

BEALS • ASSOCIATES INC.

October 2019



INTRODUCTION



Founded to provide high quality design service and client advocacy, Beals Associates has remained true to its founding principles for over three decades. After operating in its Boston office for 17 years, Beals Associates launched a second office in Stratham, NH in 2000 to provide professional services in the New Hampshire and Maine seacoast area. Most recently, in 2017, Beals Associates has expanded again with its third office in Charleston, SC. In addition to its portfolio of interesting projects displayed throughout this website, Beals Associates has been a frequent advisor to environmental and non-profit organizations contributing its expertise and advice on a pro bono basis with a philosophical goal of protecting the natural environment and improving our quality of life.

HISTORY

Founded in 1983, Beals Associates, Inc. has achieved steady growth and has successfully completed many significant design projects. For perspective, the year that we began our firm was the same year that marked the official beginning of the Internet and was also the same year of the first cellular telephone call. The Dow Jones had climbed to a record 1,258 points, the average cost of a new house was \$82,600.00, and Boston's Central Artery was still above ground.

The two most important aspects of our business include our clients and the members of the firm. We have developed many lasting, fiduciary relationships with individuals and companies. In fact, we still work with clients that began with us in 1983.

We believe that the best marketing is not a brochure or webpage describing the past. Rather, the best marketing results from exceptional performance, completing an assignment on time, within budget and by adding value as a result of our efforts.

Our creativity, ability to meet deadlines, and responsiveness is a direct result of our corporate culture. We have deliberately maintained our offices with a size and scale that allows clear communication, an open exchange of creative design ideas, and a team attitude that allows us to sustain exceptional performance on all projects for all clients.

PLANNING

ZONING CONSIDERATIONS

Building Layout with Zoning Scenario #2

Building Footprint: 330,000 sf / 40% Footprint Reduction, Open Space Increase of 5 acres



Land Planning at Beals Associates, Inc. takes on several different forms. From traditional planning exercises that evaluate how a known project will fit into a neighborhood, to creating a development scheme on a large tract of land to be evaluated for financial viability, to long term studies of the impacts of development on a property, Beals Associates, Inc. staff brings a diverse background and skill set

that provides a clear picture of the development potential to clients seeking guidance in this area.

Our planning services include property inventories to understand what features should be preserved, improved, or otherwise accommodated, complete land based regulatory analysis to anticipate from the beginning what permit processes will need to be accommodated (or, in some cases, avoided) and overall master planning to begin forming the framework for long term successful projects.

PLANNING

Our philosophy toward planning is simple - gain an in depth understanding of the land, regulatory constraints and public issues to create an overall master plan to work within identified opportunities and constraints to protect the overall environment while maintaining regulatory compliance and public compatibility. Using this philosophy, BAI has successfully planned institutional, commercial, cultural and recreational projects over the years.



As strategic planners with a focus on the value of real estate, we are often contacted to provide feasibility analysis of a parcel of land for sale. We have conducted hundreds of best use studies for a variety of clients from real estate professionals to individual land owners who simply need an answer to the question "What can I do with my land?"

Due diligence studies are also a large part of our planning services. We work with institutional buyers, developers, brokers, lenders and private land owners to conduct studies early in a project process to evaluate the potential for issues that could have an impact on the future plans for the property. At the forefront of our goals in project planning is always an eye on environmental sustainability. Our offices recognize the need to maintain awareness and focus on green infrastructure and environmental responsibility. We insert these beliefs into our project planning by providing guidance and recommendations to the overall project teams early on regarding features that can be implemented into the project to achieve these goals.

