-based

Continued on page 12



Upcoming Conference to Featured Grigg

To learn more about measuring success by establishing the value of your

firm, register for AIA Chicago's third annual Professional Development Conference on Friday, November 12 and 13. David Grigg, AIA, vice president of DPIC Management Service Corp., will present "Valuation of the Firm: Structuring Your Firm for Internal Sale." He will review three valuation approaches — market, asset-based, and earnings-based. For conference details, see page 5.

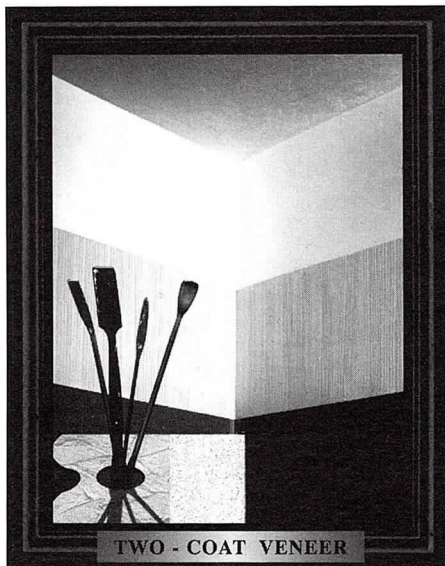
Recent Mergers

HDR Architecture Inc. and Ehrlich-Rominger in August announced the merger of their architectural practices, creating **ER+HDR**, one of the nation's largest firms dedicated to the design of technology-based facilities.

ODI has merged with BLDD Architects to form **ODI/BLDD Architects Inc.** The firm's offices are located in Des Plaines.

Otis Associates Inc. and Koglin Wilson Architects Inc. have announced their merger to form **Otis Koglin Wilson Architects Inc.** The firm has offices in Chicago and Lincolnshire.

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What's Your Firm Worth?

Continued from page 11

approach. Generally, most firms look at valuation from a variety of perspectives and thus assimilate all three methods.

The Market Approach

The market approach compares the firm with other similar public companies and compares their price-to-earnings ratios, cash flow, revenue, and book values. It is not a particularly effective measurement for most architecture firms, which are small, privately held companies.

The Asset-Based Approach

This method is more commonly used in valuing architecture firms. It considers book value (assets minus liabilities), and thus is easy to identify and understand. However, book value has limitations as well: It doesn't reflect earnings power or management quality and doesn't recognize the market value of the firm's assets. The *adjusted* book value is another approach. In this scenario, the book value is adjusted to reflect the market value of assets minus liabilities.

Earnings-Based Approach

In the earnings-based approach, value is based on the quality of earnings and the earnings capacity of the firm. Calculations are based on historic, current and projected earnings. This approach sometimes is irrelevant in the case of a single practitioner or in a firm with very few employees.

Increasing Value

According to Grigg, factors that add value to a firm include, but are not limited to, management and staff strength and depth, the type of work performed,

recurring business and clients, consistent and predictable profitability, and investment in technology. He also offered several hints to increase a firm's value:

- *Pick a good time to sell.* A consistent track record of profitability over the last three to five years will go a long way toward increasing value because buyers are not apt to pay up front for potential. Choose a time when your firm has a good backlog of business as well as good prospects for the next 12 to 18 months.

- *Use professional advisors with merger and acquisition experience.* You need to work with professionals who have industry knowledge and who know who the buyers are and what they're looking for. An advisor also can approach buyers confidentially, be a conduit of information, and realistically assess the "fit."

- *Plan ahead.* Begin taking the necessary steps five to 15 years before you want to sell.

- *Be patient.* Deals take time. Four to six months is short; six to nine months is typical.

As a business owner, evaluating your organization's structure and personnel will help ensure your firm's financial growth. As Grigg suggests, "If you can't answer the question: 'How much is my practice worth?' you're on the wrong track."

Barbara Hower is the former editor of Focus. David Grigg, AIA was the guest speaker at a recent Office Practice PIA meeting. His presentation was sponsored by AVA Insurance Agency Inc.

Building Permits on the Rise

Buildings Department responds with procedural improvements and programs for special markets.

By *Mary Richardson-Lowry*,
Buildings Commissioner

I was appointed commissioner of the Department of Buildings in the midst of a significant building boom. In almost every corner of the City, you could see some form of renovation or new construction. A year later, that boom has turned into a roar. The sheer volume of permit applications that come into the Department of Buildings speaks to the level of development going on. In 1998 alone, more than 26,000 building permits were issued.

