BRIAN G. SHEA, ESQ.

1500 General Knox Road, Russell, Massachusetts 01071

Phone: (413) 530-6658 • **Email:**brian@brianshealaw.com

AREAS OF EXPERTISE:

Business Management – Open Meeting Laws – Municipal Agency – Land Use
Courts and the Judiciary – Civil and Criminal Procedure – Judicial and Legal Ethics
Federal, State and Local Taxation – Constitutional Law – Contract/Commercial Law
Landlord Tenant/Property Law – Negotiations - Accounting – Access to Justice

EDUCATION

Juris Doctorate (J.D.) – Roger Williams University School of Law 1996

Bachelor of Science - Business Management Concentration: Accounting 1990
Westfield State College n/k/a Westfield State University

EXPERIENCE

University of Massachusetts (Amherst) Isenberg School of Management 2017 – Present

Lecturer - Law – Full-time lecturer in Management Department at ISOM. Courses include those that survey legal aspects impacting the management of business and legal influences in the decision-making process. Topics include a study of the federal and state court system, alternative dispute resolution, civil and criminal law, criminal procedure, contract law, bankruptcy, anti-trust, ethical decision making and relevant current issues impacting business and society.

Koverage Insurance Group, LLC - Enfield, Connecticut 2019 to 2023

In-house General Counsel and Chief Financial Officer for conglomerate of Insurance Agencies throughout Connecticut. Operations primarily focus on the eastern portion of the United States and involve placing property & casualty coverage for consumer and commercial customers. Business Model formulated on the theory of achieving rapid growth through acquisition of similar agencies that maintain stable operations and that have achieved branded recognition within the industry and their communities.

~ Acquisition – Engaged in all legal aspects associated with the acquisition of numerous insurance agencies in various states and in various forms, e.g. asset purchases, stock purchases, book transfers.

~ Mergers – Engaged in all legal aspects of merging certain organizations or portions of organizations of various *books of business* and other assets into other agencies/organizations, joint ventures.

~ Financial – Introduced formalized accounting system that supplanted basic bookkeeping function in order to facilitate budgeting, reporting and compliance.

~ Human Resources – Developed and implemented regimented frame-work of all workplaces which included the changing landscape of operating during the pandemic.

~ Executive Team – Active participant with other executive team members in strategic decisions making.

Law Offices of Brian Shea, P.C. – Agawam, Massachusetts 2004 to Present

Principal Member of well-established local law firm serving a diverse clientele spanning a significant geographic area. Manage daily operations and business functions, while continuing to effectively balance caseloads. Serviced large high-profile clients by providing focused attention to their needs though more effective legal counsel. Cultivated a small legal practice into a large, expanded business throughout Massachusetts and Connecticut during period of economic recession. Areas of expertise:

~ *Taxation* – Prepare fiduciary, partnership, corporation, estate, and individual tax returns. Offered tax and succession planning for individuals. Engaged with corporations and other businesses as well as international clients. Versed in municipal taxation including abatements and appeals for erroneous tax assessments.

~ *Estate Planning* – Prepare complete estate plans for all clientele from small simple estate plan to complex multi-generational models geared towards preservation of wealth and minimize inheritance tax.

~ *Landlord Tenant Law* – Represent clients in all matters related to landlord/tenant relationship including evictions actions. Prepare governing documents such as leases, management agreements, operational rules & regulations, and similar documents. Achieved heightened knowledge base of all federal and state-subsidized housing programs, including section 8 project base subsidies, choice voucher programs, affordable housing programs and tax credit subsidies.

~ *Commercial Law* – Guide new and established business organizations on formation, reorganization, and dissolution of various business entities. Advise clients outside tax advisors on tax impact offered during planning phase. Formed and negotiate contracts, including lease and employment contracts and other documents associated with debt financing including secured transactions.

~ *Real Estate* – Serviced clients ranging from first-time homebuyers to the largest mortgage servicers. Regularly engage in purchases, sales, refinances, private lender transactions, commercial and residential transactions. Representations included serving as lender's counsel for regional and national banks.

~ *Litigation* – Selectively engage in matters of genuine interest to the firm and its associations. While the firm did not actively seek clients that would require the need to engage in litigation the operation of the firm required the ability to provide those services on an effective basis.

~ *Pro Bono* – Routinely provide legal services without compensation or any expectation of compensation to persons of limited resources, to charitable, religious, civic, community, governmental, and educational organizations in matters that are designed primarily to provide services that such clients would otherwise not be able to obtain.

~ *Special Council* – Engaged by the Town of Adams, Board of Health as Special Council to prosecute various matters associated with the enforcement of the sanitary code, building code and condemnation orders.

~ *Municipal and Quasi Municipal Engagements* – Represented Housing Authorities on various engagements including negotiating leases, easements, and compensation for takings or on eviction matters.

Mulberry Law Group – Springfield, Massachusetts 1997 to 2004

ATTORNEY AT LAW/MANAGING PARTNER

~ Joined and established legal practice upon obtaining license within Massachusetts.
~ Introduced proven business practices to manage all business functions and became Managing Business Partner.
~ Simplified billing, accounting. Introduced management program for employees.

