NEW IDEAS IN TOUGH TIMES

During these tough economic times, strong relationships with long-time clients have helped LAN weather the storm. In the 1980s, LAN designed a one-story classroom wing addition to Prospect Park School No. 1. In 1990, a cafeteria addition, again by LAN, was added to the classroom wing. In 2000, the Prospect Park School District selected LAN to design a second-story addition to the 1980s classroom wing, and now, in 2010, LAN has designed a Pre-Kindergarten classroom addition above the cafeteria. Construction of the addition is currently underway. The latest addition includes four new Pre-Kindergarten classrooms, a Small Group Instruction room, and an Administrative Office. A full-service elevator and ramps have been incorporated into the design for full accessibility. By spanning the new addition over the existing cafeteria, the impact to the existing playground area was minimized on the dense, urban site.

Pre-Kindergarten Classroom Addition
Prospect Park School No. 1, Prospect Park, NJ
Paul S. Bryan, AIA, LEED AP
LAN Associates
Midland Park, NJ
www.lan-nj.com

Our office developed concept projects when slow to show our capabilities beyond traditional work. Regular updates to our facebook and web pages resulted in a commission from a couple looking for contemporary design.

R Terry Durden, AIA
43D
Clifton, NJ
studio43d.com

HAWORTH PUBLIC LIBRARY
A project begun before the economic downturn, the addition to Haworth Public Library in Bergen County, NJ has recently restarted after receiving DEP Approvals. The 3,000 square foot addition of a new Children’s Area and Community Meeting Room is small in scale yet spatially and environmentally efficient. The design of the addition focuses on using daylight and strong visual connections to the library’s forested surroundings. The original rhythm of the existing building was not extended for compositional reasons; rather a more playful expression of the program and a response to the site was sought along with large windows and curved walls. Low VOC’s, high renewable materials, lighting controls, and an efficient mechanical system also make this new addition sustainable.

Anthony Iovino, AIA
Arcan + Iovino Architects
www.aiarchs.com

more ideas inside
League Members:

I hope you had a great summer and found time to relax and enjoy yourself and your family. As we look to the last quarter of the year, it’s a time for reorganization both in our practice and profession. In anticipation for my recent trip to Greece I read in Plato’s Republic of Socrates’ Four Cardinal Virtues: Wisdom, Courage, Discipline, and Justice and continue to consider how I can apply them to my life and work given today’s economy.

**Wisdom** - Use our individual and collective creativity and take this opportunity to review marketing plans, best practice efforts, and in-house policies with an eye towards improved performance.

**Courage** - Take on the leadership role that our training and education have established to mentor a young professional, offer pro bono services to charitable organizations, and volunteer in your community, while at the same time creating a stronger societal bond and deeper understanding and respect for Architects.

**Discipline** - Be efficient in our efforts and designs, working everyday at accomplishing the goals carefully considered and established for individual and collective endeavors.

**Justice** - Work routinely with personal and professional Ethics and Integrity, acting with the highest standard of care not to diminish one’s own reputation or the image of the profession in the public eye, especially in these difficult times.

League Events – at the June meeting we awarded League Members in attendance with Certificates for their 25 years or more of AIA membership, then enjoyed an interesting presentation by futurist David Zach; in July we had another excellent Golf Event earning student scholarship funds; in August the Board met for an informal summer meeting at my home; and in September the AIA NJ Design Day / East Coast Green Conference in Atlantic City was a success after much work by many.

Mark Your Calendars:

- October 21st: Members Meeting at the Clinton Inn on the AIA Mega Issues.
- November 18th: Members and Significant Other/Spouse Dinner – Tour of the Hoboken Ferry Terminal with dinner to follow in Hoboken.
- December 16th: Board of Trustees Reorganization Meeting [Contact me if you are interested in serving on the Board, as a Trustee, or on a committee.]
- January 15th: Installation Dinner in honor of incoming President Ben Lee, AIA at the new Cali Music School at Montclair State University.

Engage in your Profession!

