

## AIA MIDDLE PA CHAPTER NEWSLETTER

### *Important tips on Meeting Meal Etiquette*

### **But what do I do with the pit?**

Dee Columbus, Editor

Wolfing down your meal . . . speaking with your mouth full of food . . . using your knife to eat peas instead of your fork . . . wearing your napkin as a bib . . .

These conjure up amusing images that we all too often actually encounter when engaged in combining a meal with an important business meeting. Although most of these situations can be handled by using good ol' common sense and the instructions our parents gave as we were growing up, modern situations and technologies have presented even more opportunities to commit an unnecessary faux pas. To help us navigate these sometimes treacherous waters, the members and leaders of the Middle Chapter and the Pennsylvania Railroad Chapter CSI were invited "to dinner". We were then treated to an informative pre-



sentation by Ms. Lynne Breil, CSP, President of The Professional Edge, Inc. of York, PA. Ms. Breil walked us through a four course meal from soup to nuts — well, actually rolls of the candy "Smarties" that we used to practice our skills with chop sticks.

As we enjoyed each and every delicious offering, we received excellent direction from Ms. Breil in the proper utensils to use, how to signal to the wait staff when we are finished with a course, and what is NOT acceptable behavior or actions.

The bottom line was very clear — when you are meeting with a client or any professional person or group in a business setting, it's important to be cognizant of how we are presenting ourselves and our firms. Always be professional, don't over indulge, don't embarrass your guests, and never behave in a manner that would make your guests uncomfortable.

*Oh, and that pit??* Just casually remove it from your mouth with your fork and place it on your plate.



▲ Typical place setting for a business meal

◀ Ms. Lynne Breil of The Professional Edge, explains the proper use of a soup spoon during an excellent presentation for etiquette during business meeting meals.

- 1 Proper Business Meal Etiquette**
- 2 Message From the President**
- 3 Business Cents**
- 7 For the good of the Order**
- 7 AIAS Attend National Forum**
- 8 Obituary, Cliff Hayes**
- 9 Obituary, William Harry Ealer**



▲ Ms. Breil answers questions posed by members during dinner.

## NEXT MID POINTS

Deadline for articles and information for the next newsletter is:

**April 24, 2008**

Please contact Dee Columbus,  
Editor, [tdta2000@comcast.net](mailto:tdta2000@comcast.net)

## STAY CONNECTED

Please send new member information and any changes and/or additions in your contact information including email addresses to:

David E. Reasinger, Associate AIA  
Pennsylvania State University  
1113 Physical Plant Building  
University Park, PA 16802  
P: 814.863.3868  
F: 814.865.3737  
[der19@psu.edu](mailto:der19@psu.edu)

## WWW.AIAMIDDLEPA.ORG

Please be sure to visit the AIA Middle PA Chapter website to view the following:

- Chapter Officers
- Calendars
- Newsletter Archive
- Executive Committee Minutes
- Membership Information
- AIA Links
- Sponsorship and Advertising
- Mission Statement
- Project Photos

## Message From the President

Rick Cyman, AIA

Greetings, I would like to thank all those members who have completed the Chapter Surveys; so far, over 30 individuals have offered up their thoughts. We will be compiling the results soon, so if you wish to have your voice heard, please make an effort to get those back to us right away. It is our plan to highlight the results in the May Newsletter.

During the first week of February (4<sup>th</sup> - 7<sup>th</sup>), Dave Macharola and I attended the Grassroots Conference in Washington DC. While there, we learned that AIA National has developed a pro-active and bipartisan plan known as "Rebuild and Renew." The primary components of this plan include:

- Support for public projects that are "shovel ready" and those that can be built within the next 18 months. In addition, the AIA would like to see the Energy Efficient Tax Deduction increased from \$1.80 to \$3.00 per sq. ft.
- Promotion of healthy and safe communities through transportation funding. In particular, the AIA supports well-designed transportation projects that promote economic development, congestion relief, sustainability, and livable and walkable communities.
- Elimination of the retainage rule that allows federal agencies to withhold 10% of the Architects fee until the end of the project.
- Health Care Reform.

If you would like additional information on these topics, feel free to give me a call or visit the AIA National Website and search for "Rebuild and Renew." This is what your PAC monies are going to support, so if you don't agree with these positions or you think other issues are more relative, don't be afraid to speak up.

