



August 17, 2010

Mr. David Kirk
DNK Architects
Cincinnati, OH

RE: Letter of Recommendation

Dear David,

It was good hearing from you last week. I hope the slow down in the economy has not affected your firm drastically. I have talked to A/E firms throughout the Great Lakes Region and heard some tragic stories. I wish the best to you and DNK Architects because I feel your firm has been very beneficial in helping us accomplish our construction program in GSA, at the PBS Ohio Service Center.

As you may remember I met your firm under difficult conditions several years ago in 2006. I was assigned as the temporary Team Manager of the PBS, Ohio Technical Team in Cleveland. That assignment lasted nearly two years, beginning several months after the retirement of the previous Team Leader and half the architects and engineers on the team. Suffice to say I and my remaining team were under extreme pressure to design and award multiple construction projects tallying up to nearly \$10 Million dollars that year.

When I arrived, your firm had already been on contract on a misguided project to renovate forty restrooms at the John Weld Peck Federal Building in Cincinnati, OH. Due to a poor scope of work and weak guidance, the project was heading for disaster, at 60% through construction documents. It was going to spend over two million dollars and not produce any new restrooms nor full ADA accessibility in any of the existing restroom facilities due to space constraints. We also were short of time to get the project revised and procured before the end of our fiscal year to meet our program requirements and spending plan. If we did not award a construction contract by September 30, we would have lost our funding for the project. This would have been a major problem for our PBS management but would have negatively affected our tenants in the building. They had been waiting for these improvements for a very long time.

After a change in GSA project managers, we met with your firm to try to identify the issues and direction the project should take. I remember those early meetings. The design fee was running short due to progress on the Construction Documents and your consultants were pressing to complete the project as scoped. That would have been unsuccessful.

David, I was very grateful for your intervention and redirection of the project teams' effort. You maintained control of your consultants and the project took a completely new direction. After several re-scoping meetings, we were able to redefine our objectives and send the project in a new direction without a great increase in design fees. This was a major feat for a small business like yours and I appreciated it very much. It said a lot more about your firm and its management than the completion of many "easy" projects. I was glad to have you as our IDIQ design contractor for this project. It made me believe that your firm is interested in doing "right things right" and watching out for your clients' best interests.

Our teams worked together and exceeded all my expectations for this project. It was half the original scope but "right sized" and a beautiful product that meets GSA and ADA standards. It also reflects the design of the facility in a completely new aesthetic. We could not have asked for a better result. DNK's design of the other twenty restrooms is awaiting funding for construction in the coming years. The tenants have informed our Property Manager of their desire to have the work done as soon as possible because of the great acceptance of the first twenty.

The result of the project was an on time award and a project that is considered a major improvement to the building by GSA and its' tenants at the Peck F.B. The project was right sized to its funding with counsel from DNK and its' consultants. It replaced risers and stacks in the existing 50 year old building for long term improvement of our operations. This is the benefit of your firms' assistance to the process. These design recommendations will provide benefits to GSA and the occupants for a long time into the future by reducing operational problems for our staff.

Another special project we worked on together at the Carl B. Stokes Court House in Cleveland, for a plaza storage/security structure stretched the imagination and abilities of our combined teams. Sitting on thirty feet of soil fill, and at the foot of a major design icon for Cleveland and GSA, the design of the small structure required aesthetic consideration and engineering expertise. The resulting design perfectly meets our requirements. We hope to go into construction in the near future pending review of additional new construction on the site.

My work has taken me back to the Regional Office in Chicago. I am now the Manager of the Quality Control Branch of our Architect Engineer Programs for GSA, Great Lakes Region. While I am no longer involved in the production of our projects, I hope our paths will cross in the future.

I enjoyed working with you and your staff and found DNK Architects to be very understanding of our organizational issues, resourceful and dedicated to a successful product for the client. In this day and economy, these are very important attributes. For a large governmental organization like GSA, they are critical to our mission.

I will include a Letter of Recommendation for your Ohio IDIQ submittal. Best wishes!

David, If you have any questions, please let me know.

Thank you and best regards.

Sincerely

A handwritten signature in black ink, appearing to read "Richard T. Latkowski". The signature is fluid and cursive, with a large initial "R" and "L".

Richard T. Latkowski, L.A.
Manager, Technical Programs Branch
Design and Construction Division
Architect Engineer Programs,
Public Buildings Service, GSA



August 17, 2010

Office of the State Architect
State of Ohio
Architect Engineer Selection Panel

RE: Letter of Recommendation
DNK Architects, Inc.
2616 Central Parkway
Cincinnati, OH 45214

The Firm of, DNK Architects, Inc. was an IDIQ Design Contractor providing Architecture and Engineering services for Ohio to GSA, PBS at the Ohio Service Center.

I personally had the pleasure of working with Mr. David Kirk, the president of the firm and his staff and consultants on a number of projects. I have found the firm to be resourceful and tenacious in finding appropriate solutions to our construction projects. Mr. Kirk and his staff have been dedicated to bringing design projects in on time and within budget.

They have been very instrumental in helping us accomplish our annual construction program and meet fiscal organizational objectives.

We work with a number of Ohio firms, many of much larger size and greater internal capabilities for in-house engineering. However, some of these larger firms have not provided the same level of design direction as did Mr. Kirk and his Firm.

Large firms come in for interviews with their all star cast to woo us as government clients. Often, that is the last time we see these people as the small projects we do in our IDIQ program are neither sexy, or high budget. This was not the case with DNK Architects and their consultants.

Mr. Kirk as the lead on our contract provided hands-on management of the process. He has a good report with his consultants and personally provided his experience and leadership on our minor projects. DNK and their consultants, who were a much larger engineering firm, worked together to provide us with great results on our projects. The combined team provided a great resource on difficult projects.

I was very satisfied with the work done by DNK and their consultants on our projects. They proved understanding of our organizational issues, funding constraints, and numerous project stakeholders. They were resourceful and dedicated to great projects within budget. I would be happy to work with them again on future GSA work.

Please consider this my personal recommendation for DNK Architects.

Sincerely,

A handwritten signature in black ink, appearing to read "Richard T. Latkowski". The signature is fluid and cursive, written over a light blue horizontal line.

Richard T. Latkowski, LA
Manager, Technical Programs Branch
Design and Construction Division
Architect Engineer Programs,
Public Buildings Service, GSA