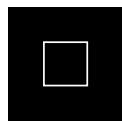


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Continuing Education courses and programs



IANH is providing many opportunities in 2009 for continuing education, and we are keeping the costs as low as possible.

Programs now open for registration at www.ianh.org/aia_events.asp include:

March 12, 5-9 pm: **IANH Chapter Meeting at the Children's Museum of New**



Bruce Hamilton AIA, Michael Morin AIA, and Mo Gagnon AIA, outside the Capitol Building, during the AIA Grassroots Conference, Feb. 2-4, 2009

Hampshire in Dover. The evening includes a tour of the museum, newly renovated and updated by ARQ Architects of Kittery, ME; a reception at Office Interiors, dinner at the Orchard Street Chop Shop, followed by a presentation by the architects and museum director. 2 AIA HSW/S CEUs. This event is sponsored by Office Interiors, www.officeinteriorsltd.com and Haworth, www.haworth.com.

March 17, 8 am-4 pm: The Jordan Institute and IANH present “**Energy Modeling, Energy Efficiency Strategies and Design for LEED/High Performance Buildings**,” at the Audubon Center, Concord. With leading Mechanical Engineer and Energy Modeler Bill Root and The Jordan Institute staff, we’ll explore:

- Designing the key components of a high performance building
- Modeling building designs’ energy use with simulation software
- Completing associated LEED online templates.

Live demonstrations of blower door testing and infra-red assessment will familiarize students with these fundamental tools which testing building shell performance and inform the design and construction process. 7 AIA HSW/S CEUs

March 26, 1-4 pm: “**All You Need to Know About Green Specifications**.” Which products are green,

Continued on page 10

Published by

AIA New Hampshire

with the Granite State

Landscape Architects

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The editors of the *NH Forum* seek to encourage a lively discussion of design and other topics of concern to designers. Opinions and proposals presented in the newsletter are those of the writers to whom they are attributed and are not a statement of official policy by AIANH, unless so stated.

Visit our website at www.aianh.org

Perspective

Point of view from the president of AIANH



**Bruce Hamilton AIA
President 2009**

More than 800 AIA leaders, including component presidents and president-elects, component executives, members of the National Board of Directors, Knowledge Community leaders, and staff participated in the 2009 AIA Grassroots Leadership and Legislative Conference in Washington, D.C., February 4-7. In at-

tendance from our AIANH Chapter: Carolyn Isaak, Michael Morin AIA, Mo Gagnon AIA, and myself. The attendees from across the U.S. came to the Nation's Capital to lobby Congress on critical issues. As the country continues to rapidly sink into a deeper recession, this effort presented a historic opportunity to reverse the slide and put the U.S. on a sustainable path to recovery. The conference also provided opportunities for continuing education, networking, advocacy, leadership skills, development, and knowledge sharing among members and groups within the AIA family.

The program and activities at this year's Grassroots were built around the words:

Vision, Influence, Action

Vision

Perhaps never in history have the talents, skills and ideas of the architecture profession been more urgently needed. Our dedication to healthy, sustainable, and beautiful places to live, work, and play have never more compelling. We must be visible as well as effective advocates for better schools, more affordable housing, better transportation, and infrastructure.

Influence

Achieving measurable results means tailoring an integrated approach in our local neighborhoods and communities in partnering with our volunteer leaders and our local officials to help make the vision of more vibrant and sustainable communities a reality.

Action

Influencing our volunteer and elected leadership is certainly one way to bring about a positive change. But our success will depend to a great degree on our own personal involvement and action in our local communities.



Sketch by Peter Kuttner FAIA,
NE Regional Director, AIA Board

On February 17th, President Obama signed into law a major economic recovery bill intended to create jobs and lessen the impact of the recession. This bill has many profound impacts on our profession, our communities in New Hampshire and across this nation, which have been so badly affected by the financial crisis.

Now that the economic stimulus bill is law, *Continued on page 14*

Young Architects' Forum

by Michael McKeown, Assoc. AIA



Changes in LEED Credentials

Currently there is a stir about, with all of the changes coming soon to the LEED Rating System and becoming a LEED Credentialled Professional...and for good reason. The U. S. Green Building Council (USGBC) is issuing new version(s) of the Rating System and making the credential process much harder very soon.

The USGBC will issue the new version, "LEED 2009" this March. This means that the new Reference Guides will become available; but do not worry, you still have a little time to test on the existing version. The deadline to register to test on the current version is March 31, 2009. This means that if you are planning to test on the current version you must visit the Green Building Certification Institute (GBCI) website and register to take the exam by this day. The last day that you will be able to actually take the exam is not yet determined, but many are estimating that the end of May seems probable.

A few reasons why you want to test before the new version comes out:

- **Number of exams:** There will be 2 exams required to become a LEED AP+ (see below for details).
- **Difficulty:** There are rumors that the current percentage pass rate of 34% will drop to 20%.
- **Less Fees:** The testing fees will possibly increase 150% to become a LEED AP+.
- **No Application Fees:** Currently the only fees you pay are for testing. This will soon change.
- **No LEED Project Requirements:** Currently you do not need to work on a LEED project to become an Accredited Professional. This will change as well.

For those of you who have passed the exam already, GOOD FOR YOU! Congratulations. You have three choices in retaining your Accreditation after the new version takes affect.

