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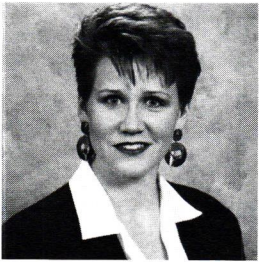
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GENERAL CONTRACTORS BUILDING SUCCESS

PSA: Angels for Architecture

by Maureen Guttman, AIA President



Survey after survey from the AIA national

and local components show that the most important activity of our professional organization is to monitor and positively affect legislative issues. As many of these issues are in the hands of state governments, we tend to rely on our state components to monitor the activities of the legislature as they relate to architecture and construction. The Pennsylvania Society of Architects (PSA) is your legal guardian angel in Harrisburg.

PSA's membership is composed of all the members from the eight local components across the state. A relatively small percentage of those members actually reside in the Harrisburg area, yet much work gets accomplished each year by the staff and the volunteers (members) from all over Pennsylvania who are committed to making PSA a forceful and credible presence in this state's lawmaking scene.

Among the issues before the state legislature that PSA is working on this year are:

- Passage of a Statewide Building Code (House Bill 1128). This bill has passed the House of Representatives and is currently sitting in the Senate Local Government Committee. While there is some concern that this bill may not make it out of committee this year, this is as close as it's ever been in the 30-plus years PSA has pushed for it.
- Licensing of Interior Designers (House Bill 1892). PSA has worked with representatives from the interior design community and with the House Professional Licensure Committee to reach a compromise position on how certification for interior designers could be granted without undermining the integrity of the health, safety and welfare issues that the licensing of architects represents.
- Local Tax Reforms (Senate Bill 2). Thanks in part to reasoned opposition from PSA, the House Finance Committee has removed language from this bill which would lower the debt limit permitted by school districts before the district must submit to a voter referendum.

These bills have been around for awhile, and most of us have some familiarity with them. A new piece of legislation has been proposed, however, that could affect our individual businesses more profoundly.

In Pennsylvania, an architect is required to design single-family homes, as well as renovations and additions requiring structural or egress modifications. Most people (the home-buying public, builders, code officials, and many architects) are under the impression that single-family structures are exempt from the requirement that an architect prepare the drawings. In fact, the only residential construction exempt is that which an individual designs for his own home.

Of course, we all know how diligently this has been enforced. The suburbs of Pittsburgh are filled with single-family structures which have never passed before the eyes of an architect. Adding insult to injury, the Pennsylvania Builder's Association (PBA), having successfully created a market which circumvents the law, recently introduced House Bill 1953 which called for the legalized exemption of one- and two-family dwellings from the purview of the Architect's Licensure Law.

Understanding that a large percentage of architects in this state are sole practitioners relying on residential design for their livelihood, PSA's Board of Directors initiated discussion with the PBA for the purpose of developing legislation which preserves the health, safety and welfare of all Pennsylvania citizens, while encouraging a partnership between architects and contractors in the home-building industry.*

The compromise that has been proposed by PSA is one that, if accepted, will create winners all around. In a nutshell, the exemption allows for builders to use commercially published or model homes construction drawings prepared by an architect licensed in any U.S. jurisdiction, provided that those drawings be reviewed, signed, sealed and adapted to the specific site by an architect licensed in

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AIA Pittsburgh serves 12 Western Pennsylvania counties as the local component of the American Institute of Architects and the Pennsylvania Society of Architects. The objective of AIA Pittsburgh is to improve, for society, the quality of the built environment by further raising the standards of architectural education, training and practice; fostering design excellence; and promoting the value of architectural services to the public. AIA membership is open to all registered architects, architectural interns, and a limited number of professionals in supporting fields.

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A Call for Alternatives

by Anne Swager, Executive Director

From the day I found out I was pregnant,

I began to worry. Already a busy Mom—two kids, a dog and two cats, and a full-time employee—I knew better than to expect that my organizational skills could accommodate a new baby. Babies need time and attention, generally when you are suffering from major sleep deprivation. Being an all out advocate and practitioner of eight solid sleep hours a night, I knew a lot, mainly me, was going to suffer once the baby arrived. I had no idea how I would juggle everything, especially my job.



As the work force continues to diversify, alternative work arrangements, whether temporary or permanent, can answer a variety of different needs.

I could not fathom how I would eke out the extra hours in my already overcrowded day to meet the reasonable expectations of life like food, warmth and shelter. Nevertheless, ready or not, Ellen arrived. Maternity leave helped. I was up to five hours of sleep a night when I was due back. But with Ellen's early health problems, caring for her took on a new dimension. The pediatrician insisted she not be put into day care—too many errant germs from other adorable babies—and that I nurse her as long as possible to give her immune system that extra edge. The first requirement was solved with a full-time babysitter but the second meant somehow Ellen and I needed to be together. A couple of short trips to the office convinced everyone that Ellen would not sit patiently by while Mom worked. She demanded attention and only Mom's attention would do. Rank and relative importance of caller, visitor, meeting meant nothing to Ellen.

The resolution: I work at home part-time. This works fairly well if you don't count wrestling the phone away from the teenagers long enough for business calls. Ellen also needs medicine every several hours, even throughout the night.

Fearing I might lapse into hallucinations from sleep deprivation, the AIA Pittsburgh Board allowed me to come back to work gradually. At first it was half-time, then three-quarter time, and now finally, full-time. I also flex my time, which means the babysitter works all the time, the kids eat macaroni and cheese, and I work a lot of evenings. Needless to say, this type of work arrangement is not perfect but it does help with some temporary, albeit not so short-term, problems.

I recently read an article about work habits in America compared to other countries. The article quoted a study which found that Americans work harder than everyone else in every other country. Yes, that includes Japan. The study measured actual hours on the job and that was the determining factor for who worked the hardest. We do, and no surprise, we are mad about it. The vast majority of those surveyed would take a 20% pay cut just to stay home more. If I took a 20% pay cut I would have to come home to a house in a different neighborhood, but that aside, I sympathize. As the work force continues to diversify, alternative work arrangements, whether temporary or permanent, can answer a variety of different needs. In my case, I was willing to take a reduced income to be able meet my family's needs. I really enjoy what I do and the AIA has invested considerable time and dollars to help me do my job well. It would have been a loss to both sides if I could not have continued.

When I hear the word trend, I always think of bell-bottom pants, flowered shirts and peace symbols. Some trends however, never disappear. I suspect that alternative work arrangements are here to stay. They make sense in a world which is rapidly changing, and most of all they can often meet the employers and employees needs. 🏠



Competitions

▶ **Rotch Travelling Scholarships** invites applications for 1997. A \$30,000 stipend is awarded to the first-prize winner of a two-stage design competition for nine months of travel throughout the world. Applicants must be US citizens and under 35 by March 17, 1997, and must either have studied at an accredited Massachusetts school of architecture and worked in an architecture firm anywhere for one year, or have a degree from an accredited school of architecture and have worked in a Massachusetts architecture firm for one year. Requests for application forms must be received in writing no later than January 3, 1997: Rotch Travelling Scholarship, Boston Society of Architects, 52 Broad Street, Boston, MA 02109.

▶ The **Baltimore Young Architects Committee** announces the "Constructive Ideas: Competition for an Urban Corridor" project. This international ideas competition focuses on the ideas of young architects, artists and landscape architects toward several sites on the Howard Street Corridor of Baltimore. Awards include \$8,000 and exhibition of the project. For more information, please FAX requests to: Baltimore Young Architects Committee at (410) 727-4620.

