

# Perspective™

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## Cornerstone Architecture committed to clients, community

By Suzanne Boles

Cornerstone Architecture is committed to working closely with its clients to achieve the desired outcome for the project. In fact, they've created a trade-marked system: the Collaborative Design System™. And as the name says, collaboration is the piece that is part of each step of the process Cornerstone incorporates when working with its clients.

The company's principals, Richard Hammond and Alison Hannay, are both from London. After graduating from the University of Waterloo's architecture program, Hammond started working for a London-based firm in 1984. He launched Cornerstone in 1991 and recruited Hannay to partner with him following her graduation from the University of Waterloo that year.

For both, it was a natural move to set up business in the community in which they grew up.

"We felt an emotional attraction to London," explains Hammond. "There's so much about London that we love – the scale of the city, the neighbourhoods surrounding downtown, the university, all the attributes. It's a great place to work and live."



Alison Hannay and Richard Hammond are the principals at Cornerstone Architecture. The partners decided that London, the community in which they both grew up, would be the ideal place to locate their business.

### Design Projects

Cornerstone's expertise is in designing education and community projects for seniors and children, and for the public and private sectors and individuals.

The company's work is showcased throughout southwestern Ontario and Toronto. But it's obvious, when talking to Hammond and Hannay, that work done in London is near and dear to their hearts.

For example, the addition and alterations to the Thames Valley Children's Centre, described by Hammond as "a very unique, one-of-a-kind program, building and environment," included building a third floor on the existing two-story facility while its occupants remained on site.

Women's Community House, a 27-bed crisis facility providing shelter for women and children had "a very unique set of requirements to make it a comfortable and secure environment for the occupants," says Hannay.

Hammond says The Civic Gardens and Horticultural Centre conference/meeting facility was "a project that really stands out in our portfolio with a 2,000 sq. ft. tropical plant conservatory and a large public meeting space."

McCormick Home, done in partnership with Toronto-based Montgomery Sisam Architects, is "a very contemporary design. Not what most people would think of for a senior's facility. It's bright and big inside," says Hammond.

### Sustainable Design

The University of Western Ontario's MacKay-Lassonde Pavilion, an addition to the engineering school, was designed with Shore Tilbe Irwin & Partners Architects of Toronto. The space was created for research into green technologies.

This is the first Leadership in Energy and Environmental Design (LEED®) Gold-certified facility in London, meeting a series of green building criteria including water and energy conservation systems, sustainable site development and materials selection, and elevated standards for indoor environmental quality.

Cornerstone works to employ environmental sustainability in all of its projects. The project at the University of Western Ontario represents only one example of Cornerstone's commitment to sustainable design.

"We encourage all of our clients to consider emerging opportunities for making their buildings more energy- and water-efficient, and to let us help them create green environments and reduce the impacts on their sites," says Hammond.

### The London Connection

Asked what the benefits of being in London are for their business, Hammond cites many. Among them is the helpful assistance they receive from the city's building department and its involvement at the early stages of the project help to ensure that building permit application requirements will be met when the submission is made.

Hammond also praises the high calibre of the community's businesses overall. "London has great engineering consultants and we work with most of them on both London and out-of-town projects."

Hannay adds: "London is ideally located to deal with southwestern Ontario clients and our clients appreciate that they get great service from somebody who is actually committed to and part of their community."

## Dancor: building a better, greener London

By Suzanne Boles

The project was to build a facility under 300,000 sq. ft. It was a job that would normally take at least 290 days, but the deadline was 150 days – five months from ground floor up. For most companies it would be an unimaginable feat. But Dancor Construction stepped up to the plate and made it happen. The real surprise, however, was the outcome for their own company.

“We fell in love with London,” says Sean Ford, one of Dancor’s partners. “The City of London welcomed us in a way no other city in Ontario has welcomed us.”

And from this warm welcome came the decision to open one of their own company’s offices in London.

Ford praises “the hard work” of the London Economic Development Corporation (LEDC), London Mayor Anne Marie DeCicco-Best and London City Council in making the company feel connected to the city.

“They actually understand business and work with businesses to help them grow and prosper,” says Ford.

### The Company

Dancor builds industrial and commercial facilities for sale or lease, and develops land for residential, commercial and industrial use. The company has been operating for the past 10 years with offices in Brampton, Ontario, and Texas, and in 2009 an office in London, Ontario.

Dancor’s partnership with Coreydale Construction – the third largest estimation and earth-moving company in Ontario – gives the company an edge over the competition.

“Whether we’re building for others or ourselves, we always get a jump on everyone else because of the special expertise Coreydale has working with large and small construction sites,” Ford explains.

This is why Dancor was able to take on the project with such a quick turnaround time. The result was a 266,500 sq. ft. facility that now houses Ceva Logistics, a leading global supply chain management company.



London Machinery Inc. held the grand opening for its new, Dancor-constructed, London-based facility on January 22, 2010. In attendance were (from left) Sean Ford, Dancor; Danny Sanita, Coreydale; Leo Ariemma, Architectural Design; Mayor Anne Marie DeCicco-Best, City of London; Larry Magill, Oshkosh; and Robert Monchamp, London Machinery Inc.

### Other Success Stories

Dancor’s list of projects, particularly in London, is impressive. It includes the Dancor Business Campus, Skyway Industrial Park – one building built custom for London Machinery Inc., and three separate buildings with quality industrial space – which opened in fall 2009.

A ribbon-cutting ceremony in January 2010 marked the completion of Dancor’s most recent local project, a 136,800 sq. ft. facility located near the London Airport for London Machinery Inc. The company manufactures Canada’s leading brand of concrete mixers.

### Green and Community Conscious

Dancor’s presence in London has given a substantial boost to the local economy. The

company has invested \$43 million in projects for London. Dancor also prides itself as an environmentally conscious company.

During the design stage, Dancor implements green options for conserving energy, and saving money for its clients in the long term.

The company also follows the Ontario Power Authority’s High Performance New Construction (HPNC) program that rewards builders and design decision-makers who achieve reduced kilowatt demand in excess of code when building commercial, industrial or agricultural structures.

Dancor also gives back to the community. Some of its most notable contributions include donations to Sick Kids Foundation, Help Haiti, CP24/CHUM Christmas Wish and London area Food Bank.

### Win/Win

Ford says there are many reasons Dancor chose to locate in London. For example, the city’s political stability is important for a developer and a construction company such as Dancor. It provides the company a level of confidence, enabling it to invest significantly and establish roots in the city.

The City of London is consistently in the top cities in North America for new employment and it’s strategically located between one of the largest markets in Canada – Toronto – and the U.S.

“Businesses should really seriously consider moving all or part of their business to the City of London,” says Ford. “Business growth in London is very positive and the city has an amazing lifestyle with incredible amenities.”