1. Do nothing. You will remain a LEED AP forever (listed below). Your name will remain in the Professional Directory and will not be given a specialty title.
2. Become a LEED AP+ by "enrolling in the new tiered system—i.e., agreeing to

the Credentialing Maintenance Program (CMP) and signing the Disciplinary Policy—and completing the prescriptive CMP requirements for the initial 2-year reporting period. Once you have enrolled in the new system, you can use one of the new specialty designations (O&M, BD&C, ID&C) after your name." (Highly Recommended) The specialty designations are: *BD & C-Building Design & Construction* *ID & C-Interior Design & Construction* *O & M - Operations & Maintenance*

3. Become a LEEP AP+ by passing one of the new specialty examinations; only part 2 of a LEED AP+ exam will be required if testing by June 2011. When applying for the exam you will need to sign the Disciplinary Policy and agree to CMP. You will need to complete the ongoing CMP for your designation and can use one of the new specialty designations (O&M, BD&C, ID&C) after your name."

Continued on page 8



Keep your options open. Our economy, your personal future, and your practice bring new challenges and rewards. Be prepared to take hold of those opportunities, by being ready for licensure. Get credit for your years of experience and report them now before they expire July 1, 2009 **(or July 1, 2010 if you already hold an NCARB record) with NCARB's IDP Six Month Rule.

The National Council of Architectural Registration Boards (NCARB) now requires all persons seeking licensure to report experience every six months.

Want to become a licensed architect and you have already started gaining experience?

Keep your options open for licensure and avoid duplicating years of work! Report your hours before they expire July 1, 2009** or July 1, 2010 if you already hold an NCARB record.

Firm Owners

When you are ready to retire will there be someone ready to take the helm of your practice? Ensure all your hard working employees do not lose the opportunity to count years of experience towards getting their license with the NCARB's new Six Month Rule effective July 1, 2009**

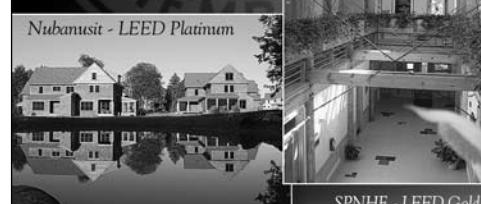
***Check with your local jurisdiction to see if there are any other rules that apply (i.e. reporting every four months). Allowances will be made for births, adoptions, military service, and serious medial illness, but you have to plan ahead. See NCARB's website, www.ncarb.org/, for details and call NCARB if you have any questions at 202-783-6500.*

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Job Opportunities Positions Wanted

Job listings and positions sought listings are on the AIANH website: www.aianh.org/jobs.asp. To submit an ad, please email ad text to office@aianh.org. Ads are free for AIANH members and \$80 for four months for non-members. Please include your contact information with your ad listing.

**Thank you to
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February 12
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Next Steps for the Design and Construction Community in NH

Participants at the February 12 AIANH Chapter Meeting brainstormed ways to use the 2030 Challenge Implementation Plan in your practice or firm



About 70 people gathered at the AIANH Chapter meeting on 12 Feb 2009 to enjoy the NH Audubon McLane Center setting, and hear Marc Rosenbaum share stories and photos of effective “Deep Energy Retrofit” practices. Kate Hartnett then set the stage with images of what life might be like in 2030 and led the group through a quick review of climate change science and the four goals for the evening:

- Demonstrate why 2030 Challenge is relevant
- Inspire those in the room to step up to 2030 challenge
- Give specifics on how to move your practice/firm into the 2030 process
- Provide practical next steps

She noted that by the year 2035, approximately 75% of the built structures in the U.S. will be either new or renovated. This transformation over the next 25-30 years represents a historic opportunity for the architecture and building community.

Paul Leveille described the metric of “Energy Use Intensity” (EUI), and how the 2030 Challenge Target table can help set performance goals. Participants then broke out into eight groups, and brainstormed more specifics of how to use the 2030 Challenge Implementation Plan in your practice or firm. Each point in the plan, with ideas, is summarized below:

(1) TELL WHY: Inform all partners, employees, consultants, and clients that the firm

has adopted The 2030 Challenge. Explain what The Challenge entails and why the firm has committed to its targets.

• Send series of emails to employees, clients, partners, consultants and use your website to explain your decision to adopt the 2030 Challenge, what it is, and why the firm is stepping up. Provide links for more information.

• Explain the role of buildings as using 50%-60% the energy in the U.S., and the opportunities to improve comfort and performance while reducing costs.

• Highlight the “big picture” triple bottom line of economic, environmental, and social benefits.

• Emphasize the multiple benefits of reducing:

– dependence on foreign oil and unfriendly countries

– wasted energy

– greenhouse gas emissions from building operations (heat/cool, light, ventilation, etc.)

– unnecessary use of natural resources

(2) DO IT DAILY: Establish energy-efficiency as a central tenet of your firm’s design philosophy. Require energy-wise practices in the firm’s day-to-day activities.

• You can manage what you measure. Set up an office checklist to:

– Pull/raise shades as needed

– Install programmable thermostats

– Eliminate phantom loads by using power

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strips on all plug loads, and be sure strips are shut off at night and on weekends.

- Shut off lights in unused rooms
- Put lights on occupancy sensors/install automatic dimmers
- Change out all light bulbs to at least CFL's if not LED's
- Track energy use monthly/annually and post results; investigate any anomalies.
- Do an energy audit with infrared and blower doors testing. Upgrade air sealing and insulation and test again. Commission your mechanicals.
- Take the time for efficient and effective space planning.
- Set an office policy that encourages car-pooling; establish a system that allows people to find out who else is traveling and can share rides.
- Allow telecommuting.
- Encourage walk/bike to work.
- Test/use four-day work weeks.
- Use laptops rather than desktop computers; minimize paper use.

(3) INTEGRATE w/WORK: Require that all employees become educated in the design of energy-efficient buildings. Outline energy-efficient design strategies, technologies, and opportunities for each project. Organize regularly scheduled meetings to discuss how this information can be applied to all projects.