▶ **AIA Research** announced an awards program on accessible housing. Information will be posted on AIAOnline under the Research, Housing and Health PIA sections as well as on the AIA's homepage. Entries are due by November 1, 1996. For more information, call Stephanie Vierra at (202) 626-7446.

▶ There is a call for submissions to **Gallery 937** for an exhibition in art and technology. Designers in architecture, computer science, engineering, fine arts, graphic design, industrial design, medicine, photography, and robotics are encouraged to participate. Eligibility: 150 mile radius of Pittsburgh. Deadline for submission: November 19. Please write or call for prospectus: Associated Artists of Pittsburgh, Gallery 937, 937 Liberty Avenue, Pittsburgh, PA 15222; (412) 263-2710.

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Pennsylvania. Essentially, PSA has offered a concession which should have the result of producing even more business opportunities for Pennsylvania architects while potentially reducing the dreaded design costs for home builders. The grand prize winners, of course, will be the Pennsylvania home buyers, who will be assured of a greater degree of attention to well-being in terms of life-safety.

AIA Pittsburgh spends a lot of time and ink highlighting the benefits of membership in our local chapter. I wanted you to know that the dollars earmarked for your PSA membership to support the staff and committee work in Harrisburg are just as satisfyingly invested. ■

**EDITOR'S NOTE: As of our publication date the Board of Directors of the PBA has turned down the compromise. Despite this, we felt it was valuable to publish this article to illustrate the process undertaken when a bill is up for consideration.*

IN MEMORIAM



**Mason H. Aldrich, AIA
1919-1996**

MASON H. ALDRICH, a long-standing AIA Pittsburgh member who retired to Florida, passed away in August after a short illness in Jacksonville. He was a former partner in the firm of Celli-Flynn and Associates (1953-1972) and a former Director of AIA Pittsburgh. Mr. Aldrich graduated from Carnegie Institute of Technology with a Bachelors of Architecture in 1949. He is survived by his wife, Maryanita Bernstein of Jacksonville, and his sister, Mary E. Aldrich of Pittsburgh.



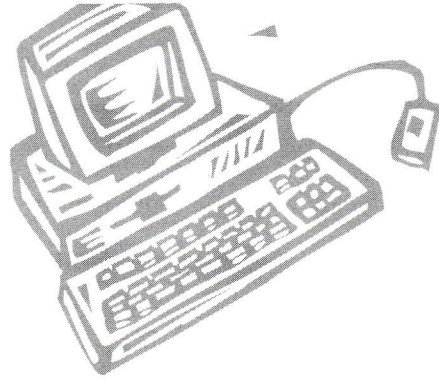
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2001:

A CAD ODYSSEY



by James Mauler

What will CAD be like in five years? Are we ready for wearable hardware and voice-operated software? A Pittsburgh-based CAD expert encourages architects to be prepared for increasingly rapid technological advancements.

I recently attended the A/E/C Systems '96 show in Anaheim, California, the world's most comprehensive event for computer-oriented design and construction professionals. Like no other show in the industry, A/E/C Systems has over 150 practical conference sessions, a 425 company exhibit floor covering 300,000 square feet, and features every major technology vendor in the industry. While there, I attended a keynote address given by the top four experts in computer graphics in the country. They each gave their views and insight on where CAD will be in five years, which I share here as the theme of this article.

About fifteen years ago, computers were a scarce resource and CAD really meant drafting. A CAD seat generally cost five to ten times the annual salary of the person using it. It took weeks of training to draw a line from point A to point

B, and there wasn't any color. Most vendors created huge barriers to be able to access and use any valuable information. By the 1980s, we were dealing with islands of automation. CAD still meant drafting, but it was no longer such a scarce resource.

It started to decentralize, and CAD systems started to move into the office and generally moved down in price to between one and three times the annual salary of the person using it. By 1990, systems began to be tied together and the cost was down to about the annual salary of the operator. We started networking, enabling people to work on the same

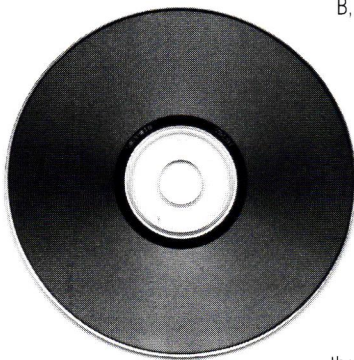
project at the same time. We developed new positions that never before existed: the CAD manager and network administrator.

Today, the focus has moved from facilitating or maximizing the productivity of the machine to maximizing the productivity of the person. The focus is on work group computing. Not only do we have these systems networked, but people have started using them to facilitate projects. The price is down to about one or two months' salary. Hardware is now a minor component of the systems. It is no longer a capital expense but an ongoing budgetary item. Training and technical support are the major cost factors.

Currently, you can get a substantial capability for about one tenth of what it cost fifteen years ago. The performance is 1000 times faster, software is well integrated, and the user has excellent access to data files. Yet, in some cases, the design procedures have to catch up to the technology. Many of these packages come from different vendors and you are not locked into a single turnkey vendor providing the entire solution.

So what's next? In 1994, DOS was still in the mainstream and most people were using AutoCad R11 and running 386s and 486s, but AutoCad R12 was coming up. In 1995, people still used AutoCad v2.5, hanging on for dear life, but the mainstream was using Windows 3.1 and AutoCad R12. AutoCad R13 was struggling and NT 4 Alpha was on its way. Today, NT 4 is in Beta, AutoCad R14 is not in AI-

As the Internet becomes a dominant source of information, some companies suggest using E-mail to transmit visual imagery. In the next five years we will see an enormous explosion in the use of E-mail as a picture transmitting/ video conferencing tool that has voice capabilities.



pha yet, and Windows 95 has really hit the mainstream, as has NT. Pentiums and multiple pentiums are in the mainstream and P6s or pentium pros are at early adoptive stages. Next year multiple pentiums will be in mainstream, multiple P6s will be in the early adoptive stage. We will have NT 4.0 and Windows 97 available by the end of the year and probably see AutoCad R14 Alpha emerging, as well as objective Microstation. Four years from now, the P7 and P8 will be in the mainstream and technology we don't know about will be at the leading edge. We will have NT 5.0 on our desks, and a unified version of Windows 95 and NT will be available. Got that?

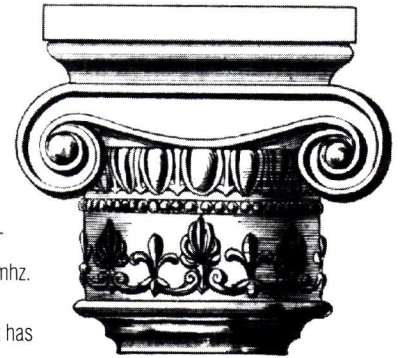
We will probably have modularized software, meaning you will have to buy only what you need rather than buying large complex packages. We will also have automated system management. You are going to be able to buy and download software and pay for it as you use it. Hardware and software prices will drop by 50%. Data will be a big growth market. As a need for expansion hits Parametric Technology, after the mechanical design market is drained, it will start moving into the AEC market.

