

# EagleTribune.com, North Andover, MA

December 20, 2011

## Salem sells house, land at auction

By Doug Ireland

[direland@eagletribune.com](mailto:direland@eagletribune.com)

SALEM — When he was a teenager, Gary Mosher worked long hours in the fields at Hawkins Farm, picking produce to be sold at a roadside stand.

That was 40 years ago. The farm is long gone and the Hawkins family has since moved away.

Mosher, now 55, lives in the old farmhouse across from the land the Hawkins family farmed for decades. Yesterday, one family's legacy made way for another when Mosher's son, Joshua, bought a home that was once part of the 15-acre farm property.

A small portion of the property, purchased by the town three years ago, was sold for \$150,000 at auction. The deal included the 32-year-old home and three-quarters of an acre subdivided earlier this year.

For Joshua Mosher, 27, purchasing the home at 38 Town Farm Road is an opportunity to remain close to his parents at 47 Town Farm Road.

"We have been in Salem my whole life," he said.

Mosher, accompanied by his father, almost lost the home in a bidding war with Rep. Gary Azarian, R-Salem, a member of the town's Zoning Board of Adjustment.

The bidding began at \$125,000, with Chief Assessor Normand Pelletier serving as the auctioneer. Nearly 20 bids later, Mosher, a blasting and drilling contractor, was declared the winner. Both men exchanged handshakes.

Azarian said he set a \$150,000 limit and wasn't disappointed losing to Mosher. If successful, Azarian said, he would have rented the home.

The Conservation Commission purchased the 15-acre property from Ed Hawkins in 2008, paying \$950,000 and preserving it as conservation land. A community garden and nature trail were added. Thirteen acres is leased to Peters Farm, which continues to grow crops on the property.

The Hawkins family last farmed the land in the 1980s, Pelletier said. Ed Hawkins could not be reached for comment yesterday.

The 5,946-square-foot house, once owned by Hawkins' parents, was most recently rented out by the Salem Housing Authority.

But the home needs a new roof, septic system and other work, town planning director Ross Moldoff said. The total appraised value of the land and home is \$185,100.

"At some point, it became somewhat of a burden," he said.

The town considered selling the home and the Mosher family offered \$125,000, Moldoff said. But by law, the town can only sell the property at public auction, Moldoff said.

"I felt bad for Gary (Mosher)," he said.

After the auction was over, Gary and Joshua Mosher were relieved.

"I worked on that farm when I was a kid," Gary Mosher said.

Joshua Mosher said he was pleased to be the winning bidder, but realizes a lot needs to be done before he can move into his new home.

"It needs a little work," he said.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://www.eagletribune.com).

# EagleTribune.com, North Andover, MA

December 15, 2011

## Parkland Medical plans facility in Salem

By John Toole

[jtoole@eagletribune.com](mailto:jtoole@eagletribune.com)

SALEM — Parkland Medical Center of Derry is planning a new medical facility at the health-care complex on Stiles Road.

Parkland is expected to come before the state soon to discuss plans, according to Nick Vailas, a member of the state Health Services Planning and Review board.

Vailas said he doesn't have details yet, but a town official said he understood the building would house urgent care, oncology and other medical specialty services.

Parkland spokeswoman Christina Galli said an announcement is expected as soon as this week, but she would not disclose details yesterday.

"At this time, I can't give you any details," Galli said.

Last summer, the Salem Planning Board approved a redesign of a previously approved project from developers a decade ago.

The Parkland facility would be two stories and have a footprint of about 25,000 square feet. That's revised from the previously approved building, which called for three stories and 16,000 square feet.

Brian Hannon, representing developer Park Place Realty, met with the Planning Board in August. At that time, he indicated the tenant was uncertain. But he also said there was a lot of interest in the property from health-care providers.

"For various reasons, in the last year, we've seen a lot more interest," Hannon told planners this summer. "We are talking to a lot of interested users."

But those potential users were interested in a redesigned facility, he said.

"We've had to squish the building down and elongate it," Hannon told planners.

Health-care providers were interested in the property for a number of uses, including an urgent care facility or specialty services such as cancer treatment, Hannon told the board.

"There is resounding interest in doing something along the lines of urgent care," he said at the time.

The developers said they were pleased to be moving forward on a project at the site.

"We're very excited about the project and bringing it forward," Hannon told planners.

Town officials are excited, too.

"This is a high-quality office building that will bring important and needed medical services to Salem," planning director Ross Moldoff said yesterday.

Vailas said yesterday Parkland wouldn't necessarily need state approval. In some cases, health-care institutions come before the state board to show why a project is exempt from state scrutiny, which is triggered by financial thresholds, he said.

Vailas said Parkland does not yet have a project pending before the board.

Parkland is operated by Hospital Corporation of America. In addition to Parkland, HCA's holdings include the Salem Surgery Center at the Stiles Road complex, Portsmouth Regional Hospital and Portsmouth Regional Ambulatory Surgery Center.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# EagleTribune.com, North Andover, MA

December 14, 2011

## Commercial property is moving in Salem

By John Toole

[jtoole@eagletribune.com](mailto:jtoole@eagletribune.com)

SALEM — The former Standex International Corp. property changed hands in a \$4 million deal last month that local officials say reflects positive financing conditions for business and Salem's economic and tax advantages.

But there's no final word yet on possible tenants for the vacant, 29,000-square-foot office building at 6 Manor Parkway in the Salem Professional Park off Interstate 93 at Exit 2.

Shea Commercial Properties Inc. represented both buyer and seller.

"This is a large deal for Salem," Harry R. Shea said.

Shea would not disclose the identity of the buyer, citing confidentiality reasons.

Rockingham County records show it was JORB Property Management LLC. Members of the LLC identified in the records are Richard J. Boudreau and Joseph L. Ormond. They are officers in Richard J. Boudreau & Associates of Salem. No one from Boudreau & Associates returned a call about the sale yesterday. But public information available on the firm indicates it offers legal, management and collection services. It's unclear whether Boudreau & Associates would use the property itself or has a tenant lined up.

The seller was Six Manor Parkway Realty LLC, an arm of Salem-based Brooks Properties.

"It was sold to a private buyer," Joseph Friedman of Brooks said. "For now, we've been asked to keep quiet as to their intentions and what is going on."

Six Manor acquired the 5.5-acre property for \$3 million in 2009, town records show. The two-story building includes offices on the upper level, working space on the lower level and an atrium.

The Standex deal was one of three announced by Shea. The combined sales exceeded \$5.5 million.

"These are obviously good signs for the local economy," Salem planning director Ross Moldoff said.

"Some other notable projects this year include JayGees, Lord and Taylor, the ongoing renovation of 9 Northeastern Blvd., and 31 Stiles Road (a 50,000 square foot medical office building).

"Commercial real estate activity in Salem is never dead," Moldoff said. "Sometimes it's slow, but there is always something happening. We have a great location and lots of companies want to do business here," he said.

Chris Goodnow of Goodnow Real Estate Services agreed with Moldoff.

"Salem just does better," Goodnow said.

He credits the town's shared border with Massachusetts.

"Having no state income tax is a big deal and a substantive driver," he said.

Goodnow sees two key factors driving commercial investment.

"There are always companies doing well and then, you combine those companies with the low-interest rate environment," Goodnow said. "Right now, the commercial mortgage rate is right around 5 percent. That's unprecedented, at least in my 25 years."

The rates are giving businesses the opportunity to find a permanent home, Goodnow said.

Shea also announced MD CD Properties LLC has purchased the former Tweeter building at 301 South Broadway for \$1.05 million.

The 6,300-square-foot building will be the new home for Krystal Ballroom Dance Studio, owned by Michael and Deborah Ulbrich.

The town previously approved the dance studio for that location.

Trolley Lane LLC, meanwhile, has purchased a 6,000-square-foot office and industrial building at 22 Trolley Lane for \$495,000.

Shea said the building will be used by Absolute Environmental of Salem as its company headquarters.

The company provides asbestos, mold, lead and PCB abatement, as well as demolition services.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# EagleTribune.com, North Andover, MA

*December 13, 2011*

## Signs point to Rockingham Toyota, Honda staying in Salem

*By John Toole*

**jtoole@eagletribune.com**

SALEM — The Planning Board gets a look tonight at a proposal that would keep Rockingham Toyota and Honda in town at a new complex on Route 28.

"This is a brand-new complex for them," planning director Ross Moldoff said yesterday.

The complex would include two buildings. A 35,400-square-foot building for the Toyota dealership would go on Route 28 at the site of the former Ultimate Electronics, where Circuit City once operated.

A second 23,800-square-foot building would go next door at the former Rockingham Woodcraft. That building would house the Honda dealership. The old Woodcraft building would be demolished, according to Moldoff.

Dealership owner Emmett Horgan bought 402 and 412 South Broadway in September for a total of \$8.1 million, according to town assessing records.

The Toyota building would include 33,000 square foot downstairs and a 2,400-square-foot mezzanine.

There are other benefits for Salem besides tax revenue and retaining an employer, Moldoff said.

The Woodcraft property has been vacant about 15 years, Moldoff said.

"This would be a big improvement over what's there," he said.

The complex would have room for about 280 vehicles to be displayed for sale. Rockingham Toyota and Honda would relocate from their present locations, Moldoff said.

The Toyota dealership is on Route 97 at 354 Main St. The Honda dealership is on Route 28 at 360 North Broadway. The new complex would be about four miles south of the Honda dealership.

The development will get conceptual review from the Planning Board during the session set for 7 p.m. today in the town offices at 33 Geremonty Drive.

Formal board review would come later, Moldoff said.

"This meeting of the Planning Board is the first step," he said.

Conceptual review gives a developer a chance to show plans to the town and see whether there are concerns before making a big investment.

"This is good for the applicant," Moldoff said.

Last March, Horgan disclosed plans to move the dealerships to neighboring Windham. But, he acknowledged at the time, he was still reviewing the feasibility of development for the Windham property.

Windham community development director Laura Scott said Horgan initially contacted the town six months ago, but never followed through with formal plans.

The Salem plan would retain a key element of Horgan's vision for Windham, keeping the two dealerships near one another.

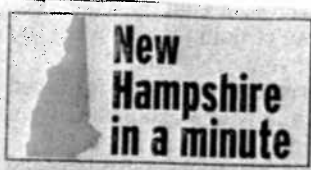
Rockingham Toyota and Rockingham Honda are among the largest new and pre-owned dealerships in the region, marketing beyond Salem to customers in the Boston, Nashua and Manchester areas.

Earlier this year, Horgan sold the Nissan dealership he owned in Salem.

Telephone messages left for Horgan yesterday afternoon were not returned.



12/2/11 Tabung



**New  
Hampshire  
in a minute**

## Salem resident is Municipal Volunteer of the Year

SALEM — Longtime Conservation Commission and Planning Board member Linda Harvey has been named Municipal Volunteer of the Year.

Harvey was one of two people to receive the honor recently from the New Hampshire Municipal Government Center. She was recognized at the center's annual conference, along with Norma Thibodeau of Richmond.

They were among nine nominees from across the state, according to center spokeswoman Merelise O'Connor. Harvey's work included organizing town planning records, conducting an inventory of town sidewalks, keeping track of conservation easements, and using a GPS for tracking points in the town forest.

Harvey was nominated by Salem Planning Director Ross Moldoff.

Moldoff said the town saved thousands of dollars because of Harvey's volunteer efforts.

"No one has ever done that kind of work," he said. "She has spent hundreds and hundreds and hundreds of hours. Every volunteer we are grateful for, but Linda seems to go above and beyond."

Harvey has served 11 years on the Conservation Commission and four years on the Planning Board.

The couple decided to approach the Conservation Commission with a proposal to map the trail system for the town. Something happened as Harvey sat at the meeting and listened to the issues.

"I just got so intrigued with what the meetings did," Harvey said. "I just found the whole thing fascinating."

She put in an application the following March and became an alternate on the Conservation Commission, becoming a regular member a short time later.

Volunteering came naturally to Harvey. Her family in Oregon believes in community service. Both of her parents belonged to service organizations, Harvey said.

"I grew up with it," Harvey said. "It's always been a part of me."

Harvey is a former Naval officer and spent 30 years with the Defense Contract Audit Agency, where she audited processes and investigated possible fraud. Once retired, she put her talents to good use serving 11 years as a member of the Conservation Commission and four years as a Planning Board member. So far she has re-written the rules of procedure for both the Conservation Commission and the Planning Board, and researched and developed

spreadsheets to track conservation fund and easement data.

Always one to take a hands-on approach, Harvey has also mapped the town's trails, inventoried the sidewalks to create a master plan, re-organized the zoning ordinance and cataloged over 150 legal opinions.

Planning Director Ross Moldoff said Harvey's ability to recognize a problem and take the initiative to solve it has saved the town tens of thousands of dollars in staff time and consultant costs.

"I've had the pleasure of working with her on most of these projects, and I have marveled at the amount of time she devotes and the high quality of her work," Moldoff said. "I tell people that if we had five more volunteers like Linda most all of our local problems would be solved."

Harvey gives a great deal of credit to Moldoff. She was able to take her many projects on because of his support and his faith in her ability to get the job done, Harvey said. She is also grateful to her husband of 35 years, a computer guru always there to assist her. Finally, Harvey said many town employees helped along the way.

"A lot of this stuff I could not have done on my own," Harvey said.

11/12/11 UNION LEADER

## THE ACCIDENTAL VOLUNTEER

◆**Salem:** Linda Harvey said her fascination with the process of how things get done in town government started her on a path that has led her to the honor of Municipal Volunteer of the Year.

By JULIE HANSON  
Union Leader Correspondent

**SALEM** — Linda Harvey, recipient of the Municipal Volunteer of the Year award presented by the N.H. Local Government Center, is quite humble about the beginnings of her volunteer work.

"It was a pure fluke," Harvey said.

In 1999 Linda and her husband, Bob, decided to take a stroll in the Salem town for-



HARVEY

est. After a few hours of trying to navigate a mishmash of trails, they found their way home. A trip to Town Hall was equally frustrating when they discovered that the only trail maps available were outdated.

► See Volunteer, Page B2

# Salem considers cell tower plan

## Officials cautious about proposal

By DOUG IRELAND  
direland@eagletribune.com

unless it knows selectmen will sign the lease, according to Town Manager Keith Hickey.

SALEM — A proposal to erect a cell tower on town-owned property has some selectmen concerned.

Bay Communications has expressed interest in putting a tower more than 100 feet high next to a town recreation field and behind Wal-Mart on Route 28.

But the Massachusetts company doesn't want to move forward with the plan

The tower, similar to a flagpole, would need approval from the town's land-use boards in addition to voters at Town Meeting in March. A public hearing would also be required.

Leasing the property would provide the town about a couple thousand dollars a month in revenue.

See SALEM, Page 6

## SALEM: Cell tower lease request causes concern

■ Continued from Page 1

That revenue would come in handy at a time when Salem faces a severe budget crisis, Selectmen's Vice Chairwoman Susan Covey said. Selectmen debated the proposal at their meeting Monday, and a representative for the company addressed questions about the plan at the board's meeting Oct. 24.

"I think we are looking a gift horse in the mouth here," Covey told her colleagues Monday. "I don't think we should be chasing them out of town."

But other selectmen disagree, including Stephen Campbell.

"I looked at their letter (to the town) and have no interest in doing business with them," he said.

Campbell said he was afraid negotiating a lease with the company could pose problems in the future, with Bay Communications profiting in the long run. The lease for the 50-foot-by 50-foot spot could be renewed for up to 50 years, according to the

*"I think we are looking a gift horse in the mouth here, I don't think we should be chasing them out of town."*

Selectmen's Vice Chairwoman  
Susan Covey

proposal.

"I just don't see where it's a good thing for the taxpayers," Campbell said.

Although some may think the tower is unsightly, people will get used to it, Covey said.

Covey said residents were unhappy when Wal-Mart moved to Salem a decade ago, but the store has proven to be "a good neighbor" in town.

"I think in a week, we won't notice it's there," she said.

But Chairwoman Elizabeth Roth was wary of the plan.

Bay Communications, which

operates cell towers throughout the Northeast, hasn't found another company that would use the tower, she said.

It also doesn't want to invest in the project until it has a signed lease, Roth said, meaning the firm probably needs money and is not on "firm footing." Town Planning Director Ross Moldoff has told the board the project would cost an estimated \$250,000.

"I feel very cautious in doing much more with the company at this point," Roth said.

Selectmen have asked to know the proposed tower's exact height, but that hasn't been determined. It would also require Planning Board approval.

Bay Communications representative Carey Diehl could not be reached for comment yesterday.

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# Salem receives \$10,000 donation for Hedgehog Park

**SALEM** — The town has received a \$10,000 donation for improvements to Hedgehog Park on Lowell Road.

The money was recently donated by Michael Kettnerbach of Delta & Delta Realty Trust, the real estate division for the Market Basket supermarket chain.

The check was accepted by town Recreation Director Chris Dillon.

The first phase of the Hedgehog Park renovation project was completed last year with the opening of a skate park, additional parking provided, and widening of the park's entrance. An accessibility path was added to the restrooms.

Playground equipment was recently ordered for the second phase and should be installed this fall. The Recreation Department is raising

**New Hampshire  
in a minute**

money for the third phase, which includes replacing bathrooms and adding a pavilion.

# National tool retailer could come to Salem

By JO-ANNE MacKENZIE  
jmackenzie@eagletribune.com

SALEM, N.H. — A national tool retailer may be moving in to the former Sea World Pet Center at 356 S. Broadway.

Harbor Freight Tools has applied for a building permit and has submitted plans for

an estimated \$330,000 worth of interior renovations at the site, according to the application.

Property owner Paul Garabedian Jr. had little to say Friday. "We talk to a lot of people," Garabedian said when asked whether he had a deal with Harbor Freight

Tools. "I won't be discussing anything until we have a deal with any tenant."

But in a letter to the town dated Nov. 1, submitted with the building permit application, Garabedian said lease negotiations were underway and he expected to have a signed lease soon.

And in other positive developments, construction is underway just down the road on a new Aldi Food Market in the Stateline Shopping Plaza anchored by Lowe's.