- Require LEED accreditation.
- Know and publicize Energy Use Intensity (EUI) info for all completed projects.
- Use EnergyStar website as a resource for all projects.
- Arrange field trips to successful projects; discuss challenges and possible solutions as well.
- Always have an energy efficiency checklist in schematic design phase.
- Hold regular meetings based on design phase specs.

• Keep a current checklist for all project targets/goals throughout the project and after completion.

- Maintain an office file of case studies for reference; encourage all staff to contribute.
- Do an energy audit of your workspace/office and do energy upgrades.
- Do energy audits on selected projects and compare with EnergyStar standards.
- Encourage employees to upgrade their homes and measure results.
- Challenge/encourage clients to upgrade their homes and measure results.
- Use simple practices such as passive solar in all projects.
- Set regular meetings to share new ideas/experiences with other staff.
- List sustainability focus on business cards, stationery, and website
- Create office position as "2030 Steward" for the firm.

(4) ENGAGE CLIENTS: Engage clients in discussions relating to energy efficiency. Explain that reducing carbon emissions from the building sector is now a major focus for the firm and that the firm plans to incorporate cost-effective design strategies that should not increase the overall cost of the work. Provide a life-cycle cost analysis for each project and encourage clients to review those costs to ascertain the true cost of each project.

- Provide data to support cost savings in building operations.
- Share real examples and case studies of money saved.
- Do energy use monitoring of the existing building for comparison.
- Tell about successes.
- Obtain and publicize client energy use and costs.

(5) SHOWCASE: Establish a portfolio of the firm's work that highlights energy effi-

Continued on page 11

Study Opportunities

The **Boston Architectural College (BAC)** offers online sustainable design courses. The courses are part of the BAC's Sustainable Design Certificate Program, developed in partnership with BuildingGreen, Inc.

The Spring 2009 Second Session Courses run March 30-May 23. Instructors are building industry experts. All courses are online, instructor-led, interactive, asynchronous and limited to 15 students each. Eight-week courses can be taken at the undergraduate or graduate level and earn 1.5 credits. Most courses earn 24 AIA HSW Learning Units.

Learn more (and register) at www.the-bac.edu/green, or call 617.585.0101.

Yestermorrow Design/Build in Warren, VT, offers a full curriculum based on three scales of the design/build process: Whole Buildings and Communities (large scale), Materials, Methods and Building Systems (medium scale), and Architectural Craft and Woodworking (small scale).

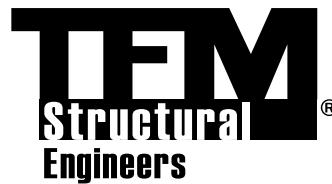
Courses are intensive and constantly engaging, challenging students to solve complex design problems through the integration of the design and construction processes. Instructors and staff consist of over one hundred professional architects, builders and artisans who come from across the nation. Go to www.yestermorrow.org for current course listings.



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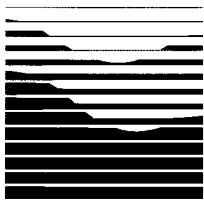


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How to Successfully Navigate Your Business through an Economic Downturn

By Terry H. Hill

An economic downturn is a phase of the business cycle in which the economy as a whole is in decline. This phase basically marks the end of the period of growth in the business cycle. Economic downturns are characterized by decreased levels of consumer purchases (especially of durable goods) and, subsequently, reduced levels of production by businesses.

While economic downturns are admittedly difficult, and are formidable obstacles to small businesses that are trying to survive and grow, an economic downturn can open up opportunities. A well-managed company can realize the opportunity to gain market share by taking customers away from their competitors. Resourceful entrepreneurs capture the available opportunities, from an economic downturn, by developing alternate methods of doing business that were never implemented during a prior growth period.

The challenge of successfully navigating your business through an economic downturn lies in the realignment of your business with current economic realities. Specifically, you, as the busi-

ness owner, need to renew a focus on your core clients/customers, reduce your operating expenses, conserve cash, and manage more proactively, rather than reactively, is paramount.

Here are best practices that will help you to successfully navigate your business through an economic downturn:

Goals:

The primary goal of any business owner is to survive the current economic downturn and to develop a leaner, more cost-effective and more efficient operation. The secondary goal is to grow the business even during this current economic downturn.

Objectives:

- Conserve cash.
- Protect assets.
- Reduce costs.
- Improve efficiencies.
- Grow customer base.

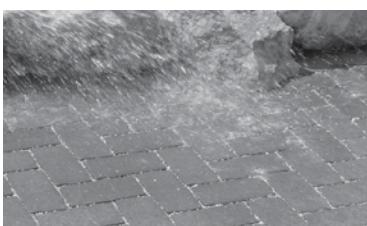
Required Action:

• Do not panic ... History shows that economic downturns do not last forever. Remain calm and act in a rational manner as you refocus your attention on resizing your company to the current economic conditions.

• Focus on what YOU can control ... Don't let the media's rhetoric concerning recessions and economic slowdown deter you from achieving business success. It's a trap! Why? Because the condition of the economy is beyond your control. Surviving economic downturns requires a focus on what you can control, i.e. your relevant business activities.

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• Communicate, communicate, and communicate! Beware of the pitfall of trying to do too much on your own. It is a difficult task indeed to survive and to grow your business solely with your own efforts. Solicit ideas and seek the help of other people (your employees, suppliers, lenders, customers, and advisors). Communicate honestly and consistently. Effective two-way communication is the key.

• Negotiate, negotiate, and negotiate! The value of a strong negotiation skill set cannot be overstated. Negotiating better deals and contracts is an absolute must for realigning and resizing your company to the current economic conditions. The key to success is not only knowing how to develop a win-win approach in negotiations with all parties, but also keeping in mind the fact that you want a favorable outcome for yourself too.