To meet the growing demand for permits, the Department of Buildings has to be as accessible and expedient as possible. After looking at the process from top to bottom, my senior staff and I have eliminated inefficient procedures, added special, market-specific programs, and separated do-it-yourself homeowners from industry professionals to improve service to both. To be specific, in recent months the Department of Buildings has:

- Reinstated professional conferences between architects and engineers and the director of plan examination.
- Discontinued the scanning of full-sized plans and eliminated the need to have contractors' letters on the front end of the permit application process.
- Met regularly with industry professionals to discuss current issues.
- Bolstered staff and staff training efforts.
- Developed and expanded resources such as a customer handbook outlining the permit process and a Web site with a common code corrections checklist.

Permit and Plan Review Programs for Special Markets

The following programs were developed to address present-day design and construction needs of special markets.

Preliminary Reviews

Design professionals may request a preliminary review before applying for a permit to answer questions about code interpretations, thus accelerating the approval process.

Superstructure Permits

With this new permit for the structural skeleton and skin only, a building can be enclosed while the final interior issues are being reviewed for full building permits.

Customized Permit Program

For extremely complex and narrowly defined projects, applicants may request architectural, structural, plumbing and ventilation reviews to answer code questions before submitting an application. The same reviewers will conduct the final permit analysis for consistency's sake.

Self-Certification Expansion

Architects and developers of townhouses, large-scale residential projects and chain stores, may obtain "quick" permits for prototypical new buildings and build-outs where life-safety related features, such as emergency exits, are not modified.

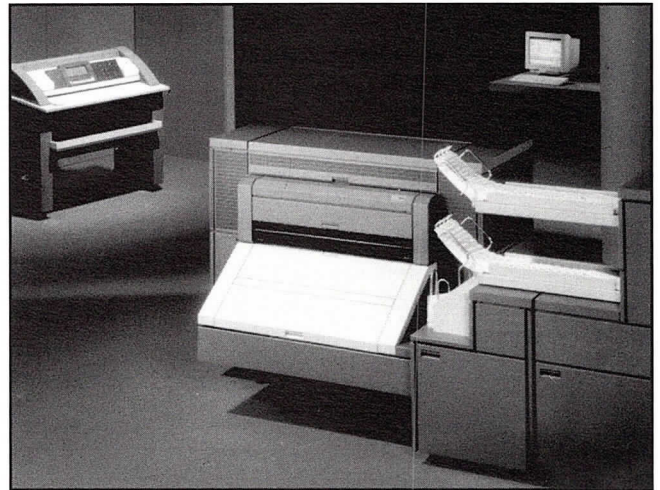
Mary Richardson-Lowry is the commissioner of Chicago's Department of Buildings. For more information on the programs listed above, visit www.ci.chi.il.us/Buildings.

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Award-Winning Interns Boost Office Output

By Lee Weintraub, AIA

Need a massing model? A Newhouse intern can produce it. Need someone to execute mark-ups? Newhouse students can put their CAD know-how to work. Hope to groom future employees? Some Newhouse students become full-time employees after they graduate from architecture school.



Newhouse intern Brittany Marshall works with architect Doug Fullick at A. Epstein and Sons International Inc.

Courtesy of the Newhouse Architecture Competition

The Newhouse Architecture Competition, a 17-year-old school-to-work program sponsored by the Chicago Architecture Foundation and the Chicago Public Schools, trains high school students in rendering, line and construction drawing, CAD applications, and model making. Local design and construction professionals volunteer to teach classes, and the program culminates in a rigorous competition, with the winners — approximately 60 each year — receiving paid summer internships at Chicago-area architecture firms and construction companies. To those unfamiliar with the students' caliber of work, the results can be surprising.

Brittany Marshall, who graduated from Chicago Vocational High School in June, was a Newhouse intern at A. Epstein and Sons International Inc. during the summer of 1998. She worked at the firm this summer as well and in August, entered the University of Illinois at Urbana-Champaign to study architecture.

"I can't imagine how I'd feel at this point about architecture if I didn't get the internship," said Marshall. "Even if you're just putting books on a shelf, you can see the environment where you'll spend a large percentage of your life."

Some firms may hesitate to hire a Newhouse intern because they believe the students will be more of a drain on their time and energy than a benefit to the office. My experience suggests otherwise. As with any young hire, Newhouse interns do require orientation and training. I have found that a layered mentoring system helps get the intern up-to-speed. This layered approach to mentoring relies on younger architects to assist interns with basic setup and training. More seasoned architects can mentor the intern through project-specific activities such as team meetings and site visits. Within a relatively short time, the intern is a productive member of the team, helping to move projects forward.

"I've met some of the coolest people," said Marshall. "All the architects have been mentors for me, advising me on classes I should take, books to read."

It's a win-win situation. You gain energetic, skilled, affordable employees, and high school students gain invaluable office experience as they prepare for careers in architecture.