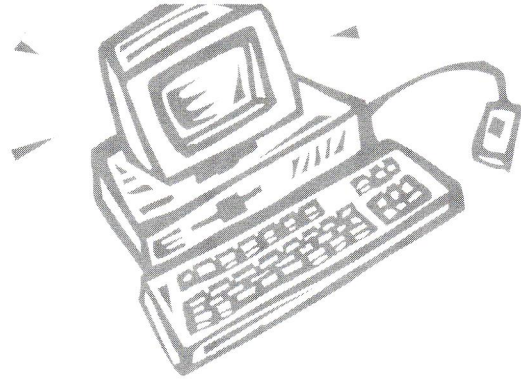
By the year 2001, we will be talking about either Autocad 2001, which will be a completely new product, or we will see AutoCad, as it is today, being replaced by application specific solutions that work directly with the operating system. Windows NT R6 will be the operating system of choice. We will have about 4.5 million seats in the CAD area for all applications. The need to manually enter data will be less and less. Also, object-oriented CAD systems will be the norm. They differ from conventional systems because they will embody large amounts of information about the physical objects being represented. With all of this information embedded in a CAD file, architects and engineers will be able to do technical analyses more easily and pass along quantitative and graphic information to constructors. The technology offers a tremendous promise of higher efficiencies, fewer errors, and lower construction costs.

The workstation, as we know it, is going to continue much as we see it. We may go to dual displays. The innovation to watch for is wearable computers. There is a fascinating project at MIT called "things that think" where you wear your technology. Being stuck to your desk will be a thing of the past. Color monitors will dominate. Flat panel displays are going to become a significant part of future workstations, powered by a new HP Merced chip running at about 600 mhz, maybe even 1000 mhz.

As for the future of Virtual Reality (VR), it has been terribly over-hyped. It doesn't do everything everybody says it does. On the other hand, it is growing rapidly. One-third of its revenue comes from entertainment. Virtual Reality needs to get a little more realism and better performance. The concept of someone sitting at a desk wearing a VR helmet is not going to be realized by the year 2001. Video conferencing, on the other hand, is moving ahead quickly. The director of research for Hewlett-Packard argues that in the near future, you are going to be able to buy little video cameras for one dollar that sit on your PC. They will not be more than a chip. In the old days, video conferencing required a special room. By the year 2000, every workstation you buy is going to have a camera with it.

What about the Internet? Nothing has caught on as fast as the World Wide Web. It is really going to significantly change what it is that architects and engineers are doing. We are going to see incredible levels of computer performance in the future. The pace of the increase in computer power is actually accelerating. The president of Silicon Graphics said that over the next decade, we will see a thousand-fold improvement in computer price, and a tremendous increase in data sharing across multiple applications and geographic areas. If you need product information from a supplier, that information is going to be directly avail-





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able over the Web. You are going to be able to download a model of that component and put it into the project you are working on. The Internet is a lot more than just E-mail, and some believe it is the most significant development in the computer industry since the development of the integrated circuit. It facilitates the collaborative design we are striving for and will hopefully reduce system support. We are going to use the Web, in effect, to publish project information.

There are many issues we need to look at before much of this technology becomes available, such as moving from individual productivity to enterprise productivity. We have too many people worried about how many square feet of drawings they can produce in a given day and not really looking at what this technology can do for the quality of the project. A lot of the software is still too hard to learn, and a lot comes in large monolithic chunks that offer more than is needed. We use just a small portion of many of the packages we spend thousands of dollars to buy. There is too much tweaking of the systems and you still have to be a computer hacker to really get all of the pieces to work together. We must move away from this. Firms are going to have to budget to swap out top workstations at least every three years. That doesn't mean to throw them away, but pass them along to someone in the organization that doesn't need all that power and get the most for the people that can use all the power, specifically those doing rendering and realistic imagery.

Today, people predominately use CAD to produce drawings. They think they are creating designs and then communicating them through images. Much more is possible. People at the cutting edge of this technology are trying to

facilitate design analysis and construction through collaboration and teamwork in communication. This is where the goals are today and hopefully the reality for usage will come to be a little more than that by 2001.

In the year 2001 you can expect drawings will still be with us, telecommuting will be widespread in AEC, and unnetworked CAD will be very rare. We will see many people working from home, cars, the beach, wherever. The success of CAD depends on only about 10% of users choosing the right technology and about 90% on proper management. No matter how much we have in the way of technology, unless people use it

properly all its benefits could go down the drain.

So, are you ready for the future? 🏠



By the year 2001, we will be talking about either AutoCad 2001, which will be a completely new product, or we will see AutoCad, as it is today, being replaced more by application specific solutions that work directly with the operating system.

James Mauler is a principal of Cadnetics Group, Inc., which specializes in architectural and engineering technical support by providing high-tech computer-aided drafting and design services.

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Preparing for the Worst by John Sieminski

Limited liability is a double-edged sword. Are you prepared for the consequences?

Does this scenario sound too close for comfort?

It seemed as if anything that could go wrong on a project did go wrong. What should have been a simple feasibility study followed by preparation of design development and contract documents for a mid-size office building, turned into a nightmare.

First, a young architect in your office missed a setback requirement in the zoning code. The owner did not mind, but the city building inspector did. She refused to issue an occupancy permit and a significant part of the newly-constructed structure was demolished and rebuilt to comply with the code, at a cost of \$850,000. The owner looked to your firm to cover that cost.

As if that was not enough, during construction, a roofer came in contact with a high-voltage service line which traversed the site. He was severely injured and promptly filed suit against the firm, alleging that you had a duty to warn him of the existence and proximity of the line. You were confident that you would prevail since you had not contractually assumed any duties regarding the safety of the site during construction. This confidence was dashed when you learn that the same young architect had been presenting informal safety seminars during his periodic site visits. In retrospect, it certainly was not a wise idea to have decreased the limits of your professional liability policy to \$500,000 earlier in the year.

Is there any hope for you and your partners? Could you have done anything differently? Some trends in the law are applicable to this hypothetical situation, and this article will discuss these trends and what our imaginary firm might have done to better structure itself.

Limitations of Liability to the Owner

Last year, in *Valhal Corporation v. Sullivan Associates, Inc.*, a Federal Court of Appeals upheld a contractual clause limiting an architect's liability to a developer. Valhal was a

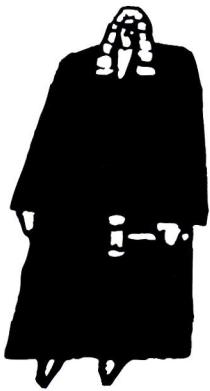
New York developer who sought to build a high-rise residential tower on a parcel of real estate in Philadelphia. Sullivan Associates, Inc. was a corporation which offered architectural, planning and engineering services. Valhal engaged Sullivan Associates to perform a feasibility study on the possibility of constructing a tower on the property. Pursuant to their agreement, Sullivan Associates was also engaged to perform engineering research and to prepare an estimate of construction costs.

Sullivan provided Valhal with a written report which concluded that the property was not burdened with any height restrictions and that it was possible to erect the high-rise tower on the property without any special variances. After purchasing the property, Valhal learned that it was in fact subject to a height restriction which would be violated by the planned structure.

The contract between the parties contained a clause which limited Sullivan's liability for professional negligence to \$50,000. Valhal filed an action in federal court against Sullivan, seeking damages in excess of \$2 million for breach of contract, negligence, gross negligence and negligent misrepresentation, all based on Sullivan's failure to advise Valhal of the height restriction. Sullivan defended on the basis of the limitation of liability clause in the contract. The trial court found the limitation to be unenforceable and a jury returned a verdict in favor of Valhal for \$1 million. Sullivan Associates appealed.

