From Chapter Work to City Issues Participation is Central

A Message from the Chapter President

As you read this, we are a day or two away from one of the biggest projects that the CCAIA has attempted - Concept Chicago '89. As I write this in early September, we have begun to receive registrations and have just passed the 150 mark in booth reservations. It looks like we're headed for success, but we need you. Please make every effort to attend Concept Chicago '89. If you are in a position to influence or direct others to attend, don't hold back. Even if you only visit the trade show floor, you will have an opportunity to learn. If you attend the seminars, you will be doing something of great value for your future. I believe that Concept Chicago '89 will be that good.

On Thursday evening of Concept Chicago, October 6, the CCAIA will hold its annual awards program. This year's awards include Distinguished Service Awards to two of Chicago's great voices of reason, John Hartsoy and Leon Despres. Both have contributed a lifetime commitment to the cause of good architecture and thoughtful urban design. In addition, we will present the Distinguished Build Award, the Distinguished Restoration Award, the Young Architect Award, the Twenty-five Year Award, the Chicago Award to students, and the Divine Detail.

Without question, this will be the best show of the year for the CCAIA, and I hope you will attend the ceremony at the Hyatt and the reception following in Larry Booth's award winning Terra Museum. As an added attraction, we will parade the five blocks from the Hyatt to the Terra led by the world renowned Jesse White Drum Corps. Don't miss it!

So much for the short term; now for a blatant commercial message. The CCAIA has over 2,100 members. Approximately 300-500 are "active." Because of the scope of activities and initiatives being undertaken by all segments of the Chapter, we must convert more of our "members" to "active members."

If you are not active now, consider what your participation can do to help both the AIA and yourself. First, for yourself, you can benefit directly by the development of your knowledge of the profession available from working with your colleagues in other practices. The contacts aren't bad either.

Less explicit, but vitally important to all of us, is the strength that our profession gains from an active and creative AIA. We can have an important voice in our community, our state and our nation. The Board is working very hard to make the CCAIA the preeminent voice in the city on issues of physical design. We cannot become that important voice unless we speak for a large, active, and vociferous membership. That means that you must be part of it. A great deal of our time and energy is being devoted to getting you active. Find the time and commit the energy to helping.

Here are some of the things that we're looking at right now.

We will answer the Planning Department of Chicago's call for help in developing a new guide plan for the near South Side. This is a vitally important project; it will allow the Planning Department to guide development of the near South Side in a planned and coherent manner. The potential development of the vast areas of empty land within two miles of the Loop seems to be a certainty within the next decade. We have been asked to provide specific and valuable help. If you're interested in helping, pay particular attention to Focus in November, when a specific program will be reported.

We will orchestrate a design competition for the city to create affordable housing for the city's working people. We have been asked to help with the in-
We are discussing a program of par-
making of historic park structures.  Hope-
fully, with the help of sympathetic park
commissioners, a supportive park staff,
and the CCAIA, our collection of super-
be restored and protected.

These three initiatives are only some of the ways that we are exploring
the CCAIA’s role as public citizen.  We
have offered our “constructive volun-
teerism” to the City and the public.
Our unique perspective and our collec-
tive energy can make a tremendous im-
pact, and only your participation can
make that impact a reality.

How to help?  Call the CCAIA and
put your name on a project list.  Some-
one will get in touch with you, and
before you know it, you’ll be part of an
effort to make Chicago great.  For those
of you who live or work outside the
city, don’t despair.  Chicago doesn’t
end at the city limits.  Most of the areas
in which we are working are
metropolitan in scope.  I certainly do
not believe that the city and the suburbs
are unattached - either in spirit or
reality.  We must develop a strong
metropolitan concept in all of our
work, as most of the groups that we are
working with are pretty much bounded
by the city limits.  Our unique view is
somewhat more ecumenical.

One of the most enjoyable parts of
this job, so far, has been the oppor-
tunity to talk with many of you.  Keep
those cards, letters, and calls coming.

Steven F. Weiss, AIA
President

More program
information on page 4
Competition and the Changing Nature of Practice

The architectural marketplace has become filled with specialized competitors for much of the work architects formerly considered their domain alone. These competitors include accounting firms that provide programming, furniture inventory services, construction estimating, and consulting on technology integration; interior design firms, who offer similar services to those which many architects offer; construction managers, who have assumed much of the construction phase monitoring that architects once provided, as well as having a profound effect on the designs through preconstruction services; and the client (both developer and the corporate client have built professional staffs quite capable of a broad variety of services that were formerly hired out).

Our first Continuing Education series will look at the forces that have prompted these changes. We will hear from a number of the new service providers, and from clients as to why they are purchasing the services in the manner they are. Finally, we will look at what new opportunities exist based on the new environment.

Introduction to Competition and the Changing Nature of Practice
Thursday, October 19. Speakers: Jack Hartray, Nagle Hartray; Mickey Kuperman, A. Epstein; and Cynthia Weese, Weese Hickey Weese.

The "New" Service Providers
Thursday, October 26. Speakers: Stephen B. Friedman, Laventhol & Horwath; an interior designer; a construction manager.

The Client's Perspective
Thursday, November 2. Speakers: Jack Millon, Arthur Anderson & Co., plus two other speakers yet to be arranged.

New Opportunities
Thursday, November 9. Speakers: Tom Rossiter, AIA of McClier, and two other speakers, to be arranged.

Suggested reading prior to attending the series is Architectural Practice: A Critical View, by Robert Gutman, Princeton Architectural Press, 111 pages, $8.95.

All discussions will be moderated by Werner Sabo, AIA, JD. Each session will be held in the CCAIA Board Room at Noon.

Tom Rossiter, AIA

Career Day in Architecture
Saturday October 21, 1989

What are the top ten architecture schools in the USA? Should my child become an architect? What is the best kind of architecture program?

If your phones have been ringing with these questions, as happens at the Chapter, make a note of this date: Saturday, October 21, 1989.

On that day, the Chicago Chapter AIA and NIAE will co-sponsor the fourth Career Day in Architecture in the Stock Exchange Trading Room of the Art Institute of Chicago.

Beginning at 9:30 a.m. with an overview of architectural education and the profession, the day will include information on various types of college programs, licensing, and information on the broad range of architectural careers available to graduates.

President Steve Weiss will present an overview of the profession. A panel of architects including Cynthia Weese, Linda Nelson, Yves Janty, Jack Hartray, Greg Landahl and George Pappageorge will discuss various aspects of the profession. The panel will be moderated by Linda Nelson.

Richard McCommons, President of NAAB, will discuss the various types of programs available. Licensing will also be discussed (students are often unaware that licensing is a requirement). Students and parents will then break into small group discussions where individual questions can be asked.

More than twenty colleges will be represented at stations in the Trading Room from 11 - 2 p.m.

Similar programs sponsored by NIAE will meet in Boston, New York, Los Angeles, and San Francisco. The committee to plan the Chicago Event included Linda Nelson, AIA, (School of the Art Institute); John Silva, Triton College; Sheila Walker, Assistant for Graduate Admissions, IIT; John Craib-Cox, Ray School of Design; Charles Smith, AIA, University of Illinois at Chicago; Joy Malnar, Mundelein College; and Leah Bolger, the Harrington Institute of Interior Design.

The decision to make architecture a career also depends on individual talent and dedication. An excellent book (available in the CCAIA office) is Architect: A Candid Guide to the Profession by architect Roger K. Lewis, MIT Press, $9.95, which addresses questions such as Why be an Architect? Why Not be an Architect? Experiencing Architecture School? The Building Process and the Architect’s Role, and Architects as Types.

Jane Lucas
Executive Director

Graphic: from the AIA publication "You & Your Architect."
CSI/AIA BREAKFAST SEMINARS
1989 Fall Series

SPECIFICATION WRITING/INTRODUCTION TO CSI MANUAL OF PRACTICE

Why are Specifications necessary? What is the purpose of generating thick books for use on a construction project? What is the difference between General Conditions, General Requirements, Bidding Requirements and Bidding Documents? How can I efficiently use a Project Manual? Get the answers to these and many more questions at the 1989 Fall Series of CSI/AIA Breakfast Seminars.

