

FIELD REPORT

A Publication of AIA Colorado

Colorado Chapter of The American Institute of Architects

May 1993



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The Field Report is published monthly by AIA Colorado and is provided at no charge to members. Articles for publication should be submitted to Linda Smith, CAA, Executive Director by mail or Fax (303) 831-8833. We encourage and appreciate your contribution of articles of interest to AIA members. Deadline for newsletter material is the 15th of each month.

Editor Linda T. Smith, CAA
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RECESSION HOLDS DOWN DESIGN FEES

(from a Press Release issued by PSMJ)

The 1993 PSMJ Design Services Fee Survey sponsored by the Professional Services Management Journal (PSMJ) A/E Marketing Journal (AEMJ) and Project Management (PM) indicates the recession has held design fees at the levels seen three years ago. Along with no price increases, designers are unable to gain more favorable contract terms.

"Billing rates have not changed in over two years", says Frank Stasiowski, Publisher of PSMJ and AEMJ. "Many clients have come to expect lower fees for projects and firms have not been able to achieve more favorable contract terms in the face of tough economic conditions over the past two years".

"The market for design services has been split into two broad types of projects" according to PSMJ's Director of Research, Bill Fanning. "In markets where fee cutting predominates, the scope of services is being cut. In markets where fee cutting is not predominant, firms are providing more services for the same fees".

The survey indicates the median Principal billing rate is \$100 per hour. The median Project Manager billing rate is \$75.

Ten percent remains the median mark up for subconsultants and reimbursable expenses, although the typical design firm is only able to get markups into only 60% of their contracts.

Seventy-four percent of the participating firms bill interest on late payments at an average rate of 1.34% per month. "Only 33% of the late charges billed are collected" says Fanning, "so firms obviously do not seriously enforce this contract term."

Other survey findings indicate 52% of the participating firms have contracts covered by limitation of liability clauses and typically these clauses cover 42% of their fee volume. Computer billing survey results show 55% of the participating firms do not bill separately for computer use. For those firms billing computers, the typical charge is \$25 per hour for CADD.

The survey also includes marketing effectiveness information. The median firm reports 70% of their work comes from repeat clients and they are successful on 30% of their proposals.

"Different types of firms have very different results from their marketing efforts" says Stasiowski. "Architects are typically successful on 50% of their proposals, but only receive 50% of their work from repeat clients. Engineering firms have lower "hit rates," but obtain a greater portion of their work from repeat clients. The survey also shows prime design professionals do not always pass on their contract terms to their subconsultants. The impact of the recession on fees by project type has been rather dramatic, with fee levels falling for commercial projects as expected.

Stasiowski added that the differing scope of services makes management more challenging. "It is no longer realistic for firms to have their own standard scope of services and perform each project in the same manner. Each project must be contracted and managed, based on a unique scope of services".

The complete 200 page survey report is available from PSMJ. The report contains results by size and type of firm, as well as by region. The cost is \$195 for the full report. Call 617/965-0055 and ask for the 1993 PSMJ Design Services Fee Survey.

UPCOMING EVENTS

- May 4** Computer Aided Design - MiniCad 4 + Seminar (Graphisoft) at Apple Computer, Inc. 6400 S. Fiddler's Green Circle, Suite 300, Englewood. To register call 800-284-3550, ext. 900
- May 7** 1993 ENVD Exhibition/Forum at The New College of Architecture and Planning, Environmental Division, University of Colorado, Boulder. 1:00 pm to 5:30 pm, Environmental Design Building.
- May 8** AIA Denver, Children in Architecture "Box City" at the Norwest Bank Atrium from 10:00 am to 3:00 pm. Contact AIA Denver's office 892-1188 or Richard Henry (433-7566) for details.
- May 14** The American Arbitration Association is offering a seminar of the practical use of mediation to resolve disputes. Location is The Warwick Hotel, 1776 Grant from 8:00 am to 12:00 Noon. Cost is \$45. Call the American Arbitration Association at 831-0608 to register.
- May 12** "An Evening with Frank Lloyd Wright" will be presented at a joint meeting of AIA Denver, CSI, and Rocky Mountain Masonry at the Denver Athletic Club. Cocktails and appetizers will be served at 5:30 pm and 6:30 pm. Make reservations by May 10 by calling 892-2288.
- May 12** Colorado North Chapter's 10 X 10 in Boulder. Call George Brelig at 1-484-0117 for details.
- May 13** Denver Lecture Series at the Holy Ghost Church, 7:00 pm. Tickets are \$10 members in advance, \$12 member at the door, \$15 non member/public, \$2.00 students. Speaker will be Hugh Shepley, FAIA of Shepley Bulfinch Richardson of Boston. This firm is the oldest (120 years) architectural firm still practicing in the US. Call AIA Denver (892-1188) for ticket information.
- May 15** Colorado West Chapter's Membership Meeting in Montrose. Call Robert Ralston at 1-879-2727 for details.
- May 15 & 16** AIA Denver's Annual House Tour, "Lofty Living in Downtown Denver." The tour is from 1:00 pm to 5:00 pm. Homes on the tour include lofts at the Wynkoop Brewery building, the Acme Building, the Neusteter building, the S & H Building, and the Wagner building. Ticket prices are \$8.00 for the general public, \$7.00 for seniors and students. Advance tickets are available at selected King Soopers and the AIA Denver office (892-1188).
- May 27** AIA Denver's Orchids and Onions Gala, Paramount Theater, 7:30 pm. Tickets are available at the Paramount Theater or Ticketmaster.
- June 1-6** The American Institute for Conservation of Historic and Artistic Works and the Association for Preservation Technology are hosting a joint conference at the Hyatt Regency on Care of Collections in Historic Buildings. This conference will examine issues affecting both historic buildings and artifacts, ranging from environmental control and lighting to exhibit design and handling of objects. Call 202/232-6636 for details.
- June 2** Castles, Cottages, and Country Houses: The Conservation Work of English Heritage - a public lecture at the Ricketson Auditorium, Denver Museum of Natural History at 7:30 pm. This lecture is in connection with the American Institute of Conservation of Historic and Artistic Works conference. (see above)
- June 30** Managing Multiple Priorities at the Holiday Inn Denver Southeast. A Dun & Bradstreet's Business Development Seminar. Contact Dun and Bradstreet at 211-692-6600 to register.
- June 30** AIA/AGC PARTNERING Seminar at the Red Lion Inn. More details in June issue.