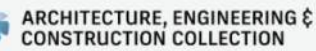
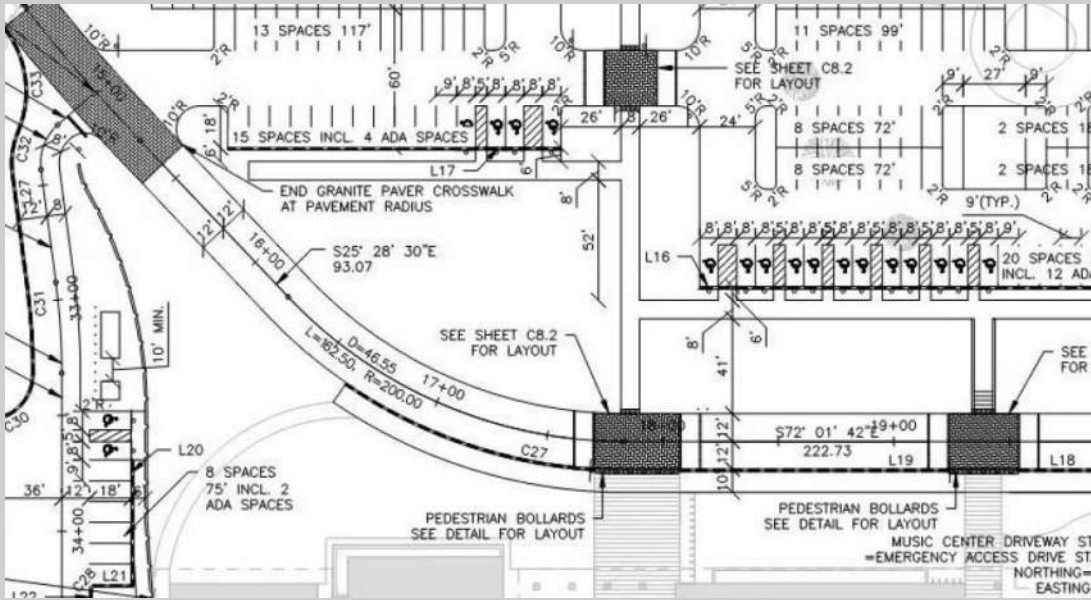
ENGINEERING



Beals Associates, Inc. features an engineering staff with a wide variety of backgrounds and interests that allows our office to provide a broad-based approach to a wide variety of engineering issues. Our engineers work with a diverse group of clients in both the private and public sector in order to develop innovative solutions to complex engineering and design issues. We use the knowledge gained in the early planning stages of the project to ensure that the overall design and engineering efforts are oriented toward the desired project goals and outcomes.

This approach reduces the number of iterations necessary to achieve the desired end result and saves our clients' money in the long run. Our entire staff never loses sight of the fact that ours is a service-oriented profession, and as such, our clients remain our top priority.

ENGINEERING



Integrated BIM tools for building design, civil infrastructure, and construction

Our office utilizes and maintains current Autodesk Design Suite software. By using the full suite of software, we have the ability to seamlessly transform data from one software to another depending on which model the various consultants are using. During this conversion, we can manipulate the information between both two- and three-dimensional views. Two-dimensional software allows us to access information on a precise level of detailing for design. Conversion into three-dimensional models then gives us the ability to render objects and integrate outside sources into a single central model. The ability to integrate such information increases the collaboration between our office and other consultants or construction teams allowing issues to be identified and resolved in a timely manner.

PERMITTING



Beals Associates, Inc. staff has successfully permitted projects in Massachusetts, New Hampshire, Maine, Vermont, Connecticut, Rhode Island, New Jersey, New York and South Carolina. Our strong position as client advocates and willingness to negotiate with regulatory bodies has allowed us to leverage permits for projects that had previously been denied or overturned on appeal. We utilize both design and communication as tools of our successful permitting record and take pride in our ability to secure permits in adverse permitting environments.

Our office works with private developers, ownership groups, and institutions to ensure entitlement documents and processes are worked through in a timely manner. We understand how various local, state and federal jurisdictions can affect these processes and we provide advisory services to our clients on how to navigate these issues.

PERMITTING

Beals Associates, Inc. understands the various scheduling challenges and implications of the permitting process. We work from the point of view of the client to provide an overall timeline that will work for the project and the team to set up a successful project from the inception. Although we are always client focused and serve as strong client advocates, we always maintain a professional and courteous relationship with the various authorities having jurisdiction in order to help facilitate and expedite the process to the extent possible.

We often take the lead in permitting presentations with local and state agencies. Our staff works with project team members to create an integrated and effective permitting presentation that will provide a clear understanding of the project to the regulatory review body. These presentations are often in an electronic format and projected on a screen during the hearings.



MANAGEMENT



Beals Associates, Inc. approaches Project Management with an understanding that every project is unique, and every project team comprises unique individuals. Rather than force each project into a traditional PM model, our staff will review the desired goals and outcomes to develop project management strategies that will fit the project and project team instead of forcing the project to fit management system.