The Fall Series will examine and explain the Construction Specifications Institute's Manual of Practice. Each part of the manual will be discussed by a different professional specification writer in a one-hour breakfast seminar. These seminars are designed to introduce the elements, techniques and applications of the various chapters of the Manual of Practice in a manner usable by a novice yet useful as a refresher for seasoned veterans. Dates and topics are as follows:

October 18 - Elements of a Project Manual

November 1 - Specification Writing Techniques, Part I

November 15 - Specification Writing Techniques, Part II

November 29 - Production Techniques

December 13 - Special Applications

All seminars will be held at Chicago Bar Association, 29 S. LaSalle St., 11th Floor. Continental breakfast is included in the cost. Times are as follows:

8:00 - 8:30 a.m. Breakfast and Registration
8:30 - 9:15 a.m. Program
9:15 a.m. Questions and Answers

Make check payable to Chicago Chapter, AIA, and mail with Registration Form to 53 W. Jackson Blvd., Suite 350. For more information call Terry Lallak, 644-3464 or CCAIA Chapter Office, 663-4111.

REGISTRATION FORM
Chicago Chapter CSI/AIA Breakfast Seminar 1989 Fall Series

Registration is $8.00 each, or all 5 seminars for $40.00. Amount enclosed $__________________

All October 18 November 1 November 15 November 29 December 13

Name ___________________________ Phone ____________________

Firm/Organization __________________________

Address ____________________________________


Managing Growth and Transition in a Design Firm

A One-Day Conference

Saturday, November 18, 1989
Registration: 8:30 a.m.
Holiday Inn City Centre
300 E. Ohio St.

Registration
8:30 a.m.

KEYNOTE ADDRESS
9:00 a.m.
Grant McCullagh, AIA
Chief Executive Officer
McClieo

Planning for Ownership Transition
Mark Hopkins, AIA
President
Otis Associates Inc.

This session is not just for older principals looking to retire. The focus will be on the pros and cons of bringing additional owners into a firm, methods of bringing transition about, and planning the transition process.

Setting Growth Targets
Howard Birnberg
Principal Consultant
Birnberg & Associates

Continued growth is essential for a design firm. Without regular progress and improvement, no firm can expect to succeed long term. This workshop offers guidance on setting targets, and how a firm’s structure must adapt as targets are met or re-evaluated.

Good Times/Bad Times: Sure to Come
Paul Hansen, AIA
Booth/Hansen & Associates, Ltd.

If consistency in design, management, marketing, and quality control are maintained, a firm can be flexible enough to adjust their operation to take advantage of new opportunities and remain viable during bad times.
Transition - Change - Growth

These three phases we must face in our everyday lives - personally, and professionally. For the growing design firm to be successful, it must be able to handle these phases effectively.

According to a recent survey conducted by The Profit Center newsletter, 78.0% of design firms have experienced growth in the past five years. While 96.1% of firms expressed an interest in growing, only 45% had any written plans on how to achieve this goal.

When asked what stands in their way of growth and change, The Profit Center survey found firms responding as follows:
- Poor/Insufficient Marketing - 52.8%
- Lack of Time/Crisis Management - 39.6%
- Knowledge of How to Grow - 34.0%
- Lack of Capital - 26.4%
- Low Energy Level - 15.1%
- Low Staff Productivity - 13.2%

On November 18 you will learn how to overcome these problems. "Managing Growth and Transition in a Design Firm" offers you the opportunity to learn how to make your firm grow, how to change your current operations for the better, and how to understand techniques to manage growth and change. Growth does not only mean adding to your staff or increasing your revenues. It can mean more efficient management, higher profits, improved productivity, or even ownership transition.

“These Changing Times” will focus on a variety of issues concerning a design firm: how to be a better manager, the importance of maintaining flexibility in your operations, how to select future owners of your practice, how to market for growth, where to fine capable staff, and many other subjects that need your attention.

This one-day conference, sponsored by the CCAIA Office Practice Committee, offers three simultaneous tracks in each time period. Read over the program schedule and choose one program per time period.

Howard Birnberg
Conference Chair

11:00 - 11:45 a.m.

So You Want to be an Owner
Walter Foran, AIA
Chief Executive Officer
Gelick Foran Associates Ltd.

Ownership means taking on risk as well as obtaining value. Find out what it means to have your name on the dotted line.

Financing Growth
Jeffrey C. Newman, CPA, J.D.
Partner
Ostrow Reisin Berk & Abrams, Ltd.

Architectural, engineering, and other design firms have always been seriously undercapitalized. Design practice is generally easy to enter, but a difficult business in which to succeed. This seminar offers proven ideas on financing the growth of your practice.

Your Future Depends on Your People
Wil Taubert, AIA
Executive Vice President, Interiors
Lohan Associates

Good people stay if they know they can grow professionally. You get good people if they see the opportunity for challenge. This session discusses how to provide career paths; how to budget and recruit for growth.

1:30 - 2:15 p.m.

Mergers and Acquisitions
Paul Lurie
Partner
Neal Gerber Eisenberg & Lurie

Merging firms or acquiring an existing firm can have significant benefits for both parties. This session takes the mystery out of a valuable approach to more work, greater stability and potentially higher profits.

Finding Capable Staff
Donna Gaines
President
VSI Incorporated

A design firm’s service is totally dependent on the capabilities of its staff. Their successes become the successes of the firm. This seminar helps you find individuals you need and can afford; whose skills and interests mesh with the firm’s needs.

How to Change Your Markets
Neil Frankel, AIA
Senior Vice President/Design Principal
Perkins & Will/Chicago

This program will discuss the proper role of mergers, public relations, acquisition of experienced personnel, and "leveraging luck" in breaking into new markets and changing your image.

2:30 - 3:15 p.m.

Managing People in the Change Process
George Hays, Associate Principal
Frank Gorski, AIA
Architectural Department Head
O’Donnell Wicklund Pigozzi & Peterson

Perhaps the most difficult problem to solve in changing a firm is dealing with people and their goals, needs and egos. Successful human resources management is inseparable from successful growth and change.

Marketing for Growth
Pat Rosenzweig, Principal
Rosenzweig Professional Services Marketing
Patricia Marks, Director of Marketing
Flack + Kurtz Consulting Engineers

Few design firms can succeed long term without an aggressive marketing program. Target marketing is essential if your firm is to grow. This session will tell you how to set and mobilize towards your marketing targets.

Transitioning Management: Who Are These People and Can We Trust Them?
Jeffrey Case, AIA
Partner
Holabird & Root

This session will address: how and when to introduce new managers to clients; how to build staff trust in new managers and leaders; how to develop personnel to assume management and leadership.
Chapter Receives Grant for Member Recruitment

The Chapter has been selected to receive $1,500 in funding from the National AIA Membership Committee for the Chapter’s outreach program to Chicago area firms. The Committee endorses "heartily" our plan to address the "problem of communicating to firms in a large city."

Jane Lucas, our executive director, and members of the Chapter’s Membership Committee have been encouraging membership enrollment by presenting the benefits of AIA membership to Chicago area firms.

Obituary:
William J. Bachman, FAIA

William J. Bachman, who died at his home in Hammond, Indiana, this past June, was a highly regarded architect who designed over 100 public buildings in his 50-year career. On the design of his most recent project, the Center for Visual and Performing Arts in Munster, Mr. Bachman had said it was "a personal pleasure."

Bill's Performing Arts Center in Munster is now home to the Northern Indiana Arts Association, which he helped found. Bill was recently honored by the Hammond Historical Society with its annual achievement award for Hammond natives who have earned national recognition in their chosen fields. He was a past president of the Hammond Chamber of Commerce, a member of the Hammond Historical Preservation Commission, and the Lake Hospital Development Corporation.

Bill was president of the Chicago Chapter 1959 to 1961 and was chairman of the 1969 convention held in Chicago.

Bill's wife Peggy, in a note to Chapter President Steve Weiss, said, "The AIA meant so very much to my husband. We had wonderful years together, and architecture was a large part of our lives. I really loved being the wife of an architect."

AIA


Associates


Foster Dale, Booth/Hansen & Associates, Ltd.

Upgrades

Congratulations to the following members who have received their license to practice architecture and have upgraded their membership to AIA: Stephen J. Kirkish, Decker & Kemp Architecture; Linda LaZar, Green Hiltchler Shapiro, Ltd.; Mark VanSpann, Shaw & Associates Inc.; Carol LaMar, Nagle, Hartray & Associates Ltd.; Joseph P. O'Neill, Stephen J. Cashman.

Reinstated


Transfers

From Northeast Illinois Chapter, John P. Titus, Jr., from Boston Society AIA, John Whiteman, Associate, SOM; from Middle Tennessee Chapter, Stephen K. Ramsey, Associate, CSX Transportation; Dirk Van Erp, AIA, Lester B. Knight & Associates.

