Hello fellow League members; as I come to the end of my term as your president, I would like to thank you all for your encouragement and support. I was told by many people, including past presidents of the League, that the time would go fast, and it has certainly felt that way. More importantly, they also advised that I enjoy the time I would have as president, and although it has kept me quite busy at times, I have enjoyed this past year very much.

We started the year with six new trustees, all eager to join in and help to create some wonderful programs and events for this year and planning for the future. We also started the year by completing our second round of component accreditation as part of the AIA initiative to provide all members with core services. With our re-accreditation the League is in good standing to 2022.

In July, the League participated in a multi-industry networking barbecue at Reno’s Appliance in Paterson. This event gave our members the opportunity to meet with builders and renovators, interior designers and kitchen and bath industry associates. This event was the first time that the League attended this yearly event, although it won’t be the last, as our members who attended praised the opportunity to network across professions.

Recently, we conducted a membership drive, encouraging fellow architects in our area to join the League. Through the experience that we gained, we feel that, with coordination with AIA National, we can make this an ongoing effort.

Also in November, we made a request to you, our members, to let us know if you have the desire to serve on a local municipal zoning, planning or historic review board. We are contacting the municipalities to pass along your names so they will know that they have members of their communities who are knowledgeable and eager to serve. Our willingness to participate to make our communities better is embedded in our decision to become architects, and to join the League.

As I step down, I invite you to join me in welcoming Matt Fink who will be our president in 2020. Thank you Matt for stepping up, and you have our encouragement and support.

Todd M. Hause, AIA
ALNNJ President 2019

Hello to my fellow Architects League members. As the 2020 Incoming President, let me begin by thanking the countless individuals that have supported me throughout my years with ALNNJ. I am grateful for the continuous guidance, inspiration, and leadership provided by Todd Hause, Past Presidents, Board Trustees, EPIC Emerging Professionals, and League members. I am proud to say that through these years, we have become more than professional acquaintances sharing the same credentials but, reliable friends and a trustworthy support system.

As we enter 2020, the Architects League of Northern New Jersey has begun planning a variety of new events alongside traditional favorites. We have an array of inspirational dinner meetings, our annual tradeshow providing educational and networking opportunities, and our 21st annual golf outing to support our scholarship efforts. This year’s conference on architecture will be held May 14-16 in Los Angeles, California, bringing together professionals from across the country to listen, share, and engage on a multitude of topics and trends. We also look forward to continuing our involvement with EPIC, highlighting and engaging the emerging professional population throughout the year. Coinciding with our emerging professionals efforts, we are proud to continue to provide scholarships and award the new Diane and Ben Lee Design Education grant to help grow and support the next generation of great architects.

Through these events and efforts, we aim to continue excelling in services for our members, boasting creativity and camaraderie, while also producing educational content for the benefit of the profession, as well as, the greater community. I look forward to serving and engaging with the members for another successful year.

Matthew A. Fink, AIA
ALNNJ President 2020

Leagueline

Leagueline is also available online: www.alnnj.org

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Whenever our Leagueline team is considering a topic for this publication we always consider how the subject impacts our members. While the subject of retirement or selling a business may not immediately appeal to a younger member, it should. The decisions of a company's leaders have a direct impact to each and every staff member regardless of his or her experience level. With that, I believe that this subject helps to round out the knowledge we should all have regarding our profession.

Recently, one of our chapter’s larger companies had closed shop virtually overnight. This really struck me, I could not help but think about their staff. As a business owner myself I wonder how a company gets to that point and the circumstances of such an event. It drove me to research this topic for both the Leagueline and my own company’s needs. Office transitions, as they are known, come in varying approaches. In the briefest terms they are:

**EXTERNAL TRANSITIONS:** selling to others outside of the company or a merger  
**INTERNAL TRANSITIONS:** promoting from within or an Employees Stock Ownership Plan (ESOP)  
**CLOSURE:** shutting the doors and selling any assets remaining

There are many other terms to understand and I can’t begin to explain them all. Links to reference materials for a deeper dive into the subject matter are found later in this issue. As well, there are several companies who specialize in mergers and acquisitions of A/E firms. I reached out to Stonemill Partners during my research and found their take on the timing of such transitions interesting. Since it appears to take a few years to complete, their recommendation is to begin the process while your company is healthy and busy, rather than in distress or too close to your target retirement age. They provided a summary of their timeline which we reprinted here with their permission.