~ Developed skill set necessary to practice law within an association of independent attorneys.
~ Cultivated client relationships to sustain a growing legal practice.
~ Maintained unique blend of business manager and business development for practice.
~ Successfully maintained top revenue producer for final three consecutive years of association.
~ Gravitated from small simple engagements within specialized practice areas to becoming a recognized authority within legal community and among the judiciary.

Corporate Controller - Leominster Massachusetts 1995 to 1996

Recruited by Owner/CEO to implement and manage all financial reporting functions for this 35-person logistics solutions company. Facilitated interdepartmental communication and provided managerial oversight to department heads and staff, with four direct reports.

~ Integrated fiscal responsibility and financial analysis of cost and opportunity company wide.

~ Prepared and presented reports and data to executive team; analyzed monthly results, capital investments, customer and product profitability, new product introductions, cost centers, budgets and forecasts, contracts and agreements, and business decision.

~ Prepared forecasts and administered budgets and maintained financial records and systems.

~ Ensured compliance with corporate governance, policies, and procedures as well as government income, sales/use, and property tax requirements.

Western New England College (n/k/a Western New England University) 1999 - 2006

Instructor – Business Law I and II – Course(s) provided in depth analysis on a wide range of legal topics to management, business, and accounting degree candidates. Areas of study included the court system (federal and state), Alternative Dispute Resolution, application of constitutional law to business, agency law, contract law, Uniform Commercial Code Articles 2 and 9, criminal law, criminal procedure, discrimination, affirmative action, and human resource management.

Instructor – CPA Law – Course provided graduate students an opportunity to review all topics typically tested by the Uniform Certified Public Accountant Examination. The course was limited to one semester and required a fast paced, intense but thorough analysis of topics common to the law section of the CPA exam.

Instructor – Employment and Business Formation - Course designed as a workshop for graduate students reviewing the various considerations when forming a business entity. The course included an in-depth study of the factors (taxation and limitations upon liability) considered when forming an entity along with the various types of entities available. Course also included a review of employment law topics include anti-discrimination practices and affirmative action.

Holyoke Community College 1998 – 2000

Instructor – Business Law I and II – Course(s) provided in depth analysis on a wide range of legal topics to management, business, and accounting degree candidates. Topics included study of the court system (federal and state), Alternative Dispute Resolution, application of constitutional law to business, Agency Law, Contracts, Uniform Commercial Code Articles 2 and 9, Contract Law, Criminal Law, and Criminal Procedure.

ELMS COLLEGE 1991

VISITING LECTURER – INTERMEDIATE ACCOUNTING II – Essential core requirement for all accounting students. Course included accounting methods and procedures under Generally Accepted Accounting

Principles (GAAP) and International Financial Reporting Standards (IFRS). Topics included investments, current liabilities and contingencies, bonds and long-term notes, leases, accounting for income taxes, pensions, shareholders' equity, earnings per share, share-based compensation, accounting errors, and the statement of cash flows.

ADDITIONAL EXPERIENCE

Massachusetts Continuing Legal Education (MCLE) – Massachusetts 1997 to 2007

FACULTY – PROVEN COLLECTION STRATEGIES – Workshop offered to lawyers to develop skills in prosecuting contract claims on a small or large scale. Workshop focused on developing models to introduce into a practice to bring a contract claim from making demand to collection.

LICENSES

License to Practice Law in Massachusetts
License to Practice Law in Connecticut
License to Practice in the Federal Courts of Massachusetts
License to Practice in United States Tax Court

AFFILIATIONS

Contributor/Consultant/Visiting Lecturer, Massachusetts Small Business Development Center Network

AWARDS & ACHIEVMENTS

Recipient of Certificate of Achievement, Massachusetts Society of CPAs for having successfully completed and passed all four areas of the Uniform Certificate Public Accountants Examination on the first sitting.

Interest

Avid Sailor, Patient Golfer, Frustrated Musician and Focused Pilot

References

Natalie Saloio, Esq.
108 East River Road
Huntingon, MA 01050
Phone (413) 378-8218
Email: natalielsaloio@gmail.com

Laura Fenn, Clerk Magistrate
Western Housing Court
37 Elm Street
Springfield, MA 01105
Phone: (413) 792-9460
Email: Laurajfenn@gmail.com

Hon. Dina Fein (Ret)
69B Day Avenue
Northampton, MA 01060
Phone: (413) 478-3752
Email: dinaefein@gmail.com

Maia Fishman
mrfishman@umass.edu

Fiana Herscovici
fherscovici@umass.edu

Rodney Pease
60 Woodside Road
Ludlow, MA 01056
Phone: (413) 478-6784
Email: rodney.pease@gmail.com

June Wolfe, Housing Director
Construct, Inc.
316 State Rd, # D15
Great Barrington, MA 01230
Phone: 413 329-4619
jwolfe@constructberkshires.org

Nicole Baginski, Bursar
Westfield State University
Horace Mann Center, R, 112
Westfield, MA 01085
Phone (413) 572-8544
Email:NBaginski@westfield.ma.edu

Hon. Michael Mulcahy
Palmer District Court
285 Sykes Street
Palmer, MA 01069
Phone: (413) 283-8916

Richard Herbert, Esq.
430 Main Street, Ste 3
Agawam, MA 01001
Phone: 413 212-9849
Email: rich@richherbertlaw.com