1995 MEMBERSHIP RENEWAL

Your 1995 Membership Renewal Invoice will be arriving in your mailbox within a few weeks. This renewal process will be very different than in years past, so I hope you will take a few minutes to review the following summary, as it should answer most questions you will have about renewing your membership.

Consolidated Dues Statement
AIA Colorado, AIA Colorado South, AIA Denver, AIA Colorado North and AIA Colorado West are participating this year in the single point dues program. Instead of AIA National sending you an invoice for national dues and AIA Colorado sending you an invoice for state and local dues and/or AIA Denver and AIA Colorado sending you an invoice for state and local dues, you will receive one invoice showing all levels of individual dues. Payment is due upon receipt. You are responsible for paying the total amount of all three levels, which you may do by check, VISA or Master Card. Mail the invoice and payment to the P. O. Box address on the invoice (an envelope is provided). AIA Colorado and your local chapter will receive their dues via electronic banking within 24 hours of processing.

Additional Features
There will be a section for calculating your Supplemental Dues information. Fill out this section completely and add that amount to the individual dues amount which will be pre-printed on the form. Spaces for these calculations will be provided on the form itself. NOTE: Information you provide here will be used to publish the 1995 AIA ProFile of architectural firms. It is important!

There will also be a section on Professional Interest Areas which may be selected for $50 each. You are not required to join professional interest areas. Just leave the section blank and write zero in the dues computation section for that area.

If you DO want to participate in professional interest areas, mark the ones you want on the invoice, compute the additional payment required, and add that to the total of your individual dues at the bottom of the invoice. You must enclose payment for your selections. You will receive a $50 credit toward attendance at the first event in each area you choose.

Partial Payment/Staggered Payments
The total 1995 membership dues obligation should be paid by January 15, 1995. Members wishing to split payment may do so by making partial payment upon receipt of the first invoice. A subsequent invoice mailed in early December or early January will be sent showing the balance due. Keep in mind, however, that the full amount must be paid by JANUARY 15, 1995.

Continued on next page
If you are unable to pay the individual dues for all three levels at once, you may send a partial payment. We recommend you send at least half. This payment will be applied to all three levels proportionally. In other words, national will not get full payment and the state and local chapters nothing, or vice versa. After your partial payment has been processed, you will be invoiced for the remaining balance due. Full payment is still required upon receipt of the followup invoice, unless you make arrangements for extended payments.

This new process, we hope, will simplify the dues renewal process. We feel your accounting staff will especially like this new process. Centralized dues collection will save considerable time and money by reducing duplication of effort in terms of designing and printing multiple invoices, doing multiple mailings, and the labor (preparing, stuffing, recording, making bank deposits, etc.) involved in processing two or three invoices as opposed to one.

A big advantage to AIA Colorado is that we will have direct access via modem with the centralized database of its members. We can now directly assist our members with membership renewal questions, address changes, etc. We will still be here for you and will continue to assist you in your dues renewal process. Call AIA Colorado with questions (303/446-2266) if you have them.

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**ANNUAL CONFERENCE UPDATE**

If you have read your new AIA Architect from National AIA, you probably noticed several familiar names like Congressman Dick Swett (page 11) and Charles Thomsen, FAIA (page 20). I guess this shows we are “on the ball” because they are two of our featured speakers at the 1994 AIA Colorado Annual Conference. We are excited about our conference this year. The response is good so far. Register early to get your first choice of seminars. The exhibitors have been extremely enthusiastic this year and look forward to visiting with you at the conference.

Plan on spending some quality time in the Exhibition Hall. The Annual Award entries for all chapters will be displayed, and this year, registrants will vote on the exhibit displays. Prizes will be awarded for the following: Best Giveaways, Friendliest Representatives, Best Interactive Display, and Best of Show.

Sign up in early to assure that you will be able to attend the seminars of your choice (plus rates go up by $10 after the 15th of November). See you at the conference!

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**UPCOMING EVENTS**

<table>
<thead>
<tr>
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<th>Event</th>
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<tbody>
<tr>
<td>Nov. 1</td>
<td>AIA Denver Computer Breakfast Seminars, 7:30 to 9:30 a.m., Denver Athletic Club, 1325 Glenarm. Call AIA Denver at 446-2266 for more information.</td>
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<tr>
<td>Nov. 18, &amp; Nov. 19</td>
<td>Last day to apply for absentee ballot and early voting ends</td>
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<tr>
<td>Nov. 4</td>
<td>Deadline for Fellows Submittals</td>
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<tr>
<td>Nov. 7</td>
<td>Election day. Vote!</td>
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<tr>
<td>Nov. 8</td>
<td>Understanding and Managing Risk Workshop</td>
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<tr>
<td>Nov. 16-19</td>
<td>Jail Design &amp; Technology, presented by the Committee on Architecture for Justice in Austin, Texas. Call 202/626-7482 to register.</td>
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<td>Nov. 18</td>
<td>North Chapter’s Un-Awards Banquet at the Boulderado Hotel in Boulder, 6:30. Call Thomas Beck, AIA in Estes Park at 303/586-9528 for more information.</td>
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<tr>
<td>Nov. 18</td>
<td>AIA Denver Host Party for AIA National Housing Committee, 6:30 p.m. at the Denver Athletic Club.</td>
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<td>Nov. 19</td>
<td>South Chapter’s Design Award banquet is scheduled at 6:00 p.m. at the Fine Arts Center, 21 W. Dale Street, Colorado Springs.</td>
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<tr>
<td>Nov. 21</td>
<td>Japan America Society of Colorado will present its Architecture lecture series featuring Elizabeth Wright Ingraham, AIA, speaking on “Frank Lloyd Wright in Japan.” Call 295-8862 for more information.</td>
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**AIA REFERRAL FORMS**

