

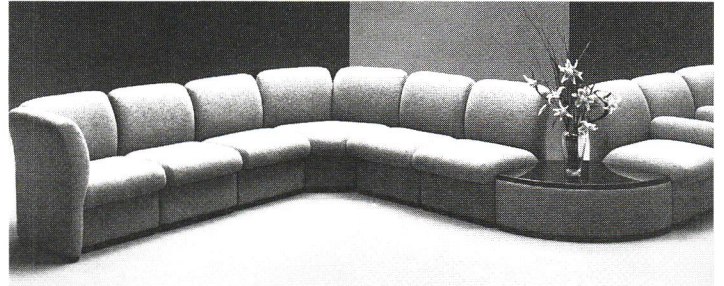
C O L U M N S



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C H O I C E S

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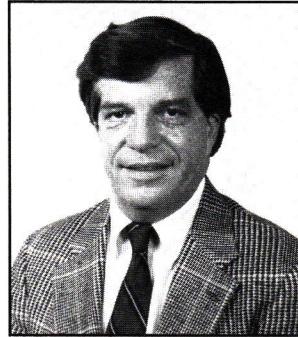
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View Point: "Value-Added" Architect is Client's Best Friend

Douglas C. Berryman, AIA, President



One of our professional colleagues and I have had a long-running conversation (usually enhanced by liquid concoctions of one sort or another) dealing with the "value-added" aspects of architectural services. We commiserate together, bemoaning, at times, the fact that we are under-appreciated as a profession in those areas that are least visible when the Project is over. We've long felt that some of what we bring to the dance is of such value as to more than offset the relatively modest fees that we are made to defend. A case in point:

My friend recently was in a meeting with a developer client who was himself in negotiations with the prime tenant of a building that the developer had remodeled (using my friend's firm as the architect). The developer had been asked by the tenant to expand the scope of the toilet room areas on two floors of the building, to better suit the tenant's needs; negotiations were under way relative to assigning the total rentable area calculations so that a ten-year lease could be drawn up. (Aside to no one in particular, everyone in general: remember how, as newly graduated architectural designers, we would complain about how our innate consummate design abilities were being wasted doing Toilet Room Details for un-appreciative principals?)

Enter my pal, the Architect (now capitalized to designate supernumerary status). Architect informs developer (still in lower case) that the original scheme, as agreed upon by the tenant, was to provide toilet rooms "according to code." That which the tenant had requested necessitated adding approximately 400 sq. ft. to the heretofore "common areas" of each floor. The developer and his agent were ready to sign the lease as originally written, until the ARCHITECT (getting more important by the minute) pointed out that the additional 800 sq. ft., being over and above "code requirements" should rightfully be assigned to the rentable area.

Obviously, my friend had read the codes involved, and the developer had not; more to the point, he had also read the proposed lease. The ARCHITECT did some rapid calculations (on the back of a small paper

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