

BEALS • ASSOCIATES INC.

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LAWRENCE M. BEALS

Mr. Beals has had more than 40 years of professional experience, including over 30 years of principal-level planning and engineering consulting, seven years of multi-disciplinary project management experience, and three years of regulatory experience. During that time, he has been involved in all technical aspects of projects including master planning, land evaluations, subsurface explorations, wetland mapping, soil mapping, septic system designs, hydrogeological analyses, environmental impact assessments, industrial and office park design, site plans, zoning changes, residential design, land surveys, construction inspections, hazardous material investigations, environmental permitting, cost/benefit analyses of design alternatives, and development management.

EDUCATION

St. Lawrence University
Bachelor of Science, Biology

University of New Hampshire
Master of Science, Soil Science

Harvard Law School - Continuing Education
Program of Instruction for Lawyers - Negotiation Workshop

Institute for Wetland & Environmental Education & Research, Inc.
Plant Identification: Wetlands & Their Borders

University of New Hampshire Stormwater Center
Stormwater Porous Pavement Demonstration Workshop

PROFESSIONAL EXPERIENCE

Beals Associates, Offices in Boston, Massachusetts and Stratham, New Hampshire **1990 - Present**
President and Founder of Land Planning and Engineering Consulting Firm Specializing in Land Planning, Civil Engineering, Land Surveying and Landscape Architecture.

- Principal-in-Charge of a consulting firm with offices in Boston, Massachusetts and Stratham, New Hampshire.
- Management responsibilities for overall quality control and project strategies for projects in both offices located in all New England states.
- Advisor to corporations, institutions, governments, non-profit organizations, and individuals on land use alternatives, design alternative, development strategies, permit processes, construction administration, and real estate acquisition and disposition.
- Direct personal involvement in the evaluation, design, permitting, and construction of literally thousands of commercial, industrial, residential, and retail development projects.
- Advisor to municipalities and the Commonwealth of Massachusetts regarding the review of projects proposed by others and on land use matters regarding property owned by cities, towns, and the state.

- Principal-in-Charge of large and complex multi-disciplinary design projects. Successfully designed, permitted, and constructed a 100-unit open space housing development on 400 acres of land. The site included over 35,000 linear feet of bordering vegetated wetlands, rare and endangered species, and thirteen vernal pools. The project was reviewed and approved by the Groton Planning Board, the Groton Conservation Commission, the Groton Board of Health, the Nashoba Associated Boards of Health, the Massachusetts Environmental Policy Act unit, the Massachusetts Natural Heritage, and the Massachusetts Department of Environmental Protection.
- Advisor to a private land owner (seller) and a non-profit conservation organization (buyer) to determine the fair market value of a 300+ acre tract of land based on its development potential. This transaction exceeded \$15 million and the analysis need to comply with IRS standards and be accepted by all parties involved in the transaction.

Beals and Thomas, Inc., Westborough, Massachusetts

1984 - 1990

Principal and Co-Founder of Planning and Engineering Consulting Firm

- Principal-in-Charge of a variety of projects including the firm's largest and most complex projects.
- Management responsibilities for the firm which grew in five years to include 75 employees, 300 clients, 1,500 projects, and annual design fees in excess of \$6.5 million.
- Principal-level strategic and operational planning responsibility for overall quality control, project management coordination, financial management, and personnel management.
- Principal-level responsibility for coordination between major projects during a period of rapid growth in the real estate market with evolving and changing environmental regulations.
- Public presentations to a numerous regulatory entities and testimony in court as an expert witness.
- Master planning, design, and permitting of a 400-acre industrial subdivision with an ultimate build-out of three million square feet; over one million square feet have been successfully completed.
- Telecommunication network planning, design, and permitting nationwide.
- Design and strategic permit planning for numerous multi-family residential developments throughout New England.
- Evaluation and master planning of under-utilized corporate assets including economic analyses and assistance during marketing and transactions.
- Preparation of value engineering estimates and pro forma economic analyses of design alternatives to achieve the greatest return on investment.
- Participated in high-level strategic planning with corporations and developers.
- Developed design strategies to insure maximum return on investment with the security of buildable development programs.

BSC Engineering, Inc., Boston, Massachusetts

1977 - 1984

Project Manager and Department Supervisor

- Specifically assigned to the firm's most significant accounts involving complicated and short time frame projects.
- Designed and permitted projects in support of rapidly growing high-tech firms and clientele.
- Provided support on projects including feasibility studies, subsurface explorations, and hydrogeological studies.
- Primary responsibilities included the assessment of undeveloped land, including wetlands and soils, determining realistic development alternatives, and preparing plans and information necessary to obtain the permits necessary to construct the development projects.

