

LOUIS P. MINICUCCI, JR.
231 Sutton Street, North Andover, MA 01845

Curriculum Vitae

EDUCATION: Suffolk University, Boston, MA
Master of Business Administration, 1972

Central Connecticut State University, New Britain, CT
Bachelor of Science, 1971
Major in Business Administration; Concentrate in Economics

Harvard Graduate School of Design - AMDP Class V 2006

CERTIFICATION: Massachusetts Certified General Real Estate Appraiser
AND LICENSES License #740, Serial #366954, Expiration Date: July 15, 2008

New Hampshire Certified General RE Appraiser #420
Expiration Date: December 31, 2008

Massachusetts Licensed Real Estate Broker
License #70850, Serial #433431, Expiration Date: July 15, 2007

Massachusetts Licensed Construction Supervisor
License #C027367, Expiration Date: July 15, 2007

CONTINUING Courses in real estate appraising for licensing and license renewal, including topics such
EDUCATION: as highest and best use, feasibility analysis, site selection criteria, income capitalization methods,
and Uniform Standards of Professional Appraisal Practice. Courses were taken through the
Appraisal Institute (f/k/a the American Institute of Real Estate Appraisers), the Society of Real
Estate Appraisers, the National Business Institute, Harvard School of Design extension courses in
Real Estate.

PROFESSIONAL MINCO Corporation - President and founder (established in 1982) performing consulting
EXPERIENCE: services in real estate matters. Services include real property evaluation, site analysis,
market analysis and real estate development management.

Northpoint / Southpoint Realty Development LLC - Principal and one of two founding partners which develops approximately \$100 Million per year in sales. As principal and managing partner responsibilities include overseeing all facets of permitting, financing, construction, marketing and sales.

Sample Projects

COMMERCIAL

- Stop & Shop, North Andover, MA - Developer / Principal of 77,000 SF Retail facility - \$15 million.
- Messina's, North Andover, MA - 52,000 SF Retail including a 20,000 SF Star Market Agency and a 8,800 SF CVS store - \$8 million.
- Plaza 114, Lawrence, MA - 105,000 SF Retail including a 53,500 SF Shaw's Supermarket (anchor store) - \$12.5 million.
- Lawrence Industrial Park - \$20 Million road infrastructure and a 150,000 SF New Balance distribution facility; 80,000 SF Gem Corporation office manufacturing facility
- Islington Realty Development LLC - Principal and managing partner of retail centers with CVS anchors
- Key Polymer/ Goodyear - Acquisition of 180,000 SF manufacturing plant
- Pepsi-Cola / Malden Mills - Facilitated a 1031 tax exchange, site selection and relocation of Pepsi Cola distribution center in northeastern Massachusetts to allow for the expansion of Malden Mills

RESIDENTIAL

- Kittredge Crossing, North Andover, MA - Developer / Principal Partner of 126 residential condo units including 25% affordable housing - \$26 million.
- Maritime Landing, Newburyport, MA - Developer / Principal of 114 residential condo units, including 25% affordable housing - \$24 million.

- Strada 315, Ft. Lauderdale, FL - Developer / Principal of pending 21 story residential high rise - \$36 million.
- Powder Mill Square, Andover, MA - Developer / Principal of 60 condo units, including 15% affordable housing - \$21 million.
- Ocean City Lofts, Delray Beach, FL - Developer / Principal of 68 loft style residential condominium units and five commercial office units - \$23 million.
- Renaissance Village, Delray Beach, FL condominiums - \$8 million. - Developer / Principal of 20 unit luxury
- Bella Vista, Delray Beach, FL - Developer / Principal of 8 unit residential condominiums - \$ 7 million.
- Marina Bay, Delray Beach, FL - Developer of 10 luxury residential condominium units - \$9 million.
- Ridgecrest, Haverhill, MA - Principal for 360 unit condominium project (construction has not begun) \$100 million.
- Federal and State Housing Developments -
- Public Assisted Housing - Consultant - MINCO Corporation
 - Needham Housing Authority, Needham, MA - 76 Units Housing
 - Groveland Housing Authority, Groveland, MA - 52 Units Housing
 - Boxford Friendship Foundation, Boxford, MA - 48 Units Housing
 - Methuen Housing Authority, Methuen, MA - 42 Units Housing
 - Rowley Housing Authority, Rowley, MA - 12 Units Chapter 705
 - W. Newbury Housing Authority, W. Newbury - 26 Units including 12 Units Chapter 705 & 14 Units Chapter 707