Planning director Ross Moldoff said Friday any time

See **RETAILER**, Page 4

11/7/11 Tribune

## ■ Continued from Page 1

a vacant space gets a new tenant, it's good news.

"I think it's a positive for the town, vacant space being re-used by another tenant," Moldoff said. "The more we can do of that, the better for the community. And it's a different type of tenant."

The California-based company has more than 350 stores nationwide, including a single New Hampshire outlet in Amherst and another in Danvers, Mass., according to the website.

The company was started in 1968 and it bills itself as "the largest tool and equipment catalog retailer." A company spokesman did not return phone calls Friday.

The plaza on South Broadway, built in 1962, includes 38,330 square feet of space. It is appraised at \$3.8 million, according to town records. The current tenants include Bull Moose Music, a music, movie and game store, and Gently Loved Baby, a

consignment shop.

The tool store would occupy 16,320 square feet, according to the permit application. Moldoff said that's comparable to the size of a CVS or Rite Aid drugstore.

Plans for the project were drafted by ADA Architects Inc. of Lakewood, Ohio.

"Our firm has issued drawings — to be reviewed for a permit — to the town of Salem," architect Daniel Wise said Friday. "We're waiting for a lease to be signed. It's in the preliminary stages."

But Moldoff said any movement toward filling empty commercial space is a healthy sign.

"We don't have an inventory, but we still see a lot of vacancies," he said. "Hopefully, as the economy improves over time. Slowly, things are happening — very positive things and we hope to see more."

There is some more good

news just down the street at Stateline Shopping Center. That plaza has undergone significant changes in the past year, anchored by a new Lowe's store.

Now, an Aldi Food Market is under construction. Aldi's is an international discount grocery chain, based in Germany.

The company already has more than 1,100 stores in 31 states, including seven in Massachusetts. But this will be the first in New Hampshire.

The closest Aldi store is in Milford, Mass. The store will be about 19,000 square feet.

Ninety-five percent of the products they carry are Aldi select brands. Stores have just five aisles and carry about 1,400 grocery and household items.

Aldi stores require shoppers to make a 25-cent deposit to use a shopping cart and do not provide free grocery bags.

## Donation made to Hedgehog Park Expendable Trust Fund



*Michael Kettenbach from Delta & Delta Realty Trust hands Salem Recreation Director Chris Dillon a check for \$10,000 for renovations at Hedgehog Park in Salem.*

*submitted by Chris Dillon, Director,  
Salem Recreation Department*

The Salem Recreation Department is pleased to announce a donation to the Hedgehog Park Expendable Trust Fund.

Michael Kettenbach from Delta & Delta Realty Trust recently donated \$10,000 to the Town of Salem for renovations at Hedgehog Park, located on Lowell Road (Route 38). Delta & Delta is the real estate division of the Market Basket supermarket chain. Mr. Kettenbach said Market Basket was happy to support a recreation project that will benefit children and adults in Salem.

Phase I of the Hedgehog Park Project was completed last year with the opening of a skate park, additional parking area, widening the entrance to the park, and adding an accessibility path to the bathrooms. Playground equipment was recently ordered for Phase II and should be installed later this fall. The Recreation Department is currently raising funds for Phase III, which will include the replacement of bathrooms and adding a pavilion.



# DADDY'S: Music retailer founded in Salem struggled with tough economy

Continued from Page 1

but that happens a lot in our changing economy."

It means another empty storefront in Salem, something Moldoff has been working hard to fill with new businesses.

"Slowly, there are businesses coming into vacant stores in Salem," he said. "Lord and Taylor is going into the Macy's building and we've had proposals for a lot

of different businesses going into existing stores. We still have a ways to go; there are still a lot of vacancies out there."

Sheila Byrne is the co-owner of The Music Workshop, a music instrument and lesson store one plaza over from where Daddy's used to be.

"We've been competitors with Daddy's Junky Music for 34 years," she said yesterday. "They've been a very worthy

competitor. It's unfortunate that between the economy, changes in people's buying habits and the Internet, it was very difficult for them to make a profit."

She said it's been a tough time for retail in general, but the Internet has really hurt businesses like hers and Bramante's.

"People have a perception that the Internet is a better deal and a lot of people are

bypassing the brick and mortar stores," she said. "The Internet has changed the way people buy."

But The Music Workshop, a privately owned, single-store operation, is smaller and has been able to survive.

"He was a lot larger than us and has a lot more overhead," Byrne said. "You either have to be very, very big, or very small and niched. It's hard to be in the middle range a la

Circuit City or Lowe's." She said she feels sorry for Bramante.

"I know Fred professionally and I think he's a smart businessman," she said. "I think he's probably devastated about what's happened. This was obviously his baby. I know he's concerned about his employees and customers, but there's not a heck of a lot you can do about it."

The Daddy's Junky Music website is blank except for this message: "Daddy's Junky Music Stores has closed for business on October 26th, 2011. Thank you for a wonderful 39 years."

Material from The Associated Press was used in this report.

Join the discussion. To comment on stories and see what others are saying, log on to eagletribune.com.

## Music store closing on sour note

Bad economy takes its toll on Salem-founded Daddy's

By CARA HOGAN

chogan@eagletribune.com

SALEM — A Salem institution closed abruptly Wednesday, leaving a hole in the local music scene.

Fred Bramante started Daddy's Junky Music in 1972 with \$600, selling guitars and other instruments at a small store in Salem.

The business took off from there, and Bramante went on to open 12 stores in New Hampshire, Massachusetts, Vermont and Connecticut, eventually becoming the 14th-largest music retailer in the United States. The business also won numerous awards, including New Hampshire Retailer of the Year in 2005.

But it was hit hard by the economy and Bramante had to shut the doors this week.

"This is one of the worst days of my life," Bramante said. "I'm brokenhearted."

Bramante said he could not get into specifics about why the stores closed because of pending legal issues.

The abrupt closure was a surprise to many, including town planner Ross Moldoff. He said Bramante didn't inform the town the store at 373 S. Broadway was



ANGIE BEAULIEU/Staff photo

A sign taped to the front window at 373 S. Broadway in Salem announces the abrupt closure of the Daddy's Junky Music chain.

closing.

"It was a quick thing, they informed the employees and that was it," Moldoff said. "They just shut the doors."

Moldoff said he knew Bramante well and used to play basketball with him at the local Boys and Girls Club years ago.

"Freddie is a great guy," Moldoff said yesterday. "It was a great local success story and it's sad to see it go,

See DADDY'S, Page 12

10/28/11 Tribune

# EagleTribune.com, North Andover, MA

October 6, 2011

## Call company now hiring and sees bright future

By John Toole

[jtoole@eagletribune.com](mailto:jtoole@eagletribune.com)

SALEM — The CCS Companies are calling day and night on behalf of big national firms from their new call center on Northeastern Boulevard.

Now home to about 250 employees recently relocated from Andover, Mass., they're also calling for new hires.

This sets CCS apart from many employers in this economy. Sixteen new workers staffed stations in a training room yesterday, preparing to hit the work floor after the Columbus Day holiday.

Hiring is active and ongoing. For The CCS Companies' work in collections and customer service, the economy is always good.

CEO Steve Sands yesterday gave a tour of the new offices in the former Cisco System complex. He smiled a lot as he showed off the place and watched his people at work.

It has a gym, cafeteria and an atrium that lets lots of sunlight inside. The facility has 650,000 square feet, some of which will be leased for now. But there's room to add another building.

"This site can handle close to 2,000 people because of multiple shifts," Sands said. "That's our goal. I think we have a pretty good vision."

Gerald Sands, Steve's father, started the business more than 40 years ago in Massachusetts.

It's remained a privately held, family-run business as it has grown from a small to large employer. Brother David Sands is an executive vice president. Brother-in-law Mark Ramsdell is the chief operating officer.

The relocation from Andover was completed last week. The CCS companies — CCS stands for Credit Control Services — is headquartered in Newton, with other call centers in Portsmouth and Maine.

Another 120 new employees are expected to be brought in for a seasonal project in the call center, said Gino Sanchez, human resources manager who oversees national recruiting.

"We have room to grow," said Joy Whidden, administrative support manager, pointing out an area that can house 400 or more employees as business develops.



Thirty-five people were added to the Salem workforce since the place opened last week. The business handles more than 150,000 calls a month.

The CCS Companies are in Salem because Bruce Levine and Steve Sands have been friends since they were boys.

Levine spoke to Sands after his business, Equity Industrial Partners, purchased the property for \$12 million last year.

"My buddy, Bruce, shows up on his bicycle, sweating," Sands recalled. "He asked, 'What do you think about moving your operation to Salem?'"

Sands wasn't so sure, but took a look and saw the potential Levine envisioned. Soon he was talking to officials in New Hampshire, both in state government and with the town of Salem, about relocation.

"Everything fell into place," Sands said.

He can't say enough about local and staff officials.

"New Hampshire is a great state to do business," Sands said, "amazingly and uniquely accommodating."

Company executives won't discuss compensation for business reasons, but say the base and bonus system lets workers do better than minimum wage jobs.

People who have worked in retail and food service companies have joined the firm.

Michael Vaz of Boston used to be in construction and started with CCS as a temporary employee.

"There was nothing in stone," Vaz said.

Now, a year later, he's supervising.

"The people I work with are just wonderful," he said.

Brandon Locke of Tewksbury left United Parcel Service to join CCS. He's also a supervisor.

"Prospects in this field are good," Locke said. "It's growing."

Rebecca Abreu, who directs the collections division, related the story of an employee who had received a \$4,000 bonus for collecting on one account.

"That is the opportunity we have," she said.

A lot of employees seem to recognize that.

"There is the opportunity to make whatever you want," said Robin Grzynski, who runs the call center.

9/21/11  
Tribune

# Watershed endangered

## Long-term threats to Canobie water quality seen

By JOHN TOOLE  
jtoole@eagletribune.com

SALEM — A new report identifying long-term threats to water quality in the Canobie Lake watershed will be aired next week in Windham.

"Right now, Canobie Lake is classified oligotrophic — which is the clearest, best water type — but it is likely to get worse, as Cobbetts Pond did, if we're not careful," said Bill Schroeder, president of the Canobie Lake Protective Association.

The report, prepared by Nicholas Sceggell, a source water specialist with the Granite State Rural Water

*"It's an important issue for Salem, obviously, because Canobie Lake is our public water supply. There is a direct connection between land use and water quality, so I look forward to seeing what the report says."*

Salem planning director  
Ross Moldoff

Association, will be presented Sept. 28 at 7 p.m. at Searles School, 3 Chapel Road.

The presentation will look at

storm water runoff, land use and pollutants in the watershed.

The study has important new findings, Schroeder said.

"One of them is that impervious surfaces amount to 16 percent of the total watershed," Schroeder said. "This high number is cause for concern for the long-term health of the lake."

The report recommends low-impact development and storm drain system upgrades, Schroeder said.

Sceggell's study suggests places where storm water runoff can be improved.

Schroeder sees the report as an

Please see **REPORT**, Page 5

### ■ Continued from Page 1

essential resource for property owners in the watershed and town officials in Salem and Windham as they strive to protect water quality.

There will be benefits for property owners who attend, Schroeder said.

"They would learn what homeowners can do to improve storm water management on their own lot," he said. "Much

of it is simple, do-it-yourself stuff."

Others will be awaiting the findings.

"It's an important issue for Salem, obviously, because Canobie Lake is our public water supply," Salem planning director Ross Moldoff said.

"There is a direct connection between land use and water quality, so I look forward to seeing what the report says."

The Canobie Lake Protective

Association is sponsoring the event. People will be able to ask questions during the forum.

■ ■ ■

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).



Serving All of New England

49 Hancock St.  
Manchester, NH

**603-668-2648**  
Fax 603-668-2542

[www.metrowalls.net](http://www.metrowalls.net)

**HVAC**

**Tech Mechanical**  
SYSTEMS • INCORPORATED

420 West Street  
West Bridgewater, MA 02379

**Tel. (508) 588-9985**  
Fax: (508) 588-6958

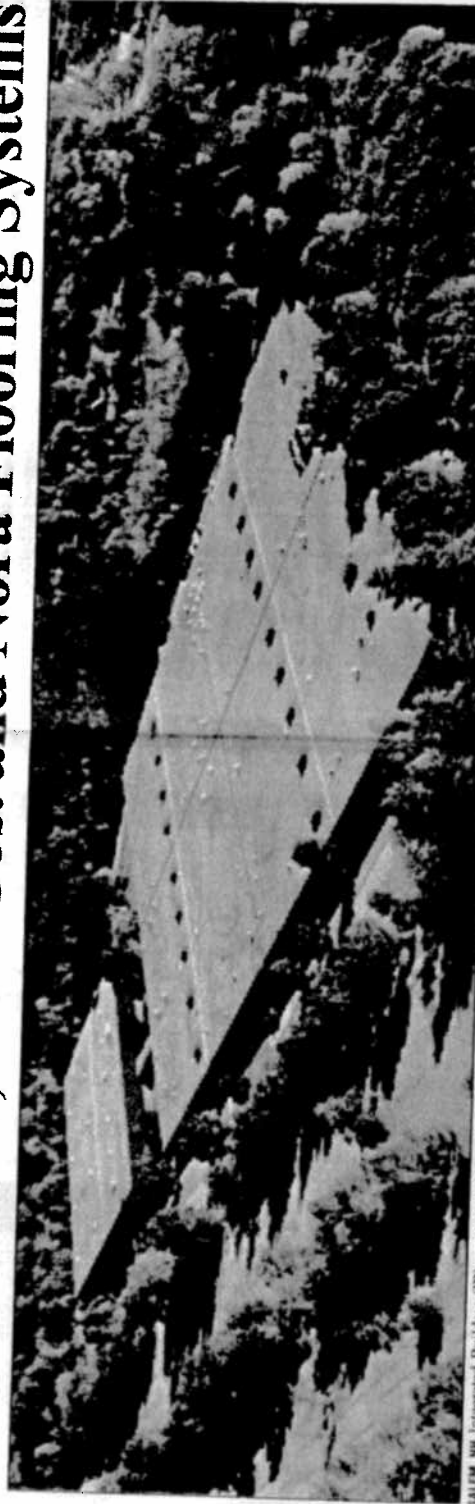
**Plumbing**

Plumbing  
HVAC  
Refrigeration  
Mechanical.

**MacCo**

**cde Project of the Month**

**PROJECT TEAM INCLUDES: METRO WALLS, GOLDSTEIN-MILANO, TECH MECHANICAL, MACCO, SUPERIOR, AND EBS**  
**Integrated Builders renovates 300,000 s/f in Salem**  
**for Comcast, CCS Cos. and Nora Flooring Systems**



SALEM, NH Integrated Builders (IB) has completed base building upgrades and 300,000 s/f of renovation at a former 600,000 s/f Digital Plant. IB was hired by Equity Industrial Partners.

Integrated Builders in conjunction with Mangel Architects, McKenna Architects, and Engineered Systems converted a single user building into a multi tenant facility. Base building upgrades included new exterior glass, entrances, lobbies, common bathrooms, a cafeteria and a health club. The single plant chilled water and boilers were replaced with packaged roof top units. Separate services for electric and gas were also installed. These new amenities have attracted a broad range of high quality tenants in this project.

"We are pleased to have been the construction manager for this project," said Jay Dacey, president of Integrated Builders. "We enjoyed working with long time industry client Equity Industrial Partners and all the other project teams involved in this project."

**9 Northeastern Blvd., Salem, N.H. Project Team**

Integrated Builders	construction manager
Metro Walls	drywall
Goldstein-Milano LLC	structural engineer
Tech Mechanical Systems, Inc.	hvac
MacCormack Plumbing	plumbing
The Superior Corp.	sitework
Engineered Building Systems, Inc.	electrical

**Construction Manager**

"From a Client's Point of View"



We Build:  
• Retail Centers  
• Office Buildings

# EagleTribune.com, North Andover, MA

September 15, 2011

## Call center relocates jobs to Salem

By John Toole

[jtoole@eagletribune.com](mailto:jtoole@eagletribune.com)

SALEM — About 250 jobs are relocating before the end of the month from Andover to Salem in a new call-center operation at the former Cisco Systems campus on Northeastern Boulevard.

It could be just the start.

The CCS Companies said the call center potentially could employ close to 1,000 people in Salem.

"We can grow that space over 700 jobs," national recruiting manager Gino Sanchez said yesterday. "We are very excited we are going to be putting people back to work as we get business."

The CCS Companies — the CCS stands for Credit Control Services — is a privately held company that services Fortune 100 clients in energy, telecommunications and financial services.

It already has a 300-person call center in Portsmouth, another call center in Maine and headquarters in Newton, Mass.

"Any growth in our company now is all about Salem," Sanchez said.

The CCS Companies call center is the latest success story in Equity Industrial Partners' redevelopment of the former Cisco campus. The company bought the site in October 2010 for \$12.2 million. It had been vacant since 2005.

The Needham firm already has landed a Comcast warehouse and testing center employing about 140 people. Executives and Gov. John Lynch showed it off this summer.

There's another 100 jobs that Nora Systems Inc., a flooring company, brought into the two-building complex.

About 670,000 square feet is or will be occupied by the time Equity's job is done.

Salem town planner Ross Moldoff characterized the redevelopment as "absolutely spectacular" and said one building even includes an atrium in the center.

"We've got some exciting stuff going on," said Bruce Levine, partner in Equity.

"We have two or three good prospects."

Sanchez conveyed his company's pleasure at finding an able workforce in the region.

"The talent pool seems almost unlimited," he said.

The Salem relocation is "great for us, great for New Hampshire," Sanchez said.

"This is a very positive sign for Salem," Moldoff said.

"It's great to have it in Salem. This is good for taxes. These people will go eat lunch, go buy gas. That's all great. Hopefully, they will grow into that space."

Moldoff credits a positive business climate in Salem and New Hampshire. But Levine had some praise for Moldoff, too.

"The town of Salem has been terrific," Levine said. "Ross is the best. He streamlined everything for the permitting process."

Sanchez said he anticipates those CCS employees who don't already live in New Hampshire will choose to make the move because of the short commute or the opportunity to relocate and reduce their income tax burden.