Lee Weintraub, AIA is a partner at Zimmerman Weintraub Associates and co-chair of the Newhouse Architecture Competition. Since 1982, more than 10,000 students have participated in training programs and more than 350 have won internships. If you would like more information about hiring Newhouse interns, or would like to volunteer to teach a class, call the Chicago Architecture Foundation at 312/922-3432.

PEOPLE

Kenneth Brown has joined Skidmore, Owings & Merrill LLP as president, responsible for business operations. Prior to joining the firm, Brown was a vice president of General Electric Co. where he was responsible for operations in Southeast Asia. He has held positions with Price Waterhouse and with IRC/Terra Industries. Brown is a registered professional engineer and a former Rhodes Scholar.

Joseph Caprile, AIA of Lohan Associates has been elected as a director to the Chicago Building Congress.

The Commission on Chicago Landmarks has moved to 33 N. LaSalle St. The Commission's phone number is 312/744-3200.

The Aurora office of **Cordogan Clark & Associates Inc.** has moved to a new, larger location at 960 Ridgeway Ave. The firm also has offices in Chicago and Crystal Lake.

Richard Dewar, AIA, a principal at OWP&P Architects Inc., has been appointed by Gov. George Ryan to serve on the state's 11-member Health/Life/Safety Code Advisory Committee for Public Schools.

Donald Dybas, AIA has been named director of architecture at Tech Metra Ltd., a division of Inter-Continental Real Estate Development of Orland Park.

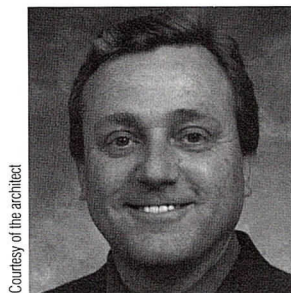
Environ Inc. has promoted Enrique Suarez, Jr. and Kevin Ryder to associate.

In the Chicago office of RTKL Associates Inc., **Alexander "Sandy" Faurot, AIA** has been promoted to associate vice president and **William Roy, AIA**, Thomas Arends, and Laurel Goncher have been named associates. Meanwhile, Matthew Larson has joined the firm as an associate and director of business development for corporate/commercial projects.

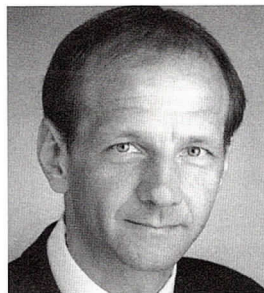
Urban Works Ltd. has promoted **Araceli Garza, Assoc. AIA** to project captain. In addition, Cheryl Phillips has joined the firm as a designer.

Hartshorne + Plunkard Ltd. has promoted Paul Alessandro to principal.

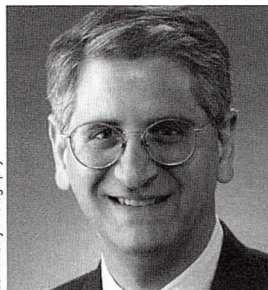
Jerry Johnson, AIA has been named a principal of Perkins & Will. Johnson joined the firm in 1986 and became an associate principal in 1997. He is an active member of AIA Chicago's Design PIA.



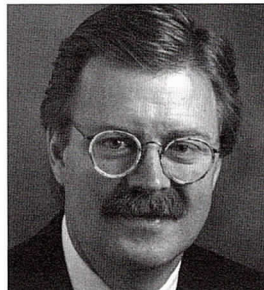
Courtesy of the architect



John Reilly Photography



John Reilly Photography



Courtesy of the architect

Eva Maddox, Assoc. AIA has been named a Fellow of the International Interior Design Association.

Vojo Narancic, AIA has joined the Chicago office of Legat Architects as vice president and project director. In addition, Legat has promoted Thomas Hutchinson, AIA to director of firm-wide marketing and Dominick Demonica to director of the Chicago office.

GreenAssociates Architects Inc. recently announced new principals: **Carole Donovan Pugh, AIA**; **George Reigle, AIA**; Frederick Black; **Colin Marshall, AIA**; and David Wickwire. In addition, **Thomas Roth, AIA** and **Frank Michalski, AIA** have been named senior associates.

Evanston-based Yas/Fischel Partnership has named **Krista Simons, Assoc. AIA** and Jean Anne Petrick as architects and Tanea Stephens as marketing coordinator.

Leonard Skiba, AIA has joined Perkins & Will as chief operating officer for the Chicago office. Prior to joining the firm, Skiba was senior vice president of architecture and engineering for McClier Corp.

James "Sandy" Stevenson, FAIA has joined Booth Hansen Associates as a principal. Prior to joining the firm, Stevenson served as president and CEO of Perkins & Will.

Tjaden Architects has moved to 1019 N. Wolcott Ave. in Chicago.

Wold Architects & Engineers has moved to 25 S. Grove Ave., Suite 500, in Elgin.

