



By Jordan Blacker, RIBA, Assoc. AIA | Torti Gallas + Partners &
Courtney Fuenzalida, AIA | Beyer Blinder Belle

June 16, 2023

Professional Practice & the One Day MBA

SESSION #4
Knoll

1222 22nd Street NW, Washington, DC 20037



Professional Practice & the One Day MBA

PROGRAM SUMMARY:

The fourth CKLDP session, Professional Practice and the One Day MBA, will explore the business of architecture. Scholars will develop a vocabulary for fundamental business and finance principles and consider their application in daily architecture practice. The session will compare paths to leadership in large and small firms while analyzing various corporate structures.

LEARNING OBJECTIVES:

1. Explore the value of architecture skills outside of traditional practice.
2. Discuss fundamental business and finance concepts such as balance sheets and corporate entities.
3. Apply business concepts to everyday architecture practice through tasks such as project budgeting and staffing.
4. Compare the path to leadership in large and small firms with starting your own firm. Analyze the profitability, risk, and opportunity of each structure.

PROGRAM ABSTRACT:

Professional Practice and the One Day MBA will center on the business of architecture practice. While creativity and dedication are important for the art of architecture, business is the foundation of every firm. Architecture and design schools traditionally prepare emerging architects for the rigors of design and construction, but often overlook the importance of finance and business management. The session will introduce scholars to fundamental business concepts and explore applications in everyday architecture practice.

Scholars in the Christopher Kelley Leadership Development Program are likely positioning themselves for future leadership positions. The session will explore leadership roles from a business perspective, and discuss the opportunities, risks, and profitability of various corporate entities. The session will also consider the transferability of architecture skills and opportunities for non-traditional career paths. Scholars will leave the session with a greater understanding of business within architecture practice and a wider perspective on numerous avenues to leadership.

Professional Practice & the One Day MBA

Date: 16.June.2023

Location: Knoll,1222 22nd Street NW, Washington, DC, 20037

Time: 12:00 pm – 5:00pm

AGENDA

12:00 – 12:15	Lunch Reception
12:15 – 1:15	Presentation #1: Out of Architecture Jake Rudin and Erin Pellegrino
1:15 – 1:30	Break
1:30 – 2:30	Presentation #2: Business Basics Professor Brian Sawers, J.D., Harvard
2:30 – 2:45	Break
2:45 – 3:45	Presentation #3: Business in Practice Kim Sullivan, MBA, NCIDQ, LEED AP ID+C
3:45 – 4:00	Break
4:00 – 5:00	Panel Discussion: Paths to Leadership Jill Cavanaugh, AIA, AICP Joshua Hill, AIA, LEED AP, NCARB Kim Sullivan, MBA, NCIDQ, LEED AP ID+C,
5:00	Conclusion & Housekeeping Jordan Blacker, Courtney Fuenzalida, and the CKLDP Executive Committee
5:00 – 6:30	Happy Hour @ Casta's Rum Bar 1121 New Hampshire Ave NW, Washington, DC 20037

III. Speakers & Presentations

Presentation #1: Out of Architecture

Jake Rudin and Erin Pellegrino, founders of the consulting firm Out of Architecture, will discuss the business of architecture, opportunities for specialization, and organizational effectiveness. They will highlight the transferability of architecture skills into other disciplines while also offering critiques and solutions to the current state of the profession.



Jake Rudin

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Jake Rudin Out of Architecture

Jake Rudin works as a member of the Adidas Advanced Creation Technologies team - fabricating, designing, digitizing, model making, and exploring all aspects of footwear.

As a designer, he has spent time working around the world for firms including Massimiliano Fuksas Architects, ZGF, and the Shenzhen Institute of Building Research (SZiBR). Jake has taught extensively in architecture and design fields at universities including Harvard, Cornell, Northeastern, and Portland State University where he currently teaches Visual Communications in the School of Architecture. He holds a Master in Design Studies (with a concentration in Technology) from Harvard University's Graduate School of Design, a Bachelor of Architecture from Cornell University and an MBA.

Jake was previously the Director of Business Development for GatherEducation - a virtual education startup that merges the fields of game design, architecture, education, and technology to create immersive and engaging online experiences for students.



Erin Pellegrino

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Erin Pellegrino Out of Architecture

Erin Pellegrino is a Visiting Lecturer in Architecture at Cornell University with a focus in Professional Practice. Her studio, Matter., established in 2015, has focused on small-scale interventions and a process-driven design methodology at various scales. Through her work, she seeks to uncover, build upon, and create relationships through product, furniture and architectural design. She also consults with early technology and design start-up companies for tech accelerators in the New York City area.

Her work has been recognized with an AIA New England Design Honor Award in Special Projects, a Core 77 Design Award in Built Environment, two Architizer A+ Awards in Architecture and Collaboration, a Paul M. Heffernan International Travel Grant, and a nomination for the Mies Van der Rohe Award, EU Prize for Contemporary Architecture.

Before focusing solely on her own work, she spent time in the offices of Tod Williams Billie Tsien Architects and Studio Gang, honing a focus on craft, rigor, and quality design. She holds a Bachelor of Architecture from Cornell University, a Master of Architecture II from the Harvard Graduate School of Design, and an MBA.

Presentation #2:

Business Basics

Professor Brian Sawers of the Georgetown University Law Center will introduce fundamental business and finance concepts relevant to architects. Topics include accounting, balance sheets, and corporate entities.