As you read this issue, I would ask that if you have something to contribute or would like us to explore a topic, please write to us. Better yet, get involved. The team that produces this Leagueline are members like you. We find the time to compose these issues out of a passion for our profession and as a benefit to you. You can only benefit from participating in your own professional development.
YOUR TRANSITION PLAN MIGHT NEED TO START NOW

Everyone wants to know the trick to successfully selling a business or executing well on any exit strategy. Is it assembling a team of the best advisors, building a huge backlog or having a strong second tier of leaders? Those things are great, but the secret to successfully selling a business is to actually PLAN. When talking to firm owners, partners and principals, we often hear that they are planning a transition or a sale of their business, “…in 4 or 5 years.” Our response is, if that is the case, you should start the transition/selling process now.

Consider the following timing:

- Once engaged, working with an M&A firm like us starts with a valuation. After that a marketing package is prepared. A target marketing plan is then prepared, and we are ready to hit the market representing the business for sale. Prospective buyers are then identified.
- Once prospective buyers are identified, the initial conversation happens between the selling owner and prospective buyer. More conversation and face-to-face visits take place, information is reviewed, and next steps are identified.
- At this point the buyer is in a position to submit a Letter of Intent (LOI) to purchase. Once accepted by the seller, a period of due diligence opens up and lasts 60 to 75 days, agreements are prepared and finalized and closing then takes place, transferring ownership and monies.
- The timing of what I just described is anywhere from 9 to 16 months.
- Add to this a 2 to 3 year transition period where the selling owner stays on with the newly formed company and you arrive at a 3 to 5 year time frame where total transition takes place.

Based on this, if your time frame objective of completing a transition is 3 to 5 years away, then the time to start the transition process is now, especially with current market conditions and other factors favoring sellers.

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OWNERSHIP TRANSITION

Joel Ives, AIA

When I was asked to write an article about ownership transition and/or retirement, I first thought that Leagueline had asked the wrong person, even though my New Jersey architectural license is dated October 1972.

I guess I subscribe to the Gilbert Seltzer School of architectural practice! In case you don’t know, Gil at age 105 has an office in West Orange, N.J. and is probably the oldest practicing architect in the country. I worked with Gil in the late 1960’s while I was employed by the U.S. Corps of Engineers and Gil was an architectural consultant.

It’s hard to summarize this topic in a few words but, my observation is that architectural firms, often with talented charismatic principals, appear on the scene with outstanding buildings, and gain success in our difficult profession but, at some point in time there is always a choice for the organization to fade away or, to evolve.

Early in my career, I worked for Emory Roth & Sons, one of the largest architectural firms in NYC at the time, they no longer exist! I also worked for Smith Smith Haines Lundberg and Waehler, they were established in 1885 and evolved to become HLB, currently one the major architectural firms in the country. Two of the largest architectural firms in New Jersey during a good part of my career were The Hillier Group and Frank Grad & Sons. These firms no longer exist although Bob Hillier who had built one of the largest architectural firms in the world with 300 design professionals has reinvented his practice and now leads a highly regarded boutique firm, Studio Hillier.

An interesting aspect about being in architectural practice so long is that I often get inquiries and referrals for new commissions as a result of projects that I completed 25 or even 35 years ago while leading “The Ives Group, Architects/Planners.” I recently received a call about a department store that I designed in Alabama more than 40 years ago while my firm was “Joel Ives AIA Architect.” When I search Google Earth for some of the projects I designed around the country, I am dismayed that some of the structures that I was so proud of at the time they were built, no longer exist. So, my recent visit to the Acropolis in Greece was reassuring since it was built about 2500 years ago. However, it also made me think that I still have a love of architectural history and design that has continued through the years.