ALPHA GALLERY ARTISTS

AIA Colorado thanks each and every one of the following artists for submitting their work to be shown in the AIA/Alpha Gallery exhibit held April 16-23, 1993:

- Susan Abel, AIA Intern
Carl Brandenburg
Bob Brashears
Hugh Brown, AIA
Goodwin Coit
Maria Cole, AIA Intern
Glen Dake
Marc Diament
Dick Farley, AIA
June Farnham
Don Forst, AIA
Luis Fosados, Student Affiliate
Wendy Foster
Stephen Frey, Student Affiliate
Eduardo Garcia
Anthony Grant
James Hall
Per Hogestad, Associate AIA
Jay Jordan Hoggard, AIA Intern
Jay Brian Judd
Charles Kessler
Victor Kolouch, Student Affiliate
Richard Markovich, AIA
Andrew Moss
Guy Nichols, Student Affiliate
Andy Rovelstad
Robert Schmid, AIA
Kevin Scott, AIA
Michael Warren
Jam Wong, AIA

CHAPTER NEWS

South

The South Chapter is planning a roundtable discussion for its members to discuss downtown housing on June 2. The Chapter's second architectural news journal features the Colorado Springs Airport and Manitou Springs sculpture. The QBS Committee has begun work on a program to present to public officials for the writing of RFPs. The Chapter joined the Chamber of Commerce and will have a member on the Economic Development Committee to track regional growth. Fellowship hours held each month at different offices are a popular social activity.

North

Steve Steinbicker of the North Chapter is preparing for the third and final AIA National Video Conference in April. The Chapter will participate in the Poudre R-1 School District Environmental Fair by hosting a booth staffed by AIA North Chapter members throughout the day. The first draft of the newsletter is out and being reviewed by the Board. Deadline to go to print is the week of the 19th. The program on May 19 will be the 5th Annual 10 X 10 presentation. The 10 X 10 features 10 member and non-member architects from the northern Colorado area presenting 10 slides each on a subject of their choice relevant to architecture. Next week the Chapter will be making selections for nominations to Fellowship in the AIA. The entire membership was given an opportunity to nominate qualified architects for consideration. A Board meeting was held April 21, 5:00 pm at Coopersmith's in the Old Town Mall in Fort Collins. A membership program followed at the University Park Holiday Inn on Indoor Air Quality and Environmentally Appropriate Materials.

West

The AIA Colorado West Chapter Executive Committee met on April 8 at the Eagle County Ambulance facility in Edwards, Colorado. Kathryn L. Zeeb, AIA, Harry Teague, AIA, Sandra Smith Spaeh, AIA and Larry Yaw, AIA were nominated for Fellowship. Jim Morter, FAIA was on hand to discuss the process and will be available to help our

nominees. We discussed further our May 15 general membership meeting in Montrose at the Red Arrow Motel/Sizzler with a half day seminar presented by Producer's Council member Mike Lentz of DOW, and a reception for Tom Noel who will speak after dinner. Details will be in the spring newsletter. We have also invited Carlyn Rohal, AIA, President of Northern New Mexico Chapter and the local Farmington architects to join us. We discussed Durango and Farmington sharing local meetings. We hosted another 10 X 10 with local Vail architects and about 40 attended. Mike Hazard helped roast Jim Morter, FAIA for his recent advancement to Fellowship.

Denver

AIA Denver presented the first of the A.R.E. Seminars on April 17. There were two seminars, "Materials and Methods" from 8:00 am-12:00 pm and "Construction Docs" from 1:00 pm-5:00 pm. The last Environmental Teleconference, "The New Urban Ecology", was held April 22 at Channel 6, 1089 Bannock Street from 11:00 am - 3:00 pm. AIA Denver's Annual House Tour will be of LODO, May 15 and 16. Tickets may be purchased at the AIA Denver office and will be available at selected King Soopers. Tickets may also be purchased the days of the event at each loft. AIA Denver is assisting with the Orchids and Onions Gala May 27 at the historic Paramount theater. There were over 500 entries. The second breakfast seminar for April was held on April 20 - "Legal Matters and Computers". There will be a joint meeting of AIA Denver, CSI, and Rocky Mountain Masonry Institute on May 12 at the Denver Athletic Club, 1325 Glenarm Place. Cocktails and appetizers will be served at 5:30 pm and at 6:30 pm, "An Evening with Frank Lloyd Wright" will be presented. To make reservations, call 892-1188 by May 10. For the third consecutive year, the Children in Architecture Committee will assist Historic Denver in kicking off Historic Denver Week with "Box City" on Saturday, May 8 from 10:00 am - 3:00 PM at the Norwest Bank Atrium, 17th and Broadway. It's free! If you would like to help set up the grid on Friday night, May 7 or be a zoning official on Saturday (for a 2 hour shift), please contact the Children in Architecture Committee Chairperson Richard Henry at 433-7566.