AWARDS

The International Parking Institute has given a 1999 Merit Award to Traders Self Park, an 11-story, 800-space garage on South Wells Street designed by **A. Epstein and Sons International Inc.** The parking structure is fully automated; pay-on-foot machines located in the lobby accept cash or credit

cards and alleviate long lines for the cashier. Monitors provide local traffic reports to customers while they wait for an elevator. In addition to the design of the garage, A. Epstein and Sons provided civil and MEP engineering services.

DeStefano and Partners and **Teng & Associates** have both received 1999 American Architecture Awards from the Chicago Athenaeum Museum of Architecture and Design. DeStefano and

Partners was recognized for Dearborn Plaza, a 17-story office building at 20 W. Kinzie St., and Teng & Associates was singled out for the BP Amoco Building 600 Addition and Renovation in Naperville.

During the 43rd Annual Chicago Building Congress Awards ceremony, the following AIA Chicago member firms received highest honors: **Lohan Associates** for the Barat College Library; **Esherick Homsey Dodge and Davis** and **McClier Corp.** for The Living Coast at Brookfield Zoo; **Thomas Hickey & Associates** and **William E. Brazley & Associates** for the Robert Brooks Homes; and **DeStefano and Partners** for the Elmhurst Art Museum.

The Congress for the New Urbanism has recognized **Skidmore, Owings & Merrill LLP (SOM)** with a 1999 Catherine Brown Award for a master redevelopment plan for Orlando, FL. The Master Plan for the Redevelopment of the Orlando Naval Training Center was the work of a large team of designers and developers, coordinated by SOM. The closure of the naval base, an 1100-acre site three miles from downtown Orlando, provided the city with a once-in-a-lifetime opportunity to rethink its development patterns. According to the jury, the document created to guide the redevelopment is thorough and complex and should help bring New Urbanism into the mainstream.

VOA Associates Inc. received the Best of Competition Award at the 26th Annual Interior Design Competition for their design of offices for an investment management firm in Chicago.



Courtesy of the firm

Page 16 clockwise from top left: Donald Dybas, AIA; Leonard Skiba, AIA; Sandy Stevenson, FAIA; and Jerry Johnson, AIA. This page: GreenAssociates (top) and Robert Brooks Homes by Thomas Hickey & Associates with William E. Brazley & Associates.



Thomas Hickey, AIA

PROJECTS

A. Epstein and Sons International Inc. recently announced the opening of Warsaw Financial Center, a 32-story, 780,000-square-foot office tower in Poland. A. Epstein oversaw the design and construction management of the project.

Construction has begun on **Eckenhoff Saunders Architects'** (ESA) \$50 million renovation and expansion plan for the 452-bed Evanston Hospital. The 26-month project includes a new, three-story entrance lobby that will serve as a circulation hub for the hospital. It will encompass reception, registration, and waiting areas for outpatient service, as well as the admitting desk, pharmacy, gift shop, café, and employee center. A new 1,650-car parking facility will accommodate not only visitors and physicians but also hospital staff, who for years have parked off site and taken a shuttle bus to work. Half of the seven-level structure will be constructed below grade to minimize its visual mass, a significant issue for neighbors. Surrounding the garage, ESA designed a colonnade of arched masonry bays, accented by copper roofline elements, to reflect the hospital's original building. The first phase of the project, scheduled to last 14 months, will include the lobby and most of the parking facility. The remainder of the parking facility, an emergency room canopy and landscaping will be completed in the second phase.

Legat Architects recently celebrated a groundbreaking for the new Richmond-Burton High School in Richmond, Illinois and the opening of the Victory Surgery and Treatment Center in Lindenhurst, Illinois.

Lohan Associates has announced the completion of 120 S. LaSalle St. in Chicago for the Lurie Co. The interior and exterior renovation of this 600,000-square-foot building was phased over 18 months.

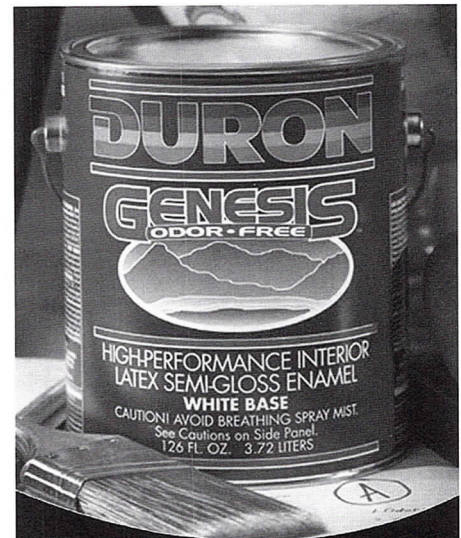
Lucien Lagrange and Associates has been selected to renovate the 22-story, 1.7 million-square-foot, historic office building at 175 W. Jackson St. This renovation involves more than fresh plaster and paint. Completely rewired, the building will offer copper phone lines, T3 connections and fiber optics. High-tech touches will be added to the exterior as well, according to the architects. Solid exterior walls will be replaced with glass panels that permit views of the modernized lobby. Pillars with contemporary interpretations of classical motifs will substitute for columns lost in an earlier renovation of the Jackson Boulevard entrance. Inside, the renovation will strip away false ceilings and reintroduce a light court that had been closed over in the mid-century. Built in two phases, the building claims both D. H. Burnham & Co. and Graham, Anderson, Probst and White as its architects.