Make sure you fill out and return the Client Referral Form included in this issue of the Field Report. Our Client Referral System is working for you. Because we get calls for specific areas, referrals are sorted by Chapter. Inquiries come in from throughout the state. When we receive a referral request, we send the caller five referrals that match the criteria they have asked for, narrowing down their architect search. It is then up to the client to contact the architect referrals we have provided. To give you an idea of how many requests we get, from January 1 through April 30 of this year we received 87 calls. Most were residential, however calls for specializations such as ADA compliance, health care facilities, movie theaters, churches, golf courses and speakers are also received. The Referral Service is an important member benefit that AIA Colorado provides. Be sure to take advantage of it by returning your form.
MEMBER NEWS

Hansen Lind Meyer has announced the following promotions:
David R. Gebel, AIA as Senior Associate for the Denver office and
Mark D. Johnson, AIA as Associate.

John Anderson, FAIA was elected Regional Director at the
Western Mountain Region Conference last month.

CHAPTER REPORTS

Denver

Upcoming events for November include the continuation of the
Computer Series Breakfast Seminars. The seminars are on
Tuesday mornings, 7:30-9:00 a.m. at the Denver Athletic Club,
1325 Glenarm. The remaining computer seminars are on Novem-
ber 1, November 18, and November 29, 1994. The second series
of 8 seminars will begin January 16 and run through April 25,
1995, and will concentrate on Sustainable Design. A continental
breakfast is included with admission. Tickets are sold in packages
of 5-, 8- and baker’s dozen, and AIA Denver is offering continu-
ing education credits for members who purchase tickets. Single
lectures tickets will also be sold. Tickets can be purchased at the
door.

The National AIA Housing Committee is having a convention in
Denver November 17-20, 1994. AIA Denver will be sponsoring a
Host Party on Friday, November 18, 1994 at 6:30 p.m. at the
Denver Athletic Club.

There will be a take-home style Mock Exam for those taking the
December A.R.E. exam. Registration deadline is November 17,
1994. Exams can be picked up beginning on Tuesday, November
22. The review session will be Thursday, December 8. Location
TBA. Please contact AIA Denver at 303/446-2266 for registration
fees and sign-up, or for further information on November events.

EXECUTIVE DIRECTOR’S MESSAGE

by Linda T. Smith, CAA

The staff of AIA Colorado and AIA Denver would like to
THANK YOU for your patience and understanding while we
moved to our new location at 1526 15th Street. Although our
space is not completely finished, we hope you stop by to see us
when you can.

A little explanation on our new office set-up. AIA Colorado and
AIA Denver are now sharing a receptionist who answers the
telephone as “American Institute of Architects.” If you know
who you need to speak with, please tell her right away. If you
don’t, she will need to ask if it is AIA Colorado or AIA Denver
you need. We have three incoming lines that need to be an-
swered, please don’t be insulted if she asks to put you on hold to
get another line. Our new system allows the receptionist to put
you through to the person you need to talk to and release that
call from the main lines so we may be able to take other calls.
Each staff member has voice mail where you may leave mes-
sages, if we are on the phone or not at our desk. This relieves the
receptionist from taking detailed messages.

It is our goal to have a “real” person answer each call. However,
you may get voice mail if all three lines are occupied. In the last
couple of weeks we have often found all three lines ringing at
once. Please bear with us. We have not increased our staff, and
our receptionist has had her calls doubled.

Your assistance in faxing document orders will be appreciated.
We will call you back if we are out of stock or the amount is
incorrect. Otherwise you can expect the same level of service as
before. We appreciate your document business.

Again, thanks for your understanding while we get familiar with
our new office and a new way of doing things.

VISIBILITY
IN THE CHANGING
PROFESSION

1994 AIA Colorado Annual Conference
December 9 - 10, 1994
Broadmoor Hotel, Colorado Springs, Colorado
EMERGING IMPRESSIONS

Third annual "Emerging Impressions" - a program for architectural interns. This year's program is sponsored by Handcrafted Craftline Windows and Neosource and supported by AIA Colorado. This opportunity is to offer interns the opportunity to present their thoughts and ideas and to share with their peers their intentions behind their contributions to the architectural community. The purpose is to seek out interns doing quality work who represent the diversity and talent in young intern architects today. A panel of distinguished local architects and educators will select a body of work which best exemplifies the thoughts and ideas of the emerging architects of tomorrow. This is not intended to be a competition, rather a display of work by interns demonstrating the diverse points of view in a clear and thought provoking manner.

To qualify you must be an unlicensed architect and have received at least your first professional degree. Submittals are due on Thursday, November 10, with an information presentation and discussion following on Sunday, November 13. On Thursday, November 17 there will be a gala presentation and reception at Neosource, 1200 Broadway, sponsored by Craftline Windows, Neosource and the Young Architects Forum. All work will be on display. Guests and professionals will be invited. At the conclusion of the evening one distinguished participant will be recognized for the architectural emerging impressions and will be awarded a $500 cash prize.

For more information, please contact Laureen T. Ferris at 303/893-1990.

