



Jesse J. Wilkerson &
ASSOCIATES

January 12, 2018

RE: The Winston/Terrell Group & J. Beard Management

To Whom It May Concern

Hope is the innate feeling that something is possible. We are visual beings. We see things. Some of the things we see are images that have the potential to inspire us. Some of our inspirations go unrealized because we just don't know how to get there. Realized opportunities give us hope.

Almost 16 months ago our business was given an opportunity to work with CSO carrying 75% of the workload for architectural services for a 24 acre development in Fort Wayne, IN (currently under final stages of construction). We have also brought projects into CSO. These opportunities (and the successful completion of the architectural work) led to a phone call from The Winston/Terrell Group and J. Beard Management to be a part of discussions about MSD of Washington Township school projects under the \$185MM referendum. Without the effort of The Winston/Terrell Group and J. Beard Management we would not have been at the table for this project.

Mr. Winston and Mr. Beard are making history and so is the District. As we have witnessed the school's effort of minority inclusion we have seen unprecedented levels of authentic participation in our area of service. On our team alone we had 30% participation. I commend the school on its leadership and the decision to offer The Winston/Terrell Group and J. Beard Management the opportunity to be a part of the process. All change isn't necessarily good, but this change is one that is making long-term strides and setting a new standard that was pioneered in your own back yard.

We all benefit when we are able to set our vision higher with opportunities that allow us to learn and grow and have access to the resources and materials of larger majority firms. We especially benefit in our development when majority firms are willing to teach and allow us to grow our experience. We encourage you to continue your commitment to diversity and maintain the level of vision set forth by your diversity partners in The Winston/Terrell Group and J. Beard Management. Your diversity partners have seen a lot and had many perspectives and experiences. They are valued throughout the state of Indiana with stellar reputations. Thank you for the opportunity you have given us to not only dream, but to have hope.

Best regards,

Jesse J Wilkerson, *Principal*

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