"It's like a 5 percent raise," for those who leave Massachusetts and settle in New Hampshire, he said.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## Salem Common, Pelham Library Named to National Register of Historic Places

submitted by Shelly Angers, NH Department of Cultural Resources

The New Hampshire Division of Historical Resources is proud to announce that the Salem Common Historic District and the Pelham Library and Memorial Building have been honored by the United States Secretary of the Interior with placement on the National Register of Historic Places.

Administered by the National Park Service, which is part of the U.S. Department of the Interior, the National Register of Historic Places is the nation's official list of cultural resources worthy of preservation and is part of a national program to coordinate and support public and private efforts to identify, evaluate and protect our historic and archaeological resources.

These are the first listings to the National Register for both Salem and Pelham.

Functioning as a local center of civic, religious, educational and community life for more than two hundred years, the Salem Common Historic District is a well-preserved example of a traditional rural New Hampshire townscape. The District's meetinghouse was originally constructed in 1738 and underwent major renovations in 1838 and 1899; it continued to serve as the site for annual town meetings until 1958. Throughout the years, a variety of other historic civic buildings - including a town library, hose house, cemetery, common and memorials - were added to serve Salem's ever-changing local government needs.

The Pelham Library and Memorial Building was constructed in 1896 and includes a memorial room to honor Pelham men who fought in the Civil War. Its notable colonial revival design is by architect Frederick W. Stickney of the firm



*The Salem Meeting House and Cemetery*

Stickney & Austin in Lowell, MA. Originally built as a library and meeting space for the town officers, it is now home to the Pelham Historical Society.

The Salem Common Historic District and the Pelham Library and Memorial Building join a growing list of significant New Hampshire buildings, districts, sites, structures and objects that are important in defining the state's history and character, and that have been designated to the National Register for Historic Places.

For more information on the National Register program in New Hampshire, visit [www.nh.gov/nhdhr](http://www.nh.gov/nhdhr) or contact Peter Michaud at the New Hampshire Division of Historical Resources at 271-3483.

New Hampshire's Division of Historical Resources, the "State Historic Preservation Office," was established in 1974. The historical, archaeological, architectural and cultural resources of New Hampshire are among its most important environmental assets. Historic preservation promotes the use, understanding and conservation of such resources for the education, inspiration, pleasure and enrichment of New Hampshire's citizens. For more information, visit [www.nh.gov/nhdhr](http://www.nh.gov/nhdhr) or call 271-3483.



*Pelham Library and Memorial Building now the home of the Pelham Historical Society*

## Harvest Festival at Lake Street Garden



submitted by Patty Anderson,  
Lake Street Garden Center

New Hampshire's own "Cordwood Bluegrass Stringband" will perform a free concert on September 10 at Lake Street Garden Center in Salem at the Center's fourth annual Harvest Festival. Cordwood is a quartet of seasoned instrumental, vocal and recording musicians with guitar, banjo, fiddle and mandolin. Their music is a mixture of traditional bluegrass, folk and swing. They are storytellers, songwriters and a fun group with a highly polished stage performance.

The free performance is from 11 a.m. to 2 p.m. and audience can come and go at any time.

For the kids of all ages, the Granite State Zoo will also be at Lake Street Garden Center on September 10. Granite State is a non-profit zoo that connects children and adults with animals and nature. Guests will be able to have a "hands-on" experience with some wildlife that is native to New Hampshire as well as see live animals from other parts of the world, such as an exotic wild cat, kangaroo, large snake and more. The zoo will be open from 9 a.m. to 4 p.m. and is free of charge.

Salem's Boy Scout Troop 409 will be selling hotdogs and refreshments on Saturday from 11 a.m. to 2 p.m. in support of their troop.

On Sunday Market will Live Music, local vegetables more will be

The Harvest to 5 p.m. Saturday September 10 the year will Center and a

Open year 37 Lake Street selections of vegetables they are burst grown mums, that are grown

Check the V [www.lakestreetgarden.com](http://www.lakestreetgarden.com)





# Landmark Salem store shuts abruptly

BY DOUG IRELAND  
direland@eagletribune.com

**SALEM** — The town lost a local landmark this week when Mike's Red Barn on Main Street closed its doors after more than three decades.

The meat market, deli and grocery store shut down Monday as did owner Michael Danzinger's other stores in Weare and New Boston.

Although signs advertising Italian sausage and Mike's other specialties remained in the front window yesterday, a sign on the door said it all: "Due to bad economy, we have been forced to close."

News of the closing was met with surprise and disappointment around town.

"It's sad when a quality store like that has to close its doors," said Donna Morris, executive director



ANGIE BEAULIEU/Staff photo

A sign on the front door announces the sudden closure of Mike's Red Barn Market in Salem.

of the Greater Salem Chamber of Commerce. "It's been a tough couple of years for businesses. It's a big loss."

Morris, who lives down the street, said she has walked to the store since moving to Salem 16

Please see **RED BARN**, Page 9

## RED BARN: Bad economy takes its toll on corner store

■ Continued from Page 1

years ago.

"That's our corner store," she said. "I think it's a great establishment. It will be missed by myself and my family."

Selectman Pat Hargreaves said he has gone there for nearly 40 years, ever since it was Bill's Market.

"It's a crime," he said. "It's like an icon in Salem. It just proves the fact the economy is not returning, no matter what people say. All of these small mom-and-pop stores are going out of business."

At Town Hall, executive assistant Maureen Witley was both shocked and saddened.

"I was going to stop on my way home," she said. "I am going to miss it."

Danzinger could not be reached for comment yesterday, but employees at Dodge's Store in New Boston and Country 3 Corners store in Weare said their boss did what he could to keep



ANGIE BEAULIEU/Staff photo

Mike's Red Barn was a landmark in the Salem community for more than 30 years.

the businesses open, but finally had to close because of financial difficulties.

They said competition from other stores in Salem led to the demise of all three.

"Mike cared for his employees more than anything else," said

Kate Richards, manager of Country 3 Corners. "Unfortunately, you can't fight the economy and competition."

Yesterday, Danzinger was busy traveling between the three stores, she said.

"He is just trying to clean the

stores out," she said.

At Dodge's Store, which opened in 1872 and was run by the same family for more than a century, an employee said there were 60 workers between the three stores.

"He has had a lot of sleepless nights," he said of Danzinger. "We could see it coming."

Danzinger bought Mike's Red Barn in 2006 from Michael and Bianca Grande, who ran the business for more than 30 years before retiring. They could not be reached for comment yesterday.

The building, constructed in 1953, and land are assessed at \$751,700, according to town records.

Salem planning director Ross Moldoff said many local businesses have come and gone over the years.

"But it's a little unusual for a store that has been here for so many years," he said. "You hate to see that happen to a local institution, but it's a natural cycle."

# National treasures

Salem Common Meeting House, Pelham Library on National Register

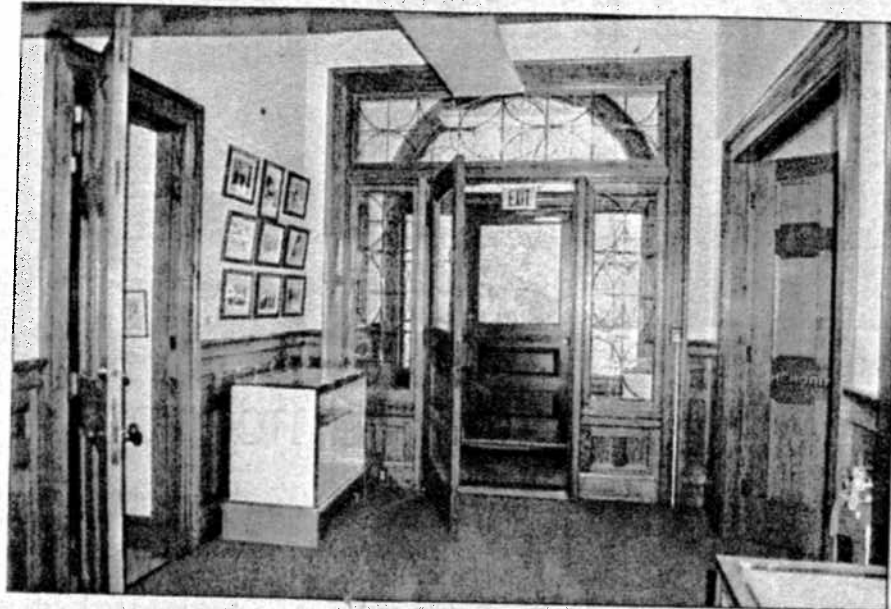
BY ADAM SWIFT  
Correspondent

**T**wo local landmarks have been recognized for their place in New Hampshire and U.S. history.

The Salem Common Historic District and the Pelham Library and Memorial Building were recently placed on the National Register of Historic Places by the United States Secretary of the Interior.

Both sites are the first in their communities to be placed on the register of historic places, which is administered by the National Park Service.

Functioning as a local center of civic, religious, educational and community life for more than 200 years, the Salem Common Historic District is a well-preserved example of a traditional rural New Hampshire townscape, according to Peter Michaud



Courtesy Photo

The Salem Common Meeting House and Cemetery are part of the Salem Common district recently placed on the National Historic Register, along with the Pelham Library and Memorial Building. These are the first two sites so honored in each town.

of the New Hampshire Division of Historical Resources.

The District's meeting house was originally constructed in 1738 and underwent major renovations in

1838 and 1899; it continued to serve as the site for annual Town Meetings until 1958.

Throughout the years, a variety of other historic civic buildings – including a town

library, hose house, cemetery, common and memorials – were added to serve Salem's ever-changing local

See REGISTER page A-10

**REGISTER: Two landmarks named to register**  
Continued from page A-1

government needs, Michaud said.

Salem Planning Director Ross Moldoff said the honor is a great accomplishment for the town and lauded the work done by Bev Glynn, chairman of the Historic District Commission, and Lisa Mausolf, Salem's historic preservation consultant, to make the national register designation a reality.

"Salem has a rich history that is often overlooked by all our modern growth and development, so it is especially gratifying to have the historic Old Town Hall and Salem Common get the attention they deserve," said Moldoff.

The Pelham Library and Memorial Building was constructed in 1896 and includes a memorial room to honor the men of Pelham who fought in the Civil War, according to Michaud. He said the building's notable Colonial Revival design is by architect Frederick W. Stickney of the firm Stickney & Austin in Lowell, Mass. Originally built as a library



Courtesy Photo

The Salem Common Meeting House and Cemetery are part of the Salem Common district recently placed on the National Historic Register.

and meeting space for town officers, the building is now home to the Pelham Historical Society.

The National Register of Historic Places is the nation's official list of cultural resources worthy of preservation and is part of a national program to coordinate and support public and private efforts to identify, evaluate and protect the nation's historic and archaeological resources, according to Michaud.



# Deep cuts loom

Police, fire, more to make sacrifices

BY JULIE HANSON

julie\_hanson5@yahoo.com

Salem Town Manager Keith Hickey has proposed a \$35.4 million general budget that will affect a number of departments and about 14 positions townwide.

Hickey was following a previous Board of Selectmen directive to prepare a fiscal year 2012 budget that included a \$5.25 million road reconstruction program and a town tax rate of \$5.40 per \$1,000 of property value. Hickey's proposal met the \$5.40 tax rate but provided a \$3,754,684 road budget and a list of \$1,275,908 in additional cuts for the board's consideration.

"The proposed budget includes some significant cuts that will impact the level of services currently provided," Hickey said.

Police, fire, DPW and IT budgets were hardest hit in the proposal.

Hickey proposed reducing the Fire Department's replacement pay by about one third, requiring the shift staffing level to drop below 13 firefighters before calling in replacements. The current staffing level is 15 firefighters per shift. The second ambulance from the Central Station will not be staffed when less than 13 firefighters are working, Hickey said. If needed, an ambulance from the North or South Station will respond, resulting in longer response time.

The budget proposal eliminates the community services division of the Police Department and reassigns its officers. Two school resource officers and the community affairs officer will go back to the patrol division. Two juvenile detectives will transfer to the inves-

## BUDGET: Salem budget cuts affect police department, fire department, Public Works and more

Continued from page A-1

igation unit. The sergeant will take an administrative position to oversee prosecution, records, training and scheduling. Having additional officers in the patrol division will allow for a roughly \$75,000 reduction in police replacement pay, Hickey said. He also proposed elimination of one of the two prosecutors and two of the six support staff positions.

Hickey said it may be possible for officers to have some presence at the schools when staffing levels allow.

Also eliminated will be the

information technology department, which currently has four full-time town employees, Hickey said. Hickey proposed outsourcing the work to a firm to provide 24-hour service, seven days a week. Outsourcing will save about \$142,000, Hickey said.

Hickey also proposed outsourcing custodian services at the Town Offices, affecting one employee, and reducing the Senior Center custodian from full-time to 25 hours per week.

An unfilled mechanic position will be eliminated at the Department of Public Works, along with a \$100,000 reduction in the winter maintenance

budget, bringing it to about \$600,000. The reduction will cut back neighborhood road maintenance during a snow storm, Hickey said, but main roads will not see a change in the current level of service.

Other positions reduced from full- to part-time include a support staff position in the community development and assessing departments, and the purchasing agent in the finance department.

The proposal seeks to eliminate the lifeguards and maintenance staff from Hedgehog Park, along with the town's crossing guards.

The budget proposal suggests reducing library funding by 10 percent.

Many selectmen expressed concern over specific cuts, but called the document a good starting point for the budgeting process.

Chairman Elizabeth Roth said the numbers were a sobering reminder of what the town, the state and the country are facing during this financial crisis. She said selectmen would work with the town manager and the community to create a budget that will maintain the community at a level to which it is accustomed.

Comment on our stories online at [www.NewHampshire.com](http://www.NewHampshire.com)

► Salem

8/30/11 Tribune

# Proposed cuts prompt board outcry

## Layoffs of up to 18 positions too severe, some selectmen say

By DOUG IRELAND  
direland@eagletribune.com

**SALEM** — Some employees pleaded for their jobs last night as the town manager unveiled a proposed budget that slashes up to 18 positions, reduces hours for several others and eliminates entire departments.

Selectmen and approximately 80 residents packed the Salem High School media center to hear Town Manager Keith Hickey outline his \$41.9 million recommended budget for 2012. It reduces the \$44.4 million budget for 2011 by 5.8 percent.

Hickey's plan sent shock waves

throughout the room as residents and board members expressed fear the quality of life in Salem would be severely compromised if certain town services were cut.

To meet selectmen's goal for a \$5.25 million road-improvement program and a tax rate of \$5.40 per \$1,000 valuation, Hickey proposed laying off 18 town employees and reducing the hours of five workers from 40 to 25 per week. The current tax rate is \$3.15.

The town manager also called for eliminating the Parks and Recreation Department, the Information Technology Department,

Please see **SALEM**, Page 6

Continued from Page 1

the Police Department's Community Services Division, crossing guards, both school resource officers, Fourth of July fireworks and the Christmas parade.

Other cuts include the mosquito-control program, animal control, lifeguards and maintenance staff for Hedgehog Park, and \$100,000 from the \$700,000 winter maintenance budget.

After the nearly hour long presentation, selectmen and five people in the audience — four town employees and a Recreation Advisory Committee member — said the proposed cuts would be too painful for Salem to endure.

"I hope you look at how each one is going to impact the future," committee member Kevin Richard told the board.

Selectmen agreed that although

Hickey did what they asked — presented alternatives that met their budget goals, some of the cuts would be too drastic.

"I was shocked when I had first seen this," Selectman Pat Hargreaves said.

Chairwoman Elizabeth Roth said Hickey's budget plan offered a "sobering reality" of the economic crisis facing Salem. Communities and residents across the country are experiencing the same fiscal troubles, she said.

"It's not a pretty sight to see a budget come in with these numbers," Roth said. "Frankly, I don't think any of us are comfortable with what this looks like."

Hickey said he was also concerned a \$5.40 tax rate and \$5.25 million road improvement program would have a dramatic impact on town services. He instead recommended only a

\$3.75 million road program, sparing nine jobs and elimination of the Parks and Recreation Department.

About \$1.3 million in other cuts would also be prevented under that proposal, but all jobs in the four-person Information Technology Department would not be saved. That prompted IT employees Anthony Arnold and Bob Gannon to ask selectmen to carefully consider that option.

IT services would be outsourced to a private firm, Hickey said.

But Anthony, who said he worked during the storm Sunday to set up a computer and other equipment in the emergency operations center, told selectmen his department is essential to the town.

Police Department employee Matt Norcross, who spent five years as a school resource officer

at Salem High School, told the board laying off the two school resource officers would be detrimental to the community.

"It really scares me," he said of the proposed cuts. "I have had parents over the years thank me and say I saved their child's life."

Other positions that could be eliminated include a prosecutor and two support staff in the Police Department, a Department of Public Works mechanic, the animal control officer and several clerks.

Selectmen will meet at Town Hall tomorrow at 6 p.m. and Thursday at 7 p.m. to review the proposed budget.

The board will debate the budget in the coming months before sending the plan to the Budget Committee. Residents will have the final say at Town Meeting in March.

## Planning board approves ice cream, burger joints

By JOHN TOOLE

jtoole@eagletribune.com

**SALEM**— The Planning Board last night gave unanimous conditional approval for an estimated \$1 million project that will relocate Jay Gee's ice cream shop from Methuen and provide a local outlet for the Jake's Way-back Burgers chain.

The project would demolish the former Hooters Restaurant at 327 South Broadway and replace it with the 3,640-square-foot restaurant and ice cream shop. The project is expected to be completed early next year.

Jay Gee's has operated in Methuen nearly 30 years. Jake's has about 30 restaurants, primarily up and down the Atlantic coast, but plans to double its company with outlets as far west as Colorado. It would be the first Jake's in Southern New Hampshire and the Merrimack Valley.

Meanwhile, Clough Farm Apartments, a 32-unit workforce housing project, won conditional approval on a 6-1 vote.

Vice-chairman Robert Campbell dissented.

Clough Farm LLC of Atkinson would build the three-story building at 8 Braemoor Woods. Rents are projected at \$800 to \$1,100 a month.