So, my advice to architects who love their profession is not to retire. Keep at it as long as possible. Embrace new technologies and only work with honorable people you like, trust and respect. Surround yourself with a talented and impassioned staff and with licensed colleagues who can continue if you can’t.

And, choose your clients carefully! If you want a guideline on “Ownership Transition” turn to the Architects Handbook of Professional Practice.

Otherwise, I would point out that research has clearly shown that brain function declines rapidly as soon as people stop working.

It has been said that architects don’t really mature until they are in their 50’s. Frank Lloyd Wright worked up until he was 91. I.M. Pei worked into his 90’s. Frank Gehry is currently age 90 and is going strong.

So, my conclusion may not be what was expected for this this issue of Leagueline on “Ownership Transition.” I am suggesting that you should not retire if architecture is still fulfilling for you and, you still have a passion to design buildings. I for one am currently creating better architecture now, than all the successes in the past.
Satchel Paige was a baseball pitcher and a Negro League legend. He played baseball in the majors into his 50’s, longer than anyone in history. He said, “I ain’t ever had a job, I just always played baseball.” I sometimes think of this quote when people ask about the jobs I’ve had during my lifetime. Adjusting the words, I respond, “I just always was an architect.”

As the owner(s) of your firm, a sale or merger is an opportunity to “leverage” the managerial, financial and marketing resources of a larger firm to help you grow or expand into different markets if that is a goal. A merger or direct buy-out with a larger partner would enable your firm to continue providing quality design services without being limited by its capital or human resources.

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One of the most important things that you must show to a potential buyer is a track record with a “loyal” client base and projects that have been successfully realized. Those that have been given recognition and awards will be most appealing and will provide you with an edge.

The basic process you need to address is:

**Financial Due Diligence**
You and your team must provide a complete financial evaluation and summary of your gross and net service revenues for at least 5 years. This should be prepared by an independent audit and accounting firm, not by your usual accountant (he/she should review). This financial summary will provide historical information about the firm focusing on total assets and total liabilities, as well as revenue growth over the examined period, which establishes your dollar value of the acquiring firm.

**Firm Due Diligence and Strengths**
You should prepare a detailed list of the firm’s key strengths such as recognitions, awards, publications and articles about the firm. The list should outline that the firm has a presence in the community, state and or region. The list should include the experience of you as the principal(s), noting your design talent, marketing skills, as well as the technical team and the management team who is responsible for the daily operations. You should also identify the IT systems you are using to deliver projects as well as management tools geared to financial data. These are extremely important to the potential buyer and will be key in their decision process.

**Legal Due Diligence**
Once you have prepared all the items as outlined above, you should engage the services of an attorney with mergers and acquisition experience. Have your attorney review what you have prepared and have them offer comments regarding your position strategy prior to contacting a consultant to assist you with the merger and acquisition process.

**Confidential Memorandum**
Once your attorney has provided comments, all your information should be prepared in a brochure type format with good graphics and professional photographs of your best projects. That material will appeal to potential purchasers. Once you have this information in a presentable format, contact an experienced architectural merger and acquisition consultant who can review your information, reshape and modify it so that it is more marketable. This consultant can then assist you with identifying buyers with genuine interest. Once a potential buyer is identified, you and your consultant will be required to spend many hours to research if your culture is compatible with their culture. You will need to investigate their financial condition, most important for you their standing in the profession, their values and other mutual interests.

Spend time with the buyer in a social environment, speak to their clients (if possible) and definitely meet with their key staff team. You can learn a great deal from this type of interaction, to alleviate potential risks and to insure high rewards. Once you have done all your homework, ask them to prepare a preliminary purchase agreement for you and your attorney to review. Let the negotiating games begin.