Joyce Raspa, AIA, Esq.
AIA-ALNNJ President 2010
Architects League members, it seems impossible, but another full year has passed since 4Q-2009 and we are moving into the 4th quarter of the year 2010 - the end of the first decade of the 21st century. This may not have been the most prosperous of business years, but we certainly cannot say that we do not live in “interesting times”. We are immersed in a period of change, possibly fundamental, which is shaping an uncertain future. This is a time when it seems that it’s a toss-up as to whether the glass is half empty or half full. The pundits question whether or not these United States are in the inevitable descent which comes to all “Empires”. I think that this is premature and that the diagnosis may not be inevitable at all. We are still the land of opportunity for our citizens as well as to all who long to come here. We need only stay positive and get past this economic bump in the road, intent on seeking the American Dream for our children and grandchildren.

This year we asked you all to consider a very broad range of “creativity” – our professional work, certainly, but also how and with what you have been able to deal with these tough times.

Now for your responses:

PROJECTS FOR THE NEW REALITY / IMAGES – See the projects which have gotten up and out of the ground, beating the current odds.

SALES CONCEPTS/STRATEGIES – You have told us what you have done to keep work in your office / to find that new client / to be around when it all comes around.

LESSONS LEARNED – You have shared what you found out about yourself, the profession or your clients; you are the “glass half full” personality, if architecture can still excite you and your clients respect your work or are they taking advantage of this economic period to demand more for less.

MARKETING – There are tax break(s) to take advantage of to upgrade your equipment / software to prepare for the new marketing model of AutoDesk / Revit. You have new approaches to selling your professional work.

See these responses and learn what your fellow architects and colleagues have been up to since last we met here.

Thanks to all who took the time to share their particular path, their ideas for the future, how they choose to survive in these tough times and to all who have assisted in the creation of this Leagueline issue.

Fay W. Logan, Editor L4Q 10

Thanks to the recent abatement in my workload, I was finally able to learn and enjoy the Building Information Modeling software I purchased at great expense some fifteen years ago. Now I can make accurate digital models of existing structures, and model the renovations or additions very realistically and quickly. My clients appreciate working in the 3-D environment. I have been able to capitalize on the slow down by improving my skills, and I am ready for the next boom. Bring it on!

John J. Gilchrist Architect, P.C.
John J. Gilchrist, AIA

I turned to a marketing consultant friend of mine who told me to embrace the Internet as the central promotional tool. He made general and more specific suggestions relating to our construction services. The consultant gave me valuable free advise.

Robert McCarthy
Heuer & Company
Waldwick, NJ
www.heuerandcompany.com
FUTURE TENSE

How to begin?
Who knew what AutoDesk had in store for us with the new platform for 2010 and their marketing strategy to keep us all firmly in line from this new beginning until they decide the end and release the leash?
The new AutoDesk platform requires a very pricey purchase (new or legacy) of the program and the requisite substantial annual subscription to upgrade the program and maintain technical support. AutoDesk older than 2010 cannot open 2010 or forward. Drawing files will need to be saved to the previous platform back as far as 2004 but resulting in significant compatibility issues and loss of information. Revit, which is the most broadly used BIM (Building Information Modeling) program, is an almost nominal additional charge to the AutoCAD program, so that is makes very little sense not to go for the whole enchilada. Revit requires hardware more powerful than many of us have currently been using in our offices — so that means that in addition to the programs there is the cost of new computers and possibly server to properly and efficiently run them. In addition, your consultants, be they site/civil, structural or MEPs engineers, must have the same platform and version as you to coordinate your work and take advantage of the technical benefits that these programs do offer. The investment for education and time for the learning curve must be figured into the total cost of this formative conversion.

It has become clear that the IT component of our profession has evolved into an inescapable commercial enterprise, as has the growing LEED complex of certification and accreditation. These two demands on our performance in the profession are becoming more integrated with each other and we architects are inextricably bound to them.

There is often the proverbial silver lining in each dark cloud and happily there is one for this situation. Currently there is a tax credit for investment in business equipment and improvements for small businesses (at this time it is good thru 2010, but the Administration is talking about extending). So, there is assistance for this hefty investment in our future.

Our office has made the decision that in spite of the tough times, to commit the time and treasure in preparation for the coming good times which will come — they always have.

