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Perspective

UPCOMING EVENTS

NJASA/NJSBA Annual Spring Conference
 Atlantic City, NJ 5/11 - 5/13

MD/DC ASBO Annual Spring Conference
 Ocean City, MD 5/22 - 5/25

CEFPI 82nd Annual Conference
 San Antonio, TX 9/30 - 10/3

International Parking Conference & Expo
 Fort Lauderdale, FL 5/22 - 5/25

Neocon World's Trade Fair
 Chicago, IL 6/13 - 6/15

NPA 54th Annual Convention & Expo
 Miami, FL 10/16 - 10/19

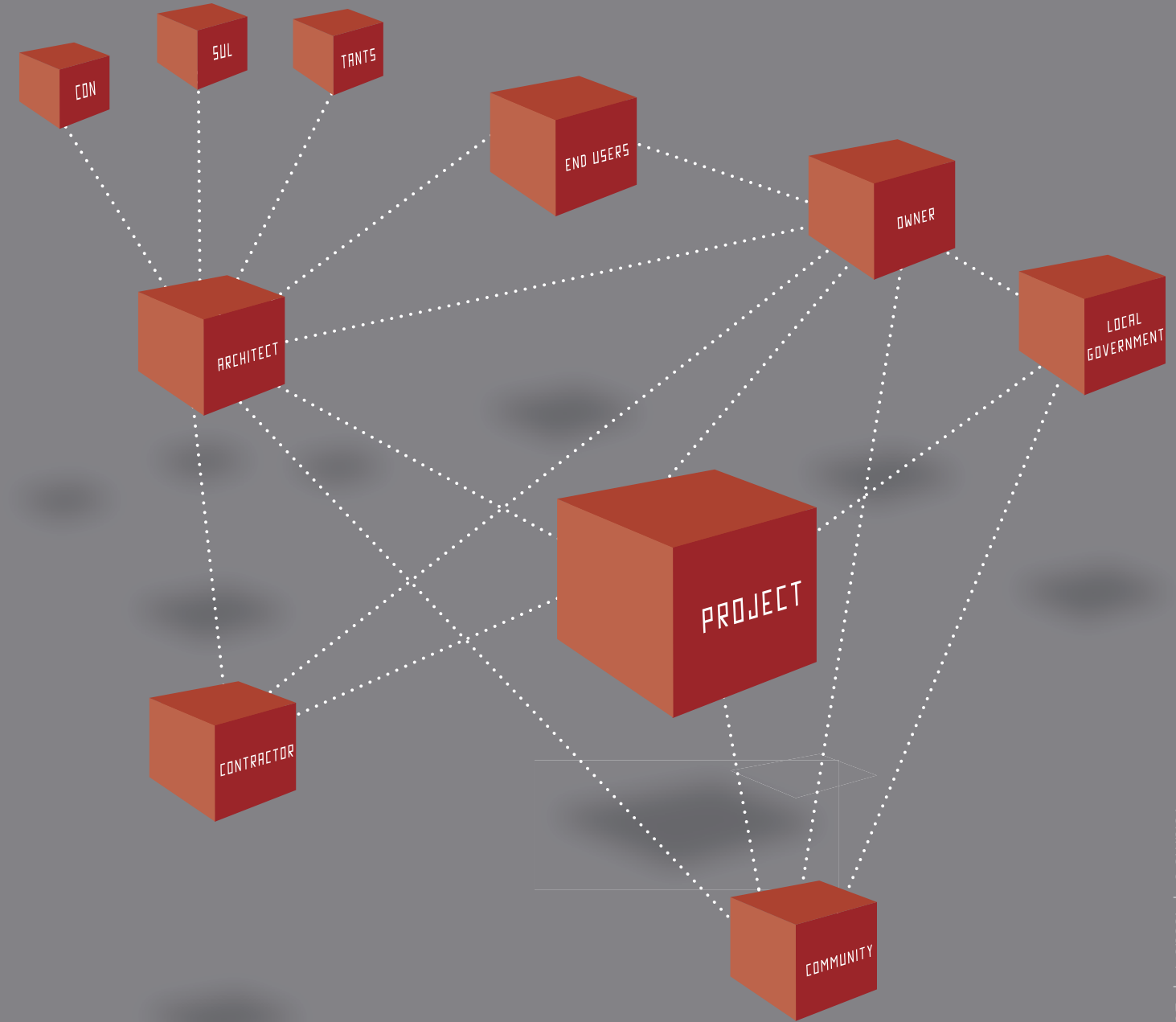
After opening an office in Maryland only a year ago, **BSA+A** has expanded to a new location at the Brewer's Hill Campus in Canton. With an open, light-filled studio, **BSA+A**'s new space is designed to support creativity and production as the firm continues to establish itself in the Maryland market.