NOTICE

CALL FOR ANNUAL BUSINESS MEETING
Saturday, December 10, 1994
9:00 am - 9:45 am
The Broadmoor Hotel, Colorado Springs

Agenda

1. Call to Order
2. Announcements
3. Introduce New AIA Colorado Officers
4. Treasurer's Report
5. Vote on proposed Bylaws Amendment (see below)
6. Government Affairs Update
7. Recognition of Office Relocation Architects
8. AIA Involvement in CU College of Architecture and Planning

Proposed Amendment to AIA Colorado Bylaws

In summary, the proposed revisions shift the ability to establish the dues structure for the organization from the membership to the Board of Directors and generally update the Bylaws to reflect the current status of single point dues. With the single point

AIA STATE GOVERNMENT NETWORK
by D. A. Bertram, Esq. AIA

The Architects and Engineers of Colorado should be proud, no, proud as punch, with the efforts of their respective Governmental/Legislative Affairs Committees.

Over the last fifteen years I have had the privilege of serving as Chair, Co-Chair and Vice-Chair of AIA Colorado Government Affairs Committee as well as the Legislative Subcommittee and have been very proud of the accomplishments of the Committee. On October 3, 1994, I attended, as the Colorado representative, the National AIA State and Local Government meeting in Chicago at which the topic of discussion was Certificate of Merit (Review) Statutes.

Only four states in the nation, California, Hawaii, Georgia and Colorado, have such statutes. California and Hawaii are more comprehensive than Colorado, but Colorado's is effective, simple and straightforward.

The real revelation was that a number of states have no Practice Acts and that there are a number of states that do not have a Statute of Limitation. New York, yes New York, does not have a Statute of Repose.

Most states still have Joint and Several Liability - (Colorado does not) where if there are multiple defendants, a successful plaintiff can collect ALL of his damages from any defendant with money regardless of the defendant's negligence.

Since the Government Affairs Committee was founded, AIA Colorado has been successful in not only strengthening our licensing laws and maintaining a Statute of Limitation/Statute of Repose, but has lowered it. In addition, Joint and Several Liability has remanded out of our statutes. A frivolous lawsuit statute which allows assessment against the party AND his attorney for bringing and/or maintaining a frivolous or groundless claim or counterclaim has been passed and strengthened. A simple but effective Certificate of Review Statute requiring the attorney/party to certify that another professional has reviewed the matter and believes that a claim may be valid, has been passed and strengthened.

AIA Colorado has been nationally recognized for its outstanding efforts on State Legislative efforts.

AIA Colorado maintains and has available copies of all the materials prepared and distributed by National AIA State and local Governments.

Donald A. "D.A." Bertram is a practicing Attorney and a licensed Architect with his office located in Denver, Colorado. His practice emphasizes the representation of Design Professionals, the construction industry, business and corporate matters.
VISIBILITY
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PROFESSION

Schedule of Events

Friday, December 9, 1994
8:30-9:30 am Conference Registration - International Hall
after 9:30 - Colorado Hall
9:30-10:15 The Once and Future Profession - International Hall
Thomas Fisher
10:30-11:30 Project Delivery Strategies - International Hall
Charles B. Thomsen, FAIA
11:45-1:00 pm Lunch On Your Own
1:15-2:15 Break Out Sessions
What is the Value of the Architect? Thomas Fisher
or
The Plus and Minus Issues of Partnering Louis R. Bainbridge
or
Lighting for People, not Footcandles Nancy Clanton, P.E.
or
New Opportunities in Architectural Practice Jerome M. Seracuse, FAIA
or
Small Firm Success Michael Brande, AIA, Steve Chucovich, Roger Cresby, AIA
3:45-4:45 Architects Taking Charge David Bradeen
or
If You Don't Think You Can Ever be Invisible, You Need to Bulletproof Your Practice Van Gilder Insurance
or
The Dynamics of Virtual Reality Application to Architecture Silicon Graphics
5:00-7:00 Grand Opening of Exhibits of Products and Technology - Colorado Hall

Saturday, December 10, 1994
6:30-7:00 Dinner - Rocky Mountain Ballroom
7:00-9:00 Tour of Glen Eyrie Castle, Lunch in Manitou Springs, Walking Tour of Art Galleries/Studio
(Advance Reservations a must.) Meet in front of International Hall Buffet Lunch in Colorado Hall with Exhibitors
10:00-2:00 Break Out Sessions Architecture and Public Service Rep. Dick Swett or
Green Products Martha Bennett, AIA or
Getting the Most Out of Your Interns Through the Intern Development Program Robert Rosenfield or
Alternatives in Architectural Practice Jennifer T. Moulton, AIA or
Colors of the Future: Interior Perspective Lynda P. Sullivan, James Martin, Linda Trent and Allen Ferrell or
Getting Wealthy as an Architect Dr. Larry Johnston or
Elich Gardens: A Special Role for the Architect

Break-Out Session Speakers

"The Plus and Minus Issues of Partnering" (Level 2.2LU) - Most successful working relationships are simply a matter of luck; however, implementing the partnering process, the odds of achieving a fruitful and productive contract relationship can be drastically improved. Louis R. Bainbridge, National Director in charge of FMI's partnering services, oversees all research and development, partnering implementation, and client satisfaction. Currently, FMI has more than 425 partnering processes underway across the country.

"Lighting for People, not Footcandles" (Level 2.2LU) - This presentation will go beyond basic lighting design and investigate the human factor of lighting. One objective in the seminar is to demonstrate how to design lighting systems that work with people's needs, yet not conflict with the architecture. As a principal of Clanton Engineering, Inc., Nancy Clanton, P.E. - Illumination Engineer, provides overall lighting and electrical engineering services. A representative from the Lighting Associates will assist Ms. Clanton.