Fay Logan, AIA
SNS Architects & Engineers, PC
www.sns-arch-eng.com

Collaborating with a contractor that specializes in modular home construction, Studio 43D developed a series of concept houses to be features on his website. This provided the firm with exposure to a new market.

Richard Bednarczyk, Assoc. AIA
Studio 43D
Clifton, NJ
studio43d.com

The Peanut House
By Pereiras Architects Ubiquitous.
We were fortunate enough to have an amazing design team that included the homeowner, a young engineer. The home embraces the undulating landscape by a series of stone buttresses. It implements passive and other green concepts. It is an attempt to redefine home architecture, its space, and the living progressions there through. Rendering by our friends at Digital Vision.

Manuel J. Pereiras, AIA
Pereiras Architects Ubiquitous
Union City, NJ

The Metro-Stop Condominium in Hoboken is a (TOD) Transit Oriented Development located right on the Hudson Bergen Light Rail stop at 9th Street. This eleven story mixed-use building contains 113 condominiums, 51 parking spaces, and two retail spaces at grade.

Dean Marchetto, AIA, PP, CNU
Dean Marchetto Architects PC
Hoboken, NJ
www.DMarchitect.com

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THE POWER OF DESIGN
by Richard Farson

In The Power of Design, Richard Farson discusses how Design is a tool for use in reshaping the systemic institutional challenges in the global environment. He expresses the understanding that good Design can transform the world by correcting many difficulties in our communities, making an impact on deep-rooted dilemmas such as the ravages of poverty, the miserable state of the American education system, and the failure of criminal justice through the interplay of design, organization, and leadership. By introducing the concept of Metadesign - a transcendent level of design that seeks to rectify societal problems by addressing the needs of the end users, perhaps an architect’s version of Maslow’s Self-Actualization, he gives hope that if architects have the courage to tap into the unrealized potential of Design they can affect the future of Society.

“Designers already have the most important requirement, the one that most leaders and managers do not think about. They are already designers of situations, environments, organizations, relationships, and experiences. Design is the rubric of the future, not just in management but in every field because it is such a powerful determinant of human behavior and experience.”

Joyce Raspa, AIA, Esq.

Our client, the owner of a large business park has always sponsored an onsite restaurant run by a long time tenant. The owner decided to improve that facility for the enjoyment and appeal to the current and future tenants. The new facility is reusing a portion of an existing building which was built in the 1930’s, and is using many recycled materials for construction and finishes, and being designed for efficient MEPs operation. There is no intent to seek LEED certification, but we are working within the spirit of it to minimize environmental impact.

Helen Marie Logan, AIA
SNS Architects & Engineers, PC
www.sns-arch-eng.com

60 Unit Residential Building
West New York, New Jersey
PAU is proud of their largest project to date. This new structure will rise from the Palisades with dominating views of Manhattan. (Currently seeking approvals)

Manuel J. Pereiras, AIA
PAU Pereiras Architects Ubiquitous
Union City, NJ

I displayed my work at our local library, showing before and after, plans and photos of my residential work!

Maika van Bemmelen, AIA, LEED AP
Van Bemmelen Architecture LLC
www.vbamchitecture.com

This summer while on vacation... I attended a Boat and Home Show along the Maine coast. The show had several architectural firms – I chatted with each. I was asking about the state of business in the area and was always curious about the marketing techniques used. I noticed that at one booth an architect had a book for sale with small house plans depicted in various styles. It was well made and an interesting read. It had sections before the group of drawings that educated the client on the role of the architect and general advice for the future home owner. Thumbing through it I immediately recognized its value and in speaking with the architect she confirmed my impression. The booklet helps them narrow down the design aesthetic their client has in mind. Thus, it saves them time while simultaneously helping to promote their concepts. She noted that most clients who purchased the stock plans became bigger clients through modifications and grand plans. Brilliant.

I bought that book with the hope that it would inspire me to pursue self-publishing my own. Companies like Blurb (www.blurb.com) and Apple’s iPhoto can help you create your own book. With the advent of these resources you can control and create your own image and marketing.