Over the years, our roles as Project Managers have taken on a variety of formats. We have served as the owner's watchdog over a team of consultants. We have provided site construction management services. We have led multi-disciplinary teams of professionals through difficult regulatory processes. We are excited when our Project Management roles take a different path from the traditional roles. We are often asked what services we can provide. Our answer is always the same - what do you need us to do? We can arrange for that to be done.

Successful Project Management also requires an in depth understanding of the client's desired outcome and the project team's philosophy. We maintain a strong desire to learn about the characteristics and personality of all aspects of the project, from the inception to completion of construction.

PLAINVILLE INDUSTRIAL BUILDING



The planned 228,600 square-foot Warehouse Distribution Facility will be constructed on a 20.7-acre parcel of land in Plainville, Massachusetts. The site's proximity to Interstate 495 and MA Route 1 make it a prime location for a 288,600 square foot Warehouse-Distribution Facility. The facility will include 227 automobile parking spaces, 44 loading spaces, and 72 trailer spaces and can accommodate a wide range of tenants. Beals Associates has provided a range of services for our client including conceptual planning, preparation of civil engineering plans and permitting documents, and construction documentation. The project commenced construction in September 2019 with an anticipated completion in July 2020.

UPTON DRIVE INDUSTRIAL



Upton Park is an Industrial development project located in the northern part of the Town of Wilmington, Massachusetts. The site's close proximity to Interstate 93 and the Greater Boston area make it a prime location for a Warehouse-Distribution Facility. The Upton Park development includes four Warehouse Distribution style buildings located on a 29-acre parcel of land. Beals Associates, Inc. has worked with the landowner PGA Realty Inc., for many years, beginning with the initial site investigation and continuing through the ongoing local permitting process. Our firm successfully decertified a former vernal pool that had not functioned as one for many years. This regulatory change opened up the site and greatly increased its overall development potential. Beals Associates was responsible for delineating resource areas on the property and preparing several conceptual development plans that illustrated the development potential to the landowner. Once the project was selected, Beals Associates prepared all civil engineering drawings and permitting documentation for submittal to the Town of Wilmington Planning Board and Conservation Commission.

BOSTON LANDING



Boston Landing, located along Guest Street in the Brighton neighborhood of Boston, is a multi-use transformation of a former industrial neighborhood into a Health and Wellness District that is a result of the vision of New Balance and their development partners. At full build-out, the project will include up to 1,500,000 square feet of commercial, office and sports complex uses, anchored by the New Balance World headquarters, the new practice facility for the Boston Bruins NHL franchise, and the new practice facility for the Boston Celtics NBA franchise. Other key components include a 175-room hotel, 650,000 square feet of Class-A office space, and a multi-function sporting facility featuring a hydraulically operated track. Underground and above ground parking garages will provide up to 1,750 off street parking spaces.



The project also features a new commuter rail stop that was designed and constructed by the Boston Landing team. Extensive pedestrian and bicycle accommodations are also integrated into the project design which will allow the new development to feature a variety of transportation options.

Beals Associates, Inc. provided land planning, civil engineering, and local and state permitting management services throughout the duration of this project from conceptualization through construction.

AUERBACH CENTER



The Auerbach Center will bring another professional sports team to the Boston Landing neighborhood. This project is a collaboration with Elkus Manfredi Architects, John Moriarty & Associates and a talented team of engineers and designers assembled to build a fully modern NBA training and office complex for the City's professional basketball franchise.

The multi-use building includes a fully modern NBA practice facility, locker room complex, training spaces and business offices. 85,000 square feet of additional office and lab space make up the upper floors of the building while street level retail and parking make up the ground level of the new structure. Underground parking garages with separate entrances for Boston Celtics personnel and the general public are located at the rear of the building. Extensive stormwater management planning and utility phasing were involved in the design and permitting by our office to ensure this complex fit within the overall Boston Landing planned development without negative impacts to the facilities already completed or under construction.

Beals Associates, Inc. served as the lead Civil Engineer and local permitting liaison for this project. Coordination with Boston Water and Sewer as well as the City of Boston Public Improvements Commission was required prior to construction of this facility.

WARRIOR ICE ARENA



The Warrior Ice Arena is the new home of the Boston Bruins practice facility. Beals Associates, Inc. worked with Elkus Manfredi Architects, John Moriarty & Associates and a team of exceptional talent to bring the Boston Bruins practice facility back to Boston.