Emeritus

James C. Schnur, Robert Parker Coffin, John A. Iacopi.
Architecture in Perspective IV Opens at Art Institute

A juried exhibition of award winning drawings selected in the American Society of Architectural Perspectivists (ASAP) annual North American competition, opens Friday, October 6 at the Art Institute of Chicago Architecture Gallery. At 7 p.m. ASAP will open the exhibition with a buffet in Fullerton Hall. Please consult your Concept Chicago '89 Registration Booklet to make reservations for this event.

Architecture in Perspective IV presents 59 drawings, selected from over 600 entries, representing a comprehensive overview of the work of the finest perspectivists in practice today. The work of Chicago architects Larry Booth, AIA, Gilbert Gorski, AIA, Ralph Johnson, AIA, Tom Rajkovich, and Rael Slutsky, AIA, are included. The exhibition also includes representative work of ASAP's foreign affiliates in China, Japan, Australia, England, and Mexico.

The distinguished jury for this year's competition included Thomas Beeby, FAIA, Dr. John Zukowsky, Pauline Saliga, and Joseph Gonzalez, AIA.

ASAP was founded in 1986 to foster communication among the nation's architectural perspectivists, to raise the standards of design drawing in this country, and to acquaint a broader design. This annual competition for exhibition and the concurrent convention of ASAP is the single principal means of achieving these goals of the Society.

Delegates to the 68th Annual Meeting of NCARB voted to adopt a process that would allow architects registered in California on the basis of the California Architect Licensing Examination (CALE) to be eligible for NCARB certification. The resolution was approved at the organization's meeting in Boston this summer. It will be implemented in mid-1990.

This action is the result of a joint committee of the NCARB and the California Board of Architectural Examiners (CBAE) to implement the terms of an agreement defined by the two parties a year ago. Other terms of the joint agreement between NCARB and the CBAE include termination of the CALE and a return to administration of NCARB's Architect Registration Examination (ARE) in 1990.

Under the process approved by NCARB, those who are registered to practice architecture in California on the basis of having passed all or portions of the CALE are now able to apply for NCARB certification. They will be required to successfully complete an oral examination administered by the NCARB in addition to meeting NCARB's regular education and training standards. The oral examination will deal with the subject matter of those portions passed in the CALE.

In other examination-related actions at the Annual Meeting, the delegates unanimously approved a resolution to study the appropriateness of changing the traditional, paper-and-pencil portions of the ARE's written divisions to an entirely computer-administered version following the June 1992 administration. NCARB offered an additional administration of three of the seven written divisions in a computer-administered format to registration boards who participated in a pilot test of the computer-administered ARE (C/ARE) by offering their candidates for registration an additional opportunity to pass certain divisions of the ARE.

Terms of this resolution require that the Council's Board of Directors study the details of the projected transition and present financial and administrative implications to the 1990 Annual Meeting delegation when it convenes next June in Washington, D.C.
The 1989 Distinguished Building Awards

TWENTY-FIVE YEAR AWARD

JURY
Kevin Harrington
Associate Professor of Architectural History
Illinois Institute of Technology

Judith S. Hull
Assistant Professor, History of Architecture and Art Department
University of Illinois at Chicago

Anders Nereim, AIA
Architect in private practice, Chicago
Visiting editor, Inland Architect

The jury noted the "revisionist" quality of looking back at and interpreting the architecture of 25 years ago. This kind of historical perspective allows a second look at buildings that were not adequately appreciated in the past, as well as a re-evaluation of those already recognized.

FIRST BAPTIST CHURCH
Columbus, Indiana

Harry Weese & Associates
A number of functions are contained in a unified grouping of simple forms associated with traditional church architecture. The building, sited atop a rolling hill, integrates functional and educational requirements, permitting worship spaces to dominate the ensemble.

Contractor: Repp & Mundt
Photographer: Balthazar Korab

Extremely interesting, very resonant...strong calligraphy of silhouette...wonderfully sited in the shallow hill, floats there in the context of no context...gives definition to its suburban site and coherence to its neighborhood...Weese successfully pays homage to his teacher Saarinen and the First Christian Church...

The Jury Process - A Better Way?

By Linda Searl, AIA

The selection of the Distinguished Building Award jury is a major responsibility of the CGAIA Design Committee, and it is approached with serious deliberation. Our concern is to choose three architects who are considered by the profession to have demonstrated a high level of design achievement and who represent different areas of the profession, both geographically and stylistically.

Architects whose work is representative of a range of building size and type is another consideration in our choices. The unpredictable part of this equation is that each jury team is made up of individual personalities.

This year's DBA jury included Paul Dietrich, FAIA, selected for his architectural background as a modernist designer of large scale commercial buildings; Deborah Berke, AIA, the East Coast, small building, academic representative (Berke teaches at Yale); and Eric Owen Moss, AIA, who was a national AIA award winner this year and as an architect the medium-size institutional building represented the West Coast.

The results of this year were somewhat disappointing: the jury chose just five winners, while the Design Committee felt there were other entries deserving of an award.

In our search for ways to improve the selection process, we asked the jurors what they would suggest for the future. One suggestion was the jury be given a set of evaluation criteria upon which to judge the projects. The Design Committee is working to integrate this idea into next year's program.

The jury also expressed, as have others in previous years, that the Restoration Awards would be better judged by specialists in this area. This is still under consideration by the Committee and the Board of Directors.

Linda Searl is past chair of the Design Committee.
HONOR AWARD

HOLE IN THE WALL GANG CAMP
Ashford, Connecticut

Hammond Beeby and Babka
Paul Newman founded this camp for children with life-threatening illnesses. His goal was to provide a full outdoor experience for those whose physical condition would normally rule out that possibility. Different members of the design team were each given their own building to design, to give the project variety and make individual buildings distinctive.

Project Team: Gary M. Ainge, Thomas H. Beeby, Bernard F. Babka, Phillip J. Liederbach, Kirk R. Stevens, David K. Jurina
Client: Hole in the Wall Gang Camp Fund - Newman's Own, Inc.
Contractor: Konover Construction Corp.
Interior Design Consultants: Langdon & Woodhouse, Architects
Associate Architect: Russo + Sonder
Structural Engineer: Getty, White & Mason
Mechanical/Electrical Engineer: Sarracco, Inc.
Photographer: Timothy Hursley

A clear sense of appropriateness...joyful setting...a special kind of building done in a very sensitive and thoughtful way...its greatest strength is in the site plan. Something in the project has to do with the broadest ambitions of what architecture is about.

CERTIFICATES OF MERIT

GLENDALE HEIGHTS POST OFFICE
Glendale Heights, Illinois

Ross Barney + Jankowski, Inc.
This 24,000 sq. ft. suburban post office is the only retail operation in a warehouse-filled industrial park. The design seeks to distinguish the facility from its neighbors, while maintaining the red and buff brick palette of the park.

Project Team: Carol Ross Barney, AIA; James C. Jankowski, AIA
Client: United States Postal Service
Contractor: Delko Construction Company
Structural Engineer: Martin/Martin
Mechanical/Electrical Engineer: Beling Consultants
Photographer: Barry Rustin

Takes the industrial park type and plays with it in a successful way...a low-budget building done with fun and spirit. It is an appropriate solution that deserves recognition.

RAVINIA GIFT SHOP
Highland Park, Illinois

Lubotsky Metter Worthington + Law, Ltd.
The scheme takes its inspiration from Ravinia's heavily wooded natural setting. By day, the shop is a minimal and abstract composition set against a large neutral wall. At night it becomes a volume of light highlighting displayed objects.

Project Team: James Law, Andrew Metter, Robert Lubotsky, Wayne Worthington, Skip Smith
Client: Ravinia Festival Association
Contractor: Stratton Inc.
Structural Engineer: Seymour Lepp Associates
Mechanical Engineer: Brian Berg Associates
Electrical Engineer: Dickerson Engineering
Photographer: James Law

A nicely detailed adjunct which establishes a presence...nicely composed against the wall...it could have been more adversarial.
KINKEAD PAVILION, KRANNERT ART MUSEUM
University of Illinois
Champaign, Illinois

Booth/Hansen & Associates, Ltd.
The Kinkead Pavilion provides an additional 20,000 sq. ft. of exhibition, study, administrative, and storage space for the existing Krannert Art Museum.

Project Team: Laurence Booth, Paul Hansen, Virginia Kinnucan
Client: University of Illinois
Contractor: English Brothers Company
Structural Engineer: Beer, Gorski & Graff
Mechanical/Electrical Engineer: Gamze Korobkin Caloger, Inc.
Photographer: Timothy Hursley, The Arkansas Office

The only project we've got that has an exploratory dimension...discordant notes play if you are used to a different kind of harmony.

