

MSA

August 1, 2002

van Dijk Westlake Reed Leskosky
925 Euclid Avenue
Suite 1900
Cleveland, Ohio 44115-1407

Attention: Mr. Mark Rafferty

Reference: Stanley Performing Arts Center
259 Genesee Street
Utica, New York

Dear Mr. Rafferty:

My purpose in writing to you is to offer my observations on the performance of H. R. Beebe as the general contractor for several projects in Utica, New York and to provide my recommendation for their consideration for rendering construction services in conjunction with the referenced project. Before I address that purpose, I would like to first offer a brief explanation of how a North Carolina architectural firm became involved with a New York based construction company.

MSA Architecture was originally tasked with the preparation of a masterplan for the future growth of Munson Williams Proctor Institute in Utica, New York. This masterplan eventually led to the design and construction of five buildings on the Utica campus over the course of nine years for which MSA Architecture was the architect of record of four and the design architect for the fifth. All of these projects were constructed by H. R. Beebe.

I realize this is an extended preamble to the purpose in corresponding. I felt it necessary for you to get the sense of my lengthy involvement with H. R. Beebe.

Simply stated, H. R. Beebe is an outstanding organization. My perspective on their capabilities is based on nine years of direct personal involvement in five separate projects on the Munson Williams Proctor campus. Although I was hampered somewhat by a long distance professional relationship, at no time during this time did I feel I was out of touch with their budgeting, scheduling or construction efforts. This is entirely due to the quality of the management team, project superintendents and the selected subcontractors. Their ability to anticipate and prepare creative solutions for construction "difficulties" and schedule busters well before their actual occurrence was key to the timely and successful completion of all of these projects. Added to this is an outstanding level of professionalism and cooperation with both the architect and client. Their knowledge of the local construction climate allowed for the selection of competent bidders for each aspect of a project as well as competitive pricing. Throughout the bidding process, full disclosure of pertinent information assured that the project would be completed within the established budget and schedule.

One of my most pleasing professional experiences in my career as an architect (thirty years now) was witnessing the concern of H. R. Beebe for quality by all team members; from the management team to each of the individuals working at the job site. This level of concern for completed appearance had not been a part my previous architectural experience. Often "quality workmanship" and maintaining a rigorous schedule are at cross purposes with each other; however, H. R. Beebe was able to maintain published construction schedules based on real client needs while completing the project with the highest level of craftsmanship. This attitude about quality is real company policy and extends throughout their organization and is a required component for all of their subcontractual relationships.

As you can see, I hold H. R. Beebe in the highest regard and, without reservation, I highly recommend that they be given very careful consideration for work associated with the Stanley Performing Arts Center

If I may provide any additional comments or answer any questions, please do not hesitate to call.

Respectfully,

William L. McGee

cc: Mr. Ron Thiele / Stanley Performing Arts Center
Mr. Ben Heintz / H. R. Beebe