The multi-use building includes a fully modern NHL practice ice sheet complete with replica banners to mimic the experience players realize on the ice at the Boston Garden along with a state-of-the-art training facility. 200,000 square feet of office and lab space make up the upper floors of the building while street level retail and parking make up the ground level of the new structure. Underground parking garages connect to the previously completed New Balance Headquarters building.

Beals Associates, Inc. served as the lead Civil Engineer and local permitting liaison for this project. Coordination with Boston Water and Sewer as well as the City of Boston Public Improvements Commission was required prior to construction of this facility.

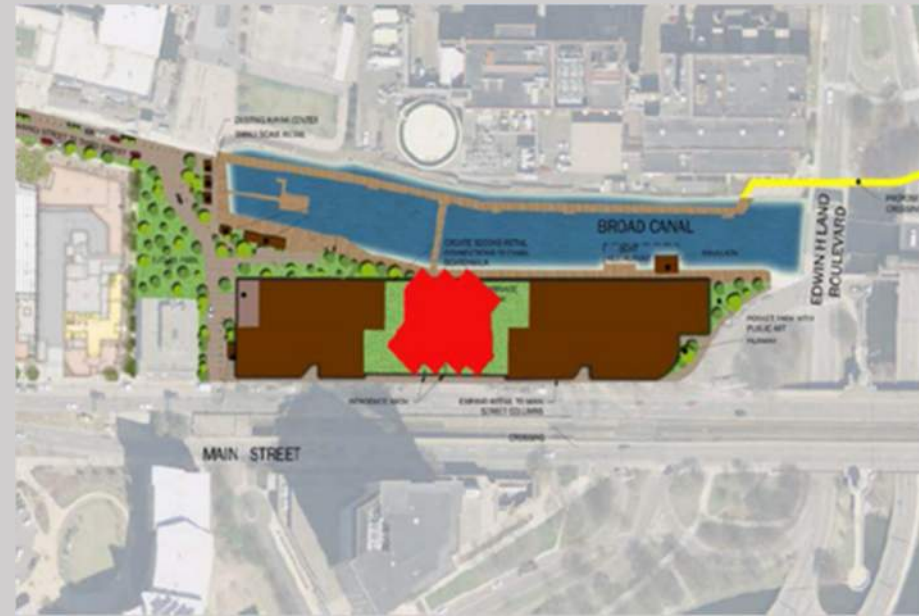
NEW BALANCE SPORTS FACILITY



The New Balance Sports Facility is a 485,000 square foot multi-sport facility focused on athletic training and technological discovery to further advance competitive sports. The highlight of the building is a hydraulically actuated track that can stage various track and field events indoors on the upper level of the facility. Complete training facilities and medical offices are located within the building. Street level retail opportunities exist along both Life Street and Guest Street along with limited parking within the building. Research and development of athletic apparel and equipment will be a focus at this new facility in the heart of the Boston Landing development.

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51 MAIN STREET CAMBRIDGE MA



Beals Associates, Inc. has been working with the owner of One & 101 Main Street in Kendall Square, Cambridge, Massachusetts to evaluate, plan, and permit a potential infill tower between the two existing towers. Over the last decade, Beals Associates, Inc. has led the effort to determine the potential for additional development on this constrained yet valuable property. With the owner's blessing, our office has prepared a conceptual site plan illustrating the potential site improvements to accompany the infill tower that promote connections to the Broad Canal and surrounding neighborhood. Currently, Beals Associates is preparing a Zoning Amendment to alter the zoning district to allow for greater development. Upon approval of the Zoning Amendment by the Cambridge City Council, our office will lead a public planning process in conjunction with the Cambridge Community Development Department (CDD) to prepare a Municipal Harbor Plan (MHP) in order to create relief from state restrictions associated with abutting the Broad Canal. Once approved, final design and further permitting will follow.

BEAUPORT HOTEL



The Beauport Hotel in Gloucester, Massachusetts transformed a historic property into a modern boutique hotel with references to the original marine industrial building that formerly occupied the site. In addition to carefully designed site planning and design, Beals Associates, Inc. worked with regulatory officials at the local, state and federal level to guide the project through a complex permitting process.