The Appellate Court noted that the amount of Sullivan's liability was capped, but that Sullivan still bore substantial responsibility for its actions. The Court also noted the following factors: 1) the clause did not contravene public policy; 2) the contract related solely to the private affairs of the contracting parties and did not include a matter of public interest; 3) each party entered into the agreement in an arms-length transaction and Sullivan invited Valhal to ne-

Given the pervasive reasoning of the federal court, a limitation clause should at least be considered for every contract a firm executes.



gotiate an increased fee to allow it to purchase additional liability coverage if the limitation was unacceptable; and 4) the limitation of the liability clause clearly and simply stated the intention of the parties.

The Court noted the following additional considerations. First, there was no injury to person or property. Second, the limitation was reasonable and not so drastic as to remove Sullivan's incentive to perform with due care. Third, the damage level set by the clause was substantial rather than minimal. On this issue, the Court noted that Sullivan was exposed to liability which was seven times the amount of the fee under its contract with Valhal. On the whole, the Court found that the limitation of liability contained in the contract was "reasonable allocation of risk between two sophisticated parties" which did not "run afoul of the policy disfavoring clauses which effectively immunize parties from liability."

Obviously, as the above restrictions indicate, not all situations will be conducive to a contractual limitation of liability, and each contract must be tailored to the existing circumstances. In addition, the Valhal decision was a prediction by a federal appeals court as to what the Supreme Court of Pennsylvania would do when faced with the issue of limitation of damages for negligent performance of a contract for professional services, and not creation of Pennsylvania law on the issue. Given the pervasive reasoning of the federal court, however, a limitation clause should at least be considered for every contract your firm executes. In the case of our hypothetical firm, it would have been worthwhile to bargain for a limitation of liability within the limits of the firm's professional liability policy, or at least to negotiate a surcharge to cover an increase in the policy limits.

Site Service Liability

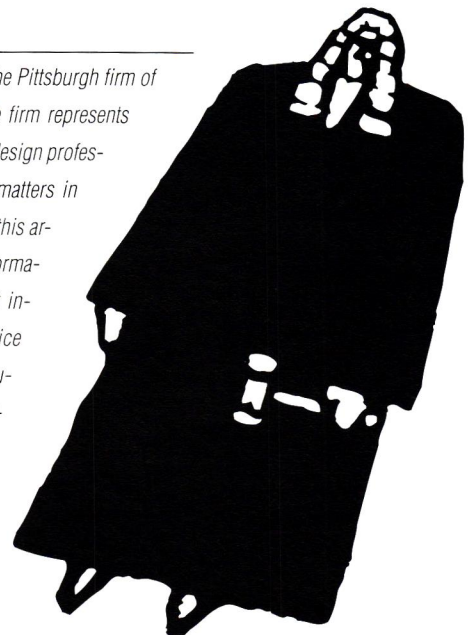
As a general rule in Pennsylvania, unless an architect, either by contract or conduct, assumes the responsibilities

of supervising a construction site and maintaining safe conditions on the site, he or she is not required to notify workers or contractor employees of hazardous conditions on the site.

In order for the general rule to apply, it is important that the architect not contractually assume any duty to supervise the construction work or provide for the safety of workers. We know that architects rarely assume such duty as a contractual matter. However, they must be careful not to assume such a duty by their conduct while on a construction site.

In general, one does not assume such a duty by making periodic inspections to ensure the quality of construction or to check the progress and quality of the work. What our young architect in the hypothetical did, however, was to assume a duty as to safety by becoming involved with safety issues while on site. Although his altruistic behavior may be commendable from a moral perspective, unless your firm is prepared to deal with the legal consequences of becoming involved in safety issues, such actions are best left to the contractor. 🏠

John Sieminski is a partner in the Pittsburgh firm of Wayman, Irvin & McAuley. The firm represents architects, engineers and other design professionals in litigation and other matters in various forums. The material in this article is provided for general information purposes only, and is not intended to constitute legal advice applicable to any particular situation. Do not rely upon the information contained in this article without consulting an attorney. Mr. Sieminski is a Professional Affiliate member of AIA Pittsburgh.



Trendspotting

by David J. Roth, AIA

A review of design trends spotted at the 1996 NeoCon World's Trade fair.

Trends are reflected in the jargon we use every day.

Take a look at the work on your desktop. Without knowing it, architects are trend-setters. Spotting trends is one of our greatest competitive strategies, one that marks our profession as innovators and problem solvers. It's our job to be astute observers of our industry, in particular, and of our culture, in general.

Early this summer, I attended the NeoCon trade shows in Chicago to review products and attend seminars. Trends were on display but most noticeable was the language used to identify and address design issues.

Here is an A to Z look at some buzz words that reflect the latest trends.

The **Alternative office** is a reflection of different work styles, people and situations. Some of these include home offices, temporary offices and hotelling.

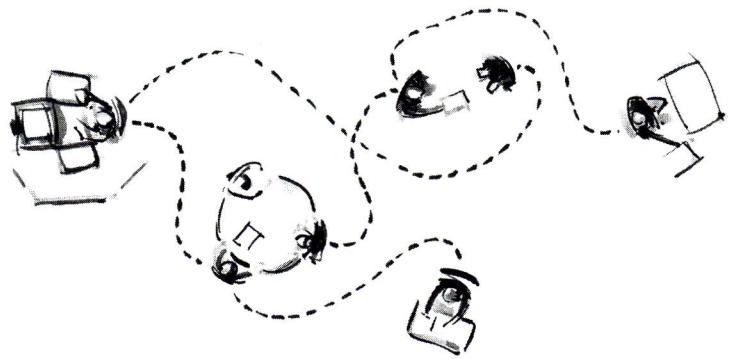
Building commissioning is the process of ensuring that systems are designed, installed, functionally tested, and operated in conformity with the design intent. This process should begin with planning, and includes design, construction, start-up, acceptance, training, and can be applied throughout the life of the building.

Plan for **Change**. These days a project's program may be obsolete by the time it is constructed, therefore, the proposed design must be a flexible framework that addresses the essential project elements.

React quickly to a **Downturn** in the market, it can be a time of opportunity.

More than ever, **Ergonomics** are the driving force in workplace design.

Whether **Feng Shui** is an art, a religion, or a philosophy, it's gaining popularity in the west among designers, architects and their clients. Pronounced "fung schway," it literally means "wind and water." If you know it or not, we prac-



tice this art daily as we link people to their built and natural environments.

In any endeavor, **Goal definition** is central to success.

Designers are taking responsibility for creating **Healthy Environments**. This includes improvements to the air quality, thermal environment and lighting.

There is no hype greater than the one involving the **Internet**. One use is for project research. You can get information on your clients to gain further insight into their needs. We are also looking to the net's ability to run on any computer platform. It is proving to be a great communications tool for networks, in both local and wide area distribution.

Look at new ways to put things together. **Joinery** is the art of connection.

Kinetics is the key to the ergonomic workplace. New mechanisms are being developed to make our spaces and furnishings more responsive to human movements and programmatic changes.

The key to success is **Listening**. This goes for every level of an organization. More CEOs are paying attention to their Facility and Information Technology Managers. These people in turn are responding to what they hear from the employees.