Ross Barney + Jankowski Inc. have been awarded two new commissions. The firm is designing a new federal courthouse in Cape Girardeau, Missouri and a new border station in Sault St. Marie, Michigan.

The official groundbreaking for the new headquarters facilities of Big Idea Productions Inc., the creator of the computer-animated, children's home video series *VeggieTales*, took place on June 25 in Lombard, Illinois. Designed by **RTKL Associates Inc.**, the \$15 million project includes the renovation of the 27,000-square-foot historic DuPage Theater building and a three-story, 68,000-square-foot addition. The two buildings will house main offices and production facilities.

United Airlines has chosen **Skidmore, Owings & Merrill LLP** (SOM) to provide architectural, engineering, planning and interior design services for the

company's new corporate headquarters at O'Hare International Airport. Phase I of the project will be situated on a 30-acre parcel with the potential of expanding to a full 80-acre master planned development. The first phase will accommodate 800 to 1,000 United Airlines employees and is scheduled for completion in 2001. In



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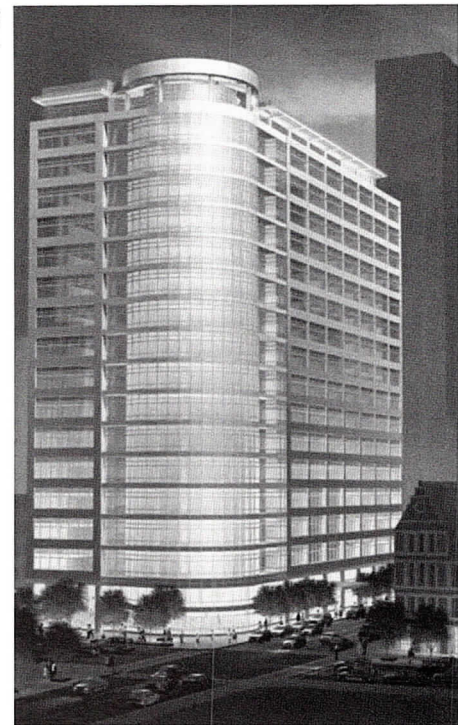
1987, United Airlines' original executive office building and training center in Elk Grove — designed by SOM — was honored with a 25-Year Distinguished Building Award by AIA Chicago.

CALLS FOR ENTRY

The Design and Young Architects Professional Interest Areas of AIA Chicago, the Architecture Club, and Knoll Inc. are sponsoring the second annual **Emerging Visions for the Next Century** design competition to promote significant architectural endeavors by young architects, new practices, educators, and students. Projects may be built, unbuilt or speculative and executed at any scale and in any medium. Winning entries will be announced at a reception sponsored by Knoll Inc. They will then be on exhibit at Knoll Inc. in February and March 2000. Other prizes to be announced. Entrants must be 45 years old or younger and live or work in the Chicago area. Architectural

registration or AIA membership is not required. Registration is free; entry forms will be available September 22. Submissions are due January 20, 2000.

The Martin Luther King, Jr. National Memorial Project Foundation has announced an international design competition for **a memorial to honor Dr. Martin Luther King, Jr.** in Washington, D.C. The competition challenges entrants to design a "living memorial" encompassing Dr. King's spirituality, his leadership and personal sacrifice in the movement for social justice, and his message of hope for all humanity. Sited on The Mall of the capitol city, the memorial is inspired by three major themes: the man, the movement, and the message. Entries may be submitted by individuals or by teams. Interdisciplinary teams are encouraged to enter. The registration deadline is October 15 and submissions are due December 1. For information, call 410/554-0040 ext. 110.



Courtesy of The Alter Group

PROFESSIONAL DEVELOPMENT

The law firm of Query & Harrow will present a one-day **seminar on Illinois law concerning design professionals** on September 16 from 8:30 a.m. to

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175 W. Jackson St. by
Lucien Lagrange and Associates.

4:30 p.m. at the Holiday Inn City Center, 300 E. Ohio St. in Chicago. The seminar will cover design professional liability, entity organization to limit liability, professional services agreements, professional liability insurance, construction contracts, project insurance, and fee collecting. For more information, call Bruce Schoumacher at 312/540-7046.