RESIDENCE
Chicago, Illinois

Daniel Wheeler Architects, Inc.
A long, lightless boarding house rebuilt into a single residence, conceived as two houses sharing an internal courtyard. The house presents a series of articulated rooms, detailed quietly to form a backdrop for the play of the sun and the moon.

Project Team: Daniel Wheeler, Brad Erdy, Lawrence Kearns, Liza Bachrach, Francis Mullen
Client: The Kissner Development Company/Private Owner
Contractor: The Kissner Company
Structural Engineer: Scott Leopold
Mechanical Engineer: Paul Keissling
Landscape Architect: Maria Whiteman

Extremely well done in all aspects of design...as a diagram it reveals what an urban house might be today as opposed to when it was built...converted with sensitivity.

DISTINGUISHED RESTORATION AWARD
UNION STATION
Washington, D.C.

Harry Weese & Associates
The original Daniel Burnham drawings guided what has been called the largest historically accurate restoration in the U.S. A new parking garage and vehicular ramps link to the station concourse. In the lower levels, the extensive reclaimed area accommodates commercial and retail spaces.

Project Team: Harry Weese & Associates
Client: Union Station Redevelopment Corporation
Consulting Architect: Fry & Welch Associates
Contractor: Dick Corporation
Mechanical Engineer: John L. Christie & Associates
Structural Engineer: Tippetts-Abbet McCarth
Electrical Engineer: H. C. Yu and Associates
Consulting Engineer: Wiss, Janney, Elstner Associates
Photographer: Carol M. Highsmith

Gives new life and restored grandeur to a magnificent old building...allowed to function in today's commercial atmosphere...it gives the spirit of city in a spatial sense back to the city to use.
DIVINE DETAIL AWARD

JURY
John F. Hartray, Jr., FAIA  
Nagle, Hartray & Associates, Ltd.
Gerald Horn, FAIA  
Holabird & Root
Christopher Rudolph, AIA  
Rudolph & Associates, P.C.

HONOR AWARD

UNITED GULF BANK  
Manama, Bahrain

Skidmore, Owings & Merrill
The screen-like expression of the bank’s facade is a modern interpretation of the Mushrabiyya, the traditional Islamic sunscreen. Like the mushrabiyya, the sun control system provides daylight without heat or glare, and affords views without sacrificing privacy.

Client: United Gulf Bank  
Contractor: Shimizu Construction Company
Structural Engineer: Skidmore, Owings & Merrill
Mechanical/Electrical Engineer: Pan Arab Consulting Engineers
Photographer: Nick Merrick, Hedrich-Blessing

Everything you could want technically...you get the feeling they’ve been doing this for 200 years...fits into the facade...you couldn’t pull it out, integral to the design...

CERTIFICATES OF MERIT

BUCHANAN RESIDENCE  
Northfield, Illinois

Peter Landon Architects Ltd.
A mid 1960s suburban split-level is expanded with a series of sculptural spaces at the rear of the house.

Project team: Peter Landon, Malcolm Edgerton, Norah Edelstein
Client: Drs. Robert and Ellen Buchanan
Contractor: Teschky, Inc.
Furniture Craftsman: Jim Moratto
Photographer: Peter Landon, Wayne Cable/Cable Studios

Doing the Lord’s work...inexpensive but done very carefully, a great deal of thought given to how joints were made...another aesthetic for plywood...fits together with integrity...well thought out...

COMMERCE PLAZA ENTRANCE PAVILION  
Oak Brook, Illinois

Jack Train Associates, Inc.
Polished stainless steel rails and window grillwork in this office complex entrance pavilion reflect motifs used in the building’s precast concrete and granite cladding.

Client: Metropolitan Life Insurance Company
Structural Engineer: Don Belford Associates
Mechanical/Electrical Engineer: Environmental Systems Design
Photographer: Jack Train Associates, Inc.

Craftsmanship is unbelievable...takes the OSHA standard a couple of steps beyond...sophisticated, very elegant...good thinking about the smaller elements of a building...

JUST WONDERFUL STUFF  
Chicago, Illinois

Environ, Inc.
This retail space is set within a shell of perforated raw metal ceiling panels and walls. Island display cases are simple crystalline boxes of glass and polished metal, resting on raw metal bases with painted steel legs and levelers. A background of flat black rubber mats sets off vivid colors of the merchandise.

Project Team: John H. Nelson, AIA; Bradley Schenkel
Client: Barbara Moss
Contractor: Miller Construction Company
Photographer: Terry Lee

Nice to know when to stop...absence of a lot of show window hardware...lighting handled well, focuses all attention on merchandise...
DISTINGUISHED SERVICE AWARDS

LEON M. DESPRES

Leon Despres has worked tirelessly to defend the city’s lakefront, and all areas of Chicago, against the threat of over-development. As a ten-year member of the Planning Commission, he argued in favor of controlled density. He advocated city planning efforts that considered more than the individual developments themselves, but which also were concerned with the impact on the neighbors and the adjacent streets. He championed a development and planning review process that would be open and fair. He has devoted much time and energy exhorting Chicagoans, and especially the city’s elected leadership, to make Chicago a well-planned, compassionate, and responsive place in which to live and work.

Mr. Depres has a long and distinguished career in labor law and issues related to civil rights. Often a lone and creative city legislator working against overwhelming political odds, Mr. Despres nonetheless is credited with the creation of the Municipal Housing Code, the Chicago Planning Commission, and the Chicago Commission on Historic and Architectural Landmarks.

Throughout his career in public life, Mr. Despres has felt that “the creation of a creative and workable urban plan, to replace the city’s planless growth and exploitation...was the key to obtaining constructive urban renewal, rational housing programs, correction of slums, neighborhood maintenance, and prevention of decay.” It is this legacy of thoughtful leadership and Distinguished Service to the public that stands as a beacon for those who work to make our city - and all cities - a balanced, just, and civilized community.

JOHN F. HARTRAY, JR., FAIA

Jack Hartray has long been one of the AIA’s most active and influential participants, and his involvement in public service activities and contributions to the life of his community and his profession are an example to all of his colleagues. He has been especially concerned about the training and licensing of architects: he served on the National Architectural Accreditation Board from 1977-1979, making many visits to collegiate schools of architecture across the country. He has taught architecture widely and is currently an Adjunct Professor of Architecture at the University of Illinois at Chicago and the Illinois Institute of Technology.

Mr. Hartray has served on the Board of Directors of both the Chicago Chapter and the National AIA. He has served on the AIA Task Force for the design of the National Capitol Master Plan and has chaired the AIA National Commission on Design. Here in Chicago he has served on several Mayor’s Committees concerned with planning and zoning. He is one of the city’s leading experts on zoning matters.

YOUNG ARCHITECT AWARD

JURY
John Syvertsen, AIA
John Syvertsen Architect
Walter Netsch, FAIA
Retired Partner, SOM
Steve Weiss, AIA
Solomon Cordwell Buenz & Associates, Inc.
President, Chicago Chapter

DENNIS E. RUPERT, AIA

Dennis Rupert is a principal with Hammond Beeby and Babka, where he has worked since 1979. His design experience includes residences, housing, museums, commercial and renovation projects. As principal-in-charge, he has personally directed the project team on the Rich Building at the Art Institute of Chicago, the renovation of Eleven South LaSalle, and the Phoenix Municipal Government Center competition.

He has been the project architect or principal-in-charge on the North Shore Congregation Israel and the Harold Washington Library Center. Current work includes the competition for the completion of the Federal Triangle in Washington, D.C.

Mr. Rupert has participated in lectures, juries, and symposia at various institutions, including the Chicago Historical Society, the Chicago Architecture Club, and the Art Institute of Chicago. Hammond Beeby and Babka

projects in which Mr. Rupert has had direct involvement have been exhibited in the U.S., Spain, Italy, and Japan, and have appeared in numerous design journals.

Throughout all of Mr. Rupert’s works, the 1989 Young Architect Award Jury felt that he has clearly demonstrated the ability to develop conceptual designs into distinguished finished projects.
Jury Comments Describe Work of Future Voices

By Wallace Bowling, AIA

Powerful, provocative ideas...innovative, well-developed solutions...seductive drawings...

