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From left to right:
Joe H. Trost,
Sharon L. Szalai,
and Paul G. Finch.

Paul Finch & Associates P.C.

A National Award-Winning, Design Firm



St. Mary's Home for Disabled Children. Photo by fotobylarry.com



W. Stanley Jennings Outpatient Center.
Photo by fotobylarry.com

PAUL FINCH & ASSOCIATES P.C.

a national award-winning, design firm

By Victoria R. Mitchell, MBA.

When Paul G. Finch started his own business providing architectural and interior design services, he had a vision to specialize in healthcare design and be the architect of choice for local hospitals, healthcare facilities, and medical office buildings in the Hampton Roads area. Now, over a decade later and located in downtown Norfolk, Paul Finch & Associates, P.C. (PF&A), has become a national award-winning, healthcare design firm with a staff of 20. PF&A specializes in architectural and interior design for every area in a hospital, from the lobby and patient rooms to sophisticated diagnostic suites and OR environments. Also included in PF&A's specialized healthcare design experience are private doctors' offices and other freestanding medical facilities and buildings. With over 200 healthcare design projects completed in the Hampton Roads area, PF&A has the expertise to back its client-proclaimed title of "healthcare design experts."

The firm won national attention in 2001 when it received “The Top 10, Most Innovative Facilities in Healthcare” award from the Center for Innovation in Health Facilities for the design of the W. Stanley Jennings Outpatient Center at Chesapeake General Hospital. PF&A has also been listed annually since 1997 as one of the Top 100 Healthcare Architects by Modern Healthcare magazine.

PF&A operates under the leadership of three principals; Mr. Paul G. Finch, AIA, ACHA, NCARB; Mr. Joseph H. Trost, AIA, and newly named principal, Ms. Sharon L. Szalai, AIA. Together, the three principals have more than seventy-seven years of experience in architecture. In addition to healthcare design experience, the principals have a wealth of design experience in commercial office buildings, educational facilities, retail, long-term care and retirement communities, and government facilities.

Finch and Trost have worked together for over 19 years, teaming on some of the largest projects in the history of PF&A. Recent signature projects designed by PF&A include St. Mary’s Home for Disabled Children, Norfolk; the Cancer Treatment Center at Chesapeake General Hospital, Chesapeake; Norfolk Christian Schools Addition and Renovation, Norfolk; Glamour Shots at Greenbrier Mall; and the West Wing Patient Tower at Sentara Virginia Beach General Hospital, Virginia Beach.

Trost recently completed design of his ninth dental office building, four of which will have been built by Sussex Development. Trost has a long history working with Sussex Development. In 1998, Sussex Development built a 9,000 sf Konikoff dental office building in Virginia Beach, one of the first dental offices designed by Trost. Most recent key projects designed by Trost and built by Sussex Development include two Konikoff office buildings in Chesapeake and Etheridge office building, also in Chesapeake. “The relationship has been a rewarding one for both Sussex and PF&A,” says Trost. He adds, “The staff at Sussex is easy to work with and they understand the underlying concepts of the architectural design, which helps tremendously.”

Szalai, once a sole proprietor, adds a diverse background to the PF&A leadership team. Her educational background includes dual studies in both architecture and interior architecture with special interests in Green Design. Szalai’s professional architecture experience spans over 20 years with a strong emphasis in academic, healthcare, and commercial sectors. She has designed and managed various projects including university and k-12 school projects, retail projects, condominium development, and corporate office buildings. While practicing with another local firm, Szalai designed a corporate office building, Pyle Realty. In 1999, this office building won recognition from the City of Virginia Beach Planning Commission as “The Best Commercial Office Building.” She also recently completed design of one of Virginia Beach’s newest office parks, Edwin Professional Office Park. Szalai also designed the temporary structure for the highly publicized Norfolk Cruise Ship Terminal. As the newest principal at PF&A, Szalai continues her passion for academic design and corporate architecture. She is currently serving as Principal-in-Charge of the high school replacement project for Norfolk Christian Schools. In between designing and managing large-scale architectural projects, upon request, Szalai has lectured to local students studying architecture.

Since 1988, when Finch started the business, PF&A has gained enormous momentum in the Hampton Roads area and beyond. Some may wonder how the firm is able to steadily grow and be very successful in such a highly competitive industry. Finch believes the single most important attribute that sets PF&A apart from its competition is “quality relationships” with clients. He explains that PF&A fully understands what it takes to develop and maintain successful, long-term relationships with clients and takes pride in having an outstanding reputation with project owners, subcontractors, and suppliers. “As we have added architects and interior designers over the years, we have sought out those with a passion for healthcare design and for excellent client relationships,” Trost proudly reports.