▲ **Haworth's Crossings (above) was the buzz of the show, everything on wheels, flexibility of time & space.**

The spaces we design must be **Multi-Functional**. They should easily adapt to change, not dictate use.

In our increasingly complex society, our connection to **Nature** is more important than ever. Every room we design should have a window. If that's not possible, hang a picture on the wall. We should plan for one plant per room. Position the furniture to view outside. Design places for people to eat their lunch outdoors.

Outsourcing is both a challenge to maintain control of quality, and an opportunity for new markets to service.

Identify and refine your **Positioning**. Stay in close touch with the marketplace, and if necessary, redefine yourself.

We seem preoccupied with **Quality**. This is a time when your clients are looking for ways to improve the way they live and work, and are ready to spend a bit more to achieve their goals.

Research markets. Tie your design passion into what people want. Look at university economic studies or your Chamber of Commerce for jobs outlooks and emerging growth.

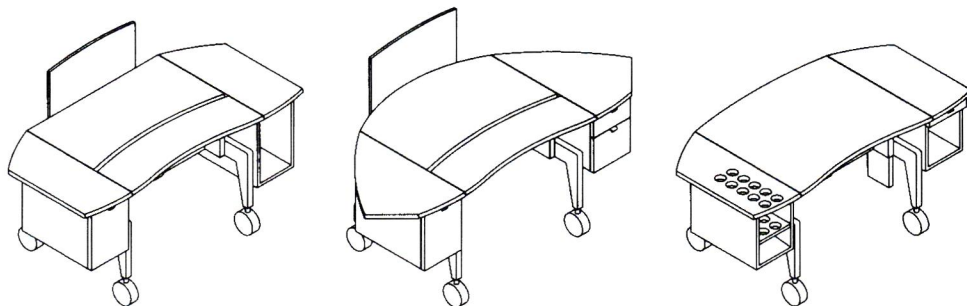
Focus your research-passion with clear **Strategies**. Look for ways to get the attention of potential clients.

The workplace is being reinvented for **Teaming**. Plan spaces that promote communication and interaction.

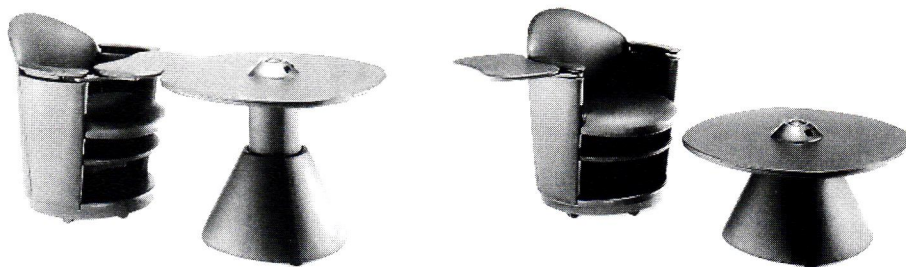
Find the common ground in an organization that reveals a **Universal plan**. One size workstation could fit most of the tasks required with variations in components such as storage, seating, and number of work surfaces.

It's important to demonstrate **Value** to our clients. Illustrate the return on their investment, and how design can produce bottom-line results.

It's not just an office, it's the **Workplace**. It's an attitude, people coming together for a common goal. Put



▲ *The EganMobile Computer Workstation (above) can be easily reconfigured for different activities.*



▲ *Brayton's Migrations Seating & Table (above) enable people to work together to enhance corporate performance.*

the emphasis on employees as the most valuable corporate resource.

Generation **X** is coming of age. Soon they won't be a trend but a part of our culture.

This is a reflection of a more **Youthful** feeling of people of all ages.

Some of these trends may seem **Zooty** (my word for crazy and outrageous).

This was my reaction to some of the proposed concepts and products presented (see illustrations). I plan to consider them with an open mind, wondering if there is a project to which to apply them. It's important to challenge the norms and embrace the ingenious innovations offered. 🏠

Kudos

► **Metropolitan Design Collaborative** has won a PSA Open Plan Design Award for "Environmental Alterations in the Central Northside of Pittsburgh: 1952 to 1990."

William Brocious, AIA has won a 1996 AIA Religious Art Award for his "Eucharist Table for First Lutheran Church." His work appeared in the 1996 Spring/Summer issue of the *Journal of the Interfaith Forum on Religion, Art & Architecture*.

Phillip G. Foreman, of **Foreman Architects Engineers**, is the recipient of the Distinguished 1996 Pennsylvania Entrepreneur of the Year Award in Construction and Engineering.

Burt Hill Kosar Rittelmann Associates was ranked within the Top 500 Design Firms in the country by *ENR Magazine*.

S. Faruq Ahmed of **Burt Hill Kosar Rittelmann Associates** was chosen, along with Herbert Carlson of Slippery Rock University, to present a paper entitled, "Open Book Pricing—A New Way to Acquire Direct Digital Control Systems," at the July APPA (Association of Physical Plant Administrators) Conference in Salt Lake City.

Transitions

► **Gerard Damiani, AIA** returns to Pittsburgh with the formation of his new architectural office, Studio d'ARC. Damiani, a former employee of Michael Dennis and Associates and a member of the design team of the new student center at Carnegie Mellon, is pursuing a practice committed to the process of creation as the arbiter between inquiry and ingenuity. Studio d'ARC is located on the South Side at 74 South 20th Street, Pittsburgh, PA 15203; (412) 381-2645.

Karen Loysen, AIA, formerly a Senior Associate of UDA Architects, has made an amicable departure from the firm to form **Loysen + Associates Architects**. Loysen will focus on adaptive reuse of urban buildings and design of cultural/commercial buildings. She will continue the "architecture as city building" approach of UDA.

Joseph E. Burchick, Professional Affiliate, announced James Montgomery has been named Manager of Marketing for Burchick Construction Co., Inc.

MARKETPLACE

Graphisoft has donated copies of ArchiCAD 4.1 to Habitat for Humanity and we're looking for two ArchiCAD users to volunteer to get us up and running on Mac, and then some. Our office is in Swissvale, one minute off Parkway East. CAD operators, interns, or architects call Sue Breslow, R.A. to find out more. 441-2984.

From the Firms

► **Baker and Associates** has been named a winner in the Family Housing category of the U.S. Air Force Design Award Program. Baker won the award for design services for rehabilitating 33 existing housing units in the Billy Mitchell Village on the Kelly Air Force Base in Texas. The firm was also selected by the Moon Area School District to serve as its architect of record.

Perkins Eastman announces its recent commission for the following projects: A nationwide facility strategy for National Computer Systems, a data management corporation in Minneapolis; a manufacturing support and educational facility for the Mon Valley Industrial Workshop in East Pittsburgh; and the first phase of a three-phase upgrade and renovation plan for the Wightman School Community Building in Squirrel Hill.

Two staff members in **Perkins Eastman's** Pittsburgh office have been named associates: Kurt Jorgensen and **Alan Schlossberg, AIA**.

Earlier this year **Akers Erwin Thompson Gasparella Architects** merged with the architectural/engineering firm of **Fanning/Howey Associates, Inc.** Continuing professional services will be provided by **James Akers, AIA; Joseph Gasparella, AIA**, and **James Thompson, AIA** at 1500 Arrott Building in downtown Pittsburgh. The firm has been selected for a high school project in the Upper St. Clair School District.