The above statements were generated during this year's jury to select The Chicago Award recipient. However, these commendations are not reserved only for the winning entries, nor are they unique to this year's submissions. For the past seven years, the Chicago Chapter has presented awards for similar high quality work. These statements might also describe the work of future voices emerging into the architectural forum.

The Chicago Award, equally known as the Student Awards, is presented annually by the Chicago Chapter of the AIA for outstanding student work from the regional architectural schools. The list of those participating has increased to six schools: University of Illinois at Urbana-Champaign, University of Illinois at Chicago, Illinois Institute of Technology, University of Michigan, University of Notre Dame, and the University of Wisconsin-Milwaukee. Some schools are quite energetic about the program, although a less than laissez faire attitude has been exhibited by others. Each school prepares the studio work selected from fourth and fifth year, or graduate level students in their final year. Although each school is allowed to submit ten projects, the total number of entries has ranged between 20 and 40. Schools that submit more projects have historically shown well.

The varied curriculums and philosophies of each of the schools, combined with the numerous programs generated within the independent studios, provide a collection of widely diverse projects. Also, the students present their original drawings, many of which are well-executed and extremely seductive. Therefore, to review these projects is both challenging and invigorating for the jury.

The jurors, as in the past, are selected from young architects practicing in Chicago. Their diverse backgrounds and broad range of concerns are as variegated as the student's work they are examining. The Design Committee would like to thank this year's jurors: Jacqueline Clawson, AIA, Weese Hickey Weese Architects; Thomas L. Shafer, AIA, Lohan Associates; and Dennis E. Rupert, AIA, Hammond Beeby Babka.

Armed only with the student's statements, the jurors review the entries to honor his late partner, Frederick Johnck, AIA. This year's First Place award was presented to Kurt Young Binter of the University of Wisconsin-Milwaukee for "House for a Fellow of the Skidmore Foundation of Architecture." Second and third place were also awarded to University of Wisconsin-Milwaukee students: Alvyn Cheng-Chung Cheong for "Meditations on the Idea of Enclosure," and Brian Peterson for his "Municipal Center and Park," respectively. Chih-Yung Chiu of the University of Michigan and Lee Loh-
addition, the work travels to the participating schools for exhibition.

The regional architectural schools are producing work the Chicago Chapter is proud to encourage. This program is one of the few interfaces between the theories of academia and the realism of the professional. We hope you make time to examine the work that has excited the jurors, as well as others, over the years.

CHICAGO AWARD

FIRST PLACE
BENN/JOHNCK AWARD
House for a Fellow of the Skidmore Foundation of Architecture

Kurt Young Binter
University of Wisconsin - Milwaukee
The task was to create a unique world, given a 25' x 125' lot surrounded by a 7 foot wall and a limited palette of materials. Inspiration and imagery for this project were drawn from assigned attributes and feelings: extroversion, winter, a plan, and the city of Anastasia, from Italo Calvino's Invisible Cities.

A simple yet compelling project...Very clever...Quietly gets the message across...well thought out, with a strong sense of emotion...really understood the program...

SECOND PLACE
SOM Foundation of Architecture
A Building in Chicago:
Meditations on the Idea of Enclosure

Alvyn Cheng-Chung Cheong
University of Wisconsin-Milwaukee
On a small but extremely prominent Chicago site, a residence was developed for members of an architectural foundation. Internal spaces were developed first; then these ideas were translated into an exterior expression.

Powerful, provocative idea...very strong presentation...

THIRD PLACE
Municipal Center and Park

Brian Peterson
University of Wisconsin-Milwaukee
The program was the remodeling of an existing village hall in Elm Grove, Wisconsin, adding a library, police-fire station, assembly room, indoor swimming facility, and various recreational spaces.

Beautiful drawings...excellent plan...

CHICAGO AWARD HONORABLE MENTION

A Cultural Exchange Center for Beijing
Chih-Yung Chiu
University of Michigan

Theinsville Historical Institute
Lee Lohman
University of Wisconsin-Milwaukee
Design for Aging

Gray Design -
What All Architects Need to Know

By Daniel J. Cinelli, AIA

America is truly getting older. In 1900 life expectancy was 46; for the child born today it is 73. Before the year 2000, it may well reach 80.

This phenomenon has many names: The Graying of America, the Senior Boom, the Age Wave. But none adequately explain the major shift to an older and frailer population, a social inevitability offering incredible challenges as well as opportunities for our society. Peak impact of this configuration will be felt around the year 2010, when "Baby Boomers" celebrate their 65th birthdays.

As architects, we have just scratched the surface of understanding the psychological and physical needs of the elderly population. Senior centers and older adult housing communities have been our major contribution to the built environment. These can only be considered a beginning. As the country ages, a broad assortment of products, technologies, and environments will need to be designed, redesigned, and/or retooled to meet the increasing needs of the fast-growing, increasingly demanding senior segment.

Products which in the past were designed for individuals with "handicaps" will now need to be "gray designed" to be attractive and aesthetically pleasing to the elderly. Many problems and difficulties our current elderly population suffers are due to inconveniences born of improper environmental design, which has not responded to the specific bodily changes that occur with age.

Some of the common physiological changes that occur are:

VISION

eyes begin to change as early as the mid-40s. The lens tends to harden, thicken, and become more yellow. The pupil becomes smaller, and muscles that control its opening and closing become increasingly slow to respond. This long-term decline in vision can include loss of visual field and acuity, reduced color sensitivity, and increased sensitivity to glare.

Some older adults may require double or triple the foot candle level a younger person would need to achieve visual acuity. In addition, the yellow film that forms over the eye lens eventually changes color perception: colors of similar intensity - pastels, dark shades, and combinations of blues and greens - can be difficult to differentiate, especially under uniform lighting conditions.

Because the aging lens is less elastic, the older adult eye is much more sensitive to glare, which can induce disorientation, loss of balance, decreased attention span, and even reduced short-term memory. Think of an 85-year-old's perception and reaction to the United Airlines terminal at O'Hare, with its colored neon and special effects!

HEARING

As we age, our ability to hear and to detect high frequency sounds begins to decline. Sounds emitted from fire and smoke devices are harder for the elderly to hear. Masking noises from fans, music, traffic sounds, and electric lighting hums tend to create a blanket of sound that can make it difficult for seniors to hold a conversation in a public environment, for example.

MANUAL DEXTERITY

Increasing stiffness and loss of dexterity in the fingers can pose a constant and frustrating problem for many older adults. More than half of those over the age of 65 have some finger joint arthritis. Phone and computer keyboards, cabinetry and doorknobs, light and appliance controls, and plumbing and HVAC fixture valves and switches all become obstacles in the way of comfortable everyday activities.

GENERAL MOBILITY

Some older adults become restricted in their ability to move around, due to everything from minor arthritis to severe neurological motor skill loss from strokes. Nerve cells, which control the coordination of the organs, senses, limbs and other bodily functions, unlike other cells in the human body, are not replaced by new cells when they are depleted due to trauma, disease, or simply normal aging. Certain movements that require a combination of functions as a result of nerve impulse transmission can cause problems in the performance of multiple sensory-motor tasks.

Other sensory loss such as smell, taste, tactile, and temperature sensitivity, in addition to all the other bodily depletions, can make everyday functions major inconveniences for the elderly.

Because this loss or slowing of general mobility and reduced sensory sensitivity is so omnipresent, the potential for architects to incorporate a wide range of ergonomic techniques, designs, and products in their work is virtually endless. "Gray Design" has no limits.

As the senior population increases in proportion to the general populace, a more organized, active, and vocal body will result, and organizations such as A.A.R.P. (American Association of Retired Persons) will proliferate and continue to demand environmental sensitivity and improvements for the elderly. Such public buildings as airport terminals, retail, and corporate centers, resorts and hotels, etc., along with a multitude of private housing options, will need to cater to the savvy, demanding, politically and financially influential older consumer as never before.

Daniel J. Cinelli, AIA, is O’Donnell Wicklund Pigozzi and Peterson’s senior “Gray Designer” and an associate principal. His primary responsibilities focus on the design of various forms of housing, including more than 6000 housing units over the past 13 years. Cinelli has designed life care projects for Fairview Baptist Home, Naper Valley, Franciscan Village, Lutheran General Hospital, Adelante Villa and Resurrection Hospital.
Moorings of the North Shore

The massing and character of this proposed Continuing Care Retirement Community sponsored by the Lutheran General Health Care System have been inspired by a grand European resort hotel. Stepping the height of the residence wings around the six-story atrium allows the building to respond to the site and gives each wing its own scale. Eight different living units and sizes are offered, including independent townhomes, congregate apartments, deluxe units let into the sloping rooftops, assisted living studios, and a health center for those requiring additional care.