Workforce housing is affordable housing for working people encouraged under state law.

Approval followed a commitment from the developers to put up \$5,000 to clear a ditch to address concerns of neighboring property owners about potential runoff woes.

Members of the Blodgett family had appealed to town officials to protect their property from the effects of too much development nearby. "Our property is presently at maximum flood stage," Joseph Blodgett said. "This is a problem created by people we have no control over and the town does," Blodgett said.

"It's a gracious offer by the applicant to be a good neighbor," planning director Ross Moldoff told the board, after a brief recess in the meeting. "The Blodgetts are agreeable."

## ► Salem Garden Club

# Firms receive landscaping awards

SALEM — Six businesses are being honored as winners of the Salem Garden Club's annual commercial landscaping awards.

The winners, listed in alphabetical order are: Kamal's Car Wash, South Broadway; JV Crossroads Plaza, North Broadway; Lowe's, South Broadway; Dr. James Rhodes' office, Main Street; Salon 99, South Broadway; Tuscan Kitchen, Main Street.

Market Basket is also being recognized for its substantial

plantings and "green walls" in the redeveloped Salem Plaza on South Broadway.

The businesses were selected for their use of color, texture, and interesting plant materials in creating a beautiful visual display, often in a very small space. Club rules require that previous award winners wait three years before being eligible to win another Salem Garden Club award.

The awards, started by longtime club member Doris Flaherty 24 years ago, recognizes

the of the corporate community's contributions in making Salem a more beautiful place to live, work and visit.

The awards will be presented at the Salem Planning Board meeting Aug. 23 at 7 p.m. at the Town Hall.

The Commercial Awards Committee consists of Dottie Porter, Meta Karpowicz, Nancy Bernier, Linda LeMay and town planning director Ross Moldoff. They toured numerous commercial sites throughout Salem before selecting the winners.



104,000-square-foot renovation for Comcast, the cable television company at the site. Comcast has a reception to show off the warehouse and testing facility to local officials next week, spokesman Marc Goodman said.

"From the town's point of view, it is a very positive move to have that building redeveloped," Moldoff said. "You see people walking up and down the street again."

The property is fast becoming a showcase for redevelopment in the community.

In May, Denis Dancoes of Cushman & Wakefield's brokerage services, told the Greater Salem Chamber of Commerce that Needham-based Equity Industrial Partners, owners of the property, had landed three tenants, all from Massachusetts.

In addition to Comcast and Nora Systems, Equity successfully recruited The CCS Companies, a credit collection service.

In all, the companies are bringing about 600 jobs to Salem. Dancoes predicted the former Cisco campus will one day house 2,000 workers, the same number Cisco did at its peak in Salem.

The property has been vacant since 2005. Equity Industrial Partners bought the property in October for \$12.2 million.

"The Planning Board is very excited about having it reutilized," Moldoff said.

Redevelopment is a big, positive theme for Salem these days.

Moldoff said more than a dozen projects are on the Planning Board agenda for Aug. 23. The majority of those proposals involve redevelopment of existing and vacant properties, he said.

Busy Route 28 is seeing a lot of action. Along North and South Broadway, projects in the pipeline have included an office-to-apartments conversion, a restaurant, coffee shop, church and car rental business.

"A lot of that is reuse of existing buildings," Moldoff said. "We've seen a lot of that in the last month and a half at the Planning Board level. For the last month and a half, the phone has been ringing."

That's a welcome sign.

"Obviously, vacancies are a bad sign," Moldoff said. "So it's a good sign when something is getting reused."

■ ■ ■

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## Redevelopment reviving vacant ex-Cisco property

8/12/11 *TRIBUNE*

By JOHN TOOLE  
[jtoole@eagletribune.com](mailto:jtoole@eagletribune.com)

SALEM — There's new life at a long-vacant property.

Integrated Builders announced yesterday it has completed the second of two major renovations in the old Cisco Systems building at 9 Northeastern Boulevard.

"We're very pleased to have successfully completed this project," Integrated president Jay Dacey

said. The 100,000-square-foot renovation provides manufacturing space for Nora Systems Inc., a flooring company.

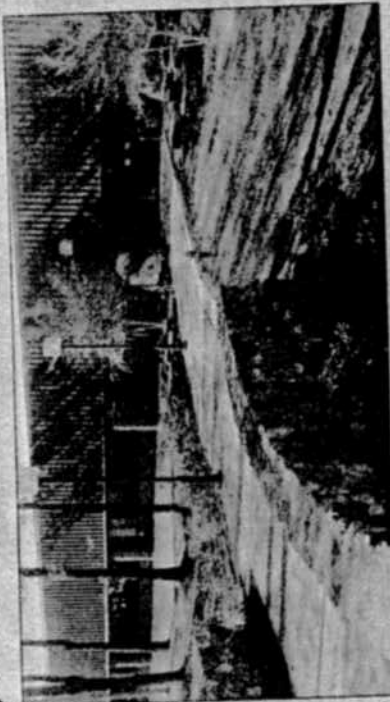
"The building inspector told me they have done quite a bit of work," town planning director Ross Moldoff said.

Integrated, based in Braintree, said it previously completed a

Please see **PROPERTY**, Page 5

Cisco's old home in the Salem Industrial Park off North Policy Road.

STAFF FILE PHOTO





TIM JEAN/Staff photo

Jay Gee's Ice Cream has been proposed for the former The Jolly Beggar Man restaurant building at 327 South Broadway in Salem. The building collapsed under the weight of snow last winter.

# Jay Gee's hopes to open Salem shop next year

BY DOUG IRELAND  
direland@eagletribune.com

**SALEM** — Five months after heavy snow collapsed the roof of the former Hooters on South Broadway, the building's owners are working to bring a new restaurant and an ice cream shop to the site.

Jay Gee's, which has a shop in Methuen, and Jake's Way-back Burgers, part of a national chain, say they hope to move to 327 S. Broadway early next year, co-owner Richard Giuffrida said yesterday.

The Planning Board held a public hearing on Jay Gee's request this week and requested additional information on the project, including details on the parking layout, according to Giuffrida and town planning director Ross Moldoff.

Jay Gee's is expected to return to the board in August.

Before the two businesses move to Salem, the 44-year-old building must be razed, Giuffrida said.

"Since the collapse, we have been working to get the approvals to demolish the building," he said. "Prior to the roof collapse, we were going to give it a little facelift anyway."

Giuffrida and his three brothers — Joseph, Dan and Rob Giuffrida — have operated Jay Gee's ice cream stand and recreational center in Methuen since 1982. Jay Gee's will only operate an ice cream shop in Salem.

The family bought the 3,790-square-foot building in September for \$775,000, only to have the roof collapse under the weight of heavy snow and ice in February.

Giuffrida said the project will cost up to \$1.2 million. It's hoped Jake's, which has 30 restaurants in nine states, will open by January and Jay Gee's will be in operation by March, he said.

The new 3,640-square-foot building is to include a pitched roof, gable peaks and a large patio with outdoor seating for about 50 people. The proposal also calls for indoor seating for 34 people and 49 parking spaces.

Many businesses have operated there since the building was constructed in 1967, Giuffrida said. Perhaps the best-known tenant was Hooters, which closed in 2007 after three years. It most recently was home to Wicked Cheesy Pizza Restaurant and The Jolly Beggar Man,

both of which had brief stays on South Broadway.

Moldoff said the two businesses would be a welcome addition to Salem.

"It's nice to have a new building," he said. "Redevelopment of old buildings is something we like to see."

No one from Jake's Connecticut headquarters could be reached for comment yesterday.

8/11 Tribune

# EagleTribune.com, North Andover, MA

May 22, 2011

## Tuscan Kitchen owner announces new plans

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — The restaurateur behind Tuscan Kitchen has submitted plans for a market and cafe for one of his several Depot properties.

"It's sort of an offshoot of Tuscan Kitchen," Joe Faro said, "where we'd make all the products that are served in Tuscan Kitchen, and you can see them make it, and you could also buy it to take home."

Faro showed the Planning Board his vision for Tuscan Market earlier this month, planning director Ross Moldoff said. The market would be located in the former Craftmania building on Willow Street.

Planners last year approved Tuscan Kitchen, the restaurant Faro opened in November at Main Street and Route 28. With it, they approved Faro's use of the Craftmania building, one of several parcels he owns in the area, for a warehouse and kitchen.

But now he is proposing taking 4,000 square feet of the building, facing the restaurant, and making it into a market and cafe. The rest of the building would be a warehouse and a kitchen where workers would make bread and other items served at the restaurant and sold in the market.

The market would keep with the open theme of Tuscan Kitchen, Faro said, where patrons can see food being made. At the cafe, people could order homemade gelato and panini sandwiches, he said.

"We are hoping to be open before the end of the year," Faro said. "A lot of that really depends on, obviously, the planning process."

The bakery, now located in the basement of Tuscan Kitchen, would move into the Craftmania space, Faro said. It would be replaced with a 50-seat function room called The Wine Cellar, he said.

"You'll have over 3,000 bottles of wine in the room with you," Faro said. "It's all stone and wood, a very, very pretty event room."

The board first reviewed the plans on May 10 and will review them again June 14, Moldoff said.

"He's going to very much upgrade the building," he said.

Early conceptual plans showed Tuscan Market as a freestanding building, part of a multi-phase project called "Tuscan Village."



Faro said the plan for Tuscan Market was phase two of his development of the area — with mixed-use retail, residential and office space, along with a small park called Tuscan Villa, to come.

He said he plans to work with the town to redesign the Pleasant Street signal as part of his development in the area.

"We're in the process of finalizing those plans, too," he said. "That's very exciting."

He also plans to work on the portion of the rail trail that runs through his property, he said.

Faro's plan for mixed-use development would fit with the vision Planning Board members have had for the area. They proposed a zoning overlay that would encourage mixed use, pedestrian-friendly development. Voters overwhelming passed the ordinance in March.

"The overlay zoning is very nice," Faro said. "It kind of promotes that downtown feel, so that was actually very nicely done."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# EagleTribune.com, North Andover, MA

May 6, 2011

## Lord and Taylor is coming to Salem

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — Lord & Taylor is coming to the Mall at Rockingham Park.

The store will be one of two that the high-end chain plans to open in 2012. That's after going a decade without opening a new location. The store is slated to open its doors next March.

"We're excited that the Mall at Rockingham Park and Salem is part of a new chapter of Lord & Taylor," Brendan Hoffman, president and CEO of Lord & Taylor, said yesterday.

Hoffman turned out for an announcement event held in front of the entrance to an anchor store that was once Macy's, but has been empty for five years.

Models showed off clothes that will be sold at the store, and mall officials dropped a sheet that covered a sign announcing Lord & Taylor's spring 2012 opening date.

"It really helps to distinguish us from the other New Hampshire properties, malls," said Cindy Hall, general manager of the mall.

"It really marks the Mall at Rockingham Park as the fashion destination in New Hampshire and northern New England."

The store will be the only one in New Hampshire, Vermont and Maine.

There are three Lord & Taylor stores in New England, with the nearest in Burlington, Mass. Lord & Taylor also will open a new store in New York next year.

When the retail chain's business started to "turn around," Hoffman said, they started thinking about how they could expand their reach.

"We knew there was more opportunity in New England than the four stores we had," he said.

Hoffman and Hall both said they hoped the opportunity to shop at a Lord & Taylor without paying sales tax will draw shoppers from Massachusetts, Maine and Vermont.

"Lots of people from New England can come on the weekends to take advantage of the no sales tax," Hoffman said.

"And we can bring something new to this mall."

Town officials also turned out for the announcement. Selectmen's Chairman Elizabeth Roth said she was excited to start shopping at the store when it opens.

"As a member of the Board of Selectmen for six years, I've experienced with my fellow members the fall, but now the rise, of our local economy," Roth said.

Through tough economic times, Roth said, the mall had been ally for the town, always seeking new tenants.

"To see Lord & Taylor making this decision is a clear message that we are on the rise," she added.

William Scott, the town's community development director, called the store's arrival "great news."

"We try to facilitate business development wherever we can, and the mall is one of the easiest places to accomplish that," he said.

Hoffman, with Lord & Taylor, said the Salem store will borrow some of the elements involved in remodeling the store's Fifth Avenue flagship location in New York City.

Part of that remodel was to highlight some of their more youthful products, showing customers that Lord & Taylor is not just "your mother's dress store," he said.

The store, which measures about 155,000 square feet, has been vacant since 2006, though it has remained under lease to Federate Department stores since then.

The space began as a Jordan Marsh store in 1993, and later became Macy's.

When Federated closed all its Filene's stores — including the one in Rockingham Park — the corporation moved Macy's into the former Filene's, leaving the anchor store vacant.

The mall's four anchor stores will now be Lord & Taylor, Macy's, JCPenney and Sears.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

4/29/11  
Tribune

## Mall's 'big news' a positive sign amid gloom

The week has brought another batch of terrible economic news. Growth slowed. Jobless claims jumped "unexpectedly." Gas and food prices continued their rise. That's a combination that could bring back the stagflation of the dismal Carter years.

But there was one small bit of good news for the local economy.

The Mall at Rockingham Park let it be known it will announce some "big news" about a new store next week.

The announcement will take place outside the shuttered entrance to the mall's vacant second anchor store. The store once was home to Macy's, but Macy's moved across the mall to the principal anchor store when that store was vacated by Filene's in 2006.

The arrival of a new tenant has been rumored for some time, but now it's official — Salem's town leaders have been invited to the announcement next Thursday at the empty 153,388-square-foot store. Work is already under way to refurbish the space.

No one's identifying the owner of the new emporium, but shoppers interviewed by reporter Jillian Jorgensen are hoping it will be someone like Lord & Taylor, the 185-old retailer with its flagship store on Fifth Avenue in New York City.

"They've got nice stuff," said Emily Chinetti of Tyngsborough.

Jenny Löew of Plaistow shops at Lord & Taylor in Burlington and would welcome an "L&T" closer to home, or "another high-end department store."

Michelle Holbrook of Andover would also welcome a high-end shop like Nordstrom or Saks.

Susan Comparone of Methuen said it would be nice just to see the store occupied again rather than sitting empty — "a reminder of what the economy is all about right now."

Planning Board Chairman James Keller is betting that the brand coming to the mall is "well-known and prominent" and said that "validates there's still life and vitality in Salem and in the mall."

Salem Town Planner Ross Moldoff called the news a "big positive."

He's right and not just because it will add jobs and boost business for Salem.

It's a positive sign because, gloomy as things seem now, someone's placing a bet they will get better.

Obviously, it's going to take much, much more for the economy to rebound locally and nationally. The United States must find a way to deal with the difficult underlying issues that have brought us to this point.

But an anchor store bustling again after five years in mothballs will be a sign of the way things could be again if we succeed.

---

## Lord & Taylor opening in Salem, N.H.

By Jenn Abelson

Globe Staff / May 5, 2011

Lord & Taylor is taking over the long-vacant anchor space at the Mall at Rockingham Park in Salem, N.H.

The upscale merchant will feature a 124,000-square-foot store on two floors and likely use the third floor for administrative space, according to Michael E. McCarty, executive vice president of development operations at Simon Property Group, which runs the Mall at Rockingham Park.

"It brings another different price point, which changes the dynamics of what we can do with smaller tenants now that there is a Lord & Taylor," McCarty said yesterday in a phone interview. "It helps us continue to round out our retail and restaurant offerings. And it will draw additional traffic having an occupant there."

The space was vacated five years ago after Macy's acquired the Filene's chain of department stores.

The Rockingham vacancy is among the last anchor spaces that Simon has yet to fill since the consolidation. Lord & Taylor will begin construction in July, and the new shop is expected to open in March 2012.

The specialty department store will carry an assortment of premier designers in women's ready-to-wear, accessories, beauty, shoes, men's, children's, and home.

The shop will feature the company's newest store design, a modern shopping experience that will mirror the renovation recently completed at Lord & Taylor's Fifth Avenue flagship in New York.

"We're thrilled to open," Lord & Taylor's chief executive Brendan Hoffman said in a statement. "The Mall at Rockingham Park is the perfect location for Lord & Taylor to now service customers in New Hampshire, Massachusetts, and the entire New England region, and I am very encouraged by the business potential for this store."

Jenn Abelson can be reached at [abelson@globe.com](mailto:abelson@globe.com).

[www.boston.com/business/articles/2011/05/05/lord\\_taylor\\_opening\\_in\\_salem\\_nh/](http://www.boston.com/business/articles/2011/05/05/lord_taylor_opening_in_salem_nh/)

---

# EagleTribune.com, North Andover, MA

April 30, 2011

## Affidavit: Ex-Salem official wore diaper during assault

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM, N.H. — Jeffrey Gray wore an adult-sized diaper and acted "like a baby" when he sexually assaulted a New York woman at his Windham home, according to a police affidavit unsealed yesterday.

Gray, 48, a Salem Planning Board member at the time of the alleged assault, is charged with aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault, and obstructing the report of a crime. He is being held on \$50,000 cash or surety bail at the Rockingham County jail in Brentwood.

Gray responded to a Craigslist ad placed by the alleged victim, who wrote she was "eight months pregnant and was looking for a new start," according to the affidavit written by Windham police Detective Bryan J. Bliss.

The Queens woman said she could pay \$400 a week for rent. Gray contacted her, sent a plane ticket to Boston, and picked her up at Logan International Airport on March 5, Bliss wrote.

On March 8, the woman "was ordered by J. Gray to remove her clothing," according to the affidavit. "After telling him that she refused to have sex (with) him he then punched her in the head several times," Bliss wrote. "Out of fear she submitted."

She told police Gray would play pornography on a computer, and "told her that she needed to do what they were doing." The woman also told police Gray raped her and then took her to the guest bedroom and sexually assaulted her again.

Gray wore "adult sized diapers" and "would act like a baby" during the assault, the document said.

He "brought duct tape into the room, leading her to believe that she was not free to leave," the document said. He also took away the woman's cell phone and did not give it back until the next morning.