The Natty Boh Tower
 3600 O'Donnell Street, Suite 250
 Baltimore, Maryland 21224

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Perspective



COMMUNICATION

So much is happening in 2005... new projects, new designs, new capabilities, new offices, and a new Web site. This issue focuses on project communication. You will also discover how our design professionals and clients are using the Internet, and which Web-based technologies are all the rage.

ARCHITECTURE AND THE INTERNET

In the past decade, knowledge and use of the Internet has expanded across all industries. At BSA+A, our design professionals have learned how Internet capabilities benefit them in their work and, most importantly, how it can help our clients.

BSA+A provides Project Intranet Sites for our clients. The sites allow our designers to post drawings and renderings in a format that our client can easily view and print. It is a secure, password-protected site in which our clients can access through our main Web site. This Internet capability is one of many that instantly share new updates and information with our clients. It opens the lines of communication and saves both time and money for the client. Currently, we are using this capability at Appoquinimink School District and are also creating Intranet sites for Christina School District, and Worcester County Public Schools.



quality control. These particular management software tools allow our design teams to review project status, changes or issues that create schedule delays and cost overruns. This ultimately helps our design team deliver projects on time and on budget.

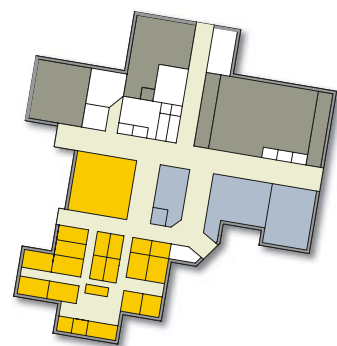
Another Internet capability becoming popular with our K-12 clients in particular is the Web-based program SchoolDude.com. Our design team is currently using this program for the facilities assessment we are conducting at the Boys and Girls Clubs of Delaware. Our team is collecting data on the existing condition of each building and entering the information into SchoolDude.com's PlanningDirect™ and MaintenanceDirect™ web-native applications. You can read more about this Internet capability in the Boys and Girls Clubs of Delaware article on the following page.

BSA+A strives to stay current with new technologies available to benefit our clients. We embrace the ever-changing technology innovations by taking courses and attending seminars to educate ourselves on new technology. As a firm, we value the importance of providing the best service available to meet and exceed clients' expectations.

WOODSON ES RENOVATION

Due to changes in enrollment, Somerset County Public Schools, located on the eastern shore of Maryland, is converting an existing 64,228 square foot middle school into an elementary school for 540 students in Pre-K through grade five. Constructed in 1975, the school's structural column grid provided the ability to remove most of the existing walls allowing for the new program.

In order to meet the Owner's desire to create a school that is age-appropriate in scale and image, grades one through five are to be divided into two "families". The resulting design creates two distinct areas of the building that house the classrooms and support areas for the two families, with the shared functions occupying a location between them. Furthermore, the design captures the unique spirit of the program and the school by bringing the computer, science and art rooms to the front, highlighting those program areas and revitalizing the entry of the school.



The success of the project relies heavily on the communication and interaction with the Owner, including the School Board, County personnel, School Community and other interested parties. Frequent meetings, along with monthly updates and presentations to the Board of Education help facilitate the exchange of information, and allowed for critical decisions to be made in a timely manner.

THE HILL SCHOOL

As with all projects, communication among the design team and the Owner is critical. BSA+A was recently selected to design a new indoor Ice Hockey Arena for The Hill School in Pottstown, PA. This private co-ed boarding school for students in grades 9 through 12 has fielded a competitive hockey team for over 50 years, playing first on a frozen pond, then on an outdoor rink.



This is a unique project for BSA+A on many levels. The project team is located in five different states yet the project communication is virtually seamless, due to the use of electronic communication. While face-to-face meetings with the School and the Arena users are still crucial, the exchange of information via electronic communication facilitates a more efficient process and timely project completion.