Merchandise Mart Properties Inc. is searching for **presenters for NeoCon 2000**. The time you spend preparing your presentation can qualify for self-reported,

continuing education credit. The deadline for proposed presentations is October 1. Call for Seminar Presentation forms are available at the AIA Chicago office.

The **14th Annual Chicago Career Day for Architecture, Interior Design, Construction Management, and Landscape Architecture** is scheduled for Saturday, October 2 at the Chicago Cultural Center, 77 E. Randolph St. The free event is open to high school and college students, parents, teachers, and counselors who are interested in learning

more about careers in architecture, design and construction management. James Law, Chicago's director of special events, will be the keynote speaker. Fifty schools of architecture will participate in an all-day college fair. Details: www.futurescan.com/careerday/

Preserving the 20th Century Building Envelope, an intensive, two-day conference and training program, is scheduled for October 3 and 4 in Cambridge, Massachusetts. Sponsored by Technology & Conservation magazine, the Massachusetts Institute of Technology, and the Boston Society of Architects, the program examines the basic properties and critical characteristics of a wide range of building materials used in the exterior construction of multi-story and high-rise structures in the 20th century. Participants earn 32 CES learning units. For details and a registration form, call Technology & Conservation at 617/623-4488.

The **1999 Chicago Marble and Granite Seminar and Expo** is scheduled for October 14 at the Hotel

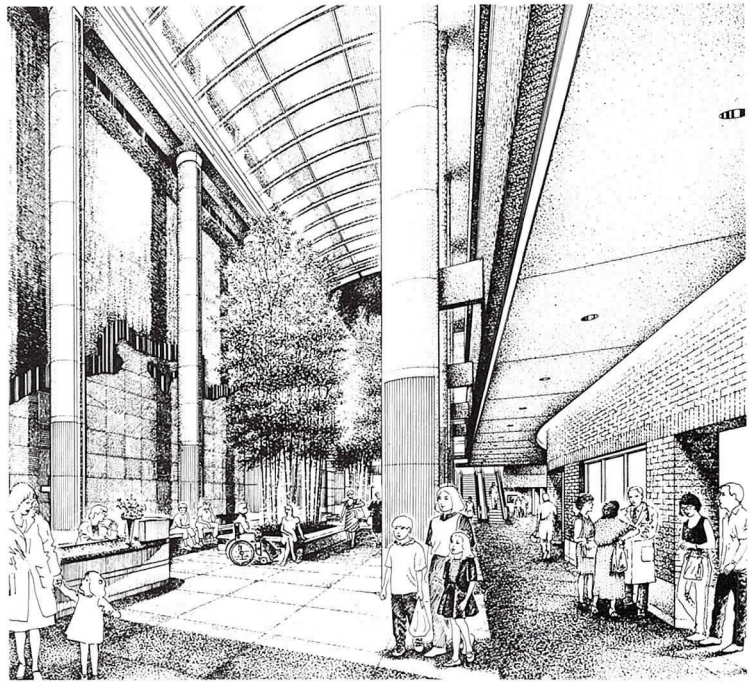
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**Evanston Hospital by
Eckenhoff Saunders Architects.**



Jim Smith

Inter-Continental. The two-hour seminar will address stone quarrying, material properties, architectural applications of marble and granite, dimensional stone veneer, stone flooring, and marble restoration and refinishing. AIA members receive four learning units for the program. The International Masonry Institute is providing lunch and educational materials for those participants who pre-register. For information, call Scott Conwell, AIA at 800/464-0988.

The Frank Lloyd Wright Building Conservancy's annual conference is scheduled for November 10 through 14 in Scottsdale, Arizona. **Frank Lloyd Wright in the Valley of the Sun** features lectures and a keynote address devoted to Wright and his followers, tours, receptions, and a gala dinner. For information, fax 773/784-7862 or visit www.savewright.org/FLW.

The Department of Architecture at Judson College in Elgin is sponsoring an impressive **lecture series** on Thursday evenings during the upcoming academic year.

Speakers include architects Bruce Kuwabara and Thomas Payne from Kubawara Payne McKenna Blumberg in Toronto; Thomas Jaeger from Jaeger, Nickola & Associates Ltd. in Chicago; Bruce Wood from Kallmann, McKinnell & Wood in Boston; and Rodolfo Machado from Harvard University's Graduate School of

Design. For complete details, including directions, contact Theresa Wiebe via phone, 847/695-2500, or e-mail, twiebe@judson-il.edu.