KSBH Architects announced the hiring of **Charles C. Coltharp, AIA** as a staff architect, and Heather Boone as an interior designer.

Burt Hill Kosar Rittelmann Associates was commissioned by First National Bank of Pennsylvania for architectural/engineering/interior design services for their new \$7.5 million headquarters in Hermitage.

Business Briefs

► **PSI** adds Tony Freda and Thomas Ali, P.E., both as Materials Characterization Managers in PSI's Pittsburgh office.

Peter F. Lotus Division of Eichleay Engineers has appointed Richard C. Gerber as Vice President of Projects and Engineering. Mr. Gerber has worked for the company for 16 years.

SAI Consulting Engineering has added Walter S. Krasneski, Jr. as their Marketing/Sales Manager.

New IRS Audit Program to Focus on Architects

IRS zeroes in on the hiring of intern architects as independent contractors and employees as consultants


Not what you wanted to hear is it? Architects have recently been targeted for special audits by the Internal Revenue Service to review their hiring of intern architects as independent contractors and employees as consultants. There is an inherent conflict between categorizing an employee as an independent contractor or consultant and the nature of most architectural practice.

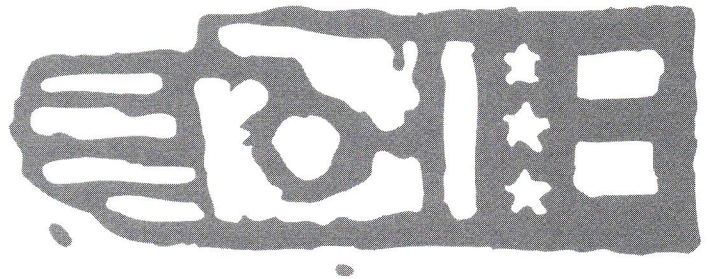
The law will treat any person as an employee, including interns and architects engaged on a contractual basis, 1) whose manner of performing his or her job duties is controlled by the employer, 2) who uses the materials and supplies of the employer in performing his or her job, 3) who is employed for an extended indefinite period of time, 4) who does not provide special skills in the performance of his or her duties, 5) who performs functions that are integral to the employer's business.

In making a determination as to whether an individual is an employee or an independent contractor, federal agencies and courts look to the "economic realities of the relationship" as determined by the circumstances of the employment. Interns, by the nature of their position and requirements for IDP credit, must work under the supervision of architects. For this reason alone they usually cannot be categorized as independent contractors.

The consequences for firms who willingly or unknowingly have miscategorized their employees can be painful—such as having to pay back salary for unpaid overtime at 1.5 times the pay rate, plus taxes not withheld.

Should they chose to do so, both the Department of Labor and the IRS have the power to assess interest and punitive damages against offending employers. A casual audit covers up to three years of a firm's practice. However, should the government suspect fraudulent behavior on the part of the firm, they can fine a firm for as many years as they choose.

The practice of hiring architects as consultants and independent contractors has been so widespread, as it has been in other fields, many employers do not realize the legal repercussions of this action. The IRS is increasing investigations into these practices and all indications suggest they are going to be diligent about pursuing audits.—M.F. 



An inside look at the IRS criteria and audit program focused on architects is available from an Atlanta company. Privately published as the "Insider's Guide to IRS Audits of Architects," the report highlights auditors' questions, what they look for and how to determine how to classify your employees. For more information on this publication, call Bob Palmer at (800)846-2202.

ArchiCAD 5.0

CAD software *dedicated* to Architecture.

Graphisoft is now offering version 5.0 of the award winning ArchiCAD software. ArchiCAD 5.0 operates in Windows 95 or NT as well as the Mac Power PC. A truly dynamic 32 bit software program, ArchiCAD's power is in the way it empowers an architect (cad draftsman not required) to "Create better Architecture".

Most CAD software vendors talk about drafting productivity or super rendering or modeling capabilities. But only ArchiCAD from Graphisoft is dedicated to helping architects design, study and create architecture.

Through ArchiCAD's powerful interface, an architect with novice computer skills can create models, plans, sections, elevations, renderings, quantity take offs, even animations - all from the same two clicks of a mouse.

A few new features in ArchiCAD 5.0:

- Section and elevation editing
- Zones for facility management
- ArchiSite for site modeling
- A slew of new construction/drawing commands
- Texture mapping



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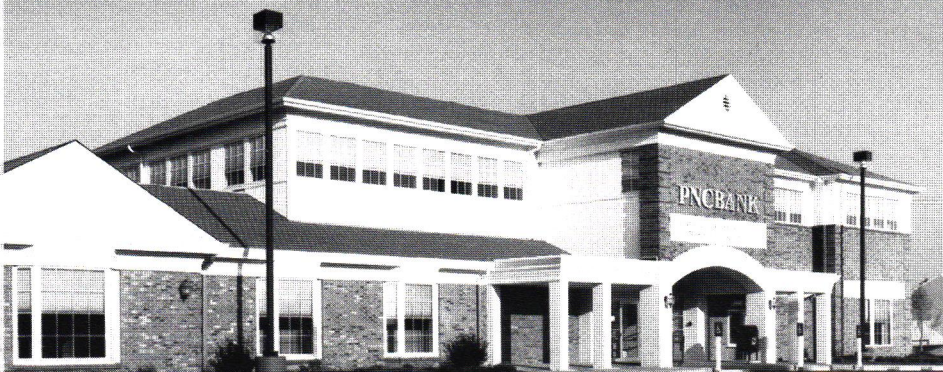
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Membership Committee

Frank McCurdy, AIA, 394-7000

AIA Pittsburgh welcomes three new members:

Jason Fournier, AIA Hayes Large Architects

SCHOOL: University of Colorado, MA

SPOUSE: Susan L. Fournier

PAST PROJECTS: Mt. Aloysius College Academic Science Bldg., East Side Elementary School, Johnstown

INTERESTS: travel, climbing, history

COMMITTEE INTERESTS: AIA/CMU Liaison; Education/Professional Development



Jon Steindorf, AIA Gardner + Pope Architects

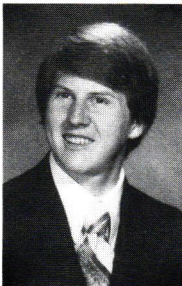
SCHOOL: Penn State, B.Arch 1985

FIANCEE: Patricia Jackson

PAST PROJECTS: GNC Corporate HQ, PNC Branch banks; John Minadeo Elementary School

INTERESTS: golf, skiing, cycling, woodworking

COMMITTEE INTERESTS: Historic Resource, Education/Professional Development



Robert Freedman, AIA UDA Architects

SCHOOL: City University of New York (MUP); University of British Columbia (B.Arch); University of Toronto (BA and LLB)

PAST PROJECTS: Pittsburgh JCC; Rivers of Steel; Portsmouth 2005 Urban Design Plan

INTERESTS: ice hockey, wood working, cycling, x-country skiing

COMMITTEE INTERESTS: Environment, Urban Design

AIA ACTIVITIES

October 4, Friday

Communications Committee Meeting, 12 noon at the Chapter office, 471-9548.

October 8, Tuesday

AIA Pittsburgh Board Meeting 5 p.m. at the Chapter office. All members are welcome, 471-9548.

October 9, Wednesday

Professional Development Committee Meeting, 12 noon at the Chapter office, Carl Freedman, AIA, 462-9300.