Anthony Iovino, AIA, P.P., LEED AP
Arcan + Iovino Architects
www.aiarchs.com

Book Review:

THE POWER OF DESIGN

A completed LEED Platinum house in Hillsdale, NJ. The first LEED Platinum home in Bergen County NJ.

This House is 79% more efficient than a typical NEW house. LEED Platinum Certified home in Hillsdale, NJ — Beautiful Vernacular E-FAB design blends new home seamlessly into existing neighborhood and encourages others by demonstrating that sustainable design can mean a beautiful and comfortable home. This home contains 4 bedrooms, 2-1/2 baths, elevator, photo-voltaic panels, solar gain management, geothermal heating and air conditioning, L-E-D lighting, rain water capture and re-use, indigenous plantings, super-insulated found (R53), walls (R24), and roof construction (R60).

William J. Martin, R.A., AIA, P.P., LEED AP-H
WJM Architect
www.wjmarchitect.com

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William J. Martin, R.A., AIA, P.P., LEED AP-H
WJM Architect
www.wjmarchitect.com
I received the call for a submission to the Leagueline on my email and it started me thinking. For me this began as a more reflective experience of codifying my own concepts by reviewing my history during difficult times.

I am sure that each firm surviving this recession (construction depression) has their own method for marketing and garnering new commissions. Wondering about this for a few days, I began to compare this recession to others I have weathered during my 30 year practice. The statistics for our profession is shocking compared to past recessions.

I have talked to several colleagues in other states such as Minnesota, Florida, Georgia and California and find that universally 60 % or higher percent of the architects who are self employed have no work. It is a staggering statistic. It has been this way since late 2008.

So I thought about how my small firm survived. And more importantly to me is why my firm is back to a growth position in this still poor economy. In the beginning of this major downturn and for the first time in my history I needed to let people go. This was particularly difficult for me. I have a great staff and I appreciate all they do to keep this office moving forward. Also difficult was the need to cut back benefits, salaries, etc. The same requirements I asked my staff to do I did as well. We needed to work faster and harder and yet maintain the quality of our product.

While attending Pratt Institute at night I began my professional service in 1966 working for a man who was a selfless giver. He not only mentored me for the 12 plus years I worked for him but was instrumental in urging me to start my own firm. He shared and taught me valuable lessons. Until 2008 I was still getting referrals from him. I also learned to keep diversified. Some firms like to specialize. I have found that to do all typologies of architecture helps one stay on top of the economic curve. If one area of architecture should slow the other areas of my practice will usually increase.

The value of diversity in projects is priceless to me. In my office I will (and have) designed basement bathroom in residences at the same time I was doing a pharmaceutical lab in the Virgin Islands for an engineering firm (they were the prime contract). The bathroom design led to the design of a cutting edge sailing ship for two hundred people that in turn took me and my wife on the maiden voyage out of NY harbor as a gift from the bathroom owner who happened to be the president of the cruise line.

Surely that is not the total secret to survival. Some is the “dumb luck” theory or being at the right place at the right time.

There are some basics to survival and success in this field:

• Be out there. Networking and social gatherings are a way to get your name exposed to many possible end users. I never tell people what I do. It seems too obvious to them. Many projects throughout the state and elsewhere have come from this non architectural work without request because people feel I am a dependable person to recommend.

• Join planning and zoning boards and be fair on them. Do not impose your design imprint on your peers who appear before you.

• Give good service. The former architect I worked for once told me you are no different, no better than the next architect other than the good service and honest effort you put into their project. He is so right.

• Do not lower your standards in bad economic times. Clients come to my office because of the quality of design but more importantly the quality of the finished product.

• Do not be afraid to walk away from a job that has “bad karma”. First instincts are usually correct.

• Do value your employees. They are an invaluable tool that your clients come to depend on. Be known for the high work ethic of you and your staff.

• Don’t depend on electronic social networks alone. They are a good source but a passive source.

• Share knowledge and contacts with your fellow architects. It often leads to a referral and new knowledge.

• Ask your peers questions and advice if you need help. The more we do this the stronger our network and profession will become.