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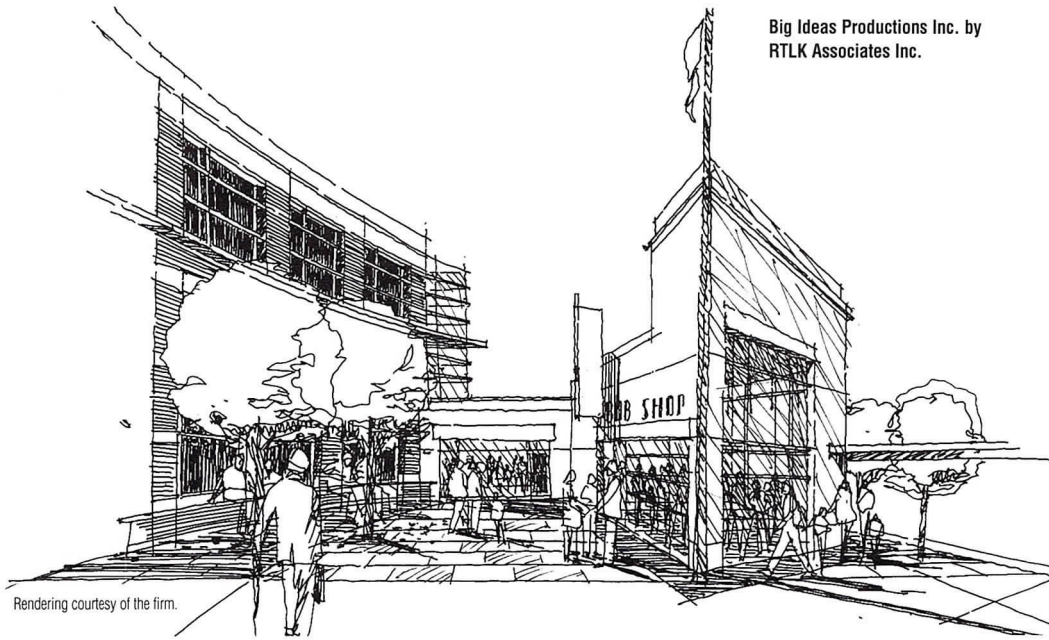


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held December 2 and 3 in Blacksburg, VA. For details, visit www.conted.vt.edu/learning/env.htm

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Upgrading to AIA

Kristen Diamond, Booth Hansen Associates; **Linda Kanoski**, Harry Weese Associates

Transfers

Richard Carlson from AIA St. Louis; **Richard Drozd** from AIA Los Angeles; **Jeff Goodale** from AIA Southeast Wisconsin; **Steven Upchurch** from AIA Dallas; **Edward Zemaitis** from AIA Atlanta

Associates

Peter Brown, Perkins & Will; **Ayesha Burney**, **Carolina Cartagena**, Skidmore Owings & Merrill; **Michael Ceferin**, McDonald's Corp.; **Marta Gazda**, Schroeder Murchie Laya Associates; **R.S. Gill**; **Saul Hayutin**; **James Jeffs**; **Matthew Kobylar**, Skidmore, Owings & Merrill; **Dwayne McKenna**, Skidmore Owings & Merrill; **Ryan Mullenix**, Skidmore Owings & Merrill; **Melissa Solberg**, OWP&P Architects Inc.; **Jodi Zeller**, Teng & Associates

Professional Affiliates

Mia Manby, Velux-America; **Morris Neal**, YMCA; **Robert Shook**, Schuler & Shook; **Art Yunker**, Spectrum Stone Group


Focus incorrectly reported that **William Worn, AIA** had been named to head the Illinois Building Commission. Worn is one of several commissioners, including fellow AIA Chicago members Kenneth Crocco, FAIA and John Zils, FAIA. The chair of the Commission is Bruce Bonczyk.

In the article "Fast Forward: The Status of Design-Build Today," **Opus Corp.** should have been listed as the design-builder and Opus Architects and Engineers as the architect/engineer-of-record for the Frey Science and Engineering Center at the University of St. Thomas. AIA Chicago thanks Holabird & Root LLP, the project's design architect/engineer, for bringing the omission to our attention.

Andrew Metter, FAIA was recognized for receiving a distinguished alumni award from Washington University in St. Louis. The school was incorrectly referred to as The University of Washington.

CORRECTIONS

The following are corrections to the July/August issue of Focus.