In an effort to provide more opportunities for members to receive continuing education credits, we are organizing several luncheons with material suppliers. These seminars are free of charge and provide up to three learning units. Also, you don't have to attend the entire event, you can come for as little or as much as your schedule allows. The first luncheon is scheduled for March 18<sup>th</sup> starting at 11:00 am.

In other news, our Bedford County Habitat for Humanity project is off to a good start—so far, we have raised over \$10,000 in cash donations plus many material and labor donations. It is our hope to be underway this summer, but we are still waiting on the Habitat for Humanity Board in Bedford County to identify a host family and property. However, this project is still intended to be a summer chapter activity.

As with many organizations, we are always in need of volunteers; so, if you are interested in becoming more involved with the chapter, even if on a limited basis, give me a call. Hope to see you at the next meeting.

Regards,

Rick

## AIA Associates Corner — 2009 Links

### **Seth H. Wentz, Associate AIA**

AIA PA Regional Associate Director

lscdesign

swentz@lscdesign.com

### **Position Open**

AIA PA Associate Director

### **David E. Reasinger Assoc. AIA**

PA Associate Committee Member

der19@psu.edu

### **Arthur Sheffield**

PA Coordinator, Intern Development Program (IDP)

idp@aia.org

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## **BUSINESS**

### **CENTS:**

Occasional comments on the business of design by J. Richard Fruth, AIA

What are you doing to get repeat business? My daughter moved from Centre County to Pittsburgh this summer using two realtors, the first on the selling side and the second on the buying side.

She sold her house quickly in Centre County and then with much more work found an affordable house in suburban Pittsburgh close to where our son-in-law would be working. It was interesting hearing her compare the two agents who handled each sale. The first agent returned calls, knew the market and seemed to be a step ahead of her at each stage of the selling process. There was a contract on the house in 10 days.

On the buying side, the agent knew the geography, important in Pittsburgh with its hills, hollows and congested highways, but was not on top of the inventory. It seemed that our daughter found more properties on the internet to go and see than the agent. And other properties that the agent claimed were not available turned out to be available.

Closing is always stressful; again the selling agent seemed to be on top of all the paperwork while closing for the purchase was a last minute rush.

The cherry on the top was this past holiday season. One of the signs of the season is the tax forms coming in the mail [Happy Holidays from the IRS]. In her mail was a copy of the sales contract from the selling agent with a note; 'thought you might want this in case you can't find the papers after the move, Happy Holidays.' From the buying agent, nothing, not even a Holiday thank you again card.

No wonder that our daughter has used the Centre County agent three different times, buying two houses and selling one house. That is repeat business.

The Business Cent: After you do that great design, remember your customer with a follow up thank you or better yet a piece of information about the project which they just might be able to use. One idea is to deliver your organized file copy of the shop drawings after the conclusion of the one year warranty period. It just might get you a chance for some repeat business.

# AIA Middle Pennsylvania

## COMPLIMENTARY CONTINUING EDUCATION LUNCHEON

(NO COST)

Earn up to 3 HSW Learning Units

**March 18, 2009**

**10:45am—2:30pm**

Please join us for a workshop showcasing the following providers:

**Pella® Windows, DSA Tile, & Continental Cast Stone.**

As a participant, you will be able to earn up to 3 HSW learning units.

Location: Sheetz Store Development Conference Room  
Sheetz Warehouse  
351 Sheetz Way  
Claysburg, PA 16625

### Schedule of Events:

10:45 am—11:00 am	Arrival
11:00 am—12:00 pm	Pella® Windows
12:00 pm—12:30 pm	Lunch provided by Sheetz, Inc.
12:30 pm—1:30 pm	DSA Ceramic Tile
1:30 pm—2:30 pm	Continental Cast Stone
2:30 pm	Adjourn

### Directions from I-99 South/US-220 South

Take the Sprout/King Exit (Exit #15)

Coming off the Exit, you will bear to the Right onto Appalachian Trwy/Old US-220

Proceed Straight until you come to a Signal Light (approx. 1.1 miles), you will turn Left here onto Quarry Road.

Proceed Straight until you come to another Signal Light (approx. 500 feet)

Proceed Straight, go down a slight hill and across the railroad tracks - follow the road until it ends at the Sheetz Warehouse, park around back.

**Note:** Next Complimentary Continuing Education Luncheon is scheduled for **May 13th** in State College.  
More details to come...



