

Hefner, Dahncke & Associates, LLC

P.O. Box 488 • Waterloo, IL 62298

To Whom It May Concern:

My name is Leo Hefner, recently retired Superintendent of Belleville Township High School District 201 in Belleville, Illinois. Mark Guleserian has requested that I write a letter of recommendation for him. I am happy to do so.

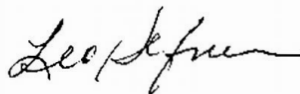
Mark Guleserian served as the project manager on a very large construction project for Belleville Township High School District 201. The project included the construction of a new high school campus, with an approximate cost of \$60 million, and remodeling and additions to an existing campus, with an approximate cost of \$15 million.

Mark was at the least the fourth project manager the firm he worked for assigned to our project. It is too bad he wasn't the first. To say the project was in trouble when Mark was brought in would be a large understatement. We were behind schedule, and the prime contractors were about ready to revolt because of the poor management of the project. Mark came to the project and developed a good working relationship with the prime contractors and the school district. He helped turn around the attitude of the prime contractors and helped them get the project back on a schedule that was satisfactory to the school district.

In my opinion, Mark Guleserian does an excellent job as project manager. He is able to work with both the contractors and the owner to get a project completed. Mark understands the need for the owner to stay within budget and on schedule. At the same time, he is able to work with the contractors to look at ways to make the construction better or for it to be done in a less expensive way. I found him to be honest and straight forward with me when dealing with our project.

I feel that I can recommend Mark Guleserian as a project manager after having worked with him on our recent project. He was a pleasure to work with after the disastrous performance by his predecessors. Please feel free to contact me at 618-939-8119 if you have any questions.

Sincerely,



Leo Hefner



Mark Guleserian
3340 Peachtree Road, NE
Suite 2400, Tower 100
Atlanta, GA 30326-1087

Dear Mark,

We would like to thank you for lecturing at our Advanced Project Management class at Georgia Tech.

Your continued support of our Building Construction program and cooperation in giving our students a view of the construction industry issues and initiatives is highly appreciated. We believe the result will be mutually beneficial in training the future leaders of our industry.

Please note that each hour of lecture at Georgia Tech counts as three Professional Development Units towards the continuing education requirements of the Georgia State Professional Licensing Board.

Please forward our gratitude to all who helped this very successful and beneficial lecture.

Thanks,

A handwritten signature in black ink, appearing to read 'Shariar Makarechi', written over the printed name and extending upwards into the 'Thanks,' line.
Shariar Makarechi, PE

Georgia Institute of Technology
Building Construction Program

CC: Professor Maureen Weidner



City of Duluth
Office of the
City Administrator

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Duluth, GA 30096
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October 31, 2008

David Kimmel, V.P.
C/o Heery International, Inc.
999 Peachtree Street, NE
Atlanta, Georgia 30309-3953

RE: Letter of Recommendation

Dear Mr. Kimmel:

The Heery firm has exemplified professionalism, quality, and customer service in every project that they undertake and I am sure that Gwinnett County as has the City of Duluth found this to be the case. The construction of the Duluth Public Safety Building was completed on time and under budget but more importantly the customer service relationship experienced by the City was outstanding. The follow up for any minor problems after the building was completed was immediate and without question.

Following the completion of this building the City was so impressed by the quality of staff that you had it entered into a contract with Heery for project management services on any City project no matter who the contractor might be. The project manager under the services contract was Mark Guleserian who oversaw the Red Clay Theatre renovation, relocation of the 1872 Methodist Church downtown, and the reconstruction of a dam in Buntan Park among others. Mark Guleserian was on top of every aspect of these projects insuring that the contractors were performing their work in a quality workman like manner as well as insuring that important time schedules were being met. Reports on the progress were made on a weekly basis and any item that may change the potential cost or time of completion was immediately brought to our attention.

It is my pleasure to not only recommend the Heery International Corporation but also to recommend their great staff including Mark Guleserian for project management work on any projects that may be done in Gwinnett County.

Sincerely,

Phil McLemore,
City Administrator

Guleserian, Mark

From: oliver calbeza [lcalbeza@yahoo.com]
Sent: Friday, August 01, 2008 3:32 PM
To: Guleserian, Mark
Subject: Thank you

Dear Mark,

I don't know if you remember me, I was one of your students at G.T. C. on CCM program. I want to thank you for teaching the course Construction Scheduling. This is the last construction course and doing a research for my project I read the notes and recalled the way how you explained us to do the scheduling. You were a good instructor and I wished I had more courses taught by you. Again thank you very much for sharing your construction knowledge and experience with us. I wish you all the best.

Sincerely with gratitude,
Liviu Calbeza



**JENKINS
CLINIC**

July 29, 2014

Dennis LaGatta
Heery International
999 Peachtree Street
Atlanta, GA 30309

RE: Mark Guleserian

Dear Dennis,

Mark has been an asset to us in providing ongoing oversight of our maintenance and repairs. I know this is outside the scope of his work, but I could not have resolved many of the issues without his help. We appreciate your willingness to adjust to our schedule and continued growth and value our relationship with Heery.

Please let me know if you have any questions or if you need any additional information.

Sincerely,

Heather S. Hall
Clinic Administrator

July 6, 2015

Fred J. Tharpe
Senior Director Global Construction Management
Turner Properties, Inc.
One CNN Center
Atlanta, GA 30303-2762

Architecture
Engineering
Interior Design
Program Management
Construction Management

Dear Fred:

Heery International, Inc. appreciates the opportunity to be of service once again to you and your fine team at Turner Properties, Inc. (TPI). Heery fully understands the requirements for the Owner's Rep position on the Atlanta Restack and believe our candidate and the resources he brings will make this program a success for you and your end users.