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**A PERSPECTIVE ON MY FIRM’S TRANSITION**

Martin Santini, FAIA

Starting in 2005, I went through the arduous process of looking toward my future in our profession. After countless hours of research and discussions with other architect principals who went through the same experience, I decided to engage the services of a consulting firm specializing in A&E mergers and acquisitions. (By the way, they cost a bundle.) It was a long and complex process to experience and more complex and time consuming after my consultant provided me with three firms who were very interested in a merger.

Acquiring or selling a professional firm, understanding the merger process, and facing the reality of your firm’s dollar value are extremely complex. This could be stressful yet potentially rewarding if handled properly.

As in the real estate game “location” has always had great impact on a project’s success. The same is true in presenting your firm to a potential buyer is a real estate game “location” has always had great impact on a project’s success. The same is true in presenting your firm to a potential buyer.

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**IT WAS A LONG AND COMPLEX PROCESS**
Passing on ownership of a full-service architecture firm upon retirement presents a unique set of challenges. The value of your firm cannot be calculated by tallying up the worth of inventory in a warehouse, or by determining what the number of units moved last year can predict for the future. You are also not simply selling your firm’s brand like some turnkey franchise where the correct name on the sign will guarantee a steady stream of customers. Of course, company financials are the major factor in a sale, but if you want to know if a full-service architectural firm will retain its value after an ownership transition, you should look to the goodwill you are passing on.

Goodwill is an intangible business asset defined as the difference between the fair market value of a company’s assets and the market price or asking price for the overall company. In an architecture firm this includes your existing clients, your existing relationships, and your reputation. The continued trust of your client base, the perception of value lost due to the owner’s departure, and your ability to ensure a smooth transition will determine if the goodwill attributed can successfully be passed on.

As a 36-year veteran at a single firm, with a 20% stake in my company, and 25 years of ownership under my belt, I have seen ownership transitions play out every which way in the architecture and engineering industry. As the CEO and Treasurer of LAN Associates, a full-service architecture and engineering firm, I have invested considerable time studying ownership transition and have gone to countless seminars to hear experts speak on the subject.

Let’s take a look at your business ownership transition plan (BOTP) options for when you retire. You can sell to another firm in a planned merger or asset acquisition. You can also have no plan, other than to quickly close up shop, maybe selling your name to another firm. Lastly, you can sell internally.

LAN acquired two businesses as a result of closing shops. One was the result of a death and the second was after a retirement with no succession plan for continuing business. Both were basically fire sales. LAN purchased the files and a chance that calls to the former business for services would now come to it. This is the type of sale you should avoid. As the seller, you are offering little value and your potential buyers know it.

Another option is a well-planned merger or acquisition. It may get you the most value in terms of dollars, but you may be leaving behind a less valuable operation. If you are the founder of a firm, it’s your baby and it should mean a lot to you. You may be retiring, but you probably wish to see the firm continue to grow and be successful.

If you sell to a competitor or equity company, the company may or may not retain its goodwill value, but what you leave behind will not be what you spent your life building. Your employees will suddenly find themselves working for new owners looking to capture the best return for their investment. Odds are they will be looking at every dollar and every hour spent very carefully, weeding out redundancies in the merged entities. Your dedicated employees will be left in an uncertain situation, and this unwelcome change could lead to a high attrition rate.

The factors that determine your goodwill value are also directly attributed to your company’s unique corporate culture. Your repeat clients come to you because they like the way your company operates. If you sell your company to the highest bidder, it may no longer operate the same way. Clients may quickly realize that while they may still recognize the company name, the staff and operation of the company may well be unrecognizable.

If you want a BOTP in place, and you are not going to sell externally, you are left with option three, selling internally. The most valuable lessons I have learned on the issue were imparted to me from LAN Associates founder John A. Lacz. His BOTP was in place well in advance of his retirement and he included his successors at every step. This left the company he built set up for future success.

So how and when do I get started on an ownership transition plan? As soon as possible. Retirement should be the point at which you are completing your BOTP, not the time to start thinking about it. If you want to implement a plan that leaves behind a stable operation to the next generation of leaders within your company, the transition needs to take place over a period of at least ten years.

