



YMCA of the North Shore
 245 Cabot Street
 Beverly, MA 01915
 978.922.0990
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November 1, 1999

To Whom It May Concern,

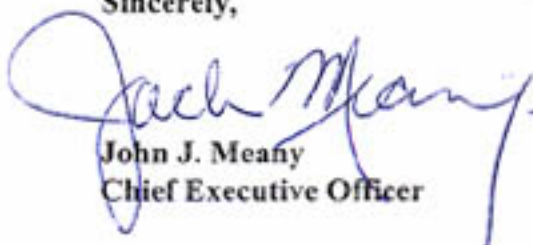
I have recently had the pleasure of working with Don Bowen and Meridian Engineering on two recent YMCA projects. In both projects the timely completion of multiple aspects of site development allowed our projects to go forward in a time frame that was both tight and important to our YMCA.

Meridian Engineering completed all site and permit work on our Ipswich YMCA building project. This 19 acre site was difficult from a land use perspective that was further complicated by wetlands issues. Don Bowen and Charles Wear handled our project flawlessly and guided our project through both the Planning Board and the Conservation Commission. Their presentation anticipated all questions and provided comprehensive information that put Board and Commission members at ease with our knowledge of the site, sensitivity to their issues and responsibility to all concerned.

More recently, Meridian has been involved with our YMCA in determining "as of right" land uses at the 22 acre Leggs Hill site which is the proposed new home of the Marblehead/Swampscott YMCA. Meridian is helping our Y to do the "due diligence" necessary to consummate a fair and equitable deal with the property owners.

We have enjoyed our ongoing relationship with Meridian and would recommend them highly to potential land developers. Please feel free to contact me for future information.

Sincerely,



John J. Meany
 Chief Executive Officer



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Beverly Sterling
 YMCA
 254 Essex Street
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 978.927.6855
 fax 978.927.5530

Beverly Teen
 YMCA
 P.O. Box 173
 Beverly, MA 01915
 978.921.1845
 fax 978.921.6070

Cape Ann
 YMCA
 71 Middle Street
 Gloucester, MA 01930
 978.283.0470
 fax 978.283.3114

Ipswich Family
 YMCA
 33 County Street
 Ipswich, MA 01938
 978.356.YMCA
 fax 978.356.0625

Marblehead Swampscott
 YMCA
 94 Pleasant Street
 Marblehead, MA 01945
 781.631.0870
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Salem
 YMCA
 One Sewall Street
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