1993 ENVD EXHIBITION /FORUM

The New College of Architecture and Planning, Environmental Design Division of The University of Colorado/Boulder invites you to the 1993 ENVD EXHIBITION /FORUM. The exhibition is to celebrate, honor and display the best student design work of the Spring semester, 1993. It will provide a forum for comment, input, criticism and reflection on the Studio projects and the Undergraduate Environmental Design program. The event is to be held Friday, May 7 from 1:00 pm to 5:30 pm, with refreshments and general discussion following in the main level of the ENVD Building. A select panel of diversified design professionals and academicians will review the Studio projects in sequence from ENVD 1000 to ENVD 4410. There will be approximately twenty-eight project presentations. These presentations and following discussion and dialogue will occur in the afternoon session with a general discussion and social event following at 5:45 pm. You are invited to participate in the FORUM or to join us for the public EXHIBITION in the evening. Please RSVP to the ENVD main office at 492-7711.

Government Affairs Committee in Action • 1993 Bills Being Monitored

BILL NUMBER	BILL SPONSOR	TITLE / TOPIC
HB1010	Ratterree	Bus. Incentives for New Employees
HB1052	Kerns	Energy Mgmt. in State Bldgs.
HB1070	Kerns	Common Interest Ownership Act
HB1092	Owen	Clarification of Statutes
HB1121	Reeves	Admin. of Tax Withholding Laws
HB1154	Schauer	Amending Corporation Code
HB1262	Taylor	Workers' Comp./Sole Proprietors
HB1290	Pankey	Reduce Amt. of State Spending
Bills Postponed Indefinitely		
SB37	L. Powers	Proceeds from County Lodging Tax
SB47	Roberts	Workers' Health & Disability Act
SB97	Roberts	Taxation of Personal Property
SB121	Weissmann	Tax Credit on Conservation Products
HB1033	Strom	Social Security # on Lien Documents
HB1087	Salaz	Cont. Ed. for Licensed Professionals
HB1160	Adkins	State's Capital Construction Needs
HB1229	Lyle	Reg'l Transp. Planning Commission
Bills Dropped from Monitoring Status		
HB1102	Pankey	Availability of Tax Credits
HB1116	Reeves	Low-Income Prop. Tax Exemptions
HB1126	Dyer	Encourage Land Conservation

CAUTION - ADA COMPLIANCE

by Donald A. Bertram, Esq., AIA

(Donald A. Bertram is a licensed architect and a practicing attorney with the firm of Bertram & Associates located in Denver, Colorado. Mr. Bertram is experienced in all aspects of design, construction and business law and is the AIA State Contracts Coordinator.)

In 1990, the Americans With Disabilities Act was passed by Congress. Having been enacted as a civil rights law and not as a national building code, the standards by which architects must perform are not definable today. Building departments are not enforcing the ADAAG rules and regulations and in fact it has been the policy of some departments to stamp on the face of drawings submitted, "Not Reviewed for ADA Compliance."

The current editions of the AIA Standard Form Agreements between Owner and Architect were published prior to 1990 and do not address the ramifications of ADA on the design professional and the construction process. Until the courts have had time to define this new legislation, below is an example of a paragraph you should consider adding to each and every Owner/Architect Agreement.

ADA REQUIREMENT

The Architect shall use diligent efforts to prepare the Design and Construction Documents to conform to the requirements of the Americans With Disabilities Act of 1993 and the regulations thereunder as well as other applicable laws and regulations protecting the disabled (collective "accessibility legislation"). However, the standards for design practice under accessibility legislation are involved and may in fact be in conflict with existing building codes and/or the interpretation thereof. Therefore, the Architect shall NOT be responsible if any aspect of the design does not conform to accessibility legislation if the claim for non-conformance arises by virtue of an interpretation made after the preparation of the construction documents or such interpretation was not generally known to similarly situated design professionals when the plans were prepared and not in violation with the local building code.

The intent of the suggested language is not to relieve the architect of his duties to properly design facilities but to address the realities of the uncertainties created by ADA.

(Editor's Note: This article was written with the intent of providing general legal information intended to be accurate although not comprehensive. Accordingly, readers are urged to consult their attorneys for any specific legal advice they may need concerning the subject matter of this article.)

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AIA ISSUES NEW GUIDELINES FOR CONSTRUCTION AND EQUIPMENT OF HOSPITAL AND MEDICAL FACILITIES

The American Institute of Architects (AIA) Committee on Architecture for Health, with assistance from the U.S. Department of Health and Human Services, has released the 1992-93 edition of "Guidelines for Construction and Equipment of Hospital and Medical Facilities." The guidelines, the latest in a 45-year series, are used in whole by 35 states as a basis for health facility design and licensure, while the other 15 states use various components of the document when establishing requirements. In addition, the federal government uses the guidelines in regulating HUD-22 loan guarantee programs to hospitals and for Health Service medical facilities. The new edition, a 150 page document published by the AIA Press was developed by advisory groups of experts from the private, state and federal sectors of the design, health-care, and construction profession.