O'Donnell Wicklund Pigozzi and Peterson Architects Incorporated
Deerfield, Illinois

The diversified areas of OWP&P work include corporate, health and life care, interior, educational, and municipal facilities. Representative life care projects include Addolorata Villa, Wheeling; Franciscan Village, Lemont; Naper Valley, Naperville; Fairview Baptist Home, Downers Grove; Resurrection Retirement Community, Chicago; and Lutheran Services for the Aged, North Carolina.
Leisure Park
Homewood, Illinois
Leisure Park is a Congregate Care Facility for Leisure Technology, Inc., combining a park-like setting, independent living facilities, and needed services for elderly residents. The building consists of 200 assisted care, studio and one bedroom apartments, and a "commons," considered the residents "living room," with dining, shopping, recreation, and service facilities. The building entry and dining room are designed within separate rotundas, articulating the "commons" from the "L" shaped living wings and creating a strong sense of entry and a unified residential image for the building. Special care was taken in providing a design that was residential and not institutional in feel, which would allow residents to maintain their independent living status.

Braun Shiba Architects
Chicago
The firm provides complete architectural, interior design, and planning services. Project types range from commercial (office, retail, and industrial facilities) to residential (high-rise apartments, mid-rise condominiums, townhouses, and single family). Recent projects include the One North Arlington Office Building, Riverpoint Center, The Apartments of Wolf Point, Princeton Club Condominiums, and Town Place.

Our Lady of Guadalupe Senior Housing
Chicago
The proposed development to be located on 91st Street and Brandon Avenue is an independent living complex managed and operated by a corporation associated with the Claretian Order. The five-story, 53-unit senior apartments will include one and two bedroom units, a multi-purpose space with a kitchen and craft area, office space, beauty shop, medical examination room, lounges/library, and commissary. The planning concept is based on the site relationship with the existing church structure and the notion of creating an open public court that would benefit the residents and allow the church to interact in harmony with its new neighbor directly across the street.

Environ, Inc.
Chicago
When the firm was formed in 1979 it specialized primarily in rehabilitation and interior architectural projects. Its project base has diversified to include life care facilities, churches, restaurants, community and recreational facilities, retail projects, and corporate headquarters. The firm continues to design residential projects varying from publicly and charitably funded housing projects to luxury residences.
Holley Court Terrace
Oak Park, Illinois
This is a 13-story retirement community containing 180 one and two bedroom apartments, as well as community and activity areas on the second floor. Dining and lounge facilities on the top floor afford maximum enjoyment of the spectacular view of downtown Chicago. The plan is organized around a principal north-south axis, with the elevator core at the north end of the principal wing. Two secondary wings branch out from this core to enclose a shallow entry court. A strong three-story base is articulated with a rhythm of major and minor columns and capped with an overhang. The building body alternates vertical strips of bedroom windows punched in the masonry, with continuous living room bay windows. The cap of the building is terraced to maintain and emphasize the hierarchy of the wings; the lounge and dining areas return to the alternating column-rhythm of the base and are, in turn, capped with an overhang.

Loeb Schlossman and Hackl, Inc.
The Chicago-based planning, architectural, and interior design firm, was founded in 1925 and performs master planning and design of numerous corporate headquarters and investment office buildings, governmental facilities, health care, multi-family residential, educational, and interiors projects. Current projects include Allstate Plaza West, Peace Memorial Village (a retirement community), City Place (a mixed-use development on North Michigan Ave.), St. Clair Place at 350 N. LaSalle, and the new Prudential Plaza.

The Willows
for North Iowa Medical Center
Housing for the Well Elderly
Mason City, Iowa
A long range facility and site master plan for the medical center was developed, which encompasses the continuity of care, including an elderly housing project of 100 to 120 units for the well elderly, a nursing home of 120 beds, and expanded facilities for outpatient services, mental health, and other community functions. The housing project design criteria called for an environment suitable for residents who were raised in a rural community and giving up individual homes. It is to be developed in two phases. The facility was planned for the common elements serving Phase I (52 one and two bedroom units) to be expanded in Phase II without disrupting Phase I or residents' living activities. Each apartment is planned on a diagonal to allow an element of privacy of each individual unit. In the common elements, large outdoor patios are designed adjacent to dining and other areas for community activities.

James Cox Associates, Inc.
Chicago
JCA's practice is primarily in the healthcare and health related fields; they are also involved in ambulatory care facilities, elderly housing projects, nursing homes, and numerous expansion renovation projects for hospitals around the country. The firm was recently awarded a facility development plan for the master planning for six VA medical centers exceeding 5,000,000 sq. ft.

Sketchbook Schedule

☐ December - SHOPPING MALLS, STRIP CENTERS, RETAIL SPACE. Materials due October 18.
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WE DO IT ALL UNDER ONE ROOF
If You Want to Grow, Don’t Worry About Marketing!

By Michael Cummings
Barry Schneider
Allan Boress

In tackling ways to improve their results in business development, many architectural firms look to brochures and other marketing tools, public relations, or business planning to get better business results. This is the wrong way to do it!

Why? Look at what distinguishes the most successful firms, and the best individual business generators, from the others. They don’t aim to have the best marketing. They aim for the best results.

Repeatedly, successful architects demonstrate that it’s the quality, consistency, and vitality of personal business development efforts that lead to results.

What does this mean for architectural firms? If you want better results in business development, emulate the behavior of the most successful professional firms and the best business generators.

"Entrepreneurs" Make a Difference, Not Marketing Tools

So, forget about marketing. Marketing tools are simply equipment - like a golf club is to a golfer. No manuals nor highly-tooled clubs can help you to shoot par. Lowering your score or becoming a pro depends mainly on your skill as a golfer - the result of dedicated, continual instruction and practice. Only then can better tools and support help.

Your aim should be to create more "entrepreneurs" within your practice. Therefore, focus your effort on your people and their skills: get them more organized for success and more proactive in its pursuit.

How do you start making more and better "entrepreneurial" professionals? How do you move from “marketing” to “managing” business and personal growth? Well, there are no quick fixes; overnight successes don’t happen. It takes time, constant attention, and consistent focus to build your capabilities.

Four Keys to Creating Entrepreneurial Professionals

1. Systematically train your professionals to become more "entrepreneurial." Building a business is a skill, not a talent. Consequently, it's valuable to diagnose what specific actions and behaviors have lead to success and why they work. Then help your people to pursue similar paths along their own interests and specialties.

For example, we’ve found that many young, successful partners follow a pattern of action like this:

A. Identify a familiar area of their practice where change is occurring, with opportunity for building expertise;
B. Expand their competence and knowledge in that designated area through research, client work, associations.
C. Expand contacts and display expertise through marketing.
D. Follow-through systematically on opportunities.

Another way to make change happen is to concentrate praise and recognition more on the quality of effort, which an individual can control, than on results, which can be incidental to effort.

2. Stimulate the right kind of “business building behavior.” Set minimum time allocations for each partner and associate to invest in business development. Also, accept only strong commitments to action by demanding personal action plans, and then monitoring them - not as "wish lists," but literally as contracts to be fulfilled. Require or motivate people to set goals for behavior and activity that yields results.

3. Aim for early success and small improvements. Since the key to success is getting people into action, the rule is act first, complicate later. Breakthrough results are possible when individuals understand simply how to act, commit to a few actions, and are armed with the basic skills to succeed in those actions.

Even modest success begins to build comfort levels, breaking down the barriers to better business development, such as unwillingness to try, or fear of change. If you made one speech last year, aim for three this year; if you have one good referral source, work to add another.

4. Emphasize contact-making and follow-up activities. Business generation is a contact sport! In the long run, the activities that put you face-to-face with prospects and clients are very likely to lead to business. A corollary: you’re better off building business with people you already work with (clients, referral sources) than any other source.

Get on the Right Track

So, forget "marketing" until your people build the entrepreneurial skills to make productive use of marketing tools! And commit yourself and your firm to start moving toward the ways successful professionals work, or continue to expect the uncertain results and internal barriers that you’ve always seen.

The Marketing Way
Brochures, seminars, and public relations.
Name awareness.
Marketing plans and paperwork.

The Success Way
A system of winning behavior for your people.
Contacts and competence at converting these into billable work.
Personal commitments and contracts for action across the firm.