October 10, Thursday

Committee on the Environment, 5:15 p.m. at the Chapter office, Gary Moshier, AIA, 231-1500.

October 10, Thursday

Young Architects' Forum, 6 p.m. at the Chapter office, Lee Calisti, AIA, 227-6100.

October 15, Tuesday

Legislative Committee Meeting, 4:30 p.m. at the Chapter office, Jim Sheehan, AIA, 682-6008

October 21, Monday

AIA Pittsburgh 1996 Design Awards, at the Byham Theatre at 6:30 p.m. with keynote speaker Eugene Kohn, FAIA. See page 23 for details!

October 22 - November 23

Design awards exhibit, in the AIA gallery.

October 28, Monday

Architrave Board Meeting 5:15 p.m. at the Chapter office, John Martine, AIA, 227-6100.

November 6, Wednesday

Committee of Committees Meeting 12 noon at the Chapter office, 471-9548.

COMING UP

October 5-12

Head of Ohio Regatta Art Show at the Chapter office.

October 8, Tuesday

Cost Estimating Seminar (4LUs) 5:30-7:30 p.m. at the Chapter office. \$25 for AIA members; \$35 for non-members. Space is limited, must prepay to reserve space.

December 3, Tuesday

At CMU's Hewlett Gallery: **"A Decade of Building at Carnegie Mellon,"** curated by Martin Aurand. 268-3618 for information.

1 C O L U M N S

AROUND TOWN

October 4, Friday

"Have You Got the Blues? Architectural Records: Their Identification, Management, Storage and Treatment," workshop at the Carnegie's Museum of Art theater; registration is \$75; for more information, contact Helen Corr at the Conservation Center: (215) 545-0613.

October 8, Tuesday

CSI meeting: tour of the new National Robotics Engineering Consortium facility in Lawrenceville. Dinner to follow tour. Please call 823-5063 for reservations, times and further details.

October 8, Tuesday

Zweig White & Associates will hold a **Revolutionary Marketing Program** for consulting engineers, architecture and environmental consulting firms in Pittsburgh. Call 1-800-466-6275 for more information.

October 9, Wednesday

Society of Design Administration panel discussion: "Developing a Winning Design Team (The ACE's of Success)," 8:15-11:00 a.m. at the Engineers' Society of Western PA, 337 Fourth Ave. \$25/person; \$35/non-members. Please call Jeff Williams to make reservations by October 4, 781-1500.

October 15, Tuesday

SMPS Program: "Attack of the Killer Words and How to Win and Influence People with All Your Marketing Communications." Janet Sanders speaker; the Rivers Club, One Oxford Centre, registration 11:30, lunch at 12 noon; contact Paul Messineo for more information, 823-2020.

October 17, Thursday

CMU Architecture Lecture: Peter Zoelle, Breed Hall, free; 268-1541 for information.

October 19, Saturday

Heinz Center Forum: "Architecture's Role in Building Economically, Racially, and Socially Diverse Communities," Carnegie Museum of Art Theater, 8:30 a.m.- 1 p.m. Speakers include Jim DeAngeles, Alex Cooper, and Ray Gindroz. Call the Heinz Center to reserve space, 622-5550.

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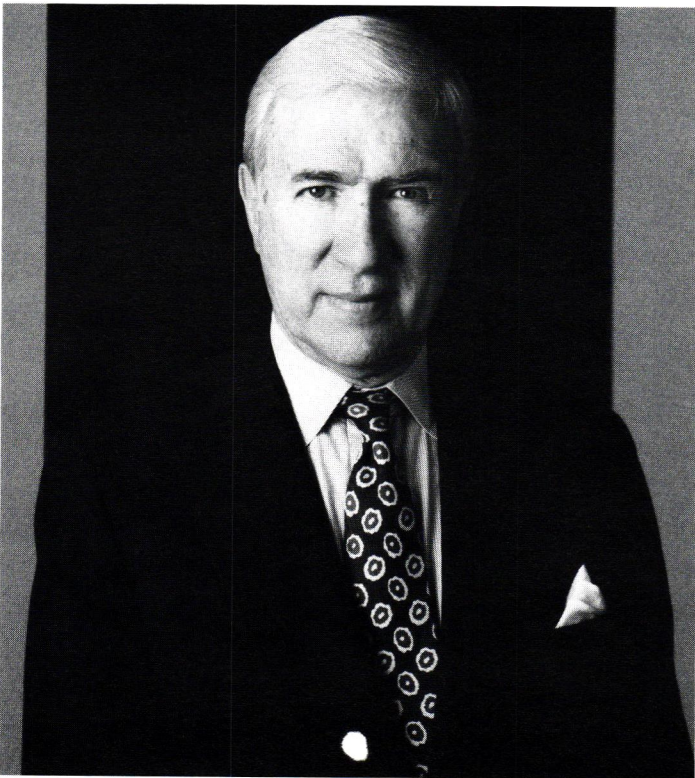
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A. Eugene Kohn, FAIA, RIBA, JIA

Partner of Kohn Pedersen Fox Associates to speak at 1996 AIA Pittsburgh Design Awards



In recent years Eugene Kohn has lectured in Kuala Lumpur, New Zealand, Australia, Hong Kong, Washington DC, and New York, among many other locations.

Eugene Kohn, the jury chair and keynote speaker at this year's AIA Pittsburgh Design Awards, is widely respected for his 40-year architecture career and his inspirational leadership qualities. He founded Kohn Pedersen Fox Associates PC in 1976 with his partners William Pedersen and Sheldon Fox. Mr. Kohn has contributed to each of the firm's designs from corporate headquarters and office buildings to hotels and institutional facilities.

Mr. Kohn received his Bachelors of Architecture in 1953 and his Masters of Architecture in 1957 from the University of Pennsylvania. He is still actively involved with the university—as a member of the Board of Trustees among other university-related boards. Additionally, he lectures and teaches at both the university's Graduate School of Fine Arts and the Wharton Real Estate Center.

Mr. Kohn is a member of the American Institute of Architects and registered in 25 states, the United Kingdom and Japan. He is an AIA Fellow, a member of the Octagon Society and was President of AIA New York in 1988. He has served on numerous boards, including the Architecture League, Chicago City Ballet, and the British Arts Center; and on the Advisory Committee for many institutions, such as the British Museum. Recently Mr. Kohn has become a Trustee of the Museum for African Art in New York City and a Trustee for the Urban Land Institute.

In addition to building and design expertise, Mr. Kohn has published widely, participated in several design juries and acted as a visiting critic/guest lecturer at universities around the country. He also teaches a course each summer at Harvard University.

As the international reputation of Kohn Pedersen Fox has grown while working in over 20 countries, Mr. Kohn has spoken at conferences worldwide. In recent years he has lectured in Kuala Lumpur, New Zealand, Australia, Hong Kong, Washington DC, and New York, among many other locations. He will discuss marketing international architecture at the AIA Pittsburgh Design Awards. 

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A LISTING OF AREA CONTRACTORS AND THEIR PROFESSIONAL SERVICES. To include your firm in this directory, call Tom Lavelle at 882-3410.