Recommended Best Practice Activities:

The Nuts and Bolts ... The following list of recommended best practice activities is critical for your business' survival and for its growth during an economic downturn. The actual financial health of your particular business, at the outset of the economic downturn, will dictate the priority and urgency of the implementation of the following best practice activities.

1. Diligently monitor your cash flow: Forecast your cash flow monthly to ensure that expenses and planned expenditures are in line with accounts receivable. Include cash flow statements into your monthly financial reporting. Project cash requirements three-to-six months in advance. The key is to know how to monitor, protect, control, and put cash to work.

2. Timely collection of your accounts receivable: This asset should be converted to cash as quickly as possible. Offer prompt payment discounts to encourage timely payments. Make changes in the terms of sale for slow paying customers (i.e. changing net 30 day terms to COD). Invoicing is an important part of your cash flow management. The first rule of invoicing is to do it as soon as possible after products are shipped and/or after services are delivered. Place an emphasis on reducing billing errors. Most customers delay payments because an invoice had errors, and therefore, will not pay until they receive a corrected copy. Email or fax your invoices to save on mailing time. Post the payments that you have received

and make deposits more frequently. The key is to develop an efficient collection system that generates timely payments and one that gives you advance warning of problems.

3. Re-focus your attention on your existing clients/customers: Make customer satisfaction your priority. A regular review of your customers' buying history and frequency of purchases can reveal some interesting facts about your customers' buying habits. Consider signing long-term contracts with your core clients/customers which will add to your security. Offer a discount for upfront cash payments. The key is to do what it takes to keep your current customers loyal.

4. Re-negotiate with your suppliers, lenders, and landlord:

i) Suppliers: Always keep your negotiations on the level of need, saying that your company has reviewed its cost structure and has determined that it needs to lower supplier costs. Tell the supplier that you value the relationship you have developed, but that you need to receive a cost reduction immediately. Ask your supplier for a lower material price, a longer payment cycle, and the elimination of finance charges. Also, see if you can buy material from them on a consignment basis. In return for their price concessions, be willing to agree to a long-term contract. Explore the idea of bartering as a form of payment.

ii) Lenders: Everything in business finance is negotiable and your relationship with a bank is no exception. The first step to successful renegotiations is to convince your lenders that you can ultimately payoff the renegotiated loan. You must point out to your lenders why it would be in their best interest to agree to a new arrangement. Showing them your business plan and your action plan that includes your cost-savings initiatives, along with "the how" and "the when" of the implementation of your plan is the best way to achieve this goal. Explain to them that you will need their cooperation to insure that you can survive, as well as, grow your business during the economic downturn. Negotiated items include: the rate of interest, the required security to cover the loan, and the beginning date for repayment. A beginning date for repayment could be immediate, within several months or as long as a year. The key is to realize that your lender will work with you, but that frequent and continual communications with them is critical.

iii) Landlord: Meet with your landlord. Explain your need to have them extend the term of your lease at a reduced cost. Make sure you have a clause in the lease agreement that entitles you to have the right to sublet any or all of the leased space.

6. Re-evaluate your staffing requirements: This is a very critical area. Salaries/wages are a major expense of doing business. Therefore, any reduction in the hours worked through work schedule changes, short-term layoffs or permanent layoffs has an immediate cost saving benefit. Most companies ramped up hiring new employees in the good times, only to find that they are currently overstaffed due to slow sales during the economic downturn. In terms of down-sizing your staff, be very careful not to reduce your staff to a level that forces you to skimp on customer service and quality. Consider the use of part-timers or the current trend of outsourcing certain functions to independent contractors.

7. Shop for better insurances rates: Get quotations from other insurance agents for comparable coverage to determine whether or not your present insurance carrier is competitive. Also, consider revising your coverage to reduce premium costs. The key is to have the right balance-to be adequately insured, but not under or over insured.

Continued on page 8



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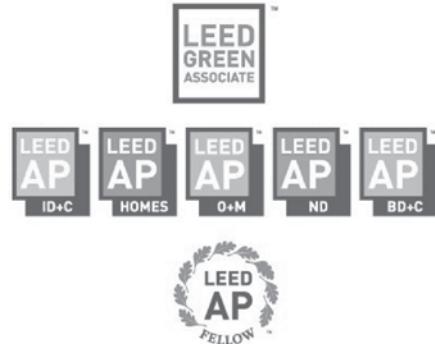
YOUNG ARCHITECTS FORUM

Continued from page 3

After the old version of LEED is completely phased out there will be four Types of LEED Credentials:

1. **Green Associates** – This tier is for people who plan to test after June 2009 and who “support the LEED rating system” but that will not need the in depth knowledge that it will take to get LEED buildings built.
2. **The LEED AP** – This is the tier (listed above) that people who have already passed the exam will automatically fall under and will require no further action. This, I believe, will also be referred to as a, “Legacy AP.”
3. **The LEED AP+** – This tier (listed above) “signifies an extraordinary depth of knowledge in green building practices and specialization in a particular field: Building Design & Construction, Operations & Maintenance, Interior Design & Construction, Homes, and Neighborhood Development.”
4. **The LEED AP Fellow** – This tier is for the LEED Elite. Exact requirements for this Credential are still being determined.

Here is a brief diagram of the new Credential Structure:



I'm sure that I did not answer all of your questions, as there is much too much information to cover in this article. For the answers to any other questions you may have please visit these very helpful websites:

Q & A Page from the GBCI website:
www.gbc.org/DisplayPage.aspx?CMSPageID=90#2.

GBCI chart describing the new Credential structure in greater detail: www.gbc.org/DisplayPage.aspx?CMSPageID=84.