As an owner, you can’t have an “I own it and it’s all mine” attitude or you’ll hit a brick wall at the end of the game. You need to recognize that you’ll only get the best value out of your ownership by starting to let go early in the process. This will lead to firm growth and expansion while you own a decreasing piece of a growing pie. If the entire valuation of the firm is focused on you as the primary company asset, what value is left when you are no longer there? The most important factor in an internal transition is selecting the right individual(s) to follow in your footsteps. Not only must they have the technical requirements, but the entrepreneurial, business and management acumen to lead a firm.

Finding the right people can be tough. Many professionals are incredible from a technical perspective, but ask yourself, do they have the traits necessary to network with potential clients? Can they market and sell company services? Can they write proposals, send invoices and chase down accounts receivable? Managing a company isn’t just delivering designs by a deadline. It’s making sure a proper contract is in place, getting the job done in the time allotted within budget and without margin erosion, making sure the job gets invoiced, and most of all, making sure the money gets collected. Without those qualities, the practice will die off.

If some in the firm have the qualities to be potential future owners and they have expressed interest, you need to let them see behind the curtain. Mentor them in the business aspects of the practice and let them join in managing the finances. Guide them towards taking more responsibility, so that one day they can take the ultimate responsibility of running and guiding the company.

Once you know who you are going to pass the company to, you need to establish value. I read a study that 67% of business owners think they know what their company is worth, yet two-thirds would like to talk to an expert about a valuation. Most business owners think they know their company worth but realize independent verification is important. My advice is in line with that. I say, make sure your books are in order, then open up those books to an objective professional. Obtaining a professional valuation will go a long way in reaching an agreement with a prospective buyer.

“There are so many hurdles in creating a successful ownership transition plan, but a first step is really reaching an agreeable value that is supported by the cash flow of the firm,” says David S. Cohen, Esq., ASA, Managing Director of Matheson Financial Advisors, Inc. Having heard many speak on the topic at a variety of seminars, David is a standout and is worth talking to. “A number that is affordable for the buyers and works for the sellers to reach their retirement goals helps to create the trust and foundation for the overall program,” says
Cohen when speaking about valuation and ownership transition planning.
If you are going to sell internally, remember a young and upcoming future owner will most likely have expenses like student loans, mortgages, children, tuition, weddings, etc. They won’t have much disposable income, so the only way they could consider buying in is by spreading payments out over time. Their livelihood from the firm is the only place they can come up with money to buy in.

A way of creating an affordable plan is to distribute more of the firm’s profits to them so that they can use this to purchase shares. As an owner, you have to use money that you could otherwise take as income and give it to your planned successor who will give it right back to you to acquire shares. This may seem like a tough pill to swallow unless you recognize the impact their work has on your profits and firm value.

Lastly, a large firm that could afford it might use Employees Stock Ownership Plans (ESOP). An ESOP is typically established to facilitate succession planning in a closely held company by giving employees the chance to buy or earn stock or options to own or purchase upon an exit event. Without getting into the technical weeds here, an ESOP gives workers an ownership stake in the company which encourages them to do what’s best for it.

The key to an ownership transition plan is that everyone involved benefits. You as the owner benefit because what you built survives after you are gone, and your employees inherit what they have helped you build.

**TRANSITIONING OWNERSHIP FOR DESIGN PROFESSIONALS/ LIABILITY CONSIDERATION**

As Owners of Design firms approach traditional retirement age, Ownership transition, and equity extraction begins to dominate a Principals thought. Along with these points, how to deal with continuing personal liability, which unfortunately doesn’t retire with you, must be addressed.

Whether, you are simply closing a firm, retiring, or fortunate enough to sell the practice, the professional liability of Principals will remain. The liability will apply to your entire body of work, with little or no relief from statutes of limitation.

To make good decisions of how to deal with this liability, there will need to be an understanding of how Professional Liability Insurance policies work.