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PHONE: 276-8080 FAX: 276-6804
CONTACT: Ted Frantz

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■ TRAFALGAR HOUSE CONSTRUCTION*

Suite 345, One Oliver Plaza, Pittsburgh, PA 15222
PHONE: 566-5300 FAX: 566-5323
CONTACT: Mark Makary

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■ UHL CONSTRUCTION CO., INC.*

P.O. Box 8 - 4912 Vernon Drive
Allison Park, PA 15101
PHONE: 443-0600 FAX: 443-7966

CONTACT: Lisa Hengelsberg
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Renovations*

■ JOSEPH VACCARELLO JR., INC.*

50 Arch Street Ext., P.O. Box 663
Carnegie, PA 15106
PHONE: 276-2755 FAX: 276-7985

CONTACT: Gary Dickinson
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Residential / Bulk Excavation
Site Development*

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CONTACT: Raymond A. Volpatt

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1000 Banksville Road, Pittsburgh, PA 15216
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Export, PA 15632
PHONE: 327-5200 FAX: 327-5280
CONTACT: Lewis W. Ernest, P.E.

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■ **ASTORINO BRANCH ENGINEERS, INC.**
227 Fort Pitt Boulevard, Pittsburgh, PA 15222
PHONE: 765-1700 FAX: 471-5726
CONTACT: Patrick I. Branch, P.E.
Civil / Electrical / Mechanical / Structural

■ **BURT HILL KOSAR RITTELMANN ASSOCIATES**
400 Morgan Center, Butler, PA 16001
PHONE: 285-4761 FAX: 285-6915
CONTACT: David R. Linamen, P.E.
Electrical / Mechanical

■ **CIVIL & ENVIRONMENTAL CONSULTANTS, INC.**
601 Holiday Drive, Foster Plaza 3
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PHONE: 921-3402 FAX: 921-1815
CONTACT: Gregory P. Quatchak, P.E.
Testing & Inspection / Civil / Consulting Environmental / Geotechnical

■ **CLAITMAN ENGINEERING ASSOC., INC.**
960 Penn Avenue, Pittsburgh, PA 15222
PHONE: 261-4662 FAX: 261-5670
CONTACT: Robert Rosenthal
Consulting / Mechanical

■ **CONWAY ENGINEERING**
Investment Building
235 4th Avenue, Suite 1408
Pittsburgh, PA 15222
PHONE: 765-0988 FAX: 765-2530
CONTACT: Bob Conway
Consulting / Structural

■ **DODSON ENGINEERING, INC.**
420 One Chatham Center, Pittsburgh, PA 15219
PHONE: 261-6515 FAX: 261-6527
CONTACT: Herbert J. Brankley
Consulting / Mechanical

■ **DOTTER ENGINEERING, INC.**
345 Fourth Avenue, Suite 700
Pittsburgh, PA 15222
PHONE: 261-4745 FAX: 261-3189
CONTACT: Chuck Fedon, P.E.
Consulting / Structural

■ **ELWOOD S. TOWER CORPORATION**
8150 Perry Highway, Suite 319,
Pittsburgh, PA 15237
PHONE: 931-8888 FAX: 364-8115
CONTACT: David E. Tower
Consulting / Electrical / Mechanical Telecommunications

■ **ENGINEERING MECHANICS, INC.**
4636 Campbells Run Road, Pittsburgh, PA 15205
PHONE: 923-1950 FAX: 787-5891
CONTACT: Annette Forsythe
Blasting Vibrations / Civil / Consulting Environmental / Geotechnical

■ **FIRSCHING, RUSBARSKY & WOLF ENGINEERING INC.**
4240 Greensburg Pike, Pittsburgh, PA 15221
PHONE: 271-5090 FAX: 271-5193
CONTACT: David Rusbarsky
Consulting / Mechanical

■ **GAI CONSULTANTS, INC.**
570 Beatty Road, Monroeville, PA 15146
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CONTACT: Henry A. Salver
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■ **HERBERT, ROWLAND & GRUBIC, INC.**
215 Executive Drive, Suite 202
Cranberry Township, PA 16066
PHONE: 779-4777 FAX: 779-4711
CONTACT: James M. Lopresti
Civil / Construction / Consulting Environmental / Structural / Transportation

■ **HORNFECK ENGINEERING, INC.**
1020 North Canal Street, Pittsburgh, PA 15215
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CONTACT: Richard W. Petrie, P.E.
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■ **LENNON, SMITH, SOULERET ENGINEERING**
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CONTACT: Daniel S. Gilligan
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■ **PETER F. LOFTUS DIVISION**
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CONTACT: Samuel C. Lyon
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■ **CARL J. LONG & ASSOCIATES**
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CONTACT: John Wilhelm
Electrical / Telecommunications

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236 Center Grange Road, Aliquippa, PA 15001
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CONTACT: Jacqueline K. Mazza
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■ **MEUCCI ENGINEERING, INC.**
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■ **MURRAY ASSOCIATES, INC.**
413 Penn Avenue, Turtle Creek, PA 15145
PHONE: 823-2020 FAX: 824-7302
CONTACT: Paul J. Messineo, Jr.
Structural / Civil / Geotechnical Environmental / Testing & Inspection Construction

■ **POLYTECH, INC.**
Two Gateway Center, Suite 620
Pittsburgh, PA 15222
PHONE: 355-2096 FAX: 355-2376
CONTACT: Michael C. Moore
Civil / Consulting / Electrical Environmental / Mechanical / Structural Transportation

■ **PRECISION SCIENCE & CONSULTING INC.**
5 Mallard Court, Export, PA 15632
PHONE: 327-7427 FAX: 327-7428
CONTACT: Jay McPartland
Testing & Inspection / Construction Consulting / Electrical / Mechanical

■ **RCF ENGINEERS, INC.**
Fourth Floor, 209 Sandusky Street
Pittsburgh, PA 15212
PHONE: 231-5500 FAX: 231-6427
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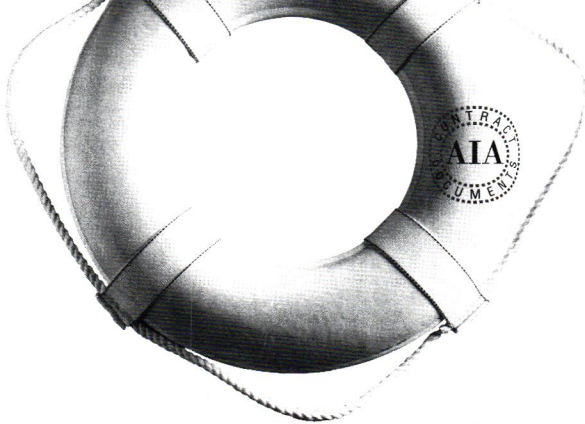
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Upcoming Issues

The following is a preview of the feature articles in upcoming issues of *Columns*. We encourage all firms to submit projects for our portfolio issues, or call if you think you have something to contribute to a topic. We encourage members to write articles and call with story ideas. When submitting photographs please submit a self-addressed stamped envelope for their return, and write firm and project name on back of drawings or photographs. The deadline for submission is always five weeks prior to publication date.

NOVEMBER — **Design Awards**

DECEMBER — **The New Urbanism: Plans for Pittsburgh**

JAN/FEB — **Pittsburgh's husband and wife architect teams:
A look at Downtown development**

AIA Pittsburgh Cordially Invites you to the:

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MONDAY, OCTOBER 21

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This year all activities take place at the Byham beginning with a champagne toast at 6:30 p.m. Keynote speaker Gene Kohn, FAIA, of Kohn Pederson Fox, will follow with a talk and the awards' presentation at 7:00 p.m. Tickets are \$10 for students and \$20 for all others.



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