Another very helpful site for future test takers: www.intheleed.com. ■

To comment feel free to e-mail: michael.mckeown@lbpa.com

NAVIGATE YOUR BUSINESS,

Cont'd from p. 7

8. Re-evaluate your advertising: Contrary to the other cost-cutting initiatives, evaluate the possibility of increasing your advertising expenditures. This tactic realizes the advantage of the reduced “noise” and congestion (fewer advertisers) in the marketplace. The downturn period is a great opportunity to increase brand awareness and create additional demand for your product/service offerings.

9. Seek the help of outside advisors: The use of an advisory board comprised of your CPA, attorney, and business consultant offers you objectivity and provides you with professional advice and guidance. Their collective experience in working with similar situations in past economic downturns is invaluable.

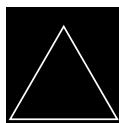
10. Review your other expenses: Target an across-the-board cost-cutting initiative of 10-15%. Attempt to eliminate unnecessary expenses. Tightening your belt in order to weather the downturn makes practical, financial sense.

Proactively managing your business through an economic downturn is an enormous challenge and is critical for your survival. However, through well-planned initiatives, an economic downturn can create tremendous opportunity for your company to gain greater market share. In order to take advantage of this growth opportunity, you must act quickly to implement the above best practices to continue realigning and resizing your company to the current economic conditions. ■

— Terry H. Hill is the founder and managing partner of Legacy Associates, Inc, a business consulting and advisory services firm. A veteran chief executive, Terry works directly with business owners of privately held companies on the issues and challenges that they face in each stage of their business life cycle. To find out how he can help you take your business to the next level, visit his site at www.legacyai.com

Architects Need to Respect Permanent Art Installations in Buildings

By Tim Sappington AIA, Councilor, NH State Council on the Arts



At a recent State Arts Council meeting we were joined by Dr. Lucille Jordan, President of the Nashua Community College, who came to formally apologize for the destruction of a tiled wall mural, *Tree and Birds*, by Judith Inglese, in the course of recent renovation work on one of their buildings. Among other commissions, Inglese has created murals for the National Park Zoo in Washington D.C.

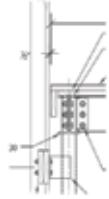
The site specific mural in Nashua had been sponsored in 1985 with public funds as a part of the state Percent for Art program. We had been made aware of this loss at an earlier meeting and had been shown a few salvaged, broken tiles that had been brought back to the Arts Council offices. We understood this to be the most egregious example of wanton destruction of public art as a by product of building demolition, but certainly not the only one.

Dr. Jordan was extremely apologetic and visibly shaken by the occurrence, and reviewed with us the significant steps she had taken since to sensitize both the students and faculty to public art in campus buildings. She has even started several new programs on campus related to art appreciation and indeed appeared to have made the subject one of her special causes. She then presented the NHSCA with a check for \$10,000 to offset the loss of the artwork to the State.

The councilors were most impressed with Dr. Jordan's efforts to make amends for the loss and her offers to work with us in the future.

Meanwhile, as the architect representative on the Council, I could not help but ask myself, how could the project architect (and I had indeed determined beforehand there was one) have allowed this to happen? To be fair, it was explained the school itself had become lax in the care and display of the work – I understand the former cafeteria had been turned into a gaming room with a pool table and pin ball games in front of the mural – but nevertheless with our training in aesthetics and art appreciation it was incomprehensible to me that an architect could have allowed such a thing to occur on his/her watch.

When queried by my fellow councilors on this point I had to confess being at a loss. But rather than focusing on the architect who was in charge of the project, we determined to use this case to make a plea for all architects who are involved in renovation work for public buildings to be sensitive to permanent art incorporated into the construction and to notify both the client and the State Arts Council before simply demolishing it. We can explore options for contacting the artist, if still alive, (as required by the 1990 Visual Artists Rights Act), moving the work, or if not practical it can at least be fully documented! ■



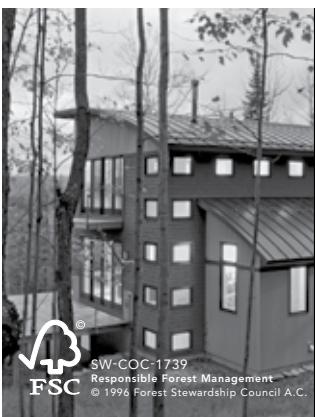
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Details...

TMS Architects was featured in two articles in the January/February 2009 issue of *Accent Home & Garden Magazine*, a publication covering New Hampshire, Maine and Northern Massachusetts.

The first piece, "Creating a Grand Entrance: The Transformation of the Music Hall Lobby", provides readers with a glimpse into the work that went into the startling changes to the recently unveiled theater lobby; a landmark in downtown Portsmouth.

"Growing Up In The City", tells the story of the renovation of an elegant brick colonial revival in Manchester.

UPCOMING PROGRAMS Cont'd from p. 1



Photo Courtesy of Icarus Films

greener, greenest? AIANH presents a workshop on sustainable products, standards, and guidelines with Mark Kalin, FAIA, FCSI, LEED AP, at the Audubon Center in Concord. **3 AIA HSW/S CEUs**

April 16-17: Sustainability for Building Renovation and Restoration, How do we combine the need to renovate and restore the worldwide existing and aging building stock – most of which is of cultural and historical relevance – with the introduction of innovative energy-saving and environmentally sound technologies? You can explore this topic while enjoying the sites and flavors of Torino, Italy, at this international conference presented by St. John International University in collaboration with AIA New Hampshire.