MUSIC CENTER at INDIAN HILL



Groton, Massachusetts was selected as the home of the Indian Hill Music School. Beals Associates, Inc. joined a project team featuring Epstein Joslin Architects to bring this landmark project to fruition. The project will feature a state-of-the-art concert hall with seating for 1,000 plus and additional seating capacity of 1,500 on the sloped exterior lawn area to bring a unique performance venue to the area. Beals Associates provided full site design and permitting services to enable this project to commence construction in 2017.



WINNING FARM of WINCHESTER



Winning Farm of Winchester is an Active Adult community developed on a parcel of land that had a long history with the town of Winchester. Prior project proposals had either failed through permitting or stalled prior to construction. Bonvie Homes became interested in the property and retained Beals Associates to assist through a Town Meeting vote to obtain a Developer's Agreement. Upon approval at Town Meeting, Beals then worked through design and permitting through the Town of Winchester. All approvals were obtained within a compressed timeframe and the project represents a successful collaboration between Bonvie Homes and Beals Associates, Inc.

REZONING of WATERTOWN ARSENAL

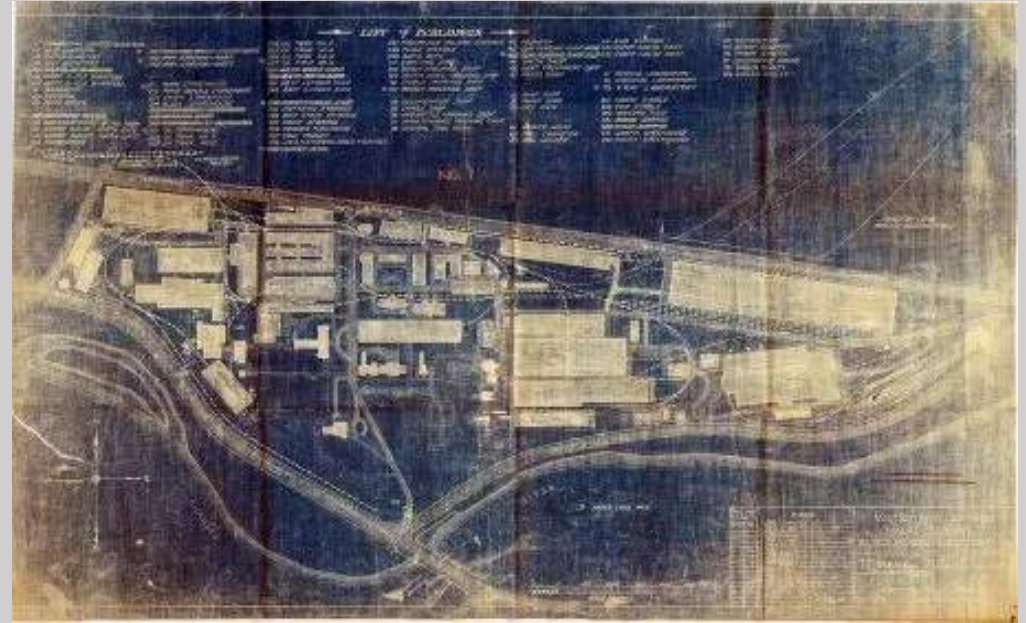


Beals Associates, Inc. was initially engaged to provide land planning, civil engineering, local and state permitting and overall project management services for the redevelopment of the Arsenal on the Charles office complex into our client's corporate campus. The first essential accomplishment into implementing the ten-year master plan was the successful approval of several zoning text amendments by the Watertown City Council. Beals Associates took the lead in the permitting and project management aspects of this process.

Over the course of almost two years, Beals Associates worked with various stakeholders including client corporate staff, Watertown officials and local community groups – to prepare amendments to bring the Arsenal Overlay District (AODD) zoning closer in line with the goals and aspirations of our client. The major purposes of the amendments were to create a comprehensive plan for the campus, establish a clear permitting process, add additional but appropriate height, allow retail as a permitted principal use and remove unnecessary and outdated text from zoning language.

The process to approval included facilitating multiple community meetings and meeting numerous times with various Town departments to incorporate input from both residents and local officials. Beals Associates presented the final versions to City Council and received approval of all amendments.

athenahealth MASTER PLAN



Master Planning for the Arsenal on the Charles campus began with a large team of talented consultants and the goal of turning a former military arsenal and materials testing laboratory into a modern corporate headquarters for a tech-based company. Beals Associates, Inc. joined the team to provide overall project management, master planning and real estate advisory services for the 29-acre campus in Watertown, Massachusetts. Coordination with the Massachusetts Historical Commission, Army Corps of Engineers and the Town of Watertown. The combined efforts of this initial team culminated in the approval of the Master Plan by the athenahealth Board of Directors.