The affidavit and other court documents were unsealed yesterday morning after a Rockingham Superior Court judge agreed with a Salem District Court judge's order to unseal them with the higher court's permission. The Eagle-Tribune and other media outlets had filed motions seeking to unseal the documents.

Gray's case has moved to Superior Court, where a grand jury will consider whether to indict him.

The affidavit does not detail how the woman got away from Gray, but police have said he drove her back to the airport March 9. She immediately approached a TSA agent at a ticket counter to report she was an assault victim. The agent contacted state police based at the airport.

State police detectives conducted a preliminary interview with the woman, who said she had been held against her will and assaulted over several days at Gray's New Hampshire home. Troopers took her to Massachusetts General Hospital, and contacted New Hampshire State Police and Salem police.

Salem police determined Gray's home at 104 South Shore Road was two houses over the town line in Windham, and turned over the investigation to police there.

On March 10, police from Windham and Salem arrived at Gray's home with a search warrant. They knocked for 15 to 20 minutes before he finally answered the door, the affidavit said. Police told him about the allegations and the search warrant.

"In a spontaneous utterance J. Gray stated, 'I had sex with her but it was consensual,'" Bliss wrote.

Police advised Gray of his rights and Gray said he wanted to talk to police, but had to talk to his attorney first.

Police seized a baby bottle, blue blanket, adult diapers, pacifiers, a light blue bed sheet, a computer and duct tape from the house, the document said.

Gray was arrested March 29 in Brockton, where he had checked himself into a veterans hospital sometime after police searched his home.

Gray was a member of the Salem Planning Board at the time of the alleged incidents, but the board voted to remove him April 12 after he did not respond to a request for proof he lived in Salem — a requirement for the elected position.

Gray recently complained, in a seven-page, handwritten letter sent from jail, that the board's vote to vacate his seat violated his constitutional rights.

He also maintained his innocence in the letter.

The Eagle-Tribune does not identify alleged victims of sexual assault.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# EagleTribune.com, North Andover, MA

*April 28, 2011*

## Mall at Rockingham Park to get major new tenant

*By Jillian Jorgensen*

**[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)**

SALEM — Something big is coming to the Mall at Rockingham Park, but nobody will say what.

But shoppers said yesterday they would like to see a high-end department store move into an anchor spot that has been vacant and shuttered for five years.

Next Thursday, mall officials are slated to announce "big news" about a new store, right in front of those metal bars. The space has been empty since Macy's moved across the mall, taking over the space that was once Filene's after that department store chain closed.

"I'm so sick of traveling to Burlington to get more of a variety," said Michelle Holbrook of Andover.

She said she would like to see a Nordstrom in the spot, or maybe a Saks Fifth Avenue, instead of gates covering the entrance.

"It's kind of like an eyesore," Holbrook said. "Every time you walk by that hall, you just see metal bars."

Susan Comparone of Methuen said she was eager to see a new tenant in the spot.

"It's a reminder of what the economy is all about right now," she said about the empty space. "Everybody is struggling."

Comparone said she would like to see a store more focused on domestic items and housewares, like Pier One, in the spot. But Emily Chinetti of Tyngsborough said she thought a store similar to Macy's or Filene's would be a good fit.

"I think Lord and Taylor would be nice," she said. "They've got nice stuff."

Jenny Loew of Plaistow agreed, saying a Lord and Taylor — like the one she shops at in Burlington — would be a perfect fit.

"Something," she said, "another high-end department store."

Mall officials and a spokeswoman were keeping mum this week about what space would be filled, and who the tenant would be. But construction was underway yesterday inside the vacant anchor store, which has 153,388 square feet of retail space.



Town officials said the old Macy's was going to get a big name tenant — but they, too, weren't naming the store.

"I think it proves that and validates that there's still life and vitality in Salem and in the mall," Planning Board Chairman James Keller said. "And I think that the brand that's coming in is well-known and prominent."

Town Planner Ross Moldoff said it was a "big positive to have a store of that size reoccupied" after sitting empty since 2006.

"It goes along with some of what we saw last year, with maybe half a dozen or 10 old retail stores getting reoccupied by various tenants," he said.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## EagleTribune.com, North Andover, MA

*April 28, 2011*

### Former Salem planner protests removal — from jail

*By Jillian Jorgensen*

**jjorgensen@eagletribune.com**

---

SALEM, N.H. — Jeffrey Gray asserted his innocence in a letter written from jail to the Planning Board, accusing them of violating his constitutional rights by removing him from his elected office.

"I will defend myself, I am innocent of these crimes that I am accused of committing," he wrote in the seven-page, handwritten letter. "Any one person who knows me personally or publiclly (sic) knows that I am not capable of committing these crimes that I am accused of."

Gray, 48, is charged with aggravated felonious sexual assault, felony kidnapping, false imprisonment, simple assault and obstructing the report of a crime. He allegedly held a woman captive in early March and repeatedly assaulted her for several days in a rented home on South Shore Drive in Windham where he had been living.

His residency — not the criminal allegations — was the reason for his removal from the Planning Board. His fellow members voted to declare Gray's seat was vacant because he did not respond to a written request to verify his address. But Gray wrote he did not receive the letter from Town Manager Keith Hickey before the April 11 deadline. The letter was dated April 1, but Gray said he first saw it April 14, after he had been removed.

"This was the first time I read this letter," he wrote, underlining the words.

Gray said he was unable to attend the meeting when his seat was vacated because he is "currently incarcerated." The vote "violated my constitutional rights to notice an opportunity to be heard."

But Planning Board Chairman James Keller said the board will move forward to fill Gray's seat.

"We provided opportunity and, notwithstanding what might be in the letter, or what he claims, we executed the procedure we were told to execute," Keller said. "And we did everything in the law and we followed protocol."

Gray wrote he doesn't need to prove that he resides in Salem, but said he had his domicile there, and "it is immaterial whether I reside in Windham or any other place."

"I contend and maintain that, although I temporarily reside in Windham, I have been and am still currently a 'domicillary' (sic) of the Town of Salem, N.H.," he wrote.

Gray said the board's vote was "illegal, null and void or voidable by law." He asked the board to vacate its vote and not hold any hearings on the matter until he could physically attend them. He asked them to have an alternate sit in his place until he makes bail. He would defend his right to hold his seat, he wrote.

Gray said he said he had no comment about the criminal charges other than to say he was innocent. "This is a very difficult time for me personally and as an elected official," he wrote. "The newspapers have portrayed this as an action of a Salem public official."

Police in Salem and Windham, along with "the newspapers" ... "brought embarrassment (sic) upon the honorable planning board and the Town of Salem," he wrote.

Gray is being held on \$30,000 cash or surety bail at the county jail in Brentwood. His letter was received April 20. He is expected to be indicted in Rockingham County Superior Court in the next few months.

## Gray is booted by Salem board

By CHELSEY POLLOCK

Union Leader Correspondent

4 hours, 36 minutes ago

Print  
Email  
Mobile

Share on Facebook  
Share this  
Reader comments

**SALEM** – Jeffrey Gray no longer sits on the Salem Planning Board and remaining members say they are ready to move on.

Gray, a longtime resident of Salem, is charged with kidnapping and sexually assaulting a woman at a home he was renting in Windham. He has been held since late March at Rockingham County jail in Brentwood.



GRAY

After Gray refused to resign from his post, the Salem Planning Board asked him to show proof of his Salem residency by this week. Chairman James Keller said neither Gray nor his attorney provided any documentation, and the board declared his position vacant at its Tuesday meeting.

"I'm pleased that we've been able to put this behind us," said Keller on Wednesday. "I'm relieved from a board perspective anyway that we can move past the drama and get back to what we do best, which is learning about what's happening in Salem."

Member Ronald Belanger said he is looking forward to finding Gray's temporary replacement, which will be filled after an application and interview process later this month.

▶ Salem official refuses to quit board

▶ Jailed official facing loan suit (12)

▶ Planning Board member resigned in kidnapping, sex assault

"We could've subbed and moved on with alternates, but I think it gives the town's residents more confidence in knowing that we'll have a full board to get back to the town's business," said Belanger. "And I'm sure there will be a number of qualified people."

And while there has been much public attention to Gray's alleged crimes, member Robert Campbell said the board was solely focused on Gray's residency requirement.

"It's not our business to get involved in those other aspects. Our responsibility is to deal with planning, and we try to keep them completely separate," he said.

Member Linda Harvey echoed Campbell, saying: "I'm neutral about it, and I don't have any feelings one way or the other. I don't think he's going to be able to sit any time soon, so for those reasons we declared the position vacant. We didn't really remove him, he removed himself when he didn't respond to our letter."

Planning Board member Phyllis O'Grady declined to comment for this story.

Anyone interested in applying for the temporary position, whose term will run until May 2012, should apply with Salem Planning Director Ross Moldoff at town hall.

© 2011, Union Leader Corporation. All rights reserved.

# EagleTribune.com, North Andover, MA

April 13, 2011

## Accused planning board member removed

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — Jeffrey Gray, accused of holding a woman against her will and sexually assaulting her in a Windham home, is no longer a member of the Salem Planning Board.

The board voted to immediately vacate Gray's seat on the elected board because Gray, 48, no longer lives in Salem. The vote was unanimous among elected planning board members. Adam Webster, an appointed alternate, abstained.

"A week ago yesterday we officially requested from Mr. Gray that he provide in writing proof of residency in the town of Salem," Chairman James Keller said yesterday.

The letter gave a deadline of 5 p.m. Monday — but the board heard no response. Gray is being held on \$50,000 cash or surety bail in the Rockingham County jail in Brentwood, charged with aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault and obstructing the report of a crime.

The alleged crimes occurred at home Gray rented at 104 South Shore Drive in Windham, just over the town line, according to police. When Gray first ran for his board seat, he was living on Shore Drive in Salem.

"Given the circumstances, and given the fact that I have not received formally or informally any proof of residency, I am recommending to the board that we declare Mr. Gray's seat vacant," Keller said.

The board did not directly discuss the criminal charges against Gray, except to mention that he was allegedly living in Windham at the time. Planning Board member Ron Belanger said he didn't want to bring up the newspaper headlines about Gray — and Keller said they weren't relevant. But Belanger said they were relevant "to a point" — since police have said Gray was at the Windham residence while they searched it.

"I think we all know that, in our hearts, he's not in Salem," Belanger said.

Police searched the Windham home March 10 and issued arrest warrants on March 15. Sometime after the search, Gray checked himself into a veteran's hospital in Brockton. He was arrested there March 29 and brought back to New Hampshire to face the charges, and has been at the county jail since.

All court documents in the case have been sealed. A motion to unseal them in Salem District Court, filed jointly by The Eagle-Tribune and The Union Leader, is awaiting a judge's order.

Planning Board Member Robert Campbell asked if it was the board's place to determine if Gray was still a registered voter in Salem — which is what makes someone eligible for the board.

"That is my only concern," he said. "Whether we are putting ourselves in the position of making a quasi-judicial determination."

He said he wanted to "avoid the hassle of us being called into court someday" to be asked why the decision wasn't made by the town clerk or someone else.

"Mr. Gray has been removed from the residents list by the town assessor's office," Planning Director Ross Moldoff said.

Keller said the town attorney had advised him on how to proceed, saying if Gray did not respond by the deadline the seat could be ruled vacant. Police have said they served Gray with paperwork in Windham, Keller said. But he said that was just "conjecture" and was not part of evidence to vacate the seat.

"What I know is I made an official request to Mr. Gray, and the information was not provided," he said.

Belanger made the motion "to declare Jeffrey Gray's planning board seat vacant," citing two state laws. After it passed, the board put out a call for candidates for the seat. The person appointed will serve the rest of Gray's term, which ends in March 2012. Until that person is elected, one of the board's alternates will fill Gray's spot.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## Salem official refuses to quit board

By CHELSEY POLLOCK

Union Leader Correspondent

Posted: 04/06/2011 09:00 AM

Print  
Email  
More

Share on Facebook  
Share on Twitter  
Reader Comments

**SALEM** – The Salem town official accused of kidnapping and sexually assaulting a woman he met on Craigslist waived his probable cause hearing on Tuesday and will await a grand jury indictment in jail.

Salem Planning Board member Jeffrey Gray, 48, has been held on \$50,000 cash bail at the Rockingham County jail in Brentwood since his March 29 arrest. He appeared for a probable cause hearing in Salem District Court on Tuesday.



Gray was originally charged with two felony counts of kidnapping and sexual assault along with misdemeanors of simple assault, obstructing the report of a crime and false imprisonment.



GRAY

But as the case moves to Rockingham County Superior Court, Windham police prosecutor Heather Newell asked a judge Tuesday to drop the misdemeanor charges at the district court level.

"It's not that (the charges) aren't going to be brought forward, but we nolle pros them here and send them to Superior Court," said Newell after Tuesday's hearing. "There will then be one complete trial in superior court."

Windham police say Gray held a 35-year-old woman from New York captive in a home he was renting in Windham and sexually assaulted her over the course of three days earlier this month.

• Salem official facing loan suit (12)

• Salem official accused in Mass. (7)

Police say he met the woman on Craigslist, after he answered a listing she had posted looking for a roommate in New England.

All the documents associated with the case have been sealed, including a motion to seal records filed by Windham police on March 28.

A joint motion to unseal the documents was filed by the New Hampshire Union Leader and The Eagle-Tribune on March 30, but a judge has yet to rule on the request.

Though Gray is said to have been living in a rented home in Windham, the longtime Salem resident is still a member of the Salem Planning Board.

Last week, Salem Planning Board Chairman James Keller said he -- speaking through Salem town officials and Gray's attorney, Mark Stevens of Salem -- asked that Gray resign his position on the board.

Stevens said Tuesday that Gray has refused to give up his post.

"He's not going to quit," Stevens said. "He just wants to carry out the term that he was elected to do. He's not a quitter."

Gray's term is set to expire in March 2012.

Keller said that the town has sent Gray an official request asking him to prove his Salem residency by next week.



If Gray does not show that he lives in Salem, Keller said that the Planning Board can remove him from the position and fill the post with a temporary member until the March election. But if Gray does prove that he is a Salem resident, Keller said he will likely still ask Salem selectmen to remove Gray from the board.

Either way, Keller said he hopes the situation will be resolved quickly.

"This certainly casts a pall over the board, which is unfortunate. If anyone knows me and my long tenure on the board, one thing that's been of paramount importance to me is our integrity and the hard work we perform," Keller said. "... That's the primary reason to remedy this as quickly as possible. We have important work to do, and I don't want distractions nor do I think the people of Salem want distractions.

"But he is an elected official, and we have to take that very seriously," Keller said. "Removing an elected official from office is not an insignificant event, so we just have to be sure we're following protocol."

Gray is also the owner of J.M. Gray & Associates, a land surveying company he ran from his Salem home.

While Gray is no longer a member of the New Hampshire Land Surveyors Association, he served as the group's vice president for a short time in 2009, said association president Bryan Bailey of Gilford. Bailey said Gray resigned from his post that year for unknown reasons.

© 2011, Union Leader Corporation. All rights reserved.

# EagleTribune.com, North Andover, MA

April 6, 2011

## Salem Planning Board member won't resign

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — Jeffrey Gray waived a probable cause hearing in Salem District Court yesterday, and waved off any suggestion he resign from the Salem Planning Board.

"He's not going to resign," defense attorney Mark Stevens said after the hearing yesterday.

Gray, 48, is charged with kidnapping and sexually assaulting a woman who placed an ad on craigslist, looking for a place to live in New England. Gray answered her ad, according to police, then held her captive and sexually assaulted her at his rented South Shore Drive home in Windham.

Windham police issued warrants for his arrest on March 15, charging him with aggravated felonious sexual assault and kidnapping, both felonies, as well as misdemeanor charges of false imprisonment, simple assault and obstructing the report of a crime.

Gray, unshaven and dressed in an orange prison jumpsuit, waived his right to have prosecutors lay out probable cause for his arrest in court yesterday.

He spoke very softly, only answering "yes" to questions asked by Judge David Huot about whether he understood the rights he was waiving.

The case will now move to Rockingham County Superior Court, where the county attorney's office will present it to a grand jury.

Gray will likely be indicted within 90 days, Windham prosecutor Heather Newell said. Gray is being held at the county jail in Brentwood on \$50,000 cash or surety bail.

The misdemeanor charges against Gray were null processed yesterday, meaning Newell will not pursue them in Salem District Court. The information for the charges will be forwarded to the county attorney's office, Newell said, to allow one office to have jurisdiction over all the charges against Gray.

Stevens objected yesterday to motions filed by several media outlets, including The Eagle-Tribune, to unseal affidavits filed in support of search warrants on Gray's home and to obtain DNA. Newell joined his objection. Huot said he would need to schedule a hearing, but it was unclear yesterday whether the matter would be moved to Superior Court with the rest of the case.

Stevens argued in his written motion that information in the case should not be made public because Gray has not been indicted and the case is still under investigation.

All court documents in the case were sealed for 60 days on March 28, at Newell's request. She said she made her request to protect the investigation and the victim's privacy, including medical details contained in the affidavit.

Planning Board Chairman James Keller said yesterday he had received no formal response to his request for Gray's resignation. But acknowledged he had heard "informally" that Gray would not resign. If Gray does not resign, he may be removed from the board.

"The first course of action is to determine residency, and we are currently obtaining those facts," Keller said.

Gray was living at 283 Shore Drive in Salem when he ran for the Planning Board in 2010. He was renting that residence, which is owned by William LeBlanc, according to town assessing records.

"There has to be confirmation that he no longer has a domicile in Salem," Keller said. "So we requested in writing that he inform us of that one way or the other, and we're also seeking independent confirmation."

"Once we obtain those facts, if it's proven that he is no longer a resident of Salem, then I will ask the board to vote to have his position vacated," Keller said.

But even if Gray is a Salem resident, Keller said he would still look to have him removed from the Planning Board.

"I still have the option to recommend to the Board of Selectmen to have him removed from the seat," Keller said. "That's always an option."

If Gray is removed, the Planning Board would appoint someone to serve out the remainder of his term, which ends in March 2012.