Where does this lead? To a formula for success repeated over and over by the firms and individuals that have excelled in business development, where:

- Partners "hustle" the hardest in their pursuit of business development goals.
- Through vigorous and continuous action, these partners contact more prospective clients, do more to serve existing clients, and actively promote more work than their competitors.
- Partners "bleed" business development. Fully serving clients and growing their base of business are paramount personal goals. They’re always alert and aggressive for opportunities for...
more business - probing, questioning, and qualifying.

- Partners continually hone their business development skills. They always work to get better, trying to model the winners, and master any viable technique or tool that will give them an edge in growing their practice.

Michael Cummings, Barry Schneider, and Allan Borell are principals of SAGE, Inc., which specializes in helping architectural firms grow, with methods for organizing business development, generating consistent action, and building entrepreneurial skills (or just "entrepreneurs"). For more information, call 346-8830.

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Reviewed by Eric Emmett Davis

Rather than being a comprehensive guide to the architecture of the Ticino region of Switzerland and Italy, this helpful book focuses on current events. It allows the architectural traveler to find many of the significant works of the Rationalist or Ten- denza architects in this region. Botta, Campi/Pessina, Rossi, Hunziker, Natalini and others are represented.

Among other things, this book lets Americans understand Botta in his own context, as the best of a group rather than a random iconoclast. It's also a good overview of an interesting and rich body of recent work, although it is unfortunate that Mr. Brown-Manrique doesn't show us a little more of the Ticinese precedents, upon which (everyone keeps telling us) the recent work is based.


Reviewed by Eric Emmett Davis

This is the catalogue that accompanied last April's exhibition, at Harvard, of the work of Machado and Silvetti. Its subtitle is "Buildings for Cities," and it is a collection of their urban design projects since 1975. Some of their most memorable work, such as the "Steps of Providence" project, is shown in its urban context, so that work that may heretofore have seemed predominately lyrical is shown to be significant and urbane as well. This is the real power of their designs (no built works are illustrated): they are both serious and lighthearted, in that they address difficult problems of urbanism while simultaneously invoking more whimsical or poetic themes. Machado and Silvetti recognize the need to make difficult choices, and they take the opportunity to be assertive and uplifting.

Peter Rowe's introductory essay is forced, unnecessary and silly, but the projects are interesting and well presented, and above all they leave us looking forward to the monograph.

Erie Davis is an architect working for the Chicago Park District.

Changing Chicago: A Photodocumentary, University of Illinois Press, 1989. 190 photographic images. $45.95 cloth, $29.95 paper.

Chicago, its glories, its drags, and its dreams, is displayed in the 190 photographic images of this new book from the University of Illinois Press, going beyond the picture-postcard vistas to offer an honest yet affectionate view of Chicago today. Captured by the lenses of 33 photographers, the true vitality of life in Chicago and its six-county metropolitan area emerges.

This volume, published this past Spring was published to coincide with five recent photographic exhibitions in the Chicago area. It offers a permanent, if partial, record of the Changing Chicago Project, which in part commemorates the 150th anniversary of photography and the 50th anniversary of the Farm Security Administration photographs. The Project is the largest photodocumentary project ever undertaken in an American city.

Included is an essay on the history of documentary photography, as well as an engaging piece on life in Chicago by National Book Award winner Larry Heinemann.


This volume is a complete source of illustrations for use in preparation of design drawings, renderings, and construction documents. It is composed of standard site elements shown at many scales and angles of view, i.e., plan, front, and side.

The illustrations cover a wide range of commonly used graphic elements in preparation of design drawings. Each item, at several typical scales, eliminates the re-draw time associated with exploring many options toward a solution to a design problem.

The illustrations, computer generated and accurate to within 1/100 of an inch, can be laid under any scale drawing for tracing or copied onto a transferable material to be placed directly on an original.

Site Details will be useful to architects, landscape architects, planners, civil engineers, and park planners.


Recognizing the important trend that construction detailing in the design/engineering profession is changing through the use of computers, and that the flexibility in modifying work and the ease of transference between disciplines is moving all levels of professional practice toward a CAD system, Site Details has much to offer: site construction details in a consistent and uniform drawing format of line types and lettering styles, providing designers with a unified system of hundreds of construction details.

Arranged alphabetically by topic, these construction details cover a wide range of topics for site planning, engineering, and landscape architectural design. Designers will find each detail presented at a scale that can be used as is, or enlarged or reduced for their use with a variety of projects and drawings.

This collection represents work produced by experienced landscape architects utilizing a LANDCADD/AutoCAD system. This work was produced for LANDCADD by the authors as an integrated part of the LANDCADD site planning and design software system.
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1 ▼ Mystery Bicycle Tour & Festival
Sponsored by the Beverly Area Planning Association. Ridge Park (Longwood Drive & 97th Street). 12 p.m. Registration 12-2 p.m. $5 individual, $10 Family. 233-3100.

2 ▼ Deadline For Entry
1989 Energy Awards Competition. Sponsored by ASHRAE. Information, Mark Hegberg, 530-4401.

3 ▼ National Association of Women in Construction

Asbestos Course
Project Designer Plus, an advanced asbestos two-day training course. Sponsored by the Chicago Lung Association and the University of Illinois at Chicago. Information, Donna Stein, 829-1277.

4 ▼ Graham Foundation Lecture
The Arcadian Vision: Neo-Classicism and the Picturesque. J. Mordaunt Crook. 4 W. Burton Place. 8 p.m.

5 ▼ Concept Chicago

CCAIA Technical Committee Meeting
Chicago Bar Association, 29 S. LaSalle, 11th floor. Noon.

6 ▼ Deadline for Entry

Deadline For Entry
River North Architectural Awards Competition. $25 entry fee. Contact Elizabeth Beckman, 440-1584.

10 ▼ Executive Committee Meeting
CCAIA Board Room. 8 a.m.

Housing Committee Meeting
CCAIA Board Room. Noon.

Exhibition Closing
The Art of Corporate Expression. The gallery of Merchandise Mart. 1st floor.

12 ▼ IES Lecture
Lighting & Electrical Codes in Chicago. Illuminating Engineers Society. Merchandise Mart. 3 p.m. Information Connie Whitley, 657-7537.

16 ▼ Nominating Committee Meeting
CCAIA Board Room. Noon.

TMS Seminar

17 ▼ New Members Breakfast
The Mid Day Club. One 1st National Plaza, 56th floor. 7:45 a.m. 663-4111.

Guidebook Committee Meeting
CCAIA Board Room. 4-6 p.m.

Design Wars
NOVA tells the story of the five entries in the new Harold Washington Library Competition. Channel 11. 8 p.m.

18 ▼ CSI/AIA Breakfast Seminar
Elements of a Project Manual. Chicago Bar Association, 29 S. LaSalle, 11th floor. 8-9:15 a.m. $8. RSVP Chapter Office.

19 ▼ Continuing Education Series
Introduction to Competition and the Changing Face of Architecture. Noon. CCAIA Board Room.

20 ▼ DBA Exhibition Opening

Earthquake Hazard Mitigation

21 ▼ Career Day In Architecture
Art Institute. 9-2 p.m.

24 ▼ Board Meeting
CCAIA Board Room. Noon.

25 ▼ Graham Foundation Lecture
Carson Pire Scott: Louis Sullivan and the Chicago Department Store. 4 W. Burton Place. 8 p.m.

26 ▼ Continuing Education Series
The "New" Service Providers. CCAIA Board Room. Noon
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PEOPLE

Correct that phone number given in the September Focus for Brim/Farahmandpour Architects: it should be 498-6540.

Andrew Metter, AIA, has been named designer at Green Hiltzcher Shapiro, Ltd. GHS specializes in the design of commercial and retail projects. Prior to joining GHS Metter was a senior designer at Perkins & Will. His credits include the master plan for Sangamon State University in Springfield, Illinois; a public works facility for the Village of Bloomingdale, Illinois; and Waste Management's environmental monitoring lab in Geneva, Illinois. Metter often serves as guest design critic at UIC and has been a master's thesis advisor and lecturer at the University of Wisconsin-Milwaukee.

David Hansen, AIA, has been promoted to senior vice president of Perkins & Will. Hansen, who joined Perkins & Will in 1986, is a design principal. Large-scale projects include Kraft, Inc.'s proposed new 550,000-sq.-ft. corporate office facility in Northfield, and the ten-million-sq.-ft. Umm Al-Qura University in the Kingdom of Saudi Arabia. Hansen has been extensively involved in overseas work and has received numerous international awards including first prize from the Bahrain Ministry of Housing for both the Al Hamad New Town Gateway, and for the Madinat Hamad Apartment/Master Plan.