CONCORD MEWS



Beals Associates, Inc. was initially engaged to assess the highest and best use for the redevelopment of 35 acres in Concord, MA. The site formerly housed several industrial buildings and a radar testing range. As a result of our analysis, it was determined that the highest and best use for the property was mixed use housing so it was marketed for that use.

Beals Associates continued to work with the buyer to design a specific development program including 1, 2, and 3-bedroom apartments, townhouses and a club house. Services provided included design development, extensive permitting with the Town of Concord and the two abutting towns of Acton and Maynard and preparation of civil/site drawings for utilities, drainage, layout and grading.

PEOPLE

LAWRENCE M. BEALS

President

As the founder of Beals Associates, Inc., Larry Beals has over 40 years of professional experience including over 30 years of principal level planning and engineering consulting, multi-disciplinary project management and 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, hydrogeologic analyses and environmental impact assessments. Larry continues to provide Principal-in-Charge level services to many of the firm's projects and maintains a daily connection with clients and staff alike.

Mr. Beals has acted as an advisor to various corporations, institutions and non-profit organizations as well as individuals to determine land use alternatives, development strategies and regulatory process navigation techniques on projects throughout the northeast region from Delaware to Maine. During his career, Larry has also lectured at the Harvard Graduate School of Design, the Massachusetts Bar Association, Salem State University, the Executive Office of Communities and Development and the Landlaw Land Use Conference.

Prior to founding Beals Associates, Inc., Mr. Beals was the co-founder of Beals and Thomas in Westborough, Massachusetts and a Project Manager at BSC Engineering in Boston. He earned a Bachelor of Science degree from St. Lawrence University and a Master of Science degree from the University of New Hampshire. He has also earned continuing education credits from the Harvard Law School. Within his community, he is a past Commodore of the local Boat Club as well as a member of the Zoning Board of Appeal.

PEOPLE

TODD P. MOREY, P.E.

Vice President

Todd Morey has over 25 years of experience in civil engineering design and permitting throughout the northeast and south coastal areas. He is a registered Professional Engineer in Maine, New Hampshire, Massachusetts and South Carolina. Throughout his career, Mr. Morey has developed a large portfolio of diverse projects ranging from medium scale residential subdivisions to extensive corporate campus planning and design work. His permitting expertise and attention to regulatory details has provided him with opportunities to guide clients and project teams through complicated regulatory pathways leading to highly successful projects. Currently, Mr. Morey is highly focused on expanding the Beals Associates name throughout various location throughout the country.

At Beals Associates, Inc., Mr. Morey is involved in client and consultant contact and negotiations, all phases of design and documentation and quality assurance. He also uses his experience to assemble and coordinate large multi-disciplinary teams to enhance the firm's client focused philosophy. Mr. Morey also maintains focus on the development and career advancement of our staff of talented individuals while serving as the lead engineer on our firm's larger projects. Prior to joining Beals Associates, Inc., Todd was a Senior Engineer with DeLuca-Hoffman, a southern Maine based engineering firm, and a Senior Site Development Manager with Lowe's Home Centers, Inc. based in North Carolina.

Mr. Morey attended the University of Massachusetts at Amherst where he completed degrees in Mechanical and Civil Engineering. He has served on his community's Planning Board and Zoning Board of Appeals and has been active in coaching youth sports since 2007.

PEOPLE

DEVIN HOWE

Devin Howe has over five years of experience in civil engineering. He is an engineer in training, and has been engaged in design, permitting, and construction projects throughout Massachusetts. He has been guided by professional engineers throughout his career and is on track to receive his professional engineering licensure.

At Beals Associates, Inc. Devin is a Project Engineer involved in the research, design, and permitting of projects. Devin uses his knowledge of computer-aided design and rendering programs to create plans and presentations that can be understood by all audiences. His attention to detail allows him to produce high quality and accurate plans. Prior to joining Beals Associates, Inc. Devin was an intern at Vanasse Hangen Brustlin, a Massachusetts based engineering firm, and was an intern at John Moriarty and Associates, a construction management company based in Massachusetts.