BSA+A joined forces with Bonestroo Sports, out of St. Paul, MN. Bonestroo has planned and designed more than 90 hockey facilities throughout the country. Combined with BSA+A's independent school expertise, the team has developed a design that meets the School's needs and raises the level of hockey at Hill.

Q/A WITH NICK VACIRCA



Nick Vacirca is an Education Associate at the Delaware Department of Education and Corporate Board Member for the Boys & Girls Clubs of Delaware.

Is there anything to be cautious of when considering the relationship between facility development and the Internet?

If I were to have one concern it would be the decision to either support an internal Web-based system or have it provided by a qualified application provider. Both the Boys & Girls Clubs and The Department of Education have chosen to go with an application service provider. The service provider is responsible for the updating, upgrading, and operation of the Web-based system.

What was the impact of Web-based technology 5 years ago?

There wasn't any. Web-based technology was in its infancy 5 years ago. I think most Web-based systems were only accessible within an organization and could not be used remotely. They were self contained Web systems within a facility but not throughout an organization with multiple sites.

How has Web-based technology benefited facility development at the Department of Education and the Boys and Girls Clubs?

It helps to close the communication gap between perceived need and actual need. There was a time when a district/local club would have to explain the need for major renovations. Now that the State or Corporate Board can also view that need, the discussion between perceived need and actual is much shorter.

The unlimited access provided by Web-based technology is another major benefit. A web browser is all that is needed. Upgrades to the system are implemented over night and available the next day.

Has the Internet allowed you to increase community awareness & involvement throughout Delaware?

A Web-native system like SchoolDude.com allows an organization to run reports that give decision-makers a detailed idea as to what shape our facilities are in. These reports can be made accessible to the public through the Web. Several districts have used these reports in an effort to adequately express the need for a referendum.

An additional benefit is the ability to show the projected cost for specific projects, which correlates to how much funding is allocated. For the Boys & Girls Clubs, the property committee utilizes the reports to show where our greatest need may be at a specific time and prioritize the allocation and expenditure of dollars. Being able to show the information and charts live, via an Internet connection, makes the data real.

"Being able to show the information and charts live, via an internet connection, makes the data real."

How will the Internet influence facility management over the next 5 years?

Organizations that do not have a Web-based capital planning tool, preventive maintenance or work order management system in place will not survive. If they do survive they will be far behind the curve and expend twice as much time and money trying to catch up. An organization is going to need live, accessible data that can be utilized at the push of a button to establish and support your position. Data driven decision-making is how business is done.

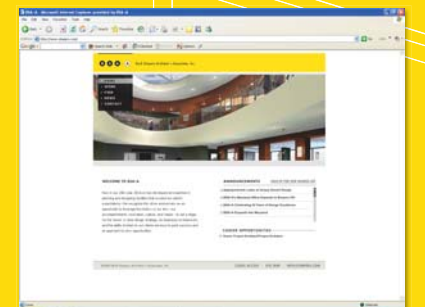
BOYS AND GIRLS CLUBS OF DELAWARE

BSA+A was recently selected to conduct a full facilities assessment of 14 Boys and Girls Clubs of Delaware buildings. With the assistance of SchoolDude.com, BSA+A will help the BGCDE address their facility needs in the most efficient and cost-effective manner.



Our team will create a database of information to determine necessary improvements to each of the buildings such as the façade, windows and indoor air quality, parking, and playground equipment to name a few. Our team will collect data on all aspects of the buildings from general ADA compliance to new technology needs and input the data into SchoolDude.com's PlanningDirect and MaintenanceDirect online.

PlanningDirect and MaintenanceDirect manage and share the data so that multiple users have access to the information. Once the data is entered into SchoolDude.com, the program will assist the Boys and Girls Clubs of Delaware with organizing, prioritizing and recommending which facility needs should be addressed first. It will also help them create a Preventative Maintenance Program.



WWW.SIMPERS.COM

BSA+A is very excited to announce the launch of our new Web site. It has been redesigned to capture the mission and values of our firm as a full-service architecture and interior design firm with market focuses on education, museum, corporate office space and parking facilities. You can view recent news and announcements, browse our recent work, or contact us. Plus, you can view this newsletter online as well!