AIA Colorado has ordered copies of these new guidelines. Call today to reserve your copy. The cost is \$22.50 for AIA members and \$25 for others (plus tax and shipping and handling).

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For those designers, architects and manufacturers, who wish to see their work published, here is a prime opportunity for publicity. The Hardwood Manufacturers Association often received requests from magazines, newspapers, and various other periodicals for photographs of interiors. They also publish their own consumer brochures such as "Hardwood Expressions."

The Association is seeking professional photography showing use of solid U.S. hardwoods in furniture, flooring, kitchen cabinets, or in decorative woodworking, photographs which illustrate the use of American hardwoods such as oak, maple, poplar, cherry, alder, ash, birch, hickory/pecan and walnut.

Full credit will be given to the designer in the descriptive caption accompanying the photograph, and all information sent with the transparency and/or black and white glossy will help to secure placement. Material should be addressed to Susan Regan, Executive Vice President, Hardwood Manufacturers Association, 400 Penn Center Blvd., Suite 530, Pittsburgh, PA 15235.

MEMBER NEWS

University of Colorado at Denver, College of Business has just appointed its first Executive-in-Residence, John B Rogers, FAIA of RNL Facilities Corp. John will be a guest lecturer, interface with other business professionals and help educate the community on the "Business" of architecture.

Frank Ooms, AIA of Denver won First Place prize of \$1000 in the 1993 AIA Architectural Photography Competition sponsored by AIA and AIA St. Louis. Ooms' prize winning photo, titled LUNAR PICNIC, was taken on the beach in White Sands, New Mexico.

The images were judged by Deborah Dietsch, editor of Architecture magazine, architectural photographer Robert Pettus, and Washington University graphic arts instructor Don Overmeyer.

Richard Geiser, AIA of Denver won a Merit Award. Geiser's winning photo, titled TELLURIDE, was taken in Telluride. Daniel P. Kemme, AIA of Colorado Springs also won a Merit Award for his photo, titled SCALE, taken in Cologne, Germany.

Photos of the 1993 contest winners will appear in the 1995 AIA Engagement Calendar. The contest is an annual event sponsored by AIA St. Louis. In addition to the cash winning entries, the jurors select ten images to receive Judge's Special Commendation Awards and forty to receive Merit Awards. The fifty-four winning images are featured in a traveling exhibit which makes its debut at the national convention, and is then available to AIA chapters or other interested parties.

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HARPER AND SHUMAN ANNOUNCES VERSION 9.1 OF CFMS FOR THE DEC VAX; OFFERS EVEN BETTER ACCESS BY PROJECT MANAGERS

Harper and Shuman announced the immediate availability of CFMS Version 9.1 for the Digital Equipment Corporation VAX line of computers. Version 9.1 is the direct result of numerous meetings with project managers at client firms. The new version makes it easier for project managers to access and interact with the financial and project data needed. Version 9.1 improves the reporting of receivables, giving project managers even greater access to up-to-date billing and receipt information. There are two key features of Version 9.1 that enhance interactive access. First, projects can easily be accessed through look-up windows, even if the user does not know the project number. Secondly, it permits users to move easily between various summary project reports and the fully detailed Project Progress Report. There is no need to move through layers of menus to switch from one set of report to another.

Harper and Shuman is based in Cambridge, Massachusetts with offices in San Francisco. For more information call: Bernie Buelow (617) 492-4410, ext. 234.

ORCHIDS AND ONIONS: PUBLIC OUTREACH A SUCCESS; GALA AWARDS SET FOR THURSDAY, MAY 27 AT THE PARAMOUNT THEATER

by Gary Desmond, AIA, Chairman, Orchids and Onions

The public participation in the balloting for this inaugural year was a tremendous success. The number of ballots surpassed San Diego's 20 year old program with a good balance in the number of Orchids and Onions nominations. The nominations have been received and the awards determined by a jury of lay citizen representatives and a few design professionals. The jury will be announced at the awards ceremony. Preparations for the Gala are underway.

The long awaited Gala Awards Evening will start with cocktails (cash bar) at 6:30 PM with the Awards presentation starting at 7:30 PM. Tickets are now available through Ticketmaster or at the Paramount Box Office. All seating is reserved \$12.00 (\$8.00 students, of any kind). Awards will be given to owners, not designers or builders. It promises to be a fun evening with controversy and good humor. Controversy will help bring attention and interest to our profession. The program will be emceed by local personalities.

The awards will be for projects in two basic categories:

- 1) Orchids: Built works which are judged positive contributors.
- 2) Onions: Built works which are judged missed opportunities and thus negative contributors.

The program has been made possible by the efforts of many volunteers (design organizations and public supporters), sponsors, and committee members. Major financial support has come from the Temple Hoyne Buell Foundation and G. E. Johnson Construction Company. Both believe in the goals and merits of the program.

The following information was presented at
the SAA Seminar on Saturday, March 20

By Claudia S. Vesely, Senior Associate,
Gensler and Associates Architects

BASIC FACTS ABOUT CLIENTS

1. The Client is the purpose of your job, not an interruption of it.
2. To the Client, YOU are the company. There is no "They" - it's you.
3. The Client may not always be correct, but he/she is "right" in the sense that the company needs his/her business, whether he's/she's right or wrong. He/She has a right to be heard.
4. The most important aspect to a Client is to show them that you care.
5. You must accept responsibility for taking care of the Client and his/her problem (challenges).
6. When the Client wins - everybody wins.