"New Opportunities in Architectural Practice" (Level 2.2LU) - Changes in the profession have caused Jerry Seracuse to sit back and look at his years of practice and realize just how much fun architecture can be if you are doing it for the right reason. Jerome M. Seracuse, FAIA, will have an interactive conversation with the participants and share his philosophies. His past experiences on project types gives him the knowledge to extract new concepts.

"Small Firm Success or Can A Small Firm Still Succeed?" (Level 2.2LU) - This panel discussion will focus on the current or future role of the small firm. How small firms can compete against larger firms, type of projects best suited to small firms, and how to succeed as a small firm. The panel leader is Michael Brande, AIA. Principal of Michael Brande Architects. Steve Chucovich, Principal of ArchitectureDenver and Roger Crosby, AIA, Principal of The Crosby Group, Inc. will assist in the panel.

(Cont.)
Thomas Fisher is the Editorial Director of Progressive Architecture magazine and Building Renovation Magazine. Prior to joining P/A in 1982, he worked in architectural offices in Hartford, Connecticut, and Cleveland, Ohio, and served as the Historical Architect for the State of Connecticut. He has a B.Arch in Architecture from Cornell University and a Masters Degree in Interdisciplinary Studies, with a focus on intellectual history, from Case Western Reserve University.

The Once and Future Profession (Level 2, 2LU)
The information revolution is having as dramatic effect on architecture and the other professions as the industrial revolution had on manual laborers. As a result, many of the assumptions we all have about how to practice architecture and how to make building are changing. Ironically, some of the effects of these changes have been to bring the profession back to its origins. The once and future profession, in other words, may not be all that far apart.

What is the Value of the Architect? (Level 2, 2LU)
We talk about the benefits of good design, but as a profession we have done little to quantify those benefits or convince at least some potential clients of our value. Accordingly, architects are too often seen as a mandated expense rather than as a profession that is adding value and saving clients money and headaches. How might this situation be turned around? How can the institutions of the profession - the AIA, the magazines, the schools - help in this cause?

Charles B. Thomesen, FAIA, is President and CEO of 3D/International in Houston, Texas. Mr. Thomesen has led a number of organizations from a two-person, start-up company to a 1,200 person, publicly-traded, international design and construction company. He has written two books on contracting methods, project delivery strategies, and the management of design and construction organizations. Mr. Thomesen lectures annually at Harvard University and Texas A&M, and frequently speaks at professional associations, seminars and conventions.

Project Delivery Strategies (Level 2, 2LU)
Mr. Thomesen will present a wide range of Project Delivery Strategies that are growing internationally along with current trends in the industry.

Case Studies of Project Delivery Strategies (Level 2, 2LU)
Several case studies involving different Project Delivery Strategies will be presented.

Congressman Dick Swett represents the 2nd Congressional District of New Hampshire and is the only Architect in Congress. He was first elected to Congress in 1990 being the first Democrat elected in 78 years. When re-elected in 1992, he was the first Democrat to win re-election in 120 years, winning 63% of the vote. He is a graduate of Yale University with a BA in Architecture. Congressman Swett is assigned to the Committee on Transportation and Public Works and Committee on Science, Space and Technology. In 1993-94 he is focusing his efforts on cutting government costs, balancing the federal budget, stimulating our national economy, promoting energy conservation and alternate and renewable energy and advancing congressional reform. Congressman Swett is truly a visible leader helping to change laws for the good of architecture.

A Third Way of Building Communities on a Strong Foundation (Level 2, 2LU)
Congressman Swett will draw upon ideas from Jefferson, Madison, Hegel, and Garrison Keller to describe how our society, like our buildings, must be constructed on solid underlying structures. Strong communities can be built if we do not focus on the politics of polarization but on a third way — one which combines a fundamental commitment to values like tolerance and diversity as well as moral truth and virtue.

Architects in Public Service (Level 2, 2LU)
Congressman Swett will discuss the necessity for architects to become involved in public service and various opportunities for doing so.

Dave Braden, FAIA, is a Texas Architect, whose sense of humor and civic involvement has caused him to be dubbed the civically serious humorist of Dallas. His sense of political wit and topical humor keeps him at the rostrum of everything from political rallies to grass fires. Dave Braden is currently Chairman of the Dallas Fort Worth International Airport Board and Director of the State Fair of Texas. He was the former President and Principal Architect of Dahi Braden PTM, Inc. in Dallas. He holds a Bachelor of Architecture from the University of Texas at Austin.

The State of the Nation - According to Braden (Level 2, 2LU)
Be ready for dinner entertainment you will never forget. Mr. Braden will present his own humorous anecdotes on what is happening politically and nationally.

Architects Taking Charge (Level 2, 2LU)
David Braden will have an interactive conversation with participants on how to become visible in your community and take charge of things that are bothering you.

Main Speakers

Congressman Dick Swett

Thomson B. Thomesen

Dave Braden

Break-Out Sessions (Cont.)

"If You Don't Think You Can Ever be Invisible, You Need to Bullying or Your Practice" (Level 2, 2LU) - This seminar will be conducted by the Professional Liability Specialists of Van Gilder Insurance. They will assist you in the "How's" of being invisible.

