

August 1, 2002

Mr. Mark Rafferty
Van Dijk Westlake Reed Leskosky
925 Euclid Avenue, Suite 1900
Cleveland, Ohio 44115-1407

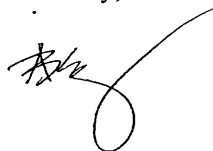
Dear Mr. Rafferty,

I am writing this letter to recommend the construction management firm of H.R. Beebe. Perkins Eastman Architects had the pleasure of working with Ben Heintz and his colleagues at H.R. Beebe on major renovations to several buildings and the construction of the new theater and computer building at Mohawk Valley Community College. The high success of this project could not have been achieved without the great work of Ben Heintz and the group at H. R. Beebe.

Perkins Eastman Architects was the design architect and March Associates was the prime architect for this complex phased construction project. H. R. Beebe was a member of the design team from the start. The design team had to be able to rely on the pre-construction work of H. R. Beebe, including but not limited to cost estimating, project scheduling and schedule management, construction staging and phasing, and constructability. These important fundamental issues had to be addressed from the beginning. Ben and his team at H.R. Beebe addressed these issues with the utmost care and diligence from project inception to completion. Many construction managers boast of their pre-construction services, but few deliver – H.R. Beebe more than delivered. H.R. Beebe then successfully bought out the project and built the project without delay or cost overruns.

Perkins Eastman Architects is a large national practice. We work with numerous construction managers both large and small throughout the country. We would be honored to work with H.R. Beebe again and look forward to that opportunity. In summary, Ben Heinz and H.R. Beebe have our respect and highest regards, and we enthusiastically recommend them without hesitation.

Sincerely,



Aaron B. Schwarz AIA
Principal and Director

cc: Mr. Ron Thiele
Mr. Ben Heintz

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