

# Working on Controversial Projects or with Controversial Clients: Is it a Go or a No-Go Decision?

**Ken Johnston**, Chief Administrative Officer,  
GZA GeoEnvironmental, Inc.

**Steve Patt**, P.E., President, ECS Capitol Services

**Matt Poirier**, P.E., Executive Vice President,  
Sanborn, Head & Associates, Inc.

**Terry Scanlan**, Esq., Principal, Skellenger Bender

# Controversial Project: Solid Waste Landfill Facility





# Controversial Project: Solid Waste Landfill Facility



# Controversial Project: Redevelopment in Residential Neighborhood



Photo by Victoria Pickering



# Controversial Project: Redevelopment in Residential Neighborhood



# Controversial Project: Fracking



Photo By Process Industry Forum



# Controversial Client: CEO of Popular Big Box Store





# Controversial Client: Too Slick and Too Eager





# Controversial Client: Too Slick and Too Eager



# Controversial Client: Too Slick and Too Eager





# Controversial Client: Too Slick & Too Eager



# Controversial Client: Too Slick and Too Eager





# Controversial Client: Too Slick and Too Eager



# Coming Soon...

From the Business Practice Committee  
and the Legal Affairs Committee...

Go/No-Go Project Checklist  
that will include the topics  
covered in this presentation



# Questions?