"The Dynamics of Virtual Reality Application to Architecture" (Level 2, 2LU) - Virtual reality is a two-dimensional representation of a three-dimensional scene, displayed on a regular computer monitor. The operator navigates through the virtual space by moving a mouse or joystick. Using the mouse for virtual locomotion, the user can maneuver through a building, window shop or pause for conversations with people who are also wandering the virtual space. A representative of Silicon Graphics will present this exciting new opportunity to architects. Silicon Graphics' technology may be seen in movies such as "Star Wars" and "Terminator 2."
1995 AIA COLORADO CLIENT REFERRAL FOR
1526 15th Street, Denver, CO, 80202, 303/446-2266, FAX 303/446-0066

Member Name: ________________________________________
Firm Name: ________________________________________
Firm Address (include city, State & Zip): ____________________________
Phone No.: ____________________ Fax No.: ____________________
Client Contact: ___________________________________________

Firm Size (no. of employees): □ Small (1-5) □ Medium (6-20) □ Large (20+)

AIA Colorado uses this form as a tool to assist potential clients in selecting an architect. Be sure to completely fill out this form and carefully select the categories which apply to your firm. Referral forms will be used once 1995 AIA Colorado dues are paid.

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<td>□ Affordable Housing</td>
<td>□ Fire/Police Station</td>
</tr>
<tr>
<td>□ Dental Clinic</td>
<td>□ Low-Income Housing</td>
<td>□ Government Office/Warehouse</td>
</tr>
<tr>
<td>□ Hospice</td>
<td>□ Retirement Facilities</td>
<td>□ Juvenile Detention Facility</td>
</tr>
<tr>
<td>□ Hospital</td>
<td></td>
<td>□ Military Base/Facilities</td>
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<tr>
<td>□ Mental Health Facilities</td>
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<td>□ Post Office</td>
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<tr>
<td>□ Trauma Center</td>
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<td>□ State Penitentiary</td>
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<tr>
<td>□ Laboratory</td>
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</tbody>
</table>

□ Professional Affiliate (check one)
Please list the states in which members of your firm are licensed and any other firm specialties not covered by the above:

□ ADA
□ Barrier Free Design
□ Code Specialists
□ Energy Audits
□ Energy Conservation
□ Energy Consulting
□ Environmental Graphic Design
□ Ergonomics
□ Facility Programming
□ Feasibility Studies
□ GeoDesign
□ Graphics
□ Historic Preservation
□ HUD/FHA
□ Land Use Studies
□ Lighting

□ Master Planning
□ Model Making
□ PUD
□ Preservation/Restoration
□ Rezoning
□ Signage
□ Sustainable Design
□ Illustration/Rendering
□ International Work
□ Landscape Architecture

FIRM INFORMATION

□ MBE
□ WBE
□ Engineering
□ Job Shadowing

Would you like to be referred as an expert witness?  □ Yes  □ No

Types of Projects:

Would you like to be referred as a consultant?  □ Yes  □ No

Types of Projects:

Does your firm use computer-aided drafting (CAD)?

□ Hardware □ Software

Would you consider an □ Association or □ Joint Venture with another firm?

AIA Colorado often receives requests for speakers for a variety of functions and topics (ex. Career Days, "What is it Like to Be an Architect?). Volunteer speakers help to educate the public about the profession of architecture.

Are you interested in being a speaker?  □ No

What audience category?  □ Children □ Teenagers □ Young Adults □ Adults

What topics? (If you have a preference or a specialty, please list them):

__________________________
__________________________
__________________________
__________________________
__________________________
__________________________
__________________________
Marketing and Strategic Planning: Critical Issues
presented by
AIA Colorado and the Graduate College of Business Administration
University of Colorado at Denver

Date: December 8, 1994

Schedule of Events:

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 am</td>
<td>Coffee and Registration</td>
</tr>
<tr>
<td>8:30-11:30 am</td>
<td>Session I - Marketing</td>
</tr>
<tr>
<td>11:30 am-1:00 pm</td>
<td>Lunch on your Own</td>
</tr>
<tr>
<td>1:15-4:30 pm</td>
<td>Session II - Strategic Planning</td>
</tr>
</tbody>
</table>

Location: UCD Building,
1250 14th Street, 1st Floor, Suite 150

Few professions are experiencing more rapid change than architecture. Owners, seniors partners, and employees alike are faced with a host of new issues. Specialization, regional expansion, ownership transition, marketing strategies, human resource policies, and many more, are now facts of life with which architects must deal in order to have a successful practice. This seminar provides a highly interactive, practical, hands-on approach to dealing with these issues. All size firms can benefit from this seminar.

**Session I**

How to select market opportunities, how to organize and manage marketing activities, how to effectively interface with new and existing clients and how to control marketing expenses.

**Marketing** - H. Michael Hayes, Ph.D., is Professor of Marketing and Strategic Management at the University of Colorado at Denver. He holds a B.S. in E.E. from the University of New Mexico and a Ph.D. in Business Administration from the University of Michigan. Dr. Hayes’ areas of expertise include business and marketing strategy, sales management and executive education. He has written a number of cases that appear in leading textbooks. He came to the university from the industry.

**Session II**

Emphasis on managing the planning process, and effective management of the human resource, with particular emphasis on problems associated with transition of ownership.

**Strategic Planning** - Paul John Patinka, Ph.D., is a Senior Instructor of Management at the Univ. of Colorado at Denver. He holds a B.S. in Psychology from Fordham University and a Ph.D. in Industrial Psychology from Purdue University. While in industry he was directly involved in the design and implementation of programs related to performance appraisal, identification and development of management talent, new employee development, and strategic human resources planning.