Brian Sawers, J.D., Harvard
sawersb@georgetown.edu

Brian Sawers, J.D., Harvard Georgetown University Law Center

Brian Sawers has taught law at the University of Maryland, Ohio State, Arizona State, and George Mason. In addition, he's taught economics at Harvard and writing at Duke.

Brian graduated summa cum laude from Duke University with an economics degree with distinction. Before attending Harvard Law School, he worked for the National Park Service as a park ranger. After Harvard, he practiced law overseas, focusing on cross-border M&A, IP licensing, and Sarbanes-Oxley compliance.

In addition to his teaching, he has advised start-ups and non-profit organizations. Most recently, he is advising a start-up looking to sequester carbon, particularly on brownfield sites.

Presentation #3:

Business in Practice

Kim Sullivan of Gensler has a background in both architecture and business. She will discuss the importance of integrating and understanding business within architecture and apply those concepts to everyday practice. Topics include project finances, staffing, and compensation.



Kim Sullivan, MBA, NCIDW, LEED AP ID+C
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Kim Sullivan, MBA, NCIDW, LEED AP ID+C Co-Studio Director, Principal, Gensler

Kim leads a studio with a focus on delivering outstanding results to her clients across a spectrum of industries. The convergence of Kim's design and business thinking provides a unique perspective and leadership style, and delivers outcomes that align a client's vision, operations, and work environment. Kim's workplace strategy and project management experience includes working with professional services firms such as Hogan Lovells, Akin Gump, and The Brattle Group, as well as hospitality and technology leaders such as Marriott International and Meta. Kim served on industry panels hosted by Bisnow and CBRE and is a co-founder for the Smith Executive Business Round Table. She received her Bachelor's in Interior Design from Virginia Tech and her MBA from the University of Maryland, Robert H. Smith School of Business.

Panel Discussion

Paths to Leadership

Many Christopher Kelley scholars are positioning themselves to assume future leadership roles. The panel discussion will compare paths to leadership in large firms with the path of starting of a firm. Panelists will reflect on their careers while considering the opportunities and risks they have taken to achieve success in their positions.



Jill Cavanaugh, AIA, AICP

jcavanaugh@bbbarch.com

Jill Cavanaugh, AIA, AICP **Partner, Beyer Blinder Belle**

A leader in the firm's Washington DC office since 2010, Jill's work focuses on the design, planning, and management of complex public and private projects across a variety of scales. She has depth of experience in the integration of design, historic preservation, environmental compliance, and regulatory approvals at national historic landmarks, including the Statue of Liberty, Lincoln Memorial Reflecting Pool, Arlington National Cemetery, Carnegie Library, Washington Monument, and Washington Union Station.

She holds a Bachelor of Architecture from the University of Kansas and a Master of Science in Architecture and Urban Design from Columbia University where she was awarded the Kinne Travelling Fellowship, Lucille Smyser Lowenfish Memorial Prize, and Honor Award for Excellence in Design. She is a registered architect in Virginia, Maryland, and Washington, D.C.



Joshua Hill, AIA, LEED AP, NCARB

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Joshua Hill, AIA, LEED AP, NCARB **Principal and Co-Founder, Hill & Hurtt Architects**

A resident Washingtonian and graduate of the University of Maryland, Joshua credits studying abroad in Rome, Paris, and the UK with informing his understanding of architecture as the thoughtful and deliberate relationship between spaces. He considers each project a unique opportunity to balance beauty with function and comfort. Joshua has served as an adjunct faculty member and frequent guest reviewer at the University of Maryland's School of Architecture, Planning, and Preservation, and currently serves as Vice President on the Equality Chamber of Commerce DC's Board of Directors. Josh can often be found strolling the streets of Mt. Pleasant with his husband, dog, and camera.



Kim Sullivan, MBA, NCIDW, LEED AP ID+C

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Session 04 Organizers

the Scholars

Jordan Blacker, RIBA, Assoc. AIA

Jordan Blacker is a UK registered, RIBA Chartered Architect and AIA Assoc. at Torti Gallas + Partners. He has a master's degree in architecture from the University of Huddersfield, a bachelor's degree from Leeds Beckett University, and an advanced diploma from the Royal Institute of British Architects NW. Jordan came to the USA in 2019 on a professional architectural trainee scheme after working in London and Manchester. Jordan is the 2023 communications advisor to the 'AIA DC Emerging architects committee' he also mentors students at universities in the UK and USA. In 2023 Jordan was selected to join the AIA DC CKLDP. He is a registered architect in the UK and is currently applying for reciprocal licensure in the USA through the recently approved NCARB UK/USA Mutual Recognition Agreement.



Jordan Blacker, RIBA, Assoc. AIA
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Courtney Fuenzalida, AIA

Courtney Fuenzalida is an Associate in the Washington, D.C. office of Beyer Blinder Belle. She has a Bachelor of Environmental Design from the University of Colorado and a Master of Architecture from the University of Oregon. Courtney is active in the AIA Northern Virginia Women in Architecture Committee, and volunteers with the AIA DC Architecture for Everyone: Girls Mentor Program. In 2023, she was selected to join the AIA DC Christopher Kelley Leadership Development Program. She is a registered architect in New York and Colorado.



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Acknowledgements

We would also like to thank Beyer Blinder Belle, Torti Gallas + Partners, and the CKLDP Advisory Committee.