As you presented during the pre-bid meeting on Tuesday, June 30, we were impressed by the importance of this role (and person) to the overall success of the critical Restack program. TPI needs a trusted advisor who excels at communication and brings a fresh approach and "best practices" vision from similar efforts. The ability to manage complex, interrelated critical paths and provide credible forecasting information is key. The ideal candidate should blend in so well with your team that no one should conclude he is anything other than a TPI employee.

I am convinced we have the best candidate for this assignment given your success criteria. Mark Guleserian, a 19 year veteran of Heery, has acted in similar "on-site" roles for Regions Bank and the American Red Cross. Mark has the experience and skill set to fit in and enhance your team, bringing the entire support of Heery with him. Mark knows how and when to reach out to his fellow Heery colleagues for other services which may benefit this assignment such as:

- Value Analysis
- Commissioning
- Move Management
- Schedule Change Management Control
- Energy / Life Cycle Cost Analysis
- Cost Estimating
- Benchmarking

Please refer to Mark's resume in the enclosed package. He is our recommended candidate which we believe best fits your requirements. In fact, we are so convinced Heery is willing to place 50% of our profit at risk based on your satisfaction with Mark's contribution to the program. We would be willing to mutually agree to a "report card" and would set aside a prescribed amount of profit in reserve which would be revisited and assessed monthly to show our stake in the game.

Heery International, Inc.

A group of professional service practices
999 Peachtree Street, NE, Atlanta, Georgia 30309-3953
Telephone 404 881-9880 Fax 404 875-1283

Offices Nationwide



Mark D. Guleserian
Senior Associate
Heery International, Inc.
999 Peachtree St. NE
Atlanta, GA 30309

Dear Mark,

It has been four months since we opened our new *Worlds of Puppetry* Museum—and our renovated spaces—here at the Center. I wanted to take this opportunity to let you know how successful the project has been and to thank Heery International for a Project Management job well done! The public has been overwhelmingly enthusiastic in praising this success and over 40,000 patrons have attended programming since the opening!

As you are well aware, we set out to create a totally unique addition to the Center for Puppetry Arts with our new museum. We were challenged to create a new environment for our existing global puppetry collections and a “home” for iconic artifacts created by the genius of Jim Henson. Just how do you house Kermit the Frog, Miss Piggy, Big Bird, and other renowned puppets? The answer was aptly provided by the team of Clark Patterson and Lee (architects); New South Construction; Thinkwell Group (exhibit design); and, most importantly, Heery International (project management). Together we created a successful project not only for the public but our donors as well.

We feel the project management that Heery International, Inc. provided speaks volumes. Our LEED museum is very efficient and unique, incorporating cutting edge technology and state of the art museum design. It is a showpiece for Midtown and a showplace for Atlanta. Your team took a great deal of time to understand the ideas behind the new museum from the very beginning, ensuring that every detail was done to our satisfaction. This included extensive discussions with staff members and detailed examination of schedules in order to avoid conflict with the public and secure their safety, as we remained open during the entire construction process. Our budgetary limitations were also carefully regarded by Heery International Inc. which we greatly appreciated since we were able to accomplish a lot with the resources provided—proving both creative and resourceful!

Please accept our sincere thanks and please pass along our appreciation to all involved!

Sincerely,

A handwritten signature in blue ink, appearing to read "Vincent Anthony". The signature is stylized and fluid.

Vincent Anthony
The Barbara and Bill Wylly Executive Director

April 9, 2018

Re: Recommendation for Mark Guleserian

Dear Mr. Smith,

I am pleased to provide this letter of recommendation for Mark Guleserian to join the KSU Industry Advisory Board. I manage the Program Management team in Atlanta for CBRE | Heery and Mark is one of my talented team members.

Mark is very passionate about the construction industry and puts 100% of his efforts into his activities, whether that is on a project advising an owner, or teaching classes about estimating and scheduling. Mark takes a personal interest in his clients and values not only completing a project to their satisfaction, but to impart more knowledge about construction and their facility than when the project started. He truly wants the client to be as informed as possible. This also carries over to himself in that he reads, researches, and stays informed of new trends or processes in the industry.

I would describe Mark as a dedicated and enthusiastic individual who believes in encouraging and guiding young professionals to explore all aspects of the industry. He has worked with junior team members to mentor and motivate them as they learn about construction management from the ground up.

Mark's vast experience in the industry combined with his solution-oriented personality will provide a beneficial perspective to the KSU Industry Advisory Board as you continue to grow the construction program.

Best regards,



Heather McKeen
Managing Director
CBRE | Heery Inc.

Heather.mckeen@cbre.com

404 946 2480

Mark Guleserian

From: Cherri Watson <watson@agcga.org>
Sent: Friday, June 29, 2018 9:54 AM
To: Guleserian, Mark @ ATLANTA
Subject: STP Unit 5: Improving Productivity & Managing Project Costs

Follow Up Flag: Follow up
Flag Status: Flagged

Mark,

I just read the evaluations from your last class. All found you as an exceptional/knowledgeable instructor. That's always good to hear. Thanks for making AGC look so good. 😊

Cherri Watson | Director of Safety, Education & Workforce Development

Associated General Contractors of Georgia, Inc.

1940 The Exchange | Suite 100 | Atlanta, GA 30339

ph: 678.298.4104 | f: 678.298.4105 | cell: 404.915.0451

www.agcga.org

Support AGC Georgia Foundation and provide scholarships to construction students!

Learn more at www.agcga.org/Foundation.