This seminar has been scheduled the day before the AIA Colorado 1994 Annual Conference to maximize travel to Colorado Springs. AIA Colorado is bringing you these seminars as part of your continuing education process. Each seminar will be of Level 3 quality with 18 learning units to be gained.

---

**Registration Form:** (or use the Annual Conference Registration Form)

Mail to: AIA Colorado, 1526 15th Street, Denver, 80202 or fax 303/446-0066

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<thead>
<tr>
<th>Name</th>
<th>Firm</th>
<th>Phone</th>
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<tbody>
<tr>
<td>Address</td>
<td>City, State, Zip</td>
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<tr>
<th>VISA/MC Number</th>
<th>Exp. Date</th>
<th>Costs By 11/15/94</th>
<th>Costs After 11/15/94</th>
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<tr>
<td></td>
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<td>AIA</td>
<td>Associate</td>
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<td>Non-Member</td>
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<th>Additional People from Member’s Firm</th>
<th>Non-Member</th>
<th>$175</th>
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<tr>
<th>Size of Firm</th>
<th>Firm Type</th>
<th>Nature of Practice</th>
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<tr>
<th>Why are you coming?</th>
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</table>

After registering, a case study will be mailed to each registrant. Those who register after 12/2 will receive their case study at the door.
Please sign up one person and/or spouse, making additional copies of this form for others as needed. Thank you.

Name for Badge (please print)

Firm or School

Address

City, State, Zip

Phone

Name of Spouse

Return to: AIA Colorado
1526 15th Street
Denver, CO 80202
303/446-0066 FAX

Call 303/446-2266 for any questions

Registration Totals

By 11/15 After 11/15
$ AIA Member $115 $125
Collegiate Faculty $60 $70
Associate/SAIA/Spouse $60 $70
Students $35 $45
Non-Member $145 $155
One-Day Registration (1/2 of registration) $  
Celebration Dinner $55 $55
Make one choice from below
Prime Rib $40
Salmon $40
Vegetarian $40
Optional Event, Tour $35 $40
Optional Event, Bus. Seminar - AIA Associate $60 $100
Non-Member $175 $225
Add'l people from members firm $90 $80

Total Amount Paid $  

Visa or MasterCard Number Exp. Date

Signature (charge only valid with signature)

Registration includes all presentations and exhibit hall events for both Friday and Saturday. The Optional Events and Celebration Dinner on Saturday night are optional. Please check below the events you plan to attend:

Friday, December 9, 1994 (choose three):

- What is the Value of the Architect?
- The Plus and Minus Issues of Partnering
- Lighting for People, not Footcandles
- Case Studies of Product Delivery Strategies
- New Opportunities in Architectural Practice
- Small Firm Success
- Architects Taking Charge
- If You Don’t Think You Can Ever be Invisible, You Need to Bulletproof Your Practice
- Virtual Reality

Saturday, December 10, 1994 (choose three):

- Architects and Public Service
- Green Products
- Getting the Most Out of Your Interns
- Alternatives in Architectural Practice
- Colors of the Future: Interior Perspective
- Getting Wealthy as an Architect
- Elitch Gardens - A Special Role for the Architect

Please register by Friday, November 15, 1994

BROADMOOR HOTEL RESERVATION FORM

Please reserve the following room(s) for AIA Colorado guest(s):

Name

Address

City, State, Zip

Phone

Arrival Date

Departure Date

Major Credit Card Number Exp. Date

Authorized Signature

Please choose one and select single or double:

- Conference Rate Standard
  Single / Double $115
- Conference Rate Deluxe
  Single / Double $120
- Conference Rate Lake View
  Single / Double $150
- Conference Rate Mountain View
  Single / Double $130
- Conference Rate Deluxe
  Mtn View/Balcony Single / Double $140
- Conference Rate Superior
  Lake View/Balcony Single / Double $160
- Conference Rate Superior
  Mtn View/Balcony Single / Double $160
- Moor Suite w/ Wet Bar $250
- South Lake Suite $300

Return to: The Broadmoor Hotel
P.O. Box 1439
Colorado Springs, CO 80901-1439
800/634-7711 or 719/634-7711
719/577-5779 FAX

Reservations for the December 9-10, 1994 AIA Colorado Annual Conference will be filled in the order of receipt. A deposit equal to the amount of one night’s room rental will be required at the time your reservation is made. Reservations taken after 11/8/94 will be filled subject to availability.

Rates subject to applicable state and city taxes.

RESERVATIONS DEADLINE: 11/8/94
COLORADO STATE BOARD ANNOUNCES
PASSING CANDIDATES OF THE ARCHITECTURAL EXAM

Congratulations to the following Colorado individuals who have successfully passed their architectural licensing exam:

Follenweider
Jason A. Fournier
Daniel G. Gartner
Shira M. Geller, Associate AIA
Dominique X. Gettiliffe
Ali Gidfar
Virginia A. Grote
Karen Lee Walker Harris, Associate AIA
William Bethel Hill, III, Associate AIA
Jon R. Hindlemann
Ricky Lee Johnson
Patrick D. Kalert
Julia A. Koeppe
Todd E. Larson
Wendy N. Lembeck, Associate AIA

Corine Cay Lewis-Weiss
Robert A. Mach
John A. Marasco
John G. Martin
Michael G. Miller
William M. Moon, Associate AIA
Marcia E. Morris
Samuel S. Nishke
Kenneth A. O'Bryan
James H. Oeink
Scott D. Pirnack, Associate AIA
Juliana R. Pochon
Bridget H. Rassbach
Gerald S. Ross
Donald R. Schieferecke

Gerhard W. Scholten
Douglas A. Schoonover
Rebecca E. Engle Spears, Associate AIA
Danny M. Swertfeger
Nathanial A. Taiwo
Mark C. Thiede
John T. Tindall
Mitchell J. Traeger
Jon Arthur Tucker
John R. Vanderlaan
Shelly L. Vansycoc
Brett R. Webster
Patricia A. Wilder
James F. Young, Associate AIA
Jeffrey D. Terrell

How easy can PROFESSIONAL LIABILITY INSURANCE be?