Real Estate Services

Thirty years experience in real estate development, feasibility and market analyses, real estate appraisal and brokerage.

Expert Witness Expert testimony in matters of real estate to the following Courts:

Commonwealth of Massachusetts Court System:

Essex County Superior Court
Essex County Probate Court
Essex County District Court
Middlesex County Superior Court
Middlesex County District Court
Norfolk County Superior Court

State of New Hampshire Court System:

New Hampshire Board of Tax and Land Appeals
New Hampshire Superior Court
Rockingham County

Federal Court:

U.S. Bankruptcy Court: Boston and Worcester, MA
Manchester and Concord, NH
U.S. Federal Court District

1985 to Present Resolution Properties, Inc. President and Principal Stockholder of Group Residences for the mentally challenged and physically impaired. Facilities developed and owned:

Methuen, MA; servicing agency: Lawrence Rehab, Inc.
Georgetown, MA; servicing agency: Fidelity House
Newburyport, MA; servicing agency: Lawrence Rehab, Inc.
North Andover, MA; servicing agency: Lawrence Rehab, Inc.

OTHER
EXPERIENCE:

Community Development Director, North Andover, MA - 1978
Chief Administrative Officer for real property development and substantial rehabilitation activities.

North Andover Housing Authority, North Andover, MA- 1974
Executive Director and Chief Administrative Officer for the supervision and development of 300 units of public housing.

Harris Realtors, Lawrence, MA; Commercial-Industrial division manager -1972.

Dairy Queen of Boston, Inc. - President. Owner of the trade name for Suffolk County, MA (Boston), parts of Essex and Norfolk.

PROFESSIONAL
AFFILIATIONS:

Greater Lawrence Board of Realtors, Member, Chairman Commercial Industrial Division, 2 years

MUNICIPAL
BOARDS

Town of North Andover, School Building Committee, (Chairman) 1993 to present
Chair of the Building Committee during the construction of 4 new schools totaling \$100 Million

Town of North Andover, School Committee, (Member) 1998-2000

Architectural Review Board, Town of North Andover, 6 years (Chairman)

Fair Housing Officer, 2 years, Town of North Andover, MA and Representative of the Town of North Andover on the Regional Fair Housing Task Force Committee (Chairman)

Past Member, Growth Study Committee, Town of North Andover

Past Member, Policy Committee, Merrimack Valley Planning Commission

CIVIC
BOARDS

United Way of Merrimack Valley: Campaign Chair 1997- 1998 and
Pace Setter Chair 1996-1997. Raising approximately \$5.4 Million.

Merrimack Valley Chamber of Commerce: Chairman, 1995-1996
Greater Lawrence Chamber of Commerce. Chairman, Economic Development Committee,
Vice President and Executive Board Member, 1992-1994

Men of Merrimack College, Board of Directors. Merrimack College Co-operative Education
Task Force Director, 1990-1993

Northern Essex Community College, Occupation Advisory Board Member

Lawrence Boys Club, Executive Board member, 1991-1996

Greater Lawrence YMCA, Lawrence Managing Board, 1991-1993

Greater Lawrence Rotary Club, 1988-1994

MISCELLANEOUS Incorporator of Stoneham Savings Bank

Past Board Member - Greater Lawrence Community Action Council

Greater Lawrence Minority Partnership Award

American Training Corporate Sponsor Award

United Way Corporation Pace Setter Award

Merrimack Valley Chamber of Commerce INNOVATION Award