• Expand your sphere of work. NCARB makes it easy to acquire licensing in most states. Look at your contacts beyond your state borders and start a dialog for future work. One needs to be careful how this is presented if you are not yet licensed in that state as many state statutes prohibit calling yourself an architect or offering services without the license in hand.

• Mine past contacts and clients. Bring them up to date with what you are doing. Let them know if you are expanding the area you want to work in or the types of projects you are looking for.

• When interviewing close the deal by asking for the project. Let them know you want it.

• Never use another project as an excuse for not getting to a project. The Client wants to believe their project has your full attention. They may not want to understand the dynamics.

So I could go on but you get the idea here. Don’t be an island. Don’t pigeon hole your practice. Work with your peers and think positive.

Positive thoughts will bring positive actions and reactions.

Scott F. Lurie, AIA
Scott F. Lurie, Architect
Oradell, NJ
www.sfarc.com

• Give back to your community. Among other efforts I have donated my time to a civic organization and helped a local parent’s group get a field house designed and erected for athletic uses. This work gets people to know my personal side of life as well as my good name is known in my town. Many projects throughout the state and elsewhere have come from this non architectural work without request because people feel I am a dependable person to recommend.

• New barrel vaults.

15 Mercedes Drive, Montvale, New Jersey
SNS originally designed 15 Mercedes Drive in the 1970’s. Its unique earth berm was a direct response to the then growing energy concerns.

Recently, we were retained to modernize the building. By freeing it from much of the earth berm we increased natural day lighting and articulated the possibility of multiple entrances through the new barrel vaults.

John M. Lignos, AIA, LEED AP
SNS Architects & Engineers, PC
www.sns-arch-eng.com

Research and Development Tax Credit for Architectural and Engineering Services

Recent headlines have announced President Obama’s request to Congress to approve a permanent Research and Development (R&D) Tax Credit for U.S. companies. The R&D tax credit was introduced in 1981 as a temporary credit and has been renewed 13 times since. The latest credit was in place through the year 2009, and has expired. The latest proposal would reinstate the credit for 2010 and make the credit permanent.

In 2001, the definition of R&D was revised creating a broader range of acceptable activities, including the design of unique buildings, systems, structures, etc. Architectural and engineering services qualify as being "technological in nature", and therefore, can qualify for the credit. The tax credit is developed based on a comparison of a base time period with current activity and can generate a credit calculated based on up to 6.5% of the applicable project labor expense. To qualify, a project must be a design and must be performed on a lump sum or fixed fee basis. Hourly contracts do not apply since time incurred is not considered at risk as each hour spent is considered to be paid for.

Engineering or Architectural reports or studies also do not qualify, nor do Construction administration services.

To develop the tax credit, one must evaluate each of their contracts to identify those involving a unique design, performed on a lump sum or fixed fee basis. Next, the actual labor expenses for the staff working on the design tasks must be determined. Additional information required includes current and past state and federal tax returns, employee wage information, employee time records by project, phase and date, and copies of contracts. By working closely with a tax consultant familiar with the R&D credit process and researching the above documentation, the potential exists to develop credits that equate to “found money”.

Ronald Panicucci, PE, LEED AP
LAN Associates
Midland Park, NJ
www.lan-nj.com

www.sns-arch-eng.com
MORE MODELS. MORE FEATURES. MORE OPTIONS THAN EVER. WE DON’T CALL IT THE **ULTIMATE CASEMENT COLLECTION** FOR NOTHING.

What is it that makes our most popular collection so ultimate? Is it the larger sizes with certified performance ratings? The industry’s most durable hardware? Or the versatility to tackle new construction, remodeling or replacement with headache-free installation? Chances are, it’s all of these plus the addition of our newest model, the Ultimate Push Out French Casement. The collection built entirely from your feedback just keeps getting, well, more ultimate.

Get a closer look at the Ultimate Casement when you visit our new [3D Product Viewer](http://www.marvin.com/3D) and register for the opportunity to design your own Marvin window or door. Marvin.com/3D

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As experts in our fields, we must pause now and then, raise our eyes and refocus on the horizon.

— Jim Heuer
President

Announcing A Revolutionary Concept In PL Insurance For NJ Architects:
A Choice.