**CLAIMS-MADE POLICIES**

A Professional Liability policy is underwritten using a “claims-made” policy form. This means that for coverage to be available, a policy must be in-force at the time that the offending services were performed, AND, a policy must be in force at the time the claim is first made. This is a simple concept for a practicing firm that maintains Professional Liability insurance but becomes complicated when a firm or Principal ends a practice. It can be many years between providing services and having a claim against those services. When there is a claim, the insurance company will apply the following test to verify coverage, Was a policy in-force at the time the services were performed, Is a policy in-force now. If NO is an answer to either question, no coverage will be available.

**HOW DO I INSURE A PRACTICE THAT I AM NO LONGER OPERATING**

When a practice is no longer operating the issue becomes maintaining an in-force policy. In the short term this is achieved by simply allowing a policy to run to its natural expiration date, and then securing a renewal of that policy for several more years. This plan however will not be the best method from a total cost standpoint. The best method requires planning, and will involve a combination of Standard Policies, and Tail Policies. A plan must start by identifying the number of years that significant exposure exists for claims from previous services. Statistically, more than 90% of claims occur within five years from date of services. A good plan will be to secure coverage for a period that extends to five years from your last date of service. Provided that there are no new services provided during this five-year term, this five year coverage period can be achieved with a combination of standard policies, and a “Tail Policy”.

**TAIL POLICY OR PRIOR ACTS POLICY**

This policy provides coverage for previous services only, and no coverage for ongoing services, (performed after the effective date of the Tail Policy). Tail policies can be purchased for 1, 3, or 5 years, and some insurers in some states allow “unlimited” tail coverage (Not available in N.J.). The cost of a Tail Policy is fixed, and expressed as a percentage of the cost of the expiring Standard policy. The cost schedule will be identified in your Standard policy. These are typically: 1 year 100%, 3 years 225%, 5 years 350%.

**A GOOD PLAN**

The cost of insurance in a Standard Policy will be based predominately on your fees from the previous year. Most practices begin to wind down as you approach retirement. Aware of the methodology in calculating the cost of a Tail policy, one can develop a plan that achieves Five years of coverage through a combination of Standard and Tail policies. As the cost of the Standard policy decreases with less activity (billings), you purchase the Standard policy for perhaps two years. At that point you move into a three-year Tail, which will be 350% of a smaller Standard policy premium. This plan will be dramatically less expensive than purchasing a five-year tail immediately following a shutdown of your practice.

Of course, every practice is unique and other factors will influence a plan that works best for your circumstances. Firms that are sold or acquired by another firm will have better options for continuing coverage. Albeit, Buyers and Sellers will have different perspective on what works best for each. Working on the Plan well in advance of retirement, and knowing the ground rules, will pay huge dividends in the total cost of continuation of Liability.

Greg Kumm Sr., Principal Risk Strategies Company gkumm@risk-strategies.com

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**HELPFUL RESOURCES**

- The AIA (Book version) Architect’s Handbook of Professional Practice, 15e
- Mergers and Acquisitions Consultants and Resources [https://stonemillpartners.com/resources/articles/](https://stonemillpartners.com/resources/articles/)
- [https://www.neumannassociates.com/glossary.cfm](https://www.neumannassociates.com/glossary.cfm)
- [https://www.dmconsultingseminars.com/](https://www.dmconsultingseminars.com/)
- [http://acuityfsg.com/](http://acuityfsg.com/)

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Leagueline 1 Q 2020 The Quarterly Newsletter of the Architects League of Northern New Jersey
SCUFF-X® holds up to scuffs, stains and repeated cleaning, yielding reduced downtime, lower maintenance costs and pristine walls that continue to look freshly painted over time.

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Please remember to thank our Leagueline sponsors when you communicate with them.
Walking Tour

ALNNJ Fall 2019 Ted Kessler Tour:
Park Slope and Fort Greene Brooklyn

On Saturday, Oct 26th, the 13th Annual Ted Kessler Walking Tour, led by Joe David, followed a brand new route that connects Park Slope, Prospect Heights and Fort Greene in the heart of Brooklyn. Participants learned about landmarks including the Brooklyn Museum, Prospect Park and Barclays Center, walked some of the most beautiful residential streets in the city, and saw both rapidly changing neighborhoods and historic districts that seem lost in time. For those who missed it, the tour will be repeated in Spring 2020.