Devin attended Wentworth Institute of Technology where he obtained a Bachelor of Science degree in Civil Engineering in the summer of 2015. He is committed to continuing his education under the direction of professional engineers at Beals Associates, Inc. Devin is currently serving as a Member on his community's Zoning Board of Appeals.

PEOPLE

MATTHEW COSTA

Since joining Beals Associates, Inc., Matthew Costa has been an instrumental part of the firm's team. Mr. Costa has worked on an abundance of diverse projects in the eastern Massachusetts area. His engineering expertise has provided him with the ability to offer both clients and project teams results that lead to successful projects. Matthew has the ability and experience to work on various aspects of projects including field surveying, design, permitting and project presentations.

Before working at Beals Associates, Inc., Mr. Costa worked as a Field Engineer for Cashman Dredging & Marine Construction for three years where he had the opportunity to work on a multitude of projects across the country such as dredging for gold in Alaska, building beaches in Florida and along the East Coast, and removing contaminated material from the Hudson River in New York.

Mr. Costa attended Wentworth Institute of Technology where he received a Bachelors Degree in Civil Engineering Technology and is a LEED Green Associate.

PEOPLE

MORGAN BEALS

Morgan Beals has a strong scientific and research background gained through a variety of international experiences. Prior to joining Beals Associates, Inc., Morgan worked as a Researcher for a renewable energy recruitment firm based in Sydney, Australia and supported businesses that are driving innovation within Australia's rapidly growing renewable energy industry.

At Beals Associates, Inc., Morgan is a Project Manager involved in various aspects of development projects, including site feasibility, wetland delineation, and project reporting. Having a diverse background in research, fieldwork and report writing enables Morgan to contribute to different areas of the business as required. Previously Morgan worked as a Field Technician for Beals Associates, Inc. on a project-to-project basis, performing water quality testing and data collection.

Morgan attended Colgate University where she earned a Bachelor's degree in Marine & Freshwater Sciences with a minor in Applied Math. During the completion of her degree as well as after graduating, Morgan contributed to multiple scientific research projects, including coastal bioremediation research in Woods Hole, MA and marine biology research in Taipei, Taiwan and Orpheus Island, Australia. More recently, Morgan obtained a certificate of completion from the Eagle Hill Field Seminar: Wetland Identification, Delineation and Ecology in Steuben, ME.

PEOPLE

BENJAMIN ENOS

Benjamin Enos is a junior level civil engineer who recently graduated from the University of New Hampshire. His college experience has provided him with a background in the various subfields of civil engineering including hydrology, structural design and soil mechanics.

At Beals Associates, Inc. Ben is a Project Engineer involved in research and design development of various projects. Ben works with the staff at Beals Associates to provide design assistance and computer modeling using various software programs. Ben also provides initial site feasibility research through reviews of zoning and other regulatory data. Prior to joining Beals Associates, Inc. Ben worked toward receiving his undergraduate degree and completed research involving strength testing for an innovative mix design and process of 3D Printing concrete with D-Shape Enterprises L.L.C. His research consisted of testing alterations of the proprietary mix design with Portland Cement Concrete and combinations of the two mixes using ASTM testing methods.

Ben attended the University of New Hampshire where he earned a Bachelor's of Science degree in Civil Engineering in the spring of 2018. Ben is continuing his education under the direction of professional engineers at Beals Associates, Inc. and working toward obtaining his professional engineering licensure.

PEOPLE

BRYAN SUTHERLIN

Bryan Sutherlin is a recent graduate of Boston University. His college experience has provided him with an understanding of the real estate market, the development of residential and commercial properties, and catering to the specific needs of each individual project.

At Beals Associates, Inc. Bryan joins the Technical Staff and is involved in the research, planning, and drafting of Property Evaluations and Feasibility Studies for a wide scope of projects. Prior to joining Beals Associates, Inc., Bryan was an intern at John Moriarty and Associates and gained valuable knowledge and hands-on experience of the design, development, and overall construction process of a large-scale commercial property.

Bryan attended Boston University where he earned a Bachelor of Science in Business Administration degree, with a major in Marketing and minor in Real Estate in the spring of 2019. He is committed to continuing his education of urban planning and real estate development under the direction of Beals Associates, Inc.

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