This easy. 1-800-SMALL-FIRM.

Introducing A/E professional liability insurance for small firms on a very fast track.

Time is money when you're a small firm. So how do you squeeze one more thing like professional liability insurance into your busy day? Easy. • Call and we'll give you a quote over the phone within 24 hours. And those big, long applications? Forget about them. We've gotten the process down to three pages. Just answer a few questions. And if you qualify, you've got a policy that's good for three years. It's excellent coverage at a competitive price with no premium increases and no rate changes for three years. • And with all the time you save on our professional liability program, you might even have time to sit down with a prospective client or two or three...So, call your local independent agent or 1-800-SMALL-FIRM (1-800-762-5534) for more information.

The CNA Insurance Companies and Victor O. Schinnerer & Company, Inc., are proud to have earned the commendation of the AIA and NSPE/PEPP since 1957. The Small Firm Program is sponsored by the AIA Trust. CNA is a registered service mark of the CNA Financial Corporation. Coverage for this program is provided by Continental Casualty Company, one of the CNA Insurance Companies/CNA Plaza/Chicago, IL 60685. Program availability is subject to approval by your state insurance department.
WINNERS SHINE AT GALA AS AIA DENVER ANNOUNCES 1994 DESIGN AND COMMUNITY AWARD WINNERS

The Denver Chapter presented their 1994 awards at the annual gala on Saturday, October 8 at Denver's Botanic Gardens. The awards jury was comprised of Bob Peters, FAIA, John Anderson, AIA and Edith Cherry, FAIA, all well known New Mexican architects. The keynote speaker was Antoine Predock, FAIA, considered one of the most prominent architects in the nation. Congratulations to all of the winners.

1994 Honor Awards
David Owen Tryba Architects for the Stanley British Primary School
Michael Brengle Architects, P.C. for the Ross-Cherry Creek Branch Library

1994 Merit Awards
ArchitectureDenver, P.C. for Mike’s Camera Building, Boulder
Morter Architects for a private mountain residence
Gensler and Associates/Architects for the Amarillo International Airport
Raeley Rinehart Associates/Form First Architecture for a conversion of a multi-tenant office building to a single-user tenant
C. W. Fentress J. H. Bradburn and Associates, P.C. for the University of Colorado’s Mathematics and Gemmill Engineering Library
Roth + Sheppard Architects for the Third Avenue Collection, Cherry Creek

1994 Young Architects’ Award
B. Story Swett, AIA

Community Award Winners
Sudler Award - Peter Orleans, AIA for excellence in leadership and outstanding contributions to the local chapter
Community Achievement Award - William Lamont, Jr. for significant contribution to Denver’s built environment
Philip Milstein Award - Melora Palmer for outstanding contribution to the Denver Chapter as a Friend of Architecture
President’s Circle Award - Ned White, AIA

NOTICE - Call For Annual Business Meeting
Continued from page 4

dues process, dues rates are given to National by July 1 for input into their computer system. Waiting until the Annual Meeting in November or December each year for the membership to vote on a dues change restrains the Board from effecting changes that may be needed. Empowering the Board will facilitate a more effective means to develop long-range financial planning than currently permitted.

Proposed changes are highlighted by bold and italic print.

Article XII: Finances
Section 2 Amount of Dues
Change to read as follows: Annual amount of dues shall be duly voted upon by the Board of Directors based on recommendations of the Board of Directors as to the fiscal needs of AIA Colorado. Chapters of AIA Colorado shall inform AIA Colorado as to their dues structure for the upcoming years on or before July 1. AIA Colorado may collect annual dues for both AIA Colorado and its Chapters. A member admitted to membership less than six (6) months prior to the close of the fiscal year shall pay dues for one-half years unless otherwise sponsored by a national membership program. There shall be no admission fee.

Article: Finances
Section 3 Dues Payable. Paragraph, “d”
Change to read as follows: Each AIA Member, Associate, or Professional Affiliate of AIA Colorado shall pay such dues as may be fixed from time to time by a 2/3 majority of the Board of Directors.

Information access has never been easier!