When it comes to professional liability insurance, about the only choice available for architects has been "take it or leave it." With limited options available it's no wonder so many architects overpay for the coverage they know they need. Or worse, leave themselves exposed because adequate coverage is simply unaffordable.

But there is an alternative. Blue-chip professional liability coverage from a company that knows the profession. Since 1923, Fenner & Esler has been delivering the right amount of coverage and value to professionals and firms of all sizes. We're industry leaders in providing customized coverage plans for design professionals and related companies. We represent numerous "A" rated carriers and can provide coverage that's customized, competitive-and flexible. Even if you're in the middle of a multi-year policy, we'd be happy to provide a quote on the exact coverage you need.

Now there's only one choice for you to worry about: will you be contacting us by phone, fax or e-mail?

Call Timothy P. Esler, CPCU: Toll Free: 1-877-4NJ-ARCH • (201) 262-1200 • Fax: (201) 262-7810 467 Kinderkamack Road • Oradell, NJ 07649 • E-mail: tesler@fenner-esler.com
Windows are a reflection of style and a reflection of luxury. Make the best possible statement with Ply Gem Windows Mira Premium Series. Designed with exquisite craftsmanship and one-of-a-kind details, it can help you bring your unique vision to life. And, because it's a Ply Gem Windows product, you can take comfort in knowing that it's built with energy efficiency and long lasting quality in mind.

ALNNJ announces Scholarships Awards

The winners of the 2010 ALNNJ Scholarship Awards are:

Michael Middleton
The Architects League Scholarship
New Jersey Institute of Technology  (Class of 2013)

Richard Wells
Clarence Tabor Memorial Award
New Jersey Institute of Technology  (Class of 2011)

Steven Young
Albert O. Halsey Memorial Award
Temple University (Class of 2013)

Special Thanks to Richard Bettini, AIA and Scott F. Lurie, AIA, ALNNJ Scholarship Committee.

East Coast Green, September 16 & 17, Bally’s Atlantic City

AIA NJ’s East Coast Green Conference and Design Day held at Bally’s in Atlantic City had an inspiring array of sustainability lectures from the keynote address by William Reed on regeneration and the closing speech by Robert F. Kennedy, Jr. on the public commitment to environmental conservation. At the event it was announced that Stacey Ruhle Klesich has won the AIA NJ Distinguished Service award, and Frank Cunha III has won the Resident of the Year award. Congratulations to both of our honored League members, and all of the award recipients.

2010 AIA NJ Award Recipients: Stacey Ruhle Klesich, Distinguished Service; Regional Director David Del Vecchio, Architect of the Year; and Frank Cunha III, Resident of the Year.

ALNNJ Trip to Garrison NY
Saturday June 27, 2010

Our day started with a guided tour of Rhineish folly, Castle Rock by the caretaker/local historian, followed by a guided tour of Russell Wright’s Design Center - Manitoga, beautifully evolved landscape from a rock quarry and home-studio built into the rock. Late afternoon found the group at the pre-revolutionary mansion - Boscobel and its gardens. After a great picnic dinner overlooking West Point, as the sunset, we watched a performance of Taming of the Shrew by the Hudson Valley Shakespeare Festival. It was a GREAT day. Sorry you weren’t all there.

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June Meeting Acknowledges 25 Year Members

At the June joint meeting with ALNNJ & Newark/Suburban, Futurist David Zach gave an interesting presentation on “design” trends and traditions facing architects. There was a Special Award Presentation to the following League members in attendance that have been a member of AIA for 25 years or more (note that additional certificates will be awarded at future meetings or mailed to the recipient):

Mauro J. Cappotella, AIA; Carmine Di Tomasso, AIA; Michael Bengis, AIA; Ralph Rosenberg, AIA; Joseph S. Bianco, AIA; Ben P. Lee, AIA; George A. Held, AIA; John J. Gilchrist, AIA; Louis F. Brandt, AIA; Michael Kaybida Jr., AIA; Harry W. Kraus, AIA; Donald D. Turner, AIA; Ruth A. Bussacco, AIA; Laurence E. Parisi, AIA and John De Thomasis, AIA

