

**MUNSON  
WILLIAMS  
PROCTOR  
ARTS  
INSTITUTE**

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August 8, 2002

Mr. Mark Rafferty  
925 Euclid Avenue  
Suite 1900  
Cleveland, OH 44115-1407

Dear Mr. Rafferty:

I am writing on behalf of H.R. Beebe, Incorporated who, I understand, has proposed on the renovation and expansion of the Stanley Performing Arts Center as general contractor / construction manager.

Ten years ago we began the first expansion project at Munson-Williams-Proctor Arts Institute in Utica, New York, just a few blocks from the Stanley. We hired H.R. Beebe, Inc. to build a new wing for our art museum and they did an excellent job. In fact, we were so pleased that we hired them again for a dozen more projects over the next ten years including a new studio building for our School of Art, a library / classroom building, a student center, three student apartment projects, and many smaller jobs. We continue to rely on H.R. Beebe almost exclusively because they do such a great job.

First of all they are knowledgeable people and easy to work with. They always deliver as promised, and are very helpful whenever we need advice or support. Also, a number of our jobs were on very tight sites and they managed to do the job efficiently and kept the sites meticulously clean through the course of construction (we have never had a complaint from anyone in the neighborhood).

We like the fact that Beebe will handle certain aspects of the work themselves (e.g. carpentry, masonry) should that be the most economical or fit the time schedule. In all other cases they select only the best prime contractors and share the results of the bidding with us. Their books are always open to our examination so that we can verify the reasonableness of their overhead and mark-ups and we have never had a quarrel or disappointment in this regard. I could go on about their quick response time, willingness to pitch in whenever needed, etc., but it all adds up to the same thing -- H.R. Beebe has our highest recommendation.

Sincerely,



Milton J. Bloch  
President

cc: R. Thiele, Jr.

*Museum of Art*

*Performing Arts*

*School of Art*