
Because of the community-based nature of the correctional system, and the privatization trends, Canadian architects should consider joint venture and consortia development opportunities.

monitored carefully since, once they are finalized, the ACA can be expected to mount a strong lobby at national and state levels.

The correctional system represents a long-term market niche for architects. There are currently twenty-five American architectural firms specializing in correctional facilities design and most are large and politically well-connected with a solid hold on the market. However, the projected market growth in community-based correctional services and facilities and new policies which are encouraging privatization and the development of a new range of facilities clearly represent opportunities for an increasing number of architectural firms. The political nature of correctional funding and the purportedly significant differences of philosophy between American and Canadian correctional design and management, suggest that an initial entry into the U.S. market might be through a joint venture arrangement with a firm conversant with local conditions and trends. Consortia opportunities with a Canadian developer offer further potentials for entering this major U.S. growth industry.

2.7.3 Additional Sources

Information on market conditions and marketing forums related to this niche can be obtained from:

- American Institute of Architects: Committee on Architecture for Justice
- American Correctional Association Inc.
- Commission on Accreditation for Corrections
- U.S. Dept. of Commerce, Bureau of the Census.

These organizations are described in detail in Chapter 3.0: Role Players.