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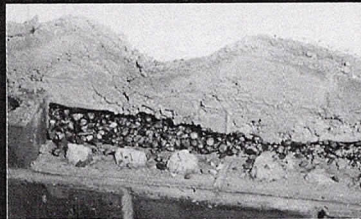
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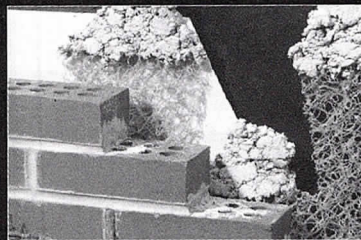
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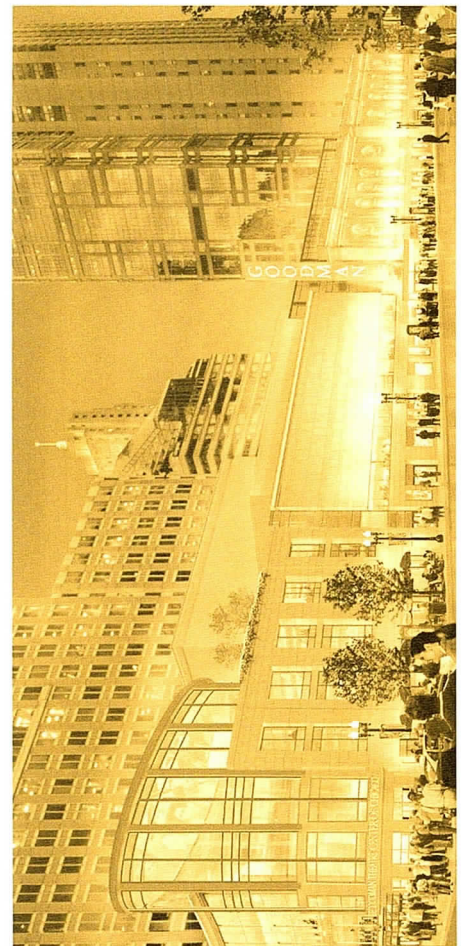
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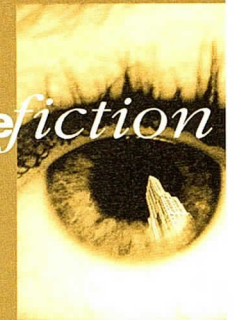
Project:
The New Goodman Theatre Development

Client:
Chicago Theatre Group, Inc.
Friedman Properties, Ltd.

Computer Imaging

Architect:
Kuwabara Payne McKenna
Blumberg Architects
DLK Architecture - Associated
Architects for the Goodman Theatre

Animation



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15 The Nature of Exhibition Design at the Chicago Academy of Sciences. 12:15 p.m.; Chicago Architecture Foundation, 224 S. Michigan Ave. Speaker: Lee H. Skolnick, Lee H. Skolnick Architecture + Design.

16 Copper in Architecture. Technical Issues PIA. 12:00 noon; Chicago Bar Association, 321 S. Plymouth Court. Lunch is available for \$10 (purchase tickets in the CBA shop), or bring your own. 2 LU/HSW

17 Sprinkler Advantage Seminar. National Fire Sprinkler Association. 8:00 a.m. to 12:00 noon; Fairmont Hotel, 200 N. Columbus Drive. Cost: \$150. Seminar and registration information: 914/878-4200. CES learning units (HSW) to be assigned.

Designight 1999: Fun in a Box. 44th Annual Design Excellence Awards. 6:00 p.m.; Grand Ballroom, Navy Pier. Tickets: AIA Chicago members, \$75/person; non-members, \$95/person. Information: Joan Pomaranc, program director, 312/670-7770.

18 Kenilworth Home Tour: George W. Maher. Pleasant Home Foundation. 8:30 a.m., Kenilworth Club, 410 Kenilworth Ave. Luncheon speaker: Christine Pogganti on Maher's design for the Kenilworth Club. Tickets: \$45. Information: 708/383-2654.

21 The Environment and the City. Environment PIA. 5:30 p.m.; AIA Chicago. 3 LU/HSW

22 Project Management Seminar. Corporate Architects PIA. 5:30 p.m.; 111 W. Washington St., #2100. Limited to 40 participants. 3 LU

Lucien Lagrange and Associates. Young Architects PIA. 6:00 p.m.; 605 N. Michigan Ave., #301. 3 LU

Relocating the Cape Hatteras Lighthouse. SEAOL. 5:15 (reception), 6:15 (dinner), 7:15 (program); Waukegan Yacht Club, 199 N. Harbor Place, Waukegan. Cost: \$20, SEAOL members; \$25, non-members. Reservations required by September 17: Gwen Kwastenet, 312/372-4198.

23 Annual Illinois Historic Preservation Conference. Landmarks Preservation Council of Illinois. Through September 25 in Quincy. Information: 312/922-1742.

! Nature Revisited: The Chicago Academy of Sciences Nature Museum. Through October 15 at the Chicago Architecture Foundation, 224 S. Michigan Ave. An exhibit showcasing the design of the new Peggy Notebaert Nature Museum by Ralph Johnson, FAIA. Information: 312/922-3432 ext. 239.

Frank Lloyd Wright and Colleagues: Indiana Works. Through October 24 at the John G. Blank Center for the Arts, 312 E. 8th St., Michigan City, Indiana. Information: 219/874-4900.

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