Ted Kessler was a longtime Architects League member well known for leading students and others on walking tours throughout Manhattan. The Ted Kessler Walking Tour remains a tribute to his memory and legacy.

Emerging Professionals

Special thank you to all the members and guests for joining us at the October membership meeting during Emerging Professionals month. We were treated to an outstanding Historic Preservation and Addition Design charrette story presented by Sohith Perera, AIA, of CetraRuddy. The new Porcelanosa flagship store is coming together with delightful results.

Thank you to the whole team at the Porcelanosa Paramus Showroom for making this event possible and one of our most popular every year!

Lego Night

Members of ALNNJ and AIA-NJ were pleased to be judges at the 30th Annual Lego Night, hosted by the Hasbrouck Heights Public Library. Invited by Kate Senedzuk, the Youth Services Librarian, the evening’s judges were Thomas J. Mesuk, Ruchi Dhar, Chris Dougherty, Cheryl Fothergill, Fabian Karcic, Steven Lazarus, and Bill Martin. Congratulations to all the young participants!

The Diane and Ben Lee K-12 Education Fund

This year, the Architects League began a new grant program, The Diane and Ben Lee K-12 Education Fund, which provides grants to schools, teachers, groups or individuals actively pursuing design curriculum in their school or educational entity that directly benefits New Jersey K-12 students. We are pleased to announce that we will be awarding a grant of $2,500 to Philip Giambri of Vineland, New Jersey. Philip teaches architecture and design at Vineland South High School and plans on using the grant money to purchase a tabletop 3D laser cutter to help his cad students build models of their projects.

Tri-States Event

On October 17 -20, Architects from New Jersey, New York and Pennsylvania convened at the Capital Center in Albany for the Tri-States convention. Modeled after the national convention, this event provided networking, continuing education, tours, exhibitions and design awards. Held every other year, Tri-States will be hosted by New Jersey in 2021.

Arthur L. Davis Lecture Series

On Thursday November 21, 2019, ALNNJ presented the Arthur L. Davis Lecture Series featuring Malcolm Holzman, FAIA, an award winning architect with Holzman Moss Bottino Architecture that has successfully completed commissions in over 30 states with buildings that are recognized for their evocative nature, technical vision and singular character of design excellence.

This year, the event was held at the ALNNJ member-designed Sheraton Mahwah. The event also served as our annual Spouses’ Night, and the annual Board election was also held. Congratulations to the newly-elected Board, and many thanks to all attendees.
The Architects League of Northern New Jersey is pleased to announce that member Gustavo Diez Presilla, Assoc. AIA, is a recipient of the 2019 Jason Pettigrew Memorial ARE Scholarship, awarded by the Architects Foundation. Gustavo emigrated from Cuba to the United States in 2007. He has been an employee with SNS Architects & Engineers, PC in Montvale for 8 years, where he completed the AXP program and is in the process of completing his licensing exams.

The Jason Pettigrew Memorial ARE Scholarship was established in 2004 by the AIA National Associates Committee, to honor the memory of their late friend and colleague, Jason Pettigrew, Associate AIA. The scholarship has been with the Architects Foundation since 2015.

New Members
ALNJJ is pleased to welcome the following New Members and Component Transfer:
Matthew Allison, Assoc. AIA
Anthony Ambrosio, Int'l. Assoc. AIA
Jessica Casero-Lopez, Assoc. AIA
Eli Cohn, Assoc. AIA
Tyler Ebert, Assoc. AIA
David Gazed, Assoc. AIA
Icelita Garcia, Assoc. AIA
Daniel Garcia, Assoc. AIA
Michael Hoehn, Assoc. AIA
Brendan Leadbetter, AIA
Samantha Pires, Assoc. AIA
Gabrielle Reding, Assoc. AIA
The Architects League looks forward to your involvement and participation. Please introduce yourself at the next meeting or event.

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