Nell Frankel, AIA, has been promoted to senior vice president of Perkins & Will. Frankel, who directs the Chicago office's interiors practice, has expanded the group's staff to more than 40 from 5 since joining the firm in 1987. His current projects encompass design direction of interior spaces for a broad range of national and international clients including the 100,000 square feet for Sara Lee in Deerfield; and
COMPETITIONS

The American Wood Council invites entries in the 1989 Wood Design Award Program, the 8th annual program honoring design excellence in wood buildings. Awards will be given for residential and nonresidential projects, both new and remodeled. Entries must have been completed since January 1986 to be eligible. Judges include Walter F. Chatham, AIA; George Hoover, FAIA; Margaret McCurry, AIA; Paul M. Sachner; and Cathy Simon, FAIA. To qualify, buildings must have a dominant wood character, although they need not be built entirely of wood. Remodelings or additions must involve a significant alteration to the structure. Deadline for receipt of submissions is October 6. There is no entry fee. Contact the American Wood Council, 1250 Connecticut Ave., Washington, D. C. 20036. Phone, 202/833-1595.

The Chain Link Fence Manufacturers Institute has announced it is accepting nominations for its 1989-1990 Design Award, given annually to the designing architect and installing contractor on projects that exhibit "innovative usage of chain link fence fabric and accessory materials." Deadline for applications is November 1. Previous winners of the award include Frank O. Gehry; Aria/Jackson Architects in Seattle; and Cullison Partnership in Seattle. Questions concerning the award should be directed to CLFMI Headquarters, 1776 Massachusetts Ave., N.W., Suite 500, Washington, DC, 20036. Phone, 202/659-3537.

SEMINARS/CONFERENCES/LECTURES

On October 5, at the Graham Foundation, 4 W. Burton, Joseph Siry, assistant professor of art at Wesleyan University, will discuss Sullivan's Carson Pirie Scott Building as a mercantile monument - Sullivan's interpretation of the department store as a new type of urban architecture. Siry's book on the subject was published by the University of Chicago Press last year.

"The Arcadian Vision: Neo-Classicism and the Picturesque" is the subject of the October 4 Graham Foundation lecture by J. Mordaunt Crook, leading authority on British
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architectural history. Crook is currently professor of architectural history in the University of London. The lecture is held at the Graham Foundation, 4 W. Burton, at 8 p.m.

Strategies for architects to expand their services beyond the basics will be explored at the AIA Practice Committee meeting in San Diego, October 20-21. "Keys to Expanding Architectural Services" will examine how architects provide facility programming and facilities management services. In addition to "how-to's," interactive sessions will allow participants to test and display their own unique talents. For more information and registration details, contact Amee Singh at 202/626-7535.

"The latest on Earthquake Hazard Mitigation" will be presented in Chicago October 20 and 21 through the Federal Emergency Management Agency and Illinois ESDA. Dr. Eugene Corley, S.E., P.E., vice president, Construction Technology Laboratories, Inc. will be the instructor. The seminar will be held at the FEMA Region V Offices, 175 W. Jackson, 4th floor. Registration is just $40. Please send check payable to EERI Great Lakes Chapter, and mail to Howard Berg, Illinois Emergency Services and Disaster Agency, 110 E. Adams, Springfield, IL 62706.

The Environmental Design Research Association will hold its 21st annual conference in April at the University of Illinois at Urbana-Champaign. The EDRA welcomes proposals linking professors with former graduate students in research and/or design to explore the genealogy of ideas, and proposals examining successful associations between researchers and designers. Submissions investigating how well environmental design research education has matured and how special populations are being served are encouraged. Proposals on topics other than those suggested are also welcome. Submissions are invited in the form of papers, symposia, workshops, posters, design projects, and video presentations. Deadline for receipt of proposals is October 6. Please contact Robert Selby in Campaign at 217/244-6514.

EXHIBITS

"A Breath of Fresh Air: Chicago's Neighborhood Parks of the Progressive Reform Era, 1900-1925" continues on view at the Chicago Public
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Library Cultural Center. The exhibit displays for the first time rare photographs and turn-of-the-century architectural renderings. It documents the development of Chicago’s neighborhood parks, along with the historically significant social reform movement of the early 1900s. On display are original architectural drawings and renderings by the Olmsted Brothers, Jens Jensen, and others, recently discovered after more than 50 years. Twenty-five parks from many neighborhoods are represented. A 32-page color catalogue documents this unique show. For more information, please call Laura Linard, 269-2926.

Take a walk to the Michigan Avenue Bridge at Wacker Drive and you will have the opportunity to view an outdoor exhibit of eleven large scale sculptures. This outdoor sculpture exhibit celebrates the Centennial Riverwalk and Chicago’s New Eastside. The Chicago Sculpture Society and Nina Owen, Chicago’s Sculpture Gallery, are presenting the show through October 31. You can view it from the Michigan Avenue Bridge at Wacker and from the South bank of the Chicago River, East of Michigan Ave. Steps are located at the Southeast corner of Michigan Ave. and the Northeast corner of lower Wacker Drive.

ETCETERA

The Women’s Architectural League has prepared its 1989 Greeting Card for sale. This year’s card features a drawing of a facade detail of the Rookery Building. The folded card is 6 1/2 x 4 1/4 with the building facade printed in terra cotta ink on a textured paper in a pale shade of salmon with deckle edge in a darker hue. There is a matching envelope with a darker deckle edge. Cards can be purchased with “Season’s Greetings” or plain in packages of ten cards for $6.75. Imprinting is available at an additional charge. Deadline for imprinting is December 1. Mail your order with a check to WAL Scholarship Fund c/o Mary Casserly, 2340 W. 109th St., Chicago, Illinois 60643. Phone, 443-4726.

Architect/Designers/Planners for Social Responsibility are requesting donations of two fax machines, one for Moscow and one for Yervan as an aid to communication in assisting Armenian relief. This is in response to the recent earthquake disaster in Armenia. Donors may contact Dan Miller or Tom Bartnik at 275-1807.

On November 5, the David Adler Cultural Center will host a benefit housewalk of three David Adler homes. Admission is $30 for the guided 2 1/2 hour bus and walking tour culminating with a high tea reception. The tours run from noon to 3 p.m. Each program will begin and end at the Veterans Administration Hospital in North Chicago. For reservations and further information, call DACC, 367-0707.

The MacDowell Colony, a retreat in New Hampshire, provides writers, composers, visual artists, and recently, film and video artists with the opportunity to concentrate on their work, at any time of the year. The Colony now is able to encourage applications by architects who need seclusion and uninterupted time to think, draw, or write. Residents receive room, board, and the exclusive use of a studio-cottage. They gather at breakfast and dinner to enjoy and benefit from the company of others for whom artistic creativity is an essential aspect of life. There are 31 residents, maximum, from all walks of

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Design Industries Foundation for AIDS and AIDS Foundation of Chicago have joined forces to present a benefit performance, "Heart Strings," at the Chicago Theater on Sunday, November 12. Chicago is one of 30 cities to be visited by this national tour, a powerful show that mixes music, dance, and narrative to express the love and caring that individuals have brought to the AIDS epidemic. The Chicago show will combine the touring cast with local performers and celebrities to express the city's commitment to AIDS. The tour is designed to raise $4,000,000 for DIFFA. For more information about the Chicago production of "Heart Strings," phone 321-9290.

The Reunion Committee of the Alumni of University of Illinois School of Architecture has announced plans for a special celebration June 27-29 in Versailles, France, to reunite all classes of the Study Abroad Program in France. A two-day gala is being arranged and will include receptions, a banquet, design contests, architectural tours, guided visits of architectural landmarks by local architects, parties, wine tastings, and of course, boat races on the Grand Canal. Fete De L'Ete (Summer Celebration!) marks over 20 years that U of I is in France. Preliminary activities for those arriving early will commence Sunday, June 24. All program participants, from those in the 1967 first group to the present class, are encouraged to contact the Reunion Committee. Make your plans now. Contact Versailles Reunion Committee, Rob Reifsnyder, Coordinator, 6653 Ridgemont Dr., Dallas, TX 75214. Phone 214/368-5205.

Don't miss the October 17, 8 p.m. Channel 11 airing of "Design Wars." NOVA tells the story of the five different approaches to the Harold Washington Library Center. Plans are in the works for a December Focus story on competitions. This will be under the department heading "Viewpoint." We will look forward to your letters to the editor after its appearance. Letters are welcome now on other subjects.
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