To reserve your seat, please contact:  
Tyne Replogle @ 814-947-5366 or [treplogl@sheetz.com](mailto:treplogl@sheetz.com)  
> > RSVP by Wednesday, March 11, 2009 < <

**Watch for details on the next in our series of Continuing Education luncheons**

**Next Event: May 13, 2009, in State College**





## AIA Middle Pennsylvania

### INTERESTED IN A GUIDED TOUR?



Photo from: <http://www.dsl.psu.edu/>

PLEASE JOIN THE AIA MIDDLE CHAPTER &  
**TIM HARTUNG, PARTNER, FAIA, POLSHEK PARTNERSHIP**  
ON THURSDAY, MARCH 26, 2009 @ 5:00PM

**Tim will provide a few opening remarks in Room 114 of  
the new law building before starting the tour.**

**Space is limited to the first 25 participants who RSVP, so let us  
know if you would like to attend by Friday, March 13th.**



Photo from: <http://www.dsl.psu.edu/>

To reserve your space, please contact:

Tyne Replogle @ 814-947-5366 or [treplogl@sheetz.com](mailto:treplogl@sheetz.com)

RSVP by Friday, March 13, 2009



# LEED 2009 Update / Applications and Changes to the LEED Rating System

Featuring:

**Aurora Sharrard, PhD, LEED AP**  
Research Manager, GBA

**April 23, 2009**

Marzoni's

165 Patchway Road  
Duncansville, Pa  
16635

Price - \$25  
Dinner & Speaker  
6-7 PM

Reserve via email:  
Tim Hoffman, AIA  
thoffman@eadsarchitects.com



## **Aurora Sharrard, Speaker**

### **AIA / ASHRAE / GBA Joint Meeting**

Ms. Aurora Sharrard manages all of the Green Building Alliance's (GBA's) research projects, most notably the Product Innovation Grants for the Green Building Products Initiative, and focuses on green labels, certifications, and life cycle assessment. She also manages the DASH (Database for Analyzing Sustainable and High Performance Buildings) program, a national effort to create a building metric database for real estate, operational, and occupant-related building metrics. Ms. Sharrard also assists with facilitation of the Pittsburgh Climate Initiative and, upon occasion, provides technical support to Pittsburgh green building projects.

Ms. Sharrard holds a Master's and Ph.D. in Civil and Environmental Engineering with an emphasis in Green Design from Carnegie Mellon University. She also holds a bachelor's degree in Civil Engineering from Tulane University. Prior to entering graduate school, Ms. Sharrard was a geotechnical engineer in Greater New Orleans.



◀ The last joint meeting of the PRRChapter CSI and the AIA was an opportunity for present and past presidents from the organizations to get together.

Pictured here from left to right are: Brian Hayes, AIA, Mike Leichleitner, PRRC CSI, Rick Cyman, AIA, Jared McKnight, AIAS, Toby Roberts, AIA, Fred Fernsler, AIA, and Thomas Columbus, AIA.

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## ***For the Good of the Order***

Comments on the Profession of Architecture by Tom Columbus, AIA

Architects in Pennsylvania require constant involvement in our Commonwealth's Government. We have different avenues to make ourselves heard (PAC, Licensure Board, etc.). One avenue which goes directly to the pith of our recognized existence, the protection of the health, safety, and welfare of building occupants, is through the Government's recently established UCC Advisory Council. The Council advises on proposed legislation that will make UCC changes and reviews the three-year cyclical changes for any unreasonableness to Pennsylvania structures. Although no veto power exists, the Council's opinions will weigh heavily on legislation affecting the UCC. Use this avenue through our Middle Chapter member, Dallas Miller, when you see the need in your practice.

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## **Penn State AIAS Attend National FORUM**

At the February meeting of the Middle Chapter, the Penn State chapter of AIAS, represented by the following officers: Jared McKnight, President, Bryan Heritage, Vice President, Kendra Matusiak, Treasurer, and Greg Curran, Secretary, presented a recap of their experience at the 2008 AIAS FORUM in Denver, Colorado. President McKnight said, "I think the biggest thing about our trip to the conference is that we got to experience AIAS at the national Level." FORUM, held during winter break, offered the four students an opportunity to participate in conferences, round-tables, discussions, lectures, and networking, and most important was the ability to interact with other student leaders from

across the country. The opportunity to hear keynote speakers, Paul Polak and Alfred Von Bachmayr, availed all in attendance to hear from nationally known professionals discuss designing for every-day people and energy efficient, green architecture.