St. John International University is a new American free-standing university dedicated to the environment and sustainability. Its campus is in Vinovo-Torino, Italy, and it has a U.S. office in Concord, NH. **AIA HSW/S CEUS.**

April 23, 5-9 pm: Our annual tour of the Keene State College Architectural Studios followed by a screening of the acclaimed film, *Bird's Nest*. Many events for the Beijing 2008 Olympic Games took place in the brand new, 100,000-seat National Stadium. Design plans for this massive structure began in 2003,

when Swiss architects Jacques Herzog and Pierre de Meuron were selected by the Chinese government to design the new stadium. This film chronicles the five-year effort, as well as Herzog and de Meuron's design for a new city district in Jinhua, involving hotels, office, and residential buildings. Both projects involved complex and often difficult negotiations and communications between two cultures, two architectural traditions, and two political systems. *Bird's Nest* features interviews with Herzog and de Meuron and Chinese architects Ai Wei Wei and Yu Qiu Rong and explores how such international endeavors are helping to develop a "new tradition" in architecture. **AIA CEUS.**

Other AIANH educational programs in the works for 2009 are a tour of new buildings at UNH, our Annual House Tour featuring the Nubanusit Co-Housing Project, REVIT training, a visit to the AVA Art Gallery with AIA Vermont, and a tour of NHTI's planetarium and student center.

Also mark your calendars for the **October 2-4 AIA New England Regional Conference and Awards Program**, sponsored by AIANH in Portsmouth. Find the Awards Call for Entries on the website soon.

Continued next page

COMING PROGRAMS *Cont'd from p. 10*

Coming programs with The Jordan Institute include: LEED Commercial Interiors, LEED Commissioning, LEED Materials, Products, Technologies, an Introduction to LEED, a LEED Practice Exam, and LEED and High Performance Homes.

In addition to the AIANH-sponsored and co-sponsored programs, we also recommend:

– **BSA's Residential Design and Construction (RDC) convention and tradeshow at the Seaport World Trade Center, Boston, April 1-2.**

– **The Eastern States Building Officials Federation (ESBOF) Conference.** This is the ESBOF's 60th year of educational opportunities, and this year's conference marks two firsts: the first ever Green Building Conference, and the first time the conference will be held in the State of New Hampshire, **March 29-April 1**, at the University of New Hampshire, Durham. Registration forms at www.esbof.org.

– **The AIA Annual Convention in San Francisco, April 30-May 2,** www.aia.org/conferences/index.htm

Information for all programs at www.aianh.org/aia_events.asp. ■

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2030 CHALLENGE IN NH

Cont'd from p. 5

ciency. Demonstrate that the firm's designers are knowledgeable professionals, with regard to energy-efficient design, who can produce quality projects within an allotted budget that meets an agreed upon schedule.

- Highlight the portfolio on your web page, with consistent performance measures.
- Get all staff LEED AP accredited.
- Publish articles and case studies about project experiences in quest of energy efficiency with successes and challenges/solutions.
- Seek opportunities to speak at events about your experience.
- Continue and highlight training and education in high performance design.
- Arrange project tours.
- Identify and label high performance elements in your office; offer clients and others tours.
- Publish client feedback/testimonies about their experience.

(6) TEAM UP: Hire consultants and engineers who have adopted The 2030 Challenge and have a similar implementation plan within their firm. Approach every project with an energy focus and review the project for further energy reductions at every stage of development.

- Require a list of all projects on the 2030 Implementation schedule from all consultants and engineers.
- Hold visioning session with client, after describing the philosophy, options, and opportunities provided by joining 2030 Challenge.
- Incorporate 2030 goals, with benchmarks, in any project proposal and process.
- Don't allow yourself to give up because of initial resistance by subs, vendors, clients. Find a way to meet their objections by focusing on multiple benefits—i.e. increased comfort, reduced operating costs, positive PR, etc.
- Expect some challenges—i.e. problems with special materials being late or unfamiliar to subs, but hold to goal of improved performance.
- Take the time to do team-building exercises within your firm, and with consultants and subs.
- Find and hire experienced personnel to lead your office/team, and support staff gaining experience and training in high performance building.

Continued on page 15

Details...

Banwell Architects, PC of Lebanon, NH, was given a Citation Award in the Historic Preservation/Restoration Category for the AVA Gallery and Art Center in Lebanon, NH. The Jury thought that this project "really thought through the issues of sustainability and how to integrate it into the existing fabric. There are wonderful spaces and the architectural moves blend old and new without being cloy or superficial."

Banwell Architects along with **Trumbull Nelson Construction** completed this building in 2007 and the AVA Gallery was recently awarded LEED™ GOLD level Certification.



Phyllis L. Stibler ASID has been appointed to a three-year term as a Trustee of the New Hampshire Institute of Art. Ms. Stibler is president of Stibler Associates, LLC Space Planning and Interior Design, a consulting firm working with commercial clients nationwide.

The New Hampshire Institute of Art is the only independent college of art in New Hampshire and Vermont and is nationally accredited by the National Association of Schools of Art Design. The Institute of Art offers a Bachelor of Fine Arts degree along with non-credit continuing education and certificate programs. It is also the site of the AIANH Annual Awards Banquet!

Phyllis is a past board member of AIANH.



New Green Building Code Standard

The National Green Building Standard, known as ICC-700, was approved in January as an American National Standard. The new Standard provides guidance for safe and sustainable building practices for residential construction, including both new and renovated single-family to high-rise residential buildings. This is the first and only green standard that is consistent and coordinated with the Code Council's family of I-Codes and standards.

Code Council CEO Richard P. Weiland said, "In concert with energy codes such as the International Energy Conservation Code, and rating systems such as the LEED Green Building Rating System, Energy Star, the CHPS Criteria, Green Globes or similar programs, application of ICC-700 can contribute to greater energy, water and resource efficiency along with reduced long-term costs to consumers and to our planet."

The International Code Council and National Association of Home Builders developed the Standard with broad input from several thousand stakeholders representing the entire spectrum of the green building community.