"I want to make sure we do this right," Keller said. "I want to make sure we do this properly."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## Jailed official facing loan suit

By CHELSEY POLLOCK

Union Leader Correspondent

Updated: 3:11 PM EDT 4/5/2011

Print  
Email  
Webpage

Share on Facebook  
Share This  
Reader Comments

As Jeffrey Gray sits in jail facing kidnapping and sexual assault charges, federal attorneys are working to recoup \$122,000 from the Salem town official to cover an unpaid education loan.

The suit, filed on behalf of the U.S. Department of Education, alleges that Gray defaulted on a \$61,000 Federal Family Education Loan Consolidation loan from Citibank in New York. The loan was disbursed in 1996.



Gray

But coupled with more than \$56,000 in interest payments, Gray is now said to owe the U.S. Department of Education \$122,268, according to a certificate of indebtedness from the federal Department of Education office in San Francisco.

Gray has been in Rockingham County jail since his arrest on March 29 on felony charges of kidnapping and sexual assault, along with misdemeanor charges of simple assault, obstructing the report of a crime and false imprisonment.

Police say Gray held a 35-year-old woman from New York captive in a home he was renting in Windham, sexually assaulting her over the course of three days in early March.

Gray is said to have been living in Windham, but is a longtime resident of Salem and member of the Salem Planning Board.

Gray was arrested in Brockton, Mass., on March 29 and was arraigned the following day in Salem District Court. He is being held on \$50,000 cash bail and is scheduled to appear this morning for a probable cause hearing.

The new lawsuit was filed in New Hampshire U.S. District Court on March 30, just one day after his arrest.

Gray's attorney, Mark Stevens of Salem, said Monday he was not aware of the pending litigation.

"(Gray) will have to be served over at the jail," said Stevens. "I don't know whether he has been or not."

Gray's original loan had been guaranteed by United Student Aid Funds, Inc., an Indiana-based nonprofit corporation that acts as a student loan guarantor, according to Department of Education document. The loan was also insured by the federal Department of Education.

So when Gray defaulted on the loan in 2000, United Student Aid Funds paid the full amount to Citibank and tried unsuccessfully to collect from Gray, according to the document.

In 2007, the loan was assigned to the U.S. Department of Education, which reimbursed United Student Aid Funds for \$66,000.

As of February 21, Gray owed \$56,220 in interest payments, according to the document, and interest continues to accrue at a rate of \$16.27 per day.

The federal suit asks a judge to award the federal Department of Education \$122,268, plus all attorney fees and any additional interest accrued since February.

Gray is the owner of J.M. Gray & Associates, a land surveying company he ran from his Salem home.

Gray is also said to owe more than \$23,000 in child support payments to his sister, Lisa Sorenson of Maine, according to a Salem Family Division court order.

Sorenson has had custody of Gray's two children, now 13 and 14, off and on since 2004, according to court documents. The children currently live in Maine with their aunt.

Gray has appealed the Salem court order to the New Hampshire Supreme Court, and the matter is scheduled for further review on July 26.

Gray is also the plaintiff in a separate case claiming that Sorenson has interfered with his custodial rights and inflicted emotional distress on him and the two children.

© 2011, Union Leader Corporation. All rights reserved.



"I know it's an inanimate object, but I seriously LOVE my Windows Phone!"

## With no one looking, Fidelity chief moves family firm, riches In New Hampshire we trust

By Greg Tarter • Monday, April 4, 2011 • <http://www.bostonherald.com> • Business & Markets

A clandestine company that manages billions for Fidelity Investments chief Ned Johnson and his family has quietly pulled up stakes from Boston's Financial District, leaving the Bay State behind for New Hampshire and its beneficial trust and tax laws, the Herald has learned.

Crosby Advisors' relocation of more than 100 workers to new offices in Salem, N.H., last fall — marking a major migration of Boston wealth over the border — went virtually unnoticed except among informed company insiders.

The move also went completely unmentioned amid all the hand-wringing after Fidelity announced last month that it would close its Marlboro campus and send most of those 1,100 jobs to its offices in Merrimack, N.H., and Smithfield, R.I.

The Crosby operation — which a source said shipped out in October from Fidelity headquarters at 82 Devonshire St. — includes a core group of investment professionals who represent the Johnson "family office." Ned, whose middle name is Crosby, and daughter Abigail Johnson, a Fidelity president, control assets worth a combined \$18.4 billion, according to Forbes' latest estimate.

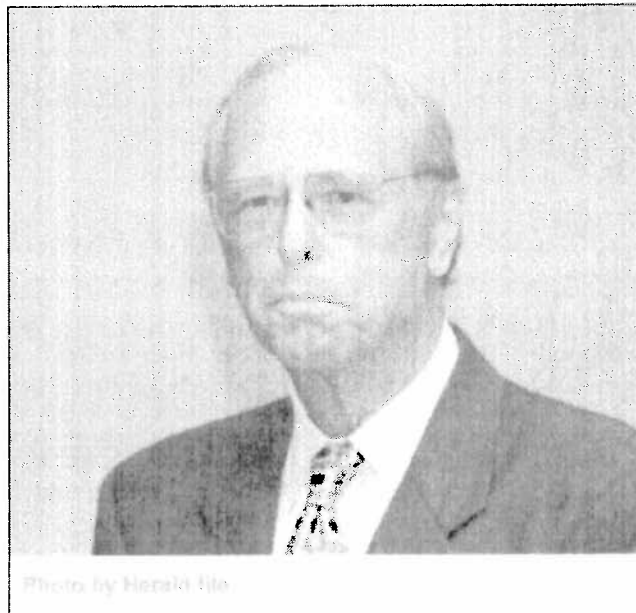


Photo by Herald file

"They moved everything except a few people," said a former Crosby worker who requested anonymity, citing the Johnsons' private nature.

The Crosby outfit resettled anonymously in a three-story office building with tinted windows on Salem's Keewaydin Drive, next to a pair of budget motels off Interstate 93, three miles into the Granite State.

Such a move by a family office can save on taxes. For example, New Hampshire doesn't tax trust income for out-of-state beneficiaries. Family office moves are mainly aimed at gaining flexibility and improving privacy for assets in a business-friendly haven, according to trust law experts interviewed by the Herald.

"The principal reason that families move their trusts to New Hampshire is that the state has the most progressive trust laws in the country," said Scott Baker, a principal at wealth-strategy firm Perspecta Trust in Hampton, N.H., and head of the New Hampshire Trust Council. "It is possible to set it up where the trust does not have to pay state taxes."

Crosby's managing director, Geoffrey von Kuhn, had little to say when asked, through a Fidelity spokeswoman, to explain the New Hampshire move.

"Crosby Company is a small family office handling private matters for the extended Johnson family. It has nothing to do with Fidelity's business. Since it manages family matters, we would not comment further," von Kuhn said in a statement.

Sources contacted by the Herald were hesitant to discuss the super-private Johnsons and how they manage their wealth. Others who keep tabs on Fidelity or worked near Crosby had little to offer about its inner workings.

A former manager, years removed from her stint at Crosby, said she'd have to ask for permission from the Johnsons first before speaking on the record. A call to the local developer of the Crosby building, Brooks Properties, went unreturned. A woman who works in a Dannon Co. sales office on the same floor as Crosby staffers knew nothing about them.

"All I know is it's a financial services tenant that wants to be very discreet," said Roger Dieker, a CB Richard Ellis broker who signed the building's third-floor tenant, Standex International, last year. "There are no signs anywhere."

Indeed, the tenant directory inside the building's lobby lists only Standex and Dannon below a blank space where the first-floor tenant's name should appear, as if the space were unoccupied. According to town records, Crosby occupies the entire first floor and about two-thirds of the second floor.

Fidelity, a privately held company that handles \$1.6 trillion in assets and stands tall in the financial sector as one of the Bay State's largest employers, has never disclosed the Salem, N.H., office that was set up for a business registered as The Crosby Company LLC.

The entity's members are Ned Johnson's three children, Edward C. Johnson IV, Abigail P. Johnson and Elizabeth L. Johnson, according to New Hampshire corporation records.

Another former Crosby employee said the company includes portfolio managers, analysts, accountants, lawyers and bill payers who handle the Johnsons' personal riches — including curator services for Ned Johnson's Asian art collection — along with the philanthropic Fidelity Foundation and the endowments of nonprofit organizations.

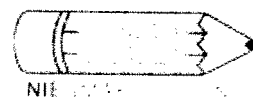
"I think most family offices are relatively secretive because they're not really looking for outside clients," said Denis Sean McDade, a former Fidelity and Crosby employee who's now at Tugboat Capital Management in Marblehead. "There's quite a bit of sensitivity about what they do (at Crosby). The Johnsons are a very private family and rightly so, as are many billionaires."

**Article URL:**

[http://bostonherald.com/business/evergreen-solar-fidelity-exec](#)

## Evergreen Solar, Fidelity execs on hot seat at hearing

Microsoft®  
Office 2010





# EagleTribune.com, North Andover, MA

April 1, 2011

## Salem Planning Board member likely to lose seat

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM, N.H. — Planning Board Chairman James Keller has not asked Jeffrey Gray to resign — yet.

"I have not asked him to resign only because I haven't been able to speak to him," Keller said yesterday. "But I certainly intend to, or (ask) through his representatives anyway."

Reaching Gray could be difficult. Gray is being held at the Rockingham County jail in Brentwood on \$50,000 cash or surety bail after being accused of kidnapping and sexually assaulting a woman from March 5 to March 9 at his Windham residence.

Gray is charged with aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault and obstructing the report of a crime. At the time he ran for the Planning Board, his address was on Shore Drive in Salem, but he recently moved into the 104 South Shore Road home in Windham, where he allegedly held the woman against her will.

"We still have the matter of his residency, and that may prove everything else moot," Keller said.

Planning Board members — and selectmen, who would have to take any formal legal action to remove Gray — would not even have to discuss the other allegations against Gray if they confirm he is a Windham resident. Planning Board bylaws and town ordinances require members of the board to live in Salem.

Keller said Town Manager Keith Hickey was working with police sources to verify whether Gray had become a Windham resident. If it's true, Planning Board members will ask selectmen to vacate his seat, Keller said.

"I'm just waiting for facts to ensure that we know, factually, that he had moved out of town," Gray said. "Once we have those facts and we are comfortable that they could be substantiated, then we could proceed accordingly — if we haven't received Mr. Gray's resignation yet."

But the allegations against Gray are serious enough that Keller is hoping to get his resignation, so the board won't have to pursue removing him.

"It drags the Planning Board through the mud, even though we have nothing to do with it," he said. "From my standpoint, integrity is paramount."

Keller said he cannot have negativity "of this nature" surrounding the board. Logistically, it seems unlikely Gray could fulfill his duties of appearing at meetings, Keller said.

"Certainly, notwithstanding anything, Mr. Gray is going to be pretty busy, I would think, for the rest of his term," he said. "It's just the right thing to do."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## EagleTribune.com, North Andover, MA

March 31, 2011

### Prosecutor: Planning Board member 'degraded' victim

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)



SALEM — Jeffrey Gray physically held a woman against her will for days, while he "completely degraded" and sexually assaulted her, Windham prosecutor Heather Newell said in court yesterday.

Gray, 48, a Salem Planning Board member, was arraigned in Salem District Court yesterday by video from the county jail in Brentwood, where he is being held after waiving extradition from Massachusetts Tuesday.

Judge Paul Moore ordered Gray held on \$50,000 cash or surety bail while he awaits trial on charges of aggravated felonious sexual assault, kidnapping, false imprisonment and obstruction of the report of a crime.

Gray did not have to enter a plea on the sexual assault or kidnapping charges, because they are felonies. He pleaded not guilty to the other charges.

Gray met his alleged victim through a roommate ad on Craigslist and held her captive from March 5 until March 9, according to Windham police Capt. Michael Caron.

In court yesterday, Newell said Gray sexually assaulted the woman "multiple times."

"The victim placed an ad on Craigslist wanting to move to New England, looking for basically a roommate status, looking for a place to stay," Caron said after the hearing. "Mr. Gray responded to that ad and that's how they became acquainted."

On March 9, four days after she arrived, Gray drove the woman to Boston Logan International Airport, Caron said. The woman approached a TSA officer at a ticket counter to report she was the victim of an

assault, according to Massachusetts State Police. The TSA agent contacted state police Troop F, based at the airport.

State police detectives conducted a preliminary interview with the victim, who told them she had been held against her will and assaulted over several days at Gray's New Hampshire home. Troopers took her to a local hospital, and contacted New Hampshire state and Salem police.

Salem Deputy Chief Shawn Patten said his department determined Gray's 104 South Shore Road residence was actually two houses over the town line in Windham. Salem police then turned the investigation over to Windham police. Gray recently moved to the house from Shore Drive in Salem.

All court documents in the case have been sealed, but several media outlets, including The Eagle-Tribune, filed motions to unseal them yesterday. Newell said the documents were sealed to protect the victim's identity and privacy.

In asking the judge for \$50,000 cash bail, Newell outlined Gray's criminal record, including convictions for simple assault, stalking, criminal mischief and violating a court protective order, dating back to 1998. His sister, who lives out of state, has custody of his children, Newell said, and Gray has not complied with child support orders.

Police searched his home, with him present, on March 10. Sometime after that search, Gray left New Hampshire.

That fact and his criminal record played into her decision to seek cash bail, Newell said.

"We believe that he is a danger to the community and a flight risk," she said.

Previous convictions have landed Gray in drug and alcohol counseling and anger management classes, Newell said. He served 50 days in the county jail for violating a protective order in 2005.

"Clearly, him being in counseling is not enough to ensure the safety of this victim and the community at large," she said.

But Gray's defense attorney, Mark Stevens, said his client only left the state to seek medical attention.

"He was in the hospital in Brockton, the VA hospital," Steven said.

Gray checked into the hospital March 14, Stevens said, but he did not offer any reason for his client's hospitalization. Brockton police arrested Gray at the hospital Tuesday.

"We were in communication with attorney Stevens about (Gray) turning himself in," Caron said yesterday. "There was a little question about whether Mr. Gray would do that or not, so yesterday it was determined that we would just pick him up."

Stevens asked for "high" personal recognizance bail. Personal recognizance bail allows a person to be free without paying the fee, unless they violate the terms of bail — usually by missing a court hearing. Gray has strong local ties, Stevens said.

"He's active in community issues, he's on the Salem Planning Board, he owns an engineering firm," he said.

During the time period Gray is accused of holding the woman captive, he appeared in Derry District Court Family Division, according to Stevens.

"He's not a generalized danger to anybody," he said.

Newell said Gray has been asked to resign from the Salem Planning Board.

"He's a resident of Windham, your honor," she said. "He was sitting on the Planning Board in Salem."

Planning Board Chairman James Keller was not available yesterday.

Moore, the judge, acknowledged Gray's "well-documented history" in ordering bail set at \$50,000 cash or surety. If Gray makes bail, he will be monitored by the probation department, ordered to sign a waiver of extradition and turn over his passport, and prohibited from using drugs or alcohol, possessing guns or leaving the state. He also would be ordered to have no contact with the victim.

Gray, dressed in an orange prison jumpsuit, spoke only to offer yes or no answers to Moore's questions. A civil engineer who owns his own business, J.M. Gray & Associates, he was elected to the Planning Board in March 2010.

A probable cause hearing is scheduled for Tuesday.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

## Salem official arrested in Mass.

By CHELSEY POLLOCK

Union Leader Correspondent

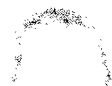
Tuesday, Mar. 29, 2011

Print Share on Facebook  
Email Share This  
Mobile Reader comments

A Salem town official charged with sexual assault and kidnapping is expected to be arraigned in Salem District Court this morning.

Jeffrey Gray, 48, a member of the Salem Planning Board, was arrested Tuesday morning by Brockton, Mass., police on a charge of being a fugitive from justice, according to Windham police Capt. Michael Caron.

Gray waived extradition on Tuesday afternoon and was brought back to New Hampshire by Windham police officers late yesterday afternoon.



Gray is expected to be arraigned in Salem District Court this morning on charges of aggravated felonious sexual assault and felony-level kidnapping, along with misdemeanor charges of simple assault, obstructing the report of a crime or injury and false imprisonment.



GRAY

Gray was transported to Rockingham County jail in Brentwood Tuesday evening on \$50,000 cash bail, according to Windham police.

Windham police say Gray, a longtime resident of Salem, allegedly held a woman he met on Craigslist captive in a home he was renting in Windham for three days earlier this month, sexually assaulting her at least once.

Caron said more charges could be forthcoming.

Warrants for Gray's arrest have been active since March 15, but until recently Caron said he was "not accessible" to police.

On Monday, Caron said Windham police were working with Gray's attorney, Mark Stevens of Salem, to convince Gray to turn himself in later this week.

But Caron said that things changed on Monday.

"We spoke with his attorney yesterday and he said he wasn't sure if (Gray) was going to agree to turn himself in, so we said, OK, we're going to go get him," said Caron on Tuesday afternoon.

Caron said he could not comment on why Gray was in Brockton, Mass., or where the arrest had taken place.

All documents connected to the Gray case remain sealed in Salem District Court.

© 2011, Union Leader Corporation. All rights reserved.

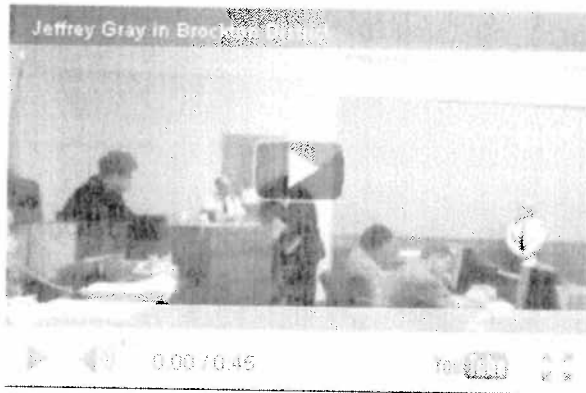
# EagleTribune.com, North Andover, MA

March 30, 2011

## Salem Planning Board member due in court today

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)



BROCKTON — Salem Planning Board member Jeffrey Gray appeared in a Massachusetts court in shackles yesterday before Windham police brought him back to New Hampshire to face multiple charges, including felonious sexual assault.