Cobbossee Watershed District, Winthrop, Maine *1974 to 1977*

- Sponsored by the Massachusetts Audubon Society's Environmental Intern Program to assist with a quasi-municipal watershed agency to assess land use impacts on water quality within a discrete watershed.
- Upon completion of the internship, continued to work with the District on implementation of land use management strategies to protect and improve water quality.
- Directly responsible for formulating and implementing a number of programs funded by the US EPA including sanitary surveys, agricultural practices surveys, water quality studies, and soil studies, and land use impact assessments.

Expert Witness Experience

- Provide expert testimony on a weekly basis with local agencies throughout New England including Conservation Commissions, Planning Boards, Boards of Health, and Zoning Boards of Appeals. Testimony has been provided at more than 1200 public hearings.
- Provide expert testimony to the Department of Environmental Protection to support Superseding Orders of Conditions for appeals under the Wetlands Protection Act.
- Represented the Groton/Dunstable School Board (Middlesex Superior Court) in an eminent domain land taking case as necessary to determine the development potential and value of a large parcel of land taken for construction of a regional high school
- Represented the Town of Clinton (MA Land Court) in an appeal of a Planning Board decision denying a subdivision plan that was determined not to comply with the Town's regulations
- Represented Central Steel versus the City of Somerville in an eminent domain case.
- Represented a seller (Essex Superior Court) in a dispute with a buyer regarding the development potential of a property based on soils and wetland issues
- Represented W. R. Grace in settlement discussions with the Town of Acton concerning development alternatives for land owned by W. R. Grace
- Represented a land owner in Andover, MA in an appeal to DEP concerning the denial of a permit to complete a development based on wetland issues.
- Represented ADESA, owners of the former General Motors plant in Framingham, in negotiating a resolution to a complaint filed by the MA DEP Strike Force regarding potential wetland impacts.
- Provided written expert testimony in support of litigation (Norfolk Superior Court) by a land owner who had been denied a building permit based on soil related issues. Based on the written testimony, the case was settled without going to trial.
- Provided written expert testimony to support litigation (Middlesex Superior Court) concerning the development potential and value of a parcel of land in Carlisle, MA based on soil and wetland conditions.
- Provided written expert testimony to support an appeal (Middlesex Superior Court) of a variance granted by the Malden Zoning Board of Appeals by a landowner who was negatively impacted by the ZBA's decision.
- Provided written expert testimony to support litigation (Essex Superior Court) involving the impact of a vernal pool on a property's development potential and its value.
- Provided expert testimony in support of mediation to settle litigation between the Ipswich Savings Bank and the Town of Rowley concerning development alternatives for a large parcel of land involving primarily wetland, soil, and land planning issues.
- Provided expert testimony (Middlesex Superior Court) in support of litigation by a land owner of a large development parcel against a buyer regarding prudent and reasonable development alternatives.
- Provided expert testimony (Essex, SS. Land Court Department of the Trial Court) regarding the denial by the Town of Danvers of permits related to a proposed Highway Business development.
- Provide expert testimony (Norfolk Superior Court) in two cases involving land takings by the MBTA as necessary for the re-construction of the Greenbush Line through the Towns of Cohasset and Hingham
- Provide expert testimony (Plymouth Superior Court) in a case involving a land taking by the MBTA as necessary to construct compensatory wetlands as part of the mitigation for the construction of the Greenbush Line through the Town of Hingham

LECTURES

Harvard University Graduate School of Design
Instructor - Professional Development Course: *Site Evaluation, Planning, and Development*
This course has been taught nine times.

Massachusetts Bar Association
Site Engineering and Permitting: *"What Every Lawyer Should Know"*.

Salem State University
Site Planning and The Wetlands Protection Act

Executive Office of Communities and Development
Building on the Margin - Improved Transportation Access and Subsequent Changing Land Uses

Landlaw Land Use Conference
Package Sewage Treatment Plants

New England Appraisers Expo – Commercial Program
Real Estate Development and Land Use

Crystal Lake Conservancy Annual Meeting
The Principles of Limnology and The Practice of Watershed Management

REGISTRATIONS

Registered Sanitarian - State of Massachusetts
Licensed Site Evaluator - State of Maine
ARCPACS, Certified Professional Soil Scientist

PROFESSIONAL SOCIETY MEMBERSHIPS

Urban Land Institute
National Association of Industrial and Office Parks
American Registry of Certified Professionals in Agronomy, Crops, and Soils

Community Involvement

Town of Winchester - Zoning Board of Appeal
Winchester Boat Club – Commodore, Director