The standard's rating system allows builders, designers and communities to choose the levels of high-performance green buildings that best suit their needs. Key provisions include:

- Land conservation
- Rainwater collection
- Construction of smaller homes to conserve resources
- Energy performance starting at 15% above the baseline requirements of the 2006 International Energy Conservation Code

• The use of low VOC (Volatile Organic Compound) materials and detached garages or carports to improve indoor environmental quality

• Homeowner education on proper maintenance and operation to maintain its green status throughout its life cycle

ICC-700 is available along with related ICC publications through the Code Council website at www.iccsafe.org/700.

Use Your AIA

*Randy Lavigne, Hon. AIA, Executive Director,
AIA Nevada / AIA Las Vegas*



How often have you seen an architect's name in the newspaper ... or heard one interviewed on radio ... and noticed that they did not use the "AIA" designation with their name? That "AIA" (and "Associate AIA") designation is a powerful asset for AIA members, and they should insist that it be used with their names anytime they are interviewed, quoted, acknowledged or involved in any public recognition. That "AIA" designation actually speaks volumes about who you are and what you stand for. It announces to the public that you are a licensed professional who upholds the highest standards of ethics and professional practice.

When you are called upon by the media.... whether it's an interview, to be quoted on a particular subject, or any civic involvement...

tell the writer, or announcer, or editor that the AIA designation must be included with your name. Don't be afraid to explain to them that the AIA designation is a professional recognition that helps the public to know and understand your professional qualifications as an architect.

Other professionals – doctors, attorneys, contractors – make this request and are very careful to include their professional designations with their names. So Use your AIA. It means you are a member of the American Institute of Architects and that you are dedicated to providing quality design, safeguarding the public, and improving the built environment. When you use that AIA after your name, you are not only proclaiming your own professional status and qualifications, you are also supporting and elevating the whole profession. ■

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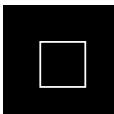
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New AIA Website

 The AIA is pleased to announce the launch of the redesigned AIA.org website. The new website has been developed with the voices and insights of AIA members, who spoke loud and clear about what was wanted and needed from the AIA's online resource. Part of a comprehensive Web strategy and field-tested design, the new website features easier navigation and an organization based on how architects said they used the website, plus a new, member-driven focus on content and

resources that architects said they want to enhance their careers or practices. The new site presents spotlights of members' careers and vast body of work, as well as the Architect's Knowledge Resource (AKR, formerly known as SOLOSO), a venue for members to share their knowledge and expertise. You can watch a two-minute introduction to the website from AIA Executive Vice President/CEO Christine McEntee, then explore the new www.AIA.org and let us know what you think. We'd love to hear from you. ■

Resources for the Stimulus Package and What It Means to You

 Funding for the new law will be distributed to federal, state, and local agencies. The AIA Government Advocacy team has developed resources for components and members to make sure the money is spent wisely and on ways to stimulate the design

and construction industries. Please check their website often (www.aia.org/advocacy/index.htm) because they will continue to update the resources for you as they become available. You can also refer to the Stimulus Resources for States, www.aia.org/advocacy/state/AIAB046265. ■



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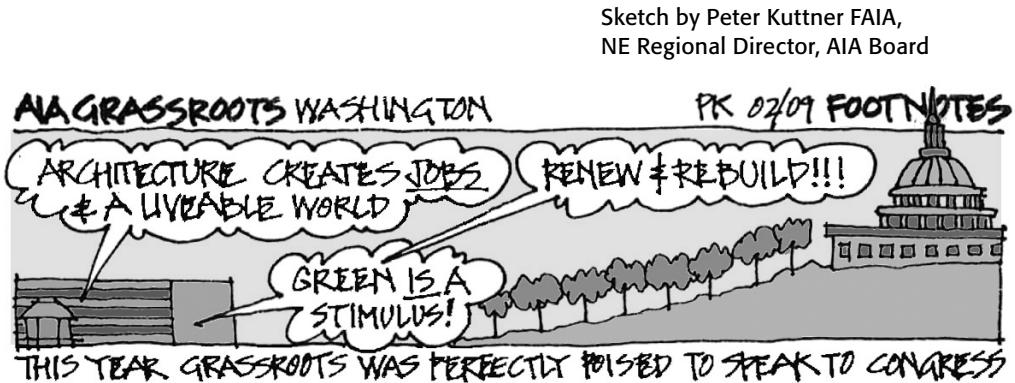
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Capitol Building Dome as seen through the new Visitor's Center.

Photo by Bruce Hamilton AIA



HAMILTON, Cont'd from p. 2

we must be ready to work closely with state and local officials to help them use these resources effectively. Our elected officials need the advice and counsel of architects to ensure that we do, in fact, build better.

Although the final bill signed into law does not include everything AIA asked for, it represents the largest federal investment in green, high-performance buildings in recent memory. Billions of dollars for each of the following areas are included in the bill:

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- Assistance to states and governments to

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• Supports for mass transit systems and construction and renovation of intermodal transit facilities to relieve congestion that is choking our communities.

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2030 CHALLENGE IN NH

Cont'd from p. 11

(7) SHARE MEASURES: Create a database that contains energy-consumption statistics for your projects. Include outside projects as a reference if your firm does not have a portfolio of energy-efficient work yet. Use this information as a tool to analyze strategies that work and those that may need improvement. Share this information with clients and collaborators. Include each completed project's energy achievements in the database.

- Collect and analyze utility and heat bills for electricity, gas, oil, water, etc.
- Compute btu/sf/yr for all projects
- Model with Rescheck/Home Energy Rating System (HERS) and set improved performance goals
- Do and provide post occupancy evaluation of all projects
- Use gauges, meters and submeters to measure electricity, water use

(8) VERIFY and DOCUMENT!: Verify that

your project meets The 2030 Challenge targets, either through a final energy-analysis or through post-occupancy measured consumption. Document this data for future reference and in the firm's portfolio to establish an energy priority.