To order your AIAOnline software, call AIA Colorado 303-446-2266

THE AMERICAN INSTITUTE OF ARCHITECTS
Name: Kimberly Harvey, Associate AIA
Address: 280530 Highland Road
Minatere, NE 69336
Phone: 308/783-1895
Position Sought: Intern
School(s): Kansas State University
Degree(s): Bach. of Architecture
Computer Exp.: IBM, AutoCAD, ASG, DOS, Windows, word processing

Name: Jeff von Breitenfeld, AIA
Address: 855 Jasmine Street
Denver, CO 80220
Phone: 303/322-0787
Position Sought: Sr. Job Captain, Jr. Project Architect
School(s): Montana State University
Degree(s): Bachelor of Arch.
License(s): Colorado
Years Exp.: Commercial (9), Institutional (1)
Computer Exp.: IBM, AutoCAD (12)

Name: Stan Olsiewski
Address: 4840 Meredith Way, #103
Boulder, CO 80303
Phone: 303/449-2118
Position Sought: Draftsperson/Designer
School(s): University of Colorado at Boulder
Degree(s): A. Arch., B. Engr.
Specialties: Graphic presentation/ Macintosh computer drafting
Years Exp.: Commercial (4), Residential (3), Industrial (2), Cultural (1)
Computer Exp.: Hardware (10), Software (6)

Name: Matthew Tartar
Address: 4460 S. Braun Ct.
Morrison, CO 80465
Phone: 303/697-5740
Position Sought: Entry-Level/Internship
School(s): University of Colorado
Degree(s): Bachelor of Environmental Design
Computer Exp.: Hardware & Software (2)

Name: Mark Anderson
Address: 10495 N. Central Expressway, Suite 109-284
Dallas, TX 75211
Phone: 214/606-7871
Fax: 214/692-1411
School(s): University of Minnesota
Degree(s): Bachelor of Arch., Bach. Env. Des.
Other: PIA - Religious Art & Architecture
License(s): Wisconsin
Years Exp.: Commercial (7), Residential (1/2), Industrial (1/2), Institutional (2), Medical (3), Cultural (1/2)
Computer Exp.: Hardware (1/2), Software (1/2), Integraph, WordPerfect, Excel

Name: Jonathan Baker
Address: 1587 Pine Street
Boulder, CO 80302
Phone: 303/447-9340
Fax: 303/444-9227
Position Sought: Intern CADD Monkey
School(s): Princeton, C.U. Boulder
Degree(s): B. A. English
Other: Arch. studies at C.U.
Years Exp.: Residential (2), Cultural (23)
Computer Exp.: AutoCAD 12

Name: Mike Fakler
Address: 2401 Welsh Ave., #511
College Station, TX 77840
Phone: 409/764-5942
Fax: 303/444-9227
School(s): Texas A & M
Degree(s): Bachelor Env. Des., Master of Architecture (12/94)
Specialties: Sustainable Design
Years Exp.: Residential (6)
Computer Exp.: AutoCAD, WordPerfect, MS Word, Quattro Pro, Lotus

Name: Ronald J. Yeager
Address: 7384 E. Mineral Place
Englewood, CO 80112
Phone: 303/694-2261
Position Sought: Arch., Civil AutoCAD Drafter
School(s): Pinellas County Tech. Institute
Degree(s): Tech. Institute Degree Equivalent
Years Exp.: Commercial (3), Residential (4)
Computer Exp.: AutoCAD 10 and 12

Name: Sandy Kretsch
Address: 205 Marble, #103
Broomfield, CO 80020
Phone: 303/438-1192
Position Sought: Drafter (Arch. 30-40 hrs. wk.)
School(s): CU Boulder
Specialties: Efficient, dependable, flexible AutoCAD & manual skills
Years Exp.: Commercial (4), Residential (4)
Computer Exp.: AutoCAD (8 years)

Name: Paul M. Leef, AIA
Address: P. O. Box 3892
Charlottesville, VA 22903
Phone: 804/982-2807
Fax: 804/982-2838
Position Sought: Project Manager/ Architect
School(s): Virginia Tech.
Degree(s): M. Arch., B.S. Engr.
License(s): Virginia, D.C., NCARB certified
Years Exp.: Medical (9)
Computer Exp.: AutoCAD, Windows, Word, QuattroPro

Resume Listing only $10.00 per month prepaid!

This is a feature of the Job Board printed once monthly in our newsletter where job seekers post highlights of their education and work experience. Deadline for “resume” submission is the 15th of the month for the next month’s newsletter. There shall be no exceptions to the deadline. Only the “Resume Service Form” found on the back of weekly Job Board may be used. Do not send us your resume. We do not keep any resumes on file in this office.

Remember... We have moved!!!
AIA Colorado is now located at:
1526 15th Street
Denver, CO 80202
303/446-2266
Fax: 303/446-0066

**AIA Calendar of Events**

<table>
<thead>
<tr>
<th>Sunday</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
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<td></td>
<td>AIA Denver Board Mtg 5:30</td>
<td>AIA Colo. Design Awards Jury in San Francisco</td>
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<td>6</td>
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<td>12</td>
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<tr>
<td></td>
<td></td>
<td>VOTE ELECTION DAY!</td>
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<td>Emerging Impressions Submittals Due</td>
<td>Govt Affairs Comm. AIA Colorado Office 2:00pm</td>
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<td></td>
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<td>Schinerner Prof. Liability Seminar</td>
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<td>Cola West Chap Bd. Mtg. Grand Function 4:00pm</td>
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<td>Hyatt Regency, 9:00am</td>
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<td></td>
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<td>Hotel Resv. Deadline for AIA Cola Annual Conference</td>
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<tr>
<td>13</td>
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<td>AIA Colorado Article &amp; Ad Deadline</td>
<td></td>
<td>Emerging Impressions Gala at NoonSource</td>
<td>AIA Colorado Board Mtg 2:00</td>
<td>South Chapter Design Awards Dinner 6:00</td>
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<td>AIA Denver Board Mtg 5:30</td>
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<td></td>
<td>Thanksgiving Day</td>
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There will be no Field Report Newsletter for December. December & January will be combined.