THE COSTS OF AN UNHAPPY CLIENT

A 1985 study conducted by the Office of Consumer Affairs revealed the following:

- 96% of unhappy customers never complain about a rude or discourteous treatment
- 90% or more who are dissatisfied with the service will not come back
- Each of the unhappy customers will tell the story to at least 9 other people
- 13% of those unhappy customers will tell their stories to more than twenty people

MANAGING YOUR CLIENTS

Dealing with Clients as Individuals.

The first step in successfully managing your clients is to find out who they are. Learn to read people. A few basic fundamentals as outlined in What They Don't Teach You At Harvard Business School are as follows:

1. **Listen Aggressively** - How are they saying it? Pauses will make them say more than they intend to.
2. **Observe Aggressively** - Body language - motions, gestures, how someone is dressed.
3. **Talk Less** - Ask questions - don't answer them yourself. You automatically learn more, see more, and make fewer blunders.
4. **Take a Second Look at First Impressions** - Some sort of "thinking out" or contemplative process has to take place between your initial impression and your acceptance.
5. **Take Time to Use What You've Learned** - Think about what you know and what reaction you want.
6. **Be Discreet** - Confidentiality in business can never be overemphasized. If you violate a confidence, the act will come back to haunt you.
7. **Be Detached** - Step back, especially when it's heating up, your powers of observation will automatically increase. If you don't react you will never overreact. You will be the controller rather than the controllee.

AIA RIO SALADO ARIZONA ANNOUNCES FOR PURCHASE 1993 MOCK SITE DESIGN EXAMS

Each package includes six sample design problems and solutions, for the candidate to study and prepare for the 1993 Site Design Exam. Packages are priced at \$18.00 per set for less than 25 sets, \$16.00 for 20-50 sets, and \$14.00 for over 50 sets. Packages are available from AIA Rio Salado Arizona, 802 North 5th Avenue, Suite B, Phoenix, AZ 85003 - (602) 252-4200. Price includes postage and handling charges. Please allow two weeks for delivery.

The Northern Virginia AIA Chapter has produced a video to help increase your chances of passing the Architectural Design Exam. This video by an Architect and a past grader will help explain the exam itself, what is required, how it is graded, what the graders look for, how to better your design process and drawing techniques, and how to check and re-check your design solution like a grader. Write to PM Productions Inc., 14317 Platinum Drive, North Potomac, Maryland 20878 or call (301) 762-7819. Cost is \$65.00 each + \$2.95 shipping and handling.

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CREDIT UNION SEASON OPENER!

The Board of Directors of AIA COLORADO has added the opportunity to join the Public Service Employees' Credit Union (PSECU) as a benefit for all 1993 AIA COLORADO members.

You and your family members can now join PSECU for a **lifetime** of financial benefits!

These benefits will save you time and money.

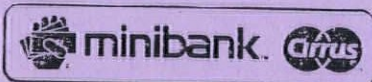
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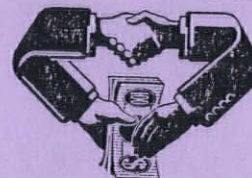
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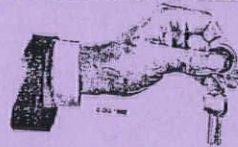
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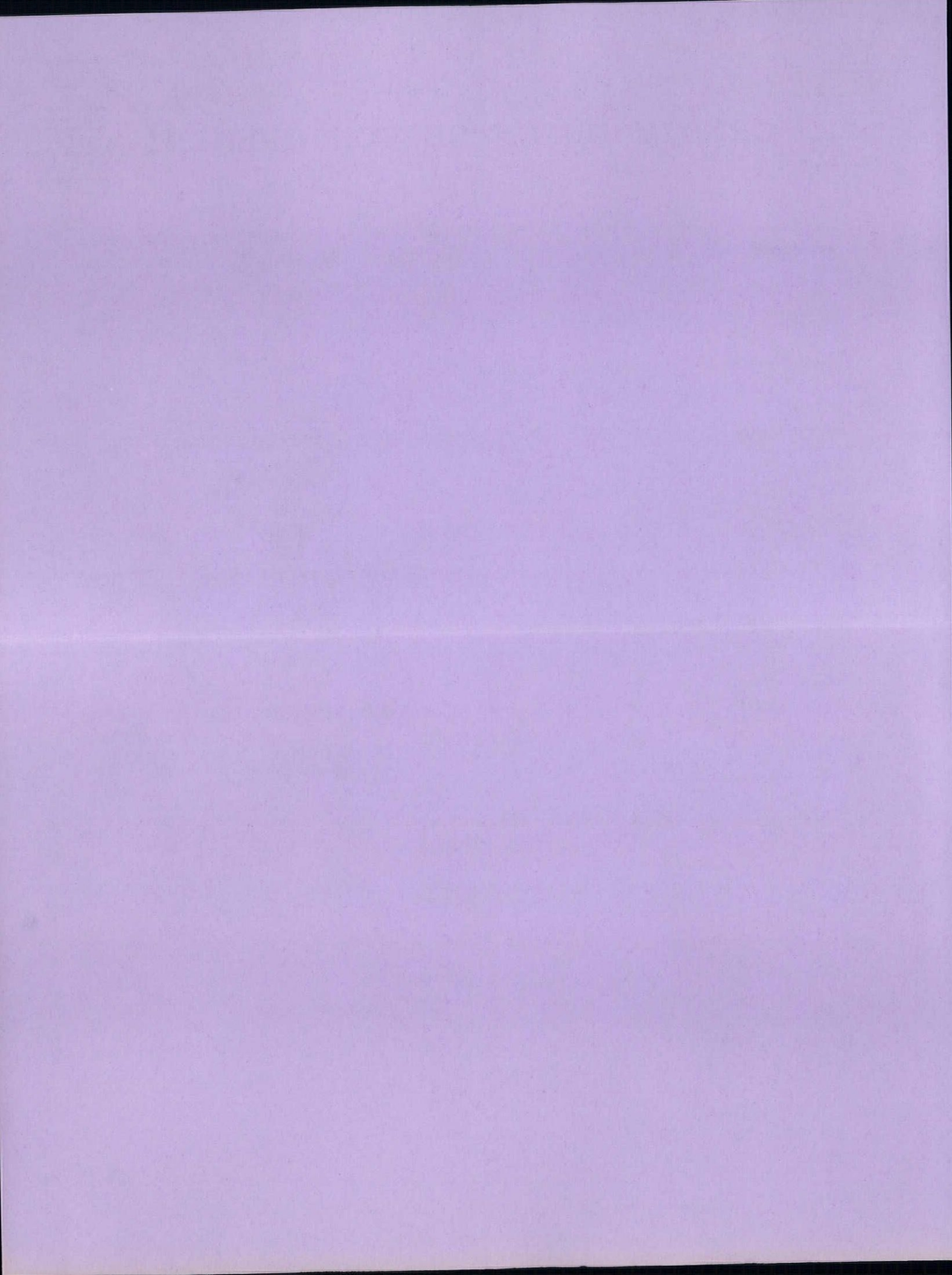
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SCIENCE AND TECHNOLOGY AWARDS IN ENERGY CONSERVATION AND RENEWABLE ENERGY