Mr. McKnight concluded with, "... (we) are so thankful that the AIA Middle Chapter was willing to sponsor us so we could attend the AIAS FORUM in Denver."



▲ Officers of the Penn State Chapter of AIAS go through their presentation of their activities at the AIAS Forum in Denver, Colorado

*Obituary*

## **Cliff Hayes AIA, Chapter Founder Passes Away**

Cliff Hayes, a retired partner of Hayes Large Architects, passed away on January 19 at Garvey Manor Nursing Home, Our Lady of the Alleghenies, Hollidaysburg, Pa. His obituary appeared in the Altoona Mirror on January 22.

Cliff was born in Ridgway, PA and graduated from Centennial High School in Ridgway. After service in the Navy he continued his education at Carnegie Institute of Technology in Pittsburgh. During that time he was employed by the Pittsburgh architects, Hoffman and Crumpton. In 1954, after graduation at Carnegie Tech, Cliff moved to Altoona and began working at Hunter Caldwell and Campbell [now Hayes Large Architects]. Cliff spent his entire architectural career at the Altoona architectural firm. In a follow up article by the Altoona Mirror on January 23, Cliff was praised by former co-workers as a good boss who liked to have fun but was all work at the office. He was admired for his work capacity including the reputation that he had for turning out a school design a week during his early years at the firm. At his retirement, Cliff was a senior partner and General Manager of the Altoona firm that by then, through his initiative, had offices in Harrisburg and Pittsburgh.

In 1985 Cliff, Herb Wheeler and John Haas began an effort to start a chapter in central Pennsylvania between Pittsburgh and Harrisburg. AIA Middle Pennsylvania came into existence as a result of that work.

Cliff is survived by his wife Mary and his four children, their spouses and eight grandchildren. Past President, Rick Karcher of Burt Hill, is Cliff's son-in-law and participated in the early discussions on the founding of the chapter.

The Chapter made a donation to Garvey Manor in Cliff's memory.

## **Governor Rendell Announces Appointment of DALLAS MILLER To Advisory Board**

**Dallas Miller** was one of 19 municipal officials, code officials, contractors, engineers, and architects appointed by Pennsylvania Governor Ed Rendell to the new Uniform Construction Code and Advisory Council. Mr. Miller's appointment is for 2 years.

The purpose of the council is

1) to review issues with the UCC or changes proposed by members of the General Assembly and make recommendations to the Governor, L&I, the legislature and ICC.

2) Review the triennial codes issued and notify the Department of Labor and Industry of any modified or new sections that should not be included in the UCC.

Congratulations to Dallas on this prestigious appointment. We know he will do an excellent job.



*Obituary*

## **William Harry Ealer**

Renaissance man, bon vivant, architect, teacher, community contributor, William Harry Ealer, who shared his wonder at the world's beauty with friends, students, colleagues and clients, died Saturday, February 14, 2009, at the Williamsport Hospital.

Born to Harry and Charlotte Mark Ealer on December 9, 1941, Bill was predeceased by his parents, sister Patricia Gross and aunt Grace Mark.

A registered architect, Bill, following completion of his education at Rensselaer Polytechnic Institute, worked with several local architectural firms, including the firm of Ealer and Sampsell. Beginning in 1965, he taught architecture at the Pennsylvania College of Technology, formerly Williamsport Area Community College, where he held the rank of assistant professor.

His expertise was put to good use on behalf of his community; he was a member of the Historical Architectural Review Board for the City of Williamsport, serving as its chair from 1976-1996. Other memberships include the Greater Williamsport Community Arts Council, the Roesen Committee, the Lycoming County Historical Society and the Williamsport Community Concert Association. Bill was a charter member of Preservation Williamsport. Additional memberships include the American Institute of Architects, the Victorian Society in America and the Pennsylvania Society of Architects.

Survivors include nephew Ryan (Jean) Gross and great nephews, Riley and William Gross, all of Bel Air, MD, and an aunt Katherine Ealer Geiger (Don).

Contributions in Bill's memory can be made to the William H. Ealer Scholarship Fund, in care of the Pennsylvania College of Technology Foundation, One College Ave., Williamsport, PA 17701.

Burial was in Wildwood Cemetery.

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