- Self explanatory.

Kate closed the meeting by reviewing the meeting goals, and asked the audience to think about Marc's talk of deep energy retrofits, spend a little time exploring the 2030 website, and consider committing their firm to 2030 and signing up. She suggested using the eight step implementation plan and ideas above as a guide to get onto the 2030 ramp to net zero energy, increased comfort, and enhanced building performance.

Door prizes included a self-assessment quiz of your home energy use from The Jordan Institute (see insert) and 25 pound bags of bird seed donated to NH Audubon by TruValue. ■

QUICK HISTORY OF CLIMATE CHANGE SCIENCE

	<u>19th c</u>	<u>20th c</u>	<u>21st c</u>
WHAT'S HAPPENING?	∞ Arrhenius ∞ <i>Limits to Growth</i> (Japan Prize, 2009)	∞ IPCC (Nobel Prize, 2007)	∞ Inconvenient Truth (Nobel Prize, 2007)
HOW RESPOND?		∞ USGBC/LEED	∞ Architecture 2030 ∞ ACUPCC ∞ 1/20/09
WHY ACT?			∞ Impact Ethics (Rich vs. Poor) ∞ 350/300*
WHO ACTS?			∞ Buildings & Grounds (50%)* ∞ Transportation (25%) ∞ Industry (25%)

IPCC= Intergovernmental Panel on Climate Change

USGBC/LEED= US Green Building Council/Leadership in Energy and Environmental Design

ACUPCC = American College and University Presidents Climate Commitment

1/20/09= U.S. Presidential Inauguration

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Calendar of Events

March 12 AIANH Chapter Meeting: The Children's Museum of New Hampshire. 2 AIA HSW/S CEUs. Sponsored by **Office Interiors** and **Haworth**. www.aianh.org/aia_events.asp

March 14 Garden Lecture Series, Joe Eck and Wayne Winterrowd; Our Life in Gardens, 1pm; Tower Hill Botanic Garden, Boylston, MA, Education Department at 508-869-6111, ext. 124, or e-mail registrar@towerhillbg.org

March 17 Energy Modeling, Energy Efficiency Strategies and Design for LEED/High Performance Buildings, presented by the Jordan Institute and AIANH, 8 am-4 pm, Audubon Center, Concord, 7 AIA HSW/S CEUs, www.aianh.org/aia_events.asp

March 18 Designing for Water Conservation, 4:00 pm – 5:30 pm, SNHPC, 438 Dubuque Street, W. Manchester, Contact Sharon Wason 603-226-6020 for info and to register

March 19 Green Building Operation & Maintenance: The LEED Implementation Process, 7 AIA HSW/S CEUs. Information: www.MaineUSGBC.org

March 26 AIANH presents "Green Specifications: Sustainable Products, Standards and Guidelines" with Mark Kalin, FAIA, FCSI, LEED AP, 1-4 pm, Audubon Center, Registration and information, 3 AIA HSW/S CEUs, www.aianh.org/aia_events.asp

March 29-April 1 The Eastern States Building Officials Federation Green Building Conference, New England Center Hotel and Conference Center, University of New Hampshire, Durham, www.esbfo.org.

April 1-2 Residential Design and Construction (RDC), Seaport World Trade Center, Boston, two-day convention and tradeshow focusing on New England's residential design and construction industry, www.rdcBoston.com.

April 9 Architalk Lecture, Michael Van Valkenburgh, Professional Works, 6pm, Portland Museum of Art, Portland, ME, www.architalk.org/index.htm

April 16-17 Sustainability for Building Renovation and Restoration, Presented in conjunction with AIANH, St. John International University, Della Rovere Castle, Vinovo-Torino, Italy, www.sjiu.it, conferences @sjiu.it, AIA HSW/S CEUS

April 16 Architalk Lecture, Charles Walker, Zaha Hadid Architects, London, 6pm, Portland Museum of Art, Portland, ME, www.architalk.org/index.htm

April 23 AIANH Chapter Meeting at KSC: tour the architecture studios and view the film "Bird's Nest," about the design and building of the Beijing Olympic Stadium. www.aianh.org/aia_events.asp (Film info: <http://icarusfilms.com/new2008/nest.html>)

April 23 Architalk Lecture, Blaine Brownell, transstudio, St. Paul, MN, 6pm, Portland Museum of Art, Portland, ME, www.architalk.org/index.htm

April 25-29 2009 APA National Planning Conference, Minneapolis, www.planning.org/

April 30-May 2 AIA National Convention, San Francisco, www.aia.org/conferences/index.htm



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Photo of the Month



Atop Germany's Reichstag in Berlin. Photo by Jonathan Morin, son of Michael Morin AIA.

This photo was taken in the large glass dome that sits over the German Parliament building in Berlin. The dome was added to the 1894 structure after reunification and symbolizes transparency in government. It was designed by Sir Norman Foster and completed in 1999. In the dome are two opposing ramps, one for ascending, one for descending. At the top of the ramps is a mezzanine platform for resting and viewing Berlin's skyline. This photo is taken from the mezzanine looking down at the mirrored cone that helps to direct daylight down into the parliament building. The Morin family toured a vibrant and energetic city of Berlin in August of 2008 with their son Jonathan acting as guide. Jonathan is a senior test engineer for a computer network testing company in Berlin, EANTC, European Advanced Network Testing Center. He moved to Berlin in 2008, seven months after graduating from UNH with a degree in Computer Science. He loves Berlin and is currently living in the section called Mitte, a part of what was formerly known as East Berlin.

Do you have an interesting photo? Why not send us one of your photos for print? 300 dpi jpegs, approximately 4 x 6 inches, BW or color. Send along a title, brief caption if you like, and your name, to office@aianh.org.