The U. S. Department of Energy invites you to nominate candidates for the Sadi Carnot Award in energy conservation and the John Ericsson Award in renewable energy. This award program was established to recognize significant scientific and technological achievements in the areas of energy conservation and renewable energy, and the first awards were granted in November 1988. The awards are granted by the Department for outstanding achievement in research, development, or application of energy conservation or renewable energy technologies. No more than one award will be granted annually in each area. Each award consists of a citation, a gold medal, and \$10,000. Candidates may be at any stage in their careers. Each award may recognize a single noteworthy achievement or a sustained level of accomplishment throughout a lifetime. Nominations will be judged primarily on the basis of scientific and technical merit and achievement, with secondary weight being given to managerial ability or innovation talents. Nominations should be postmarked no later than May 28th. Send to: Ronald W. Bowes, Awards Officer, Office of Conservation and Renewable Energy, CE-54, Department of Energy, 1000 Independence Avenue, SW, Washington, DC 20585. Any questions concerning the procedures or requests for additional information should be directed to Mary Pitt at 202/586-9114.

EXECUTIVE DIRECTOR'S MESSAGE:

Linda T. Smith, CAA

It has been Spring cleaning time at the Carriage House. Yes, we finally did it. We have new paint, new carpet and a newly refinished kitchen floor. We're all squeaky clean and Proud of our new look. The walls are clean and BARE, but are soon to be filled with artwork from the architects in the state. More details later on how you can participate in sharing your artwork for display and sale at the Carriage House. Come by and check out our new look.

We especially want to thank Pat McCoy of J & J Industries for his support with new carpet, Joel Parker of K wall Howell for helping with paint and Paul Routzon of Guy's Flooring for a new look to our old parquet kitchen floor. We are truly lucky in Colorado to have such wonderful support by our Professional Affiliate members and contractors. We depend on them alot and are greatly indebted for their support. If you can use any of their services, please do so or just call and say Thank You.

By now you should have received your AIA Convention material. If not, come by our office for a copy. We have a limited supply on hand.



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*Awakening to Responsibility:
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Kevin Roche, FAIA, (1993 Gold Medal Recipient)

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The AIA New York Chapter invites submission of proposals for advanced study in any area of architectural investigation which will effectively contribute to the knowledge, teaching, or practice of the art and science of architecture. The proposed investigation is expected to result in a final written work, design project, reset paper, or other form of presentation. Any U.S. citizen who is engaged in the profession of Architecture or those in related fields, who have a background more advanced than is implied by five years of architectural training is eligible. You may apply after April 9, proposals may be submitted up to 5:00 pm EST on May 21, awards will be announced in June. Call or write to AIA New York Chapter, 200 Lexington Avenue, New York, NY 10016. (212) 683-0023.

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AIA COLORADO EDUCATION FUND SCHOLARSHIP AWARDS

At the 33rd Annual Awards Luncheon, the Education Fund awarded 13 scholarships totaling \$18,500. Fifty-nine years ago five AIA Colorado architects created a Trust Fund that over the years grew and prospered. The first Memorial Scholarship was given in 1961 for \$600. This year's scholarship and awards total over fifty times that amount. Scholarship and Awards were given in the memory of the original founders: William E. Fisher, FAIA who practiced architecture in Colorado from 1896 to 1936, George H. Williamson, FAIA who practiced architecture from 1909 to 1937, William N. Bowman, AIA from 1910 to 1944, Frederick E. Montjoy, AIA from 1914 to 1941 and Robert K. Fuller, FAIA, Life Trustee of the Educational Fund from 1908 to 1966. The dream of these men has become a reality today.