Police formally charged Gray, 48, with aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault and obstructing the report of a crime at the Windham police station last night.

Police have had a warrant for his arrest on those charges since March 15.

Gray's bail was set at \$50,000 cash, and he was taken to the county jail in Brentwood when unable to post it, according to police.

He will be in Salem District Court this morning for his arraignment on the five charges against him.

Yesterday, Gray was in Brockton District Court on charges of being a fugitive from justice. Instead of entering a plea on that charge, he waived interstate rendition, agreeing to go back to Windham. He was represented by attorney Mark Stevens, who declined to comment on the case after the brief hearing.

Windham police have declined to say where Gray was or whether they knew where he was. Stevens declined to say why his client was in Brockton.

Gray had a five o'clock shadow and was dressed in a sweatshirt, jeans and work boots in court yesterday. His ankles and wrists were shackled, but he was able to walk up to the judge's bench to sign a waiver and raise his right hand to be sworn in.



"They are going to take you back to face charges in New Hampshire," Judge Julie Bernard said. "Do you understand that?"

Gray said he did. Before accepting the waiver, Bernard asked him a series of questions, including whether he understood he was giving up his right to protest the proceedings in Massachusetts, if he was satisfied with his attorney and whether it was his signature on the waiver.

Bernard said Gray would be "held in lockup in New Hampshire." Prosecutors said they had spoken to Windham police, who had come to the Brockton courthouse to take him back to New Hampshire.

Gray met his alleged victim through a Craigslist ad for a roommate, police said. He kept the woman at his 104 South Shore Road home in Windham from March 5 to March 8, police said. Salem police investigated the case first, but then determined Gray's house is actually in Windham. South Shore Road runs through both towns.

Windham police searched Gray's home March 9, while he was present, Capt. Michael Caron said. Police did not have an arrest warrant when they searched his house. The arrest warrants were granted March 15, and another search warrant, for Gray's DNA, was granted March 16.

All Salem District Court records in the sexual assault case against Gray have been sealed.

In a written response to a Right to Know request filed by The Eagle-Tribune Friday, Windham police Monday declined to provide the affidavits filed in support of their search warrants in the case.

Gray was elected to the Planning Board in March 2010. He ran unsuccessfully for a spot on the board in 2008 and 2009.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# EagleTribune.com, North Andover, MA

March 29, 2011

## Planning Board member may be arrested this week

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — All Salem District Court records in the sexual assault case against Planning Board member Jeffrey Gray have been sealed. But old records show Gray has previously been convicted of misdemeanor crimes of stalking and assaulting an ex-girlfriend.

Windham police have yet to arrest Gray, 48, on warrants for aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault and obstructing the report of a crime. The alleged victim in those assaults met Gray after he posted a Craigslist ad seeking a roommate at his 104 South Shore Drive home in Windham.

"I hope that he'll be arrested by the end of the week," Windham police Capt. Mike Caron said yesterday. "But we won't know until he takes care of some stuff."

The assaults took place between March 5, when the woman met Gray, and March 8, when she filed a report with Salem police, Caron said. Salem police determined Gray's home was actually in Windham, and forwarded the report to them.

Windham police searched Gray's home March 9, while he was there, Caron said. There was no warrant for Gray's arrest at the time, police said.

The arrest warrants were granted March 15, and another search warrant — this one for Gray's DNA — was granted March 16. Police have yet to obtain his DNA, Caron said.

"We will get the DNA once he's arrested," he said.

In a written response to a Right to Know Law request filed by The Eagle-Tribune Friday, Windham police yesterday declined to provide the affidavits filed in support of their search warrants in the case.

Police said making the information public "may interfere with law enforcement proceedings," including Gray's apprehension and trial strategies. They also argued releasing the information would interfere with Gray's right to a fair trial, and could cause an "unwarranted invasion of privacy" for the victims and witnesses.

All the recent criminal filings against Gray in Salem District Court were sealed by a judge yesterday, including the motion to seal the documents.

Other court records show Gray has a history with Salem police, including three criminal convictions for misdemeanors, all involving the same ex-girlfriend. That woman, Teri Kelly-Emery, asked a judge for a protection order against Gray a week before the alleged assault of another woman March 5.

In a petition filed Feb. 24, Kelly-Emery wrote that a previous protection order expired on Nov. 13, 2010, and "since then the defendant has contacted me by text message" six times. She also wrote that Gray "continually called (her) home phone at 1:30 a.m." She heard from police that Gray had called a suicide hotline, she wrote.

"I feel he is not right and could be a threat to me and my children. He has been abusive to me and my children in the past," she wrote.

When Gray didn't appear in court for a hearing March 21, a judge ordered a one-year protection order, barring Gray from coming within 100 yards of Kelly-Emery. In 2006, Gray served 50 days in the county jail for violating a protection order by standing on Kelly-Emery's front lawn. He was still on the lawn when police arrived and arrested him at 12:01 a.m. on Sept. 20, 2006. Gray was ordered held without bail, until Nov. 8, 2006, when his bail order was changed to \$5,000 cash or surety, and a requirement he attend daily Alcohol Anonymous meetings.

He pleaded guilty in December 2006 to violating the protective order, and was sentenced to a 12-month sentence — all of it deferred except for the 50 days he had already served, according to court records.

Gray also was previously convicted of simple assault for a Jan. 5, 2003, incident involving Kelly-Emery. According to the criminal complaint, he forced her down on her bed "by grabbing her by the wrists and lying on her body with his body."

Kelly-Emery got free only after screaming for her son, who came into the room, according to a police affidavit. Gray got off her and punched her son in the face, according to the document. He pleaded guilty in a negotiated plea deal, and received a six-month suspended sentence and mandatory drug-and-alcohol counseling.

In November 2004, Gray pleaded guilty to throwing a rock at a truck parked outside Kelly-Emery's home. He told police he thought she had a male visitor and the truck belonged to the visitor. He told police "he became jealous and he attempted to break the window with a rock," according to an affidavit.

Gray once accused his sister of false imprisonment and abduction, among other charges, in a lawsuit filed against her in federal court in 2008. The lawsuit is still active.

Gray, who is divorced from his wife Janette, had been involved in a lengthy custody battle over their two children with his sister, Lisa Sorenson, who lives out of state. Janette Gray is a co-plaintiff in Gray's lawsuit against his sister.

According to Sorenson's attorney, Daniel Lustenberger of Epping, neither Janette nor Jeffrey Gray have custody of their children now. A New Hampshire Supreme Court order determined that an out-of-state court had jurisdiction over the children's custody.

Lustenberger said most of his dealings with Gray in court have been related to child support and custody. He said the new charges against Gray came as a surprise.

"I wouldn't have suspected that he would have gone this far for anything like that, based on what I know," he said. "But again, it's certainly a domestic violence issue, and he's got a domestic violence history."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# Police tight-lipped on investigation of Salem official

By JULIAN JORGENSEN  
jorgensen@eagletribune.com

**WINDHAM**—Police are releasing few details about a case against Salem Planning Board member Jeffrey Gray, accused of kidnapping and sexually assaulting a woman.

There are warrants out for Gray's arrest on charges of aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault and obstructing the report of a crime, Windham police Chief Gerald Lewis said Thursday.

Gray met the alleged victim after she responded to an advertisement he posted on Craigslist seeking a roommate, according to police Capt. Mike Caron.

The assaults happened between March 5 and March 8 at Gray's home on South Shore Road in Windham, Caron said.

"I don't know if any more counts will be forthcoming or not," Caron said. "There's a possibility."

Gray has not been arrested yet, Caron said. He would not say where Gray was or when the arrest warrants would be served.

The alleged victim filed a report with Salem police March 8, Caron said, but they determined Gray's home was actually across the Windham line. Police searched the home March 9, he said.

Windham police would not provide a copy of the affidavit filed in support of the search warrant. The document, which has not been sealed, would normally be available in a district court. But Caron said it was filed in Derry District Court and was in the mail on its way to Salem District Court yesterday. There was no copy kept in Derry, Caron said.

Another search warrant was granted March 15 in Salem District Court to obtain a DNA sample from Gray, Caron said. The affidavit for that warrant was not available in Salem District Court because a return of receipt, showing the warrant's

had been executed, had not been received by court clerks.

Windham police acknowledged receiving, but did not formally respond to, a written request under the state's Right-to-Know Law for copies of the affidavits. The law gives public agencies five days to provide the documents or otherwise respond in writing.

Salem police originally investigated the case after being notified by Massachusetts State Police. But they soon realized the house where the alleged assault occurred was not in Salem and forwarded the information to Windham police, according to Salem Deputy Chief Shawn Patten.

Gray was absent from the last two Planning Board meetings, Tuesday and March 10. Chairman James Keller said he was notified Gray would be absent, but was not given a reason why and didn't ask for one. One of the first major issues concerning whether Gray will remain on

the board is where he has been living, he said.

There is a clause in the Salem Planning Board bylaws that someone must be a resident to serve on the board, he said. "We certainly have to look into that, notwithstanding the charges that have been levied against Mr. Gray," Keller said.

The board next meets April 12, Keller said.

"I don't know if it's going to be brought up at that point," he said. "We're going to be diligent and prudent, as we have in the past. We're not going to rush to judgment. We're going to make sure that we understand all the facts."

For an elected official to be removed, action would have to be taken by the Board of Selectmen, Town Manager Keith Hickey said Thursday. Selectmen would look to the Planning Board for a recommendation on what action to take, he said.

"If he lives out of town, he shouldn't be on the Salem Planning Board," Planning Board member Ronald Belanger said.

Belanger said selectmen should ask police to verify Gray's address and whether he stills on Shore Drive, where he was living when he ran for his seat.

If Gray lives in Windham, they should rule that we can appoint somebody as a member until next March," Belanger said.

Regardless of his residency, Belanger said the charges are serious enough for the board to consider action.

He said Gray could have been removed from the board for his actions in a dispute in November with a Shore Drive neighbor. The neighbor alleged that Gray spoke to him as a member of the Planning Board.

"He could have been terminated for something like that," Belanger said. "Something like this, he could definitely be terminated."

# ACCUSED: Salem board member suspect

■ Continued from Page 1

and then discovered that it actually occurred in Windham," Patten said. "Then we forwarded the case to Windham, helped them execute a search warrant and, from there, the case has been theirs."

A small section of South Shore Road, which runs along Canobie Lake, is in Windham. The rest of the street is in Salem. Gray previously lived on Shore Drive in Salem.

Windham police yesterday refused to provide copies of the criminal complaints against Gray and the affidavits that go along with the arrest warrants. They also would not provide a copy of an affidavit that supported the search warrant they executed on the South Shore Drive home.

"It's still considered under investigation," Lewis said. Planning Board Chairman James Keller said yesterday he was unaware of the allegations against Gray and could not comment until he had more facts. When asked whether Gray could continue to serve on the Salem Planning Board while living in Windham, Keller said that decision was not his.

He said he would defer to the town clerk on whether it would be legal. "On the surface, it seems to me that would not be appropriate," Keller said. But Town Manager Keith Hickey said Gray could not remain on the board if he has moved to Windham. As for the criminal allegations, Hickey said if other Planning Board members want Gray removed, they would have to go through selectmen. "At this point, they are just charges," Hickey said. "The Planning Board could request the selectmen take some sort of action, and they would recommend the action that would be taken."

He said the town's community development director and the planning director, heads of departments who frequently deal with the Planning Board, had been made aware of the situation yesterday.

"I'm assuming they'll have conversations with the chairman," Hickey said.

Accusations against Gray have been the topic of Planning Board discussions in the past. In November, one of his Shore Drive neighbors filed a formal complaint against him after an encounter at the man's seasonal cabin.

Robert Prihoda said Gray came over when he was working on his family's cabin. Prihoda said Gray told him his family would need to leave immediately because the cabin was a seasonal residence.

Prihoda characterized Gray's behavior as "threatening." Gray denied the allegations and said the two had a "neighborly" chat. The Planning Board didn't take any formal action against Gray, but did discuss, as a board, what is appropriate behavior for a board member.

Defense attorney Mark Stevens yesterday confirmed he is representing Gray, but would not comment on the outstanding arrest warrant.

Gray's home phone number has been disconnected for at least a week. A call to his engineering firm, J.M. Gray and Associates Inc., went straight to voicemail. A message left yesterday was not returned.

Gray was elected to a two-year term on the Planning Board in March 2010. He ran unsuccessfully for the board in 2008 and 2009.

Join the discussion. To comment on stories and see what others are saying, log on to eagletribune.com.

# Salem official

# suspect in sexual assault, kidnapping

## Arrest warrant on five charges

By JILLIAN JORGENSEN  
jjorgensen@eagletribune.com



Jeffrey Gray

assaults happened sometime between March 5 and March 8 at Gray's home on South Shore Road in Windham.

"He met the victim online through a Craigslist ad for a roommate," Caron said.

In Salem, Deputy Police Chief Shawn Patten said his department was notified by Massachusetts State Police about a "potential victim of an aggravated sexual assault in Salem." The suspect was Gray, he said.

"We assigned detectives to that case. We began the investigation

WINDHAM — There is an arrest warrant out for Salem Planning Board member Jeffrey Gray on sexual assault and kidnapping charges, police said yesterday.

Gray, 48, is suspected in the felonious sexual assault and imprisonment of a woman in his South Shore Road home.

The warrants for Gray's arrest are on charges of aggravated felonious sexual assault, kidnapping, false imprisonment, simple assault and obstructing the report of a crime, according to Windham police Chief Gerald Lewis.

Windham police would not say why Gray has not been arrested, nor would they say whether they know where he is.

Capt. Mike Caron said the

Please see ACCUSED, Page 6

## Police await Salem official's surrender

By CHELSEY POLLOCK

Union Leader Correspondent

Saturday, Mar. 26, 2011

Print  
Email  
Mobile

Share on Facebook  
ShareThis  
Reader comments

**WINDHAM** — Police have yet to arrest a local man charged with holding a woman captive and sexually assaulting her over the course of three days in a home he was renting in Windham.

Jeffrey Gray, 48, a Salem Planning Board member, faces felony charges of sexual assault and kidnapping, along with misdemeanor charges of simple assault, obstructing the report of a crime and false imprisonment, according to Windham police Capt. Michael Caron.

Warrants for Gray's arrest have been active since March 15, Caron said.

"We are familiar with where he is, but right now he's not accessible to be arrested," said Caron Friday.

Caron said police are talking with Gray's attorney to arrange for Gray to turn himself in. Gray is not considered a fugitive from justice, he said.

Salem attorney Mark Stevens confirmed Friday that he was representing Gray, but would not comment further on the case or on Gray's whereabouts.



Police say Jeffrey Gray, of Salem, held a woman he met on Craigslist captive for three days in this 104 South Shore Road home in Windham, sexually assaulting her at least once. The homeowner said Gray had been renting the house for about a month.

Caron say Gray and the alleged victim -- a 35-year-old woman from New York -- met on Craigslist after Gray answered an advertisement the woman placed seeking a roommate.

Gray, who had previously been living on Shore Drive in Salem, had been renting a small home at 104 South Shore Road in Windham for about a month, said Kevin Bleeker of Windham, who owns the property.

"I think he seemed like a very good person, calm and sincere," said Bleeker. "He looked you right in the eye when you talked to him and seemed like a level-headed person, mature. That's why I find this unusual."

Bleeker said that Gray paid six months of rent up front and told him that he was going to be traveling to Haiti for work.

Gray is the owner of J.M. Gray & Associates, a land surveying company he ran from his Salem home.

Bleeker said he has not been in contact with Gray for at least two weeks.

Caron said the woman, whose name is being withheld to protect her privacy, arrived in Windham March 5 to move in.

But from March 5 until March 8, she told police that Gray held her captive in the home and at least once sexually assaulted her, Caron said.

Caron said he couldn't comment on the extent of the assaults, but said more charges could be forthcoming. He said he did not know under what circumstances the woman left the home March 8.



Neighbors said they had seen a new renter coming in and out of the home for about three weeks, but never saw him with anyone else.

Salem police were first contacted about the alleged sexual assault by Massachusetts State Police, said Salem Deputy Police Chief Shawn Patten.

Patten said that Gray is a longtime resident of Salem, but when Salem detectives realized the alleged assault happened in Windham, the investigation was forwarded to Windham police.

Both Windham and Salem officers executed a search warrant on the 104 South Shore Road property on March 9, said Caron.

The police affidavit supporting the completed search warrant request was not available at Salem District Court or Derry District Court, where the request was been made by Windham police on March 9. Clerks at both courts said the document was not in their files.

Windham Police Chief Gerald Lewis refused to release documents supporting the completed search warrant.

"We're not going to release them because we are considering it a part of our investigative files," said Lewis. "The courts can do what they want."

The New Hampshire Union Leader filed a Right To Know request to obtain the documents from Windham police on Friday afternoon. As of Friday evening, no response had been received.

Salem Town Manager Keith Hickey said town staff have begun to look into whether Gray has indeed moved to Windham, which would make him ineligible to serve on the Salem Planning Board.

"At this point, we haven't been able to determine that he does not live in Salem," said Hickey. "If something does come forward to show that he is no longer a Salem resident, then we would move to have him resign from the board."

Planning Board Chairman James Keller said that he first heard about the charges against Gray from news reports this week.

"Anytime you see those kinds of allegations it's surprising," he said. "I'm saddened actually, because it's such a serious situation."

© 2011. Union Leader Corporation. All rights reserved.

# EagleTribune.com, North Andover, MA

March 18, 2011

## Looks likely Aldi's will come to Salem

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — The Planning Board cleared the way for Aldi Food Market to open its first New Hampshire store in the Stateline Shopping Center.

Plans for the store were discussed at a meeting last week, but board members did not need to approve a new site plan for the project, Chairman James Keller said.

"It's not really a change of use," Keller said.

The site already was approved for a Staples store, but plans for that project fell through.

Aldi, a European discount supermarket chain, would take that spot in the plaza. Though they didn't need to approve a site plan, the Planning Board did get an overview of what the store would entail.

"We wanted to understand how the business operations worked," Keller said.

The board reviewed everything from shopping carts to parking spaces, he said.