Advanced Imaging Center. Photo by fotobylarry.com



Edwin Office Park. Photo by fotobylarry.com



Konikoff Office Building. Photo by fotobylarry.com



Cancer Treatment Center Addition. Photo by fotobylarry.com



Glamour Shots. Photo by fotobylarry.com



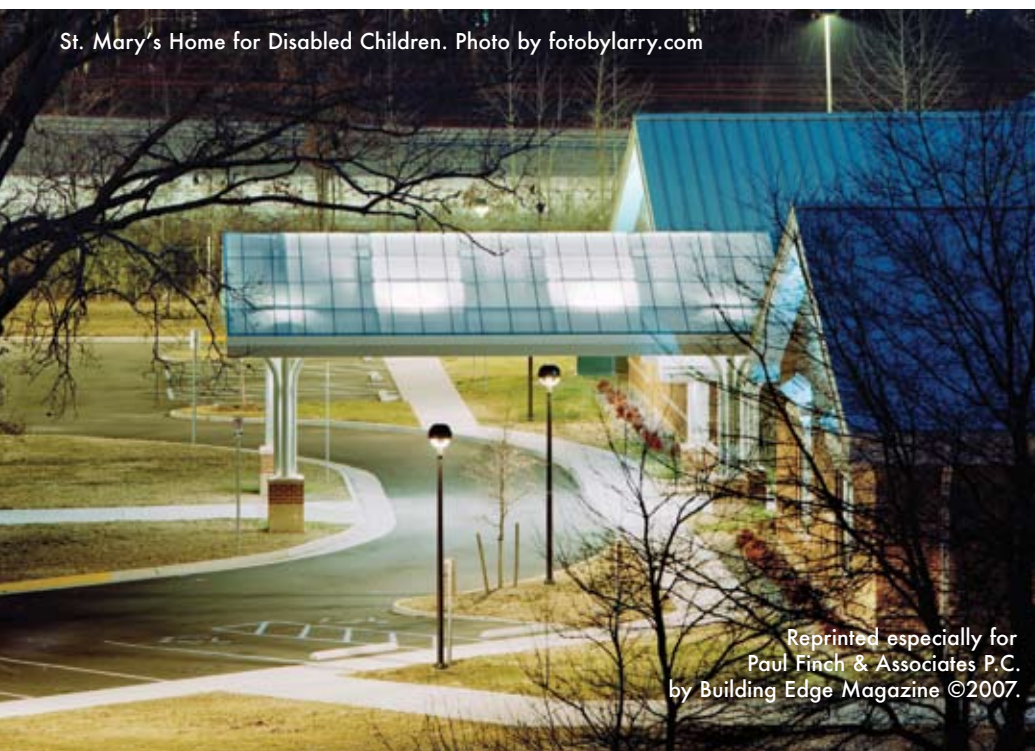
Republic Office Building #2



Sports Medicine Office Building. Photo by fotobylarry.com



West Wing Patient Tower. Photo by fotobylarry.com



St. Mary's Home for Disabled Children. Photo by fotobylarry.com

Clients appreciate that managing principals are significantly involved in the day-to-day aspects of each phase of projects, including the design, production, and construction supervision. The principals are also highly accessible to their clients. As a result, PF&A has a high percentage (approximately 96%) of repeat healthcare clientele.

Last year, Finch decided to take his passion and commitment to healthcare design a step further. He successfully passed the American College of Healthcare Architects certification examination, and is now an ACHA Board Certified Healthcare Architect, a unique designation in the Hampton Roads market. Trost will soon duplicate this accomplishment.

In the summer of 2003, PF&A launched a full-service interior design department known today as PFA Interiors, Inc. In addition to space planning, finish specifications and wayfinding, PFA Interiors provides clients with selection and procurement of such items as signage, furniture, artwork, window treatments, and accessories. Ms. Kimberly J. Bernheimer, CID, IIDA, leads a team of talented interior designers who often handle renovations and additions, procurement, equipment installations as well as providing services to create more comfortable, functional and contemporary environments for patients and families. Szalai is quick to note that PF&A is growing to respond to the needs of clients. "Beginning in 2007, we will be offering master planning services. We are interested in more than just designing healthcare facilities--we want to help hospitals determine their future needs and develop design solutions that would accommodate those needs," says Szalai.

Finch is proud of the team he has gathered and the work they have accomplished. The firm has been selected for project opportunities in the northeast, southeast, and Caribbean. PF&A currently has projects in Pennsylvania, Delaware, West Virginia, Virginia, and Puerto Rico. Project size has also grown with two current projects valued at \$53 million and \$140 million under design. Finch says, "My partners and I look forward to collaborating with our current and future clients to create great designs that meet the needs of our clients for many years to come."



High School Replacement

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