The following received scholarship awards:

The *Anniversary Scholarship Award* of AIA Colorado was founded in 1892 is awarded to an Undergraduate - **Andrea L. Johnson of Littleton.**

The *President's Scholarship* is to honor AIA Colorado's 10th President, T. Robert Wieger, AIA and is awarded to an Architectural Engineering Student - **Helen Foitik of Boulder.**

The *Kenneth R. Fuller Scholarship Award* is a new award this year and goes for fourth year study - **Tyson Scott Dearduff, Associate AIA of Champaign, Illinois.**

A *Special Scholarship Award* was designed this year for third year undergraduate study - **Melinda Lee Ekin from Boulder.** Ms. Ekin is currently attending Washington University in St. Louis.

The *C. Gordon Sweet Award* is presented to either a graduate or undergraduate. This is the 23rd year this award has been given. Gordon Sweet was a prominent Colorado Architect, first president of the Colorado Society of Architects in 1969, and practiced architecture in Colorado Springs from 1946 to 1970 - **Lance R. Johnson of Cedar Grove, New Jersey.**

The *Producer's Council Scholarship Award* has been given since 1969. It goes to students entering graduate study in architecture - **Miguel L. Erverosa of Boulder.**

The *William C. Muchow Scholarship Award* is for graduate study in architecture. Mr. Muchow was a prominent Colorado architect and outstanding designer. He practiced from 1950 to 1991 in Denver. This award went to - **Lucy M. Ciletti of Denver.**

The *Temple Hoyne Buell Graduate Award* is fourteen years old. Mr. Buell was a prominent Colorado architect whose interest and financial support of architectural education over the years made possible this scholarship - **Matthew B. Babcock of Denver.**

The *Robert K. Fuller Award I* is for graduate study and this is the 26th year this award has been given - **Jon W. Mason of Denver.**

The *Robert K. Fuller Award II* is for graduate study - **Lisa M. Miller of Mentor, Ohio.**

The *James M. Hunter Scholarship Award* for travel and study in the Western United States is nine years old - **Daniel C. Wolcott-Money of Winfield, Kansas** will study the Anasazi culture.

This is the 23rd year the two *Arthur A. and Florence G. Fisher Traveling Awards* have been given. Mr. Fisher was a Colorado architect, an ardent traveler and an outstanding designer. He practiced in Colorado from 1906 to 1965. The first award goes to - **Mairi E. Wright of Denver** to travel and study in Prague, Czechoslovakia to address city problems resulting from neglect and develop a mutual program seeking their solutions. The second award goes to - **Juana M. Gomez, AIA of Denver** to travel and study architecture in Havana, Cuba for a comparison and contrast with American cities.

We are proud of these students and architects. The Trustees of the Education Fund felt the quality of the recipients this year were the highest ever. WE CONGRATULATE THEM!

ON JUNE 30, 1993 AIA COLORADO AND AGC COLORADO ARE SPONSORING A SEMINAR ON PARTNERING

By Jim Bradburn, AIA

Yes, I know, another seminar on the latest buzzword in the trade magazines. And, yes, I know all the reasons for not attending are very persuasive — "I know all about partnering;" "it's not that important;" "I don't have the time or money to spend on another seminar." But the fact is, we all need to attend simply because the construction industry is out of control. We have lost our ability or forgotten how to deal with the problems that inevitably arise during the construction of complicated or "simple" structures. We need to re-establish control of our businesses and not continue to abdicate control of our industry to litigators and such.

That is what partnering really is — relearning how to communicate, collaborate and cooperate with each other in an organized manner that is governed by what your mother taught you when you were young — The Golden Rule. Not the "new" golden rule — he who has the gold, makes the rules, but The Golden Rule — treating others as you would appreciate them treating you. Sound corny? You bet! Obsolete and not in touch with reality? Not at all, unless you are weak at heart or blinded by the threat of ever increasing costly litigation.

Partnering is simple. It brings the participants in a highly complicated process together at the beginning of the process. It provides the atmosphere of collaboration and cooperation in which team building can be fostered. It promulgates a mission statement and list of goals for the team. It establishes effective communication levels and linkages that constantly monitor the performance of the team. It requires absolute honesty and the highest standard of ethics in behavior that you can muster (I said it wasn't for the weak at heart). And what are the results? Problems are addressed and resolved as they are encountered, without them becoming major stumbling blocks to the design and construction schedule; or, worse yet, communication breakdowns that result in very stressful, adversarial situations and subsequent litigation.

So, if you still think this is a waste of your time, so be it and good luck out there. But, if guaranteed communications, cooperation and collaboration, and a fairer, more humane basis of doing business sounds refreshing, please join us. It won't be a waste of your time. In fact, it will be your first step back to gaining control over your business. See you there!