ALNNJ 11th Annual Golf Outing

On July 12, 2010 The Architects League held its Eleventh Annual Golf Outing at the Apple Ridge Country Club in Mahwah, NJ. We had a large number of both architects and vendors turn out for the event – 185 golfers in total. The event raised $4,000 dollars for League Scholarships. The golf committee would like to thank all those members and vendors who attended and supported the event – especially, our Pella Girls, Donna Mikitan and Ellen Harmon, who worked the check-in desk and helped us bring in the largest 50/50 pot in League History. Our 50/50 winner was Greg Kumm of Prosurance who won $500 and promptly donated it all back to the League. Hope to see all of you next year.

A special thanks to the following vendors:
- Dinner Sponsor: LAN Associates EPAS, Inc.
- Lunch Sponsor: Pella Windows and Doors
- Cocktail Hour: Kitchen Kaboodle
- Hole-in-one: Stone Source

Door Prizes:
- Michael Helebian, PBA Engineering, P.C., Diener Brick Company and Aerotek

Pella’s beautiful Mahogany, Alder, Douglas Fir and Pine windows and doors have the amazing ability to turn estimates into sales. That’s The Power Of Yellow.*

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Pella Windows & Doors
West Caldwell, NJ
(973) 575.0120
pella.com/pro
## New Members

The League is pleased to announce their newest members:

- Mohammad Shama, AIA
- Haeryun Yoon, Associate AIA
- New Allied Member: John Stewart - i Level By Weyerhaeuser

The League welcomes you and looks forward to your involvement and participation. Please make a point of introducing yourself at the League’s next dinner meeting or event.

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## Milestones

- **Amy Hummerstone**, AIA recently passed the LEED AP exam.
- **John M. Scott**, AIA and his wife Elisabeth recently welcomed a baby boy, John Trevor Scott. He was born on Sunday, July 18th at 7:11am, weighing in at 8 lbs. 8 oz. Both Mommy and baby are doing fine.

- **Thomas Edward Torricelli**, 87, AIA-PE, Architect-Professional Engineer from Woodcliff Lake, N.J. is the recipient of the Lion’s Club Lifetime Achievement Award, Melvin Jones Fellow.

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## Events

### Recommendations:

- **BIG BANG**
  - at the Met Rooftop Garden
  - thru October 31
  - [metmuseum.org](http://www.metmuseum.org)

- **Central Park in the Fall**
  - Boathouse Restaurant on the Lake, Bethesda Fountain recently restored

- **Stone Mill**
  - Visit Dec. 2 - 5, 10 am - 4 pm
  - [nybg.org/stone_mill.php](http://www.nybg.org/stone_mill.php)

### New York Botanical Garden

- **The New York Botanical Garden visit the old Stone Mill built in 1840 by the Lorillard family.**
  - [nybg.org/stone_mill.php](http://www.nybg.org/stone_mill.php)

### Architects League of Northern New Jersey Calendar of Events 2010

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<td>[APRIL]</td>
<td>A Reciprocal Relationship Between Food and Design <a href="http://www.cooperunion.edu">The Cooper Union</a> thru Apr. 9</td>
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<td>[<a href="http://www.njbg.org/thru">www.njbg.org/thru</a> November 30](<a href="http://www.njbg.org/thru">http://www.njbg.org/thru</a> November 30)</td>
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<td><a href="http://www.bergenpac.org">www.bergenpac.org</a></td>
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## Interact with other Members online:

- **TWITTER**
  - [www.twitter.com/ALNNJ](http://twitter.com/ALNNJ)
- **FACEBOOK**
  - [www.facebook.com/ALNNJ](http://facebook.com/ALNNJ)
- **FLICKR**
  - [www.flickr.com/groups/alnnj](http://flickr.com/groups/alnnj)

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**Special Event**

- **Installation Dinner**
  - Incoming President Ben Lee
  - January 15, 2011
  - Call Music School
  - Montclair State University
Joyce Raspa, AIA, Esq.
ATTORNEY AT LAW
Admitted to the New Jersey and New York Bar Association

Construction, Real Estate, Contracts, Collections, Wills/Estates, Municipal and Personal Injury Law

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