"We just wanted to make sure everything was buttoned up and the board was comfortable," he said. "It all looked fine."

Aldi, an international discount grocery chain based in Germany, has 1,100 stores in 31 states, including Massachusetts. The nearest one to Salem is in Milford, Mass.

The construction of the store — and the demolition of a temporary Sovereign Bank building — will complete the work on the plaza, Keller said. It is anchored by a new Lowe's store. Developers spent about \$2 million on improvements to town roads to mitigate traffic.

"It'll be nice to get that completed," Keller said of the plaza. "It looks like it's been a tremendous success, both in the terms of the establishments and the traffic mitigation."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://www.eagletribune.com).

# EagleTribune.com, North Andover, MA

March 18, 2011

## Salem planners concerned with recycling plant plan

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — Planning Board members had plenty of questions last week about conceptual plans for a construction and demolition recycling center in the old Coca-Cola plant.

"The biggest issue was the fit of the project," Planning Board Chairman James Keller said, "if it's the right project in the right place."

At a meeting March 10, most members of the board indicated that it might not be the best fit, Keller said. Voters overwhelmingly supported a new zoning overlay for the Depot neighborhood, where the recycling center would be located. The zoning aims to encourage a downtown, walkable village with retail and residential uses.

"To then come in and consider a conceptual plan as the one that was presented, that creates a Roloids moment for the board," Keller said.

Dennis Metayer, who owns the property, said he intends to move forward with his plans.

"The Planning Board, although they had a lot of negative things, we got positive feedback from them also," Metayer said. "We're looking at the challenges lying ahead for us. Obviously, anything worth doing has some challenges."

The existing building would be torn down to make way for a 91,800-square-foot facility, according to plans. The recycling center, being developed by Smart Grid Development of Rhode Island, would generate its own electricity using photovoltaic panels on the roof and a wind turbine.

"It's going to have a totally green footprint, which is astounding and commendable," Keller said. "But if you think about the nature of the business and what it means, the Depot is not meant to be industrial."

But Metayer said retail and office space, major parts of the "mixed-use" developments the board is looking for, are available throughout Salem. Because there's so much of it, office and retail space is leasing for much less per square foot than in the past.

"They should look at the hard facts," he said. "Office space, there's an abundance of office space."

Traffic is high among the major issues the board will review, Keller said. About 10 trucks an hour would be coming to the site, he said. The property is on an already congested part of Route 28.

"They're big trucks," Keller said.

The plan would negate the opportunity to create a connector road to Church Avenue, which is called for in the Depot revitalization plan. Helping to build the connecting road is a requirement of developers who use the new overlay district, which is optional.

The district comes with some perks — builders could create three-story buildings — but also obligations and restrictions.

The proposed building is 65 feet tall — too tall for the underlying zoning. But the project would not meet other requirements of the new zoning, which does allow taller buildings.

"I think that it's inconsistent with some of the provisions" in the overlay zone, board member Robert Campbell said, echoing comments he made at the meeting.

To have a 65-foot building using the underlying zoning, the plan for the recycling center would need a variance. The variance would need to come from the Zoning Board of Adjustments.

"I thought that the proposition for the scale of the building was not consistent with what I think the town voted for," Campbell said.

Metayer said he thought a variance would be obtainable for the current zoning, and said attorneys would look over the new zoning overlay to see if they could fit in there as well. But he said developers could also trim the height of the building to 40 or 45 feet to avoid the need for a variance.

"We're looking at every angle," he said. "It's in our legal rights to move forward, and we're not going to abandon it."

Planning Board member Linda Harvey also expressed some concerns last week at the meeting.

"It's a great plan, but it's the wrong location," she said. "I'd like to see it somewhere else in town in an appropriate location, but because of the town's desire to have an upscale depot village sort of development through that whole general Depot area, this just doesn't fit with that vision."

Ronald Belanger, also on the board, said he would have liked to see the site developed into a retail center that was approved in January 2009. That plan called for a shopping plaza with stores and restaurants, anchored by a CVS. But after the plans took months to get approved, prospective tenants dropped out by the time it was finally given the board's OK.

"Sometimes you've got to be careful for what you say no to," Belanger said, "when you see what you get in its place."

But he said he is concerned about the current plan, especially the truck traffic it would bring.

"If you had six trucks coming down Main Street and they were stopped at the light, things would be backed up to Hudson probably," he said.

He said neighbors — residents living behind the property and businesses and offices next door — were also very concerned about the plans.

"I haven't heard one person tell me in town that they like it," Belanger said.

Still, the project will get a fair hearing, he said, and he would consider the proposal in good faith. Keller said the board can't shoot down a plan just because they do not like it.

"Project fit is always a consideration," he said. "The board has an obligation to consider the health and welfare of the community, and the abutters in particular."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# EagleTribune.com, North Andover, MA

March 13, 2011

## Some over-55 housing may admit younger residents

By Cara Hogan

chogan@eagletribune.com

Some over-55 housing developments are loosening up and allowing a few younger people to move in, but not all developers think it's a good idea.

Hampstead Planning Board Chairman Randy Clark said some developers of new condos and rental properties, built exclusively for seniors, are changing their plans.

"Some builders are asking for allowing 80-20, seniors to other residents. It allows for 20 percent of a development to be under 55 (years old)," he said.

Clark said 55-and-over housing has grown at a much faster pace than traditional real estate during the economic downturn. However, it's still a challenge for developers to sell a large number of new apartments or condos.

The federal Fair Housing Law requires senior housing to let in the 20 percent, according to June Law, communications director for New Hampshire Housing Finance.

But Law said many housing developments are never pushed to comply with the law and remain nearly 100 percent 55-and-older residents.

"We don't track the numbers, but I know anecdotally that we're hearing of fewer 55-and-over developments being done," she said. "If you've segregated part of your building out to only be available to a certain population, that decreases the number of folks looking for homes that can purchase."

Each town has its own zoning laws. In Hampstead, the Condominium at Four Seasons Estates was just approved in February for an 80-20 arrangement by the Planning Board.

John Grasso, manager of Hampshire Properties LLC, built the condos. He said the company decided to appeal to other buyers who might also be interested in Four Seasons Estates.

"We're broadening the pool of people interested in buying," he said. "We haven't sold anything yet, and we're just starting to market the properties. Hopefully, we'll get a good reception."

The condos, which are all around 1,700 square feet and cost between \$259,000 and \$279,000, are two-bedroom townhouses located at 244 East Main St.

Grasso said they will have to see how the units sell compared to the many all-senior housing developments in town.

But other developers are sticking with marketing just to the over-55 crowd. Harold Morse is the general manager of Lewis Builders, which built a number of over-55 properties in Hampstead, Atkinson and Kingston.

"We've kept the properties 55-and-over solely because that's what the customers wanted," he said.

Robert Donovan, 65, lives at The Nevins, a 55-plus community of freestanding homes in Londonderry. He agreed with Morse. "I bought into the community because it was over 55," he said. "I love children and my grandchildren, but that's not what we were looking for — The sociability and the true friendship that you develop with a lot of your neighbors because you have everything in common."

He said The Nevins has sold only 90 homes out of 125, but he'd be very upset if they decided to change to an 80-20 arrangement and let in younger residents.

But Morse said he understands changing to an 80-20 arrangement, even if his company isn't doing it.

"Up to 20 percent wouldn't be a bad idea, especially in today's current economic situation," he said. "It's not like they're trying to convert from 55 (and over) to conventional housing. That's a bad idea."

In Pelham, Planning Director Jeff Gown said there are several adult housing projects under construction in town and they allow for some flexibility.

"The condo documents can vary, but it hasn't been an issue in Pelham," he said.

"One of the owners has to be at least age 55, but we understand you can have a much younger partner. There could be a situation where you have an adult child perhaps living with you, that tends to not be a problem."

But other towns have laws in place to protect over-55 housing. In Salem, the town changed the law, according to Planning Director Ross Moldoff.

"We actually changed our ordinance in 2000 to say all the occupants had to be over age 55," he said. "Before, there were some projects where just 80 percent of the heads of households had to be over 55, but we started seeing some things we didn't like."

Salem has a number of 55-and-over housing projects, including the Club at Meadowbrook and Kensington Place. But Moldoff said there have been no requests to open them up to younger residents.

"We give a big density bonus and there were all sorts of incentives provided for senior housing," he said.

"We changed the law to make sure we're actually getting seniors. So, if there's people moving in with kids, that's not what we were looking for."

Andre Garron, the community development director in Londonderry, said most of the developments in town are strictly over-55, and the town encourages it by waiving some fees.

Garron said the demand for age-restricted development should actually be increasing soon, which could help developers in the future.

"You have the baby boomer generation that will be retiring over the next 13 to 15 years," he said. "Therefore, there is going to be a much (greater) demand for age-restricted housing."

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).



# EagleTribune.com, North Andover, MA

March 4, 2011

## European grocery store eyes Salem

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — Shoppers may have a new option for groceries later this year, if a proposed discount supermarket becomes a reality.

Aldi, an international discount grocery chain based in Germany, is hoping to open its first New Hampshire store in the Stateline Shopping Center.

"Something like this, particularly a food store when a big Market Basket just opened, it provides more opportunities for shopping in that category," Ross Moldoff, town planner, said.

But Aldi would be a far different store than the new Market Basket. It would be just over 19,000 square feet, while the new Market Basket is a 91,000-square-foot store.

"It is something different, and it's kind of a different concept, too," Moldoff said.

An Aldi spokeswoman said it was too early in the process to comment. WS Development, based in Chestnut Hill, owns and manages the plaza.

"We are happy to be working with them at the Stateline Shopping Center," said David Fleming, corporate marketing director for WS Development.

In addition to finding the last tenant for the plaza, an agreement for Aldi would also mean construction work there, Fleming said.

"We're excited to see that this will be the final phase of the renovation at the Stateline Shopping Center," he said.

The renovation included a Lowe's store, extensive road improvements to Route 28 and a new building for Sovereign Bank.

James Keller, chairman of the Planning Board, said he was excited about the potential for the remainder of the plaza to be finished.

"As always, we will spend a fair amount of time talking about parking," Keller said.

He said the board would make sure anybody moving into the plaza was following all the correct rules.

"I think that plaza is extremely attractive," Keller said. "It's a high-volume plaza in general. I think there's probably going to be a high amount of interest there."

Aldi stores have just five aisles, and carry about 1,400 grocery and household items, according to a letter sent to the town by Stephen Bowman, a director of real estate for Aldi.

There are several differences from traditional supermarkets, Bowman wrote, and of the products they carry, 95 percent of them are sold under "Aldi select brands."

"We do not have any lobster tanks, butcher shops or pharmacies in our stores," Bowman wrote. "We utilize a shopping cart deposit system where you insert a quarter to release a cart, and you get your quarter back when you return it."

The stores bag groceries differently, as well — shoppers must either bring their own bags or purchase a reusable one "at a nominal cost," Bowman wrote.

The chain has been in the United States since 1976 and has more than 1,100 stores in 31 states, including Massachusetts. The nearest one to Salem is in Milford, Mass.

The store would be built in the vacant space between Namco and Sovereign Bank in the plaza. The spot was originally slated for a Staples, Moldoff said, but that fell through.

Since Staples is also a retail store, and the Aldi building will be similar but a bit smaller, Moldoff said the store probably would not need full site plan approval. Developers will still meet with the Planning Board March 10, however, to discuss the plans.

"We're going to bring them in because there's some very minor modifications," he said.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://www.eagletribune.com).

# EagleTribune.com, North Andover, MA

March 3, 2011

## Salem zoning plan could create village center

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — Three-story buildings, new roads and a village atmosphere could be coming to the Depot — if voters approve a zoning overlay district at the polls Tuesday.

"It's kind of like a mini-downtown area," Ross Moldoff, town planner, said, "what you might call a village."

The overlay district would be optional and would cover the area surrounding the intersection of Broadway and Main Street, an area now plagued by traffic issues and unfriendly to pedestrians.

Developers who use the Depot Village zoning would have to meet certain requirements, but would also get certain privileges. Certain uses of property would be disallowed, like gas stations or big-box stores. But developers using the zoning could build three-story buildings, multi-family housing units, and have fewer parking spaces than current zoning in the area would allow.

"We wanted people to use the ordinance voluntarily, and so these are the incentives that might encourage people to that," Moldoff said.

Plans using the overlay zoning option would have stricter requirements for landscaping, building design, lighting and pedestrian access.

Another major facet of the plan would call for developers to implement planned road improvements in the area. Those include road connections designed to ease traffic in each quadrant of the neighborhood.

While the area may not look like a downtown today, Depot property owner Joe Faro said he thinks the proposed ordinance would change that.

"In five or 10 years, this area could look very different," he said.

Faro owns the Tuscan Kitchen restaurant and several other nearby properties. He has shown the Planning Board conceptual plans for a downtown development on his property that would make use of the new zoning.

"I think it's exactly what the area needs," he said of the zoning proposal. "I think it will be wonderful to create a mixed-use zone where you have residential, you have office, you have retail, you have pedestrian-friendly stuff."

He said the zoning would work well for several sites in the Depot, including his properties. He said his conceptual plans for a walk-able development with stores, a park, office space and housing might take years, but he intends to follow through.

"They are conceptual plans, yes, but eventually they will become reality," he said.

Moldoff said not every property developer or neighbor in the Depot is thrilled with the idea. The reluctance of some property owners to get on board is why the Planning Board decided to make the district an overlay, Moldoff said, rather than changing the current zoning.

Other complaints about the zoning proposal include concerns about multifamily dwellings in an area prone to traffic and noise.

"At one of the public meetings, a couple of people got up and said, 'This isn't going to work, we're never going to get a downtown in the Depot,'" Moldoff said.

Because the zoning is optional, developers could pursue projects that might not match the board's village vision. Dennis Metayer, who owns the former Coca-Cola plant on Route 28, plans to turn the site into a construction and demolition recycling center. The property is within the Depot district.

Last week, Metayer said he understood the Planning Board had a vision for the area, but said it was a "very faraway goal."

He had previously proposed a retail plaza for property — something that might be a better fit for the village vision — but those plans fell through.

"The economy the way it is right now, retail is not something you really want to step forward with at this moment in the hard times that we're in," Metayer said last week.

But Planning Board Chairman James Keller said he thinks the downtown will become a reality.

"I think it'll take time," Keller said. "But, for the first time, it provides both the town and potential developers with a vision."

That vision includes how someone could implement new uses in the area at the same time as it manages current and future traffic, he said. With the current zoning, developers are stuck with what they have, he said, while this allows something new.

Moldoff said the town can often only influence a major project on the margins — it is usually up to the developer to propose something innovative.

"It's kind of tricky. A lot of times it's the market that decides what's going to happen," Moldoff said. "It's not anything we do with planning."

## EagleTribune.com, North Andover, MA

February 25, 2011

### Construction recycling center proposed in Salem

By Jillian Jorgensen

[jjorgensen@eagletribune.com](mailto:jjorgensen@eagletribune.com)

SALEM — The long-vacant Coca-Cola plant on Route 28 could become a "green" recycling center, but the plan doesn't quite fit with the Planning Board's vision for the area.

Property owner Dennis Metayer said the plant would recycle construction and demolition debris.

"It would be the first all-green recycling plant in the state of New Hampshire," Metayer said yesterday.

The facility would have solar panels on the roof and a wind turbine, and would generate more energy than it would use. The current building, 75,000 square feet, would be torn down to make way for a 91,800-square-foot, 68-foot-tall facility.

"They would sell energy back to National Grid," Metayer said. "That is something unique."

The recycling center would bring a minimum of 25 new jobs to town and bring in tax revenue, he said.

But the property lies within the town's Depot neighborhood, a district centered by the intersection of Broadway and Main Street. The Planning Board just recently adopted a Depot Redevelopment Plan that calls for decidedly different kinds of buildings than a recycling center.

"The vision for the Depot has been mixed-use residential, retail, commercial, restaurants, etc.," Planning Board Chairman James Keller said.

A zoning overlay district for the area is up for approval at Town Meeting, and it would disallow uses like a recycling center, Planning Director Ross Moldoff said.

But because it is an overlay zone, its use would be optional by property owners. Moldoff said the plan would likely be acceptable under existing zoning.

Moldoff said the Planning Board debated whether to change the zoning rather than use a zoning overlay district, but received feedback from property owners that many would oppose a mandatory zoning change.

"Zoning is a very, very controversial and also emotional subject if you are a property owner," Moldoff said.

The board has not seen the specifics of the plan, Keller said, so he could not comment on whether it might be approved. Traffic, the proximity of adjacent wetlands, and its presence in a "bit of a flood plain" would be some of the major considerations, he said.

The plan would be judged on whether it meets the requirements set out by town ordinances, and if the use of the property is conducive to the area, Keller said.

"Good, bad or indifferent, the board can't control what applications come before us," he said.

The last plan for the property was approved in January 2009, and called for retail stores and a restaurant in a plaza anchored by a CVS/pharmacy.

"It was a pretty elegant plant that was along the lines of what we're looking for," Keller said.

But work on the site was called off just a month after it was approved, with a real estate agent working on the project telling the town that approval had taken too long and the plaza had lost its anchor tenant.

"The economy the way it is right now, retail is not something you really want to step forward with at this moment in the hard times that we're in," Metayer said yesterday.

He said he understood the town has a vision for turning the Depot into a "downtown," but said it would require a great deal of effort, cooperation and money invested by local property owners. Metayer said he thinks it is a "very faraway goal."

The building will be clean-looking, Metayer said. The biggest issue in getting the retail development approved was traffic, and he said that won't be an issue with this project.

"This facility creates very little, if any, traffic at all," he said.

While the building has been vacant for years, Keller said the town was not "desperate" to fill it or any other spots in town. If making sure a plan is the right thing for the town means waiting longer to fill a vacancy, they will wait, he said.

"The town is in a very healthy and strong position with respect to any businesses that want to come in," he said.

The Planning Board will discuss the conceptual plan for the property on March 10.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

# 2/23/11 Tribune Planners OK road for development

By JILLIAN JORGENSEN  
jjorgensen@eagletribune.com

**