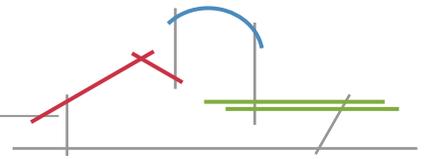


EDUCATIONAL PLANNING  
PROJECT FEASIBILITY ANALYSIS  
INTERIOR DESIGN  
SPACE PLANNING  
PROJECT MEDIA MANAGEMENT

401 East 4th Street, Suite 203  
Winston-Salem, NC 27101  
(336) 722-6152 ph  
(336) 722-6192 fax

317 North Front Street  
Harrisburg, PA 17101  
(717) 238-6799 ph  
(717) 238-6830 fax

*McKissick Associates InSights is a  
woman-owned firm.*



Mr. Steven Zannoni, AIA, ARA  
Project Management Consultants  
3900 Key Center  
127 Public Square, 39<sup>th</sup> Floor  
Cleveland, OH 44114

August 18, 2011

RE: Request for Qualifications for Professional Services for a Master Planning Consultant, Cleveland Heights-University Heights City School District

Dear Mr. Zannoni,

McKissick Associates Architects is pleased to submit our team's qualifications for your consideration. Our team brings a depth of experience that strives to achieve client goals by relying on our **decades of experience in educational planning, public participation, facility planning, sustainable design, construction technology and project management**, with K-12 projects totaling nearly **\$1,000,000,000 (one billion dollars) in construction**.

Our team consists of McKissick Associates inSights, a woman owned business that will be providing Master Planning, Educational Planning and Public Relations support and H.F. Lenz as our consultant engineering firm, providing MEP, Structural and Civil Engineering services. Mr. Steve Gridley and Mr. William Hartland, engineers with H.F. Lenz, have assisted me in the design and construction of nearly \$550,000,000 in educational facilities and our relationship spans more than two decades. H.F. Lenz, a company celebrating 65 years in business, recently opened an office in Conneaut, Ohio and this office will be supporting our efforts as we complete the District-Wide Strategic Master Plan for the Erie City School District.

We have also included Iron Compass Mapping for Geographic Information Systems (GIS) data analysis. Together we have completed a dozen feasibility studies across the Mid-Atlantic region and Mr. John Fix, President of Iron Compass, worked with my wife Kristen as founding programmers at MapQuest in the 1990s. Iron Compass is currently working on several projects in Ohio.

McKissick Associates is committed to green architecture not as a specialization, but as an inevitable component of excellent design. In a high-performance green building design, the focus is shifted from a compartmentalized process to a multidisciplinary approach. Team

members should be involved as the project's goals are being set to ensure that future decisions will be made with the project intentions intact. I started my career completing energy audits for Pennsylvania Public Schools in the 1980s and sustainability has always been a design consideration, whether a client seeks a LEED™ rating or simply desires keeping their building's energy costs at a minimum.

In 1999, I received recognition from the Council for Educational Facility Planners International (CEFPI). Selinsgrove Elementary, a project completed while partner at Hayes Large, received a Citation of Excellence for Educational Planning from CEFPI in 1998. I maintain active membership in CEFPI as well as the American Institute of Architects Committee on Education Design. This September I am an invited speaker at the International CEFPI Annual Conference, discussing the rebuilding of communities through adaptive reuse.

The award winning architecture that McKissick Associates has had the pleasure of creating includes historic preservation and green design. The Hazleton "Castle" Elementary Middle School (Historic Preservation, school dating from 1926) and the St. Stephen's Episcopal K-8 School (LEED™ Silver) has received awards and recognition on a national scale. The most challenging problems we face as design professionals nearly always involve aspects of eco-preservation.

All of these firms bring along **an expertise that we value** and we are pleased that they have agreed to join our team. We look forward to the opportunity to further meet and discuss the specific goals and facility needs for the Cleveland Heights-University Heights City School District and are happy to address any questions that you may have regarding this statement of qualifications.

Sincerely,



**Vern L. McKissick, III, AIA, LEED™ AP, NCARB**  
**Educational Planner**

*OH Professional License # ARC.9812117*