MAY RESUME BOARD



Name: Nasrin Khoie
Address: 386 Ogden St.
 Denver, CO 80218
 303/722-6513
Phone: Architect or Drafter
Position Sought: Melli University (Iran)
School(s): MS Arch.
Degree(s): Iran
License(s): Comm'l & Medical (2); &
 Residential (1)
Years Exp.: IBM and CAD
Computer Exp.:

Name: Jacob Jefferies
Address: 1485 S. Macon St.
 Aurora, CO 80012
 303/752-1353
Phone: Apprentice Draftsman
Position Sought: Arapahoe Community
School(s): College
Degree(s): Associates of Applied
 Science
Years Exp.: Comm'l (.6) and Residential
 (2.5)
Computer Exp.: AutoCad 10 & 3D; Word
 Perfect; DOS; MS Word for
 Windows & Lotus 1-2-3

Name: Pryce Allen Joyner
Address: 304 Park Drive
 Norman, OK 73069
 405/447-3802
Phone: Architect/Engineer
Position Sought: EIT (Engineer in Training)
SPECIALTIES: School(s): University of Oklahoma
School(s): Engineering (Pre-
 Architecture)
Degree(s): Comm'l, Residential &
 Instit'l (1.5); & Industr'l (.5)
Years Exp.: Mac, PC, Unix, Integraph
Computer Exp.: (Microstation), ARRIS, &
 Autocad

Name: Lynne Ann Bruning
Address: 1350 Lawrence, #2A
 Denver CO 80204
 303/825-7353
Phone: Entry Position
Position Sought: UCD 1992 March & Smith
School(s): 1987 BA
Years Exp.: Comm'l (1)

Name: Henry Reitwiesner
Address: 5292 S. Jellison St.
 Littleton, CO 80123
 303/979-8417
Phone: Project Architect/Manager
Position Sought: Residential Remodeling
SPECIALTIES: School(s): Univ. of Maryland - College
School(s): Park
Degree(s): Bachelor of Architecture
License(s): Maryland
Years Exp.: Comm'l (3); Resid'l (4); &
 Instit'l (1)
Comp. Exp.: ARRIS; Symphony, WP 5.0/
 5.1, etc.

Name: Scott Rodwin
Address: 11761 Spruce
 Canyon Cir.
 Golden, CO 80403
 303/642-0912
Phone: Entry Level
Position Sought: Architect
SPECIALTIES: Japanese Arch./
 Theaters/ Environ.
 Arch.
School(s): Cornell University
Degree(s): B. Architecture
Years Exp.: Comm'l, Resid'l,
 Instit'l, Cultural (.5)
Computer Exp.: AutoCad + 3-D
 Modeller

Name: Melissa A. Kyer,
 AIAS
Address: 8405 E. Hampden
 Ave., #12H
 Denver CO 80231
 303/337-7409
Phone: IDP Intern - Entry
Position Sought: Level
Specialties: Passive Solar
 Interest
School(s): Kansas State
 University
Degree(s): B. of Architecture (5
 yr. NCARB)
Computer Exp.: IBM (2+ yrs.), and
 some DesignCad

Name: Stanley R. Cox,
 MAIBC
Address: 2950 Bixby Ln.,
 #B207
 Boulder, CO 80303
 303/440-6534
Phone: Project Architect
Position Sought: Univ. of Brit.
School(s): Columbia
 B. Science / B.
 Architecture
Degree(s): Architectural. Inst. of
 British Columbia
License (Prov.): Comm'l (5);
 Residential (7); Instit'l
 (2)
Years Exp.: Autocad 12 (1); Claris
Computer Exp.: CAD (1)

Name: Gargi M. Duttgupta,
 I.I.A.
Address: 1020 Pennsylvania,
 #302
 Denver, CO 80203
 303/863-9405
Phone: Architect
Position Sought: Urban Design
Specialties: School(s): CU-Denver, L.S.R. -
 Bombay
School(s): M. Arch. & B. Arch.
Degree(s): India (also Indian Inst.
 of Architects)
License(s): Comm'l (1), Resid'l &
 Indust'l (2); Instit'l
 (.5) & Medical (.25)
Years Exp.: IBM, Mac,
Computer Exp.: AUTOCADD 10 &
 11; Architron (.5)

Name: Todd Welch, AIAS
Address: 1165 S. Clayton
 Denver, CO 80210
 303/871-8242
Phone: Summer Intern
Position Sought: Tulane University
School(s):

Name: Leo W. Bruck
Address: 4568 Clay St.
 Denver, CO 80211
 303/455-8269
Phone: Project Architect
Position Sought: Laboratories, Condos
Specialties: & Gov't Projects
School(s): CU-Denver & Ohio
 University
Degree(s): M. Architecture and
 BBA in Bus. Admin.
License(s): Colorado
Years Exp.: Comm'l, Resid. (5);
 Indust'l, Instit'l (7)
Computer Exp.: Hardware & Software
 (1)

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Address Correction Requested

MAY 5 1993

Linda Smith
 AIA - Colorado
 1459 Penn, Carriage House
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Home
 5/11/93

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4 Computer Aided Design Seminar Call 800-284-3550 Ext. 900	5	6 AIA Denver Board Mtg. 5:30 pm AIA Denver	7	8 Children in Architecture - Box City 10:00 am, Univ. of Colo, Boulder
9	10	11	12 AIA Denver Joint Mtg. at Denver Athletic Club Colorado North Chapter 10 x 10 in Boulder	13	14 Govt. Affairs Comm. 2:00 pm Carriage House	15 Newsletter/ Ad Deadline West Chapter Mtg. in Montrose AIA Denver's House Tour 1:00 - 5:00 pm
16 AIA Denver's House Tour 1:00 - 5:00 pm	17	18	19	20 AIA Denver Board Mtg. 5:30 pm AIA Denver	21 AIA South Chapter Board Mtg. 7:30 - 9 am AIA Colo. Board Mtg. 2:00 pm Carriage House	22
23 / 30	24 / 31 Memorial Day AIA Colorado Office Closed	25	26	27 AIA Denver's Orchids & Onions Gala - 7:30 pm Paramount Theater	28	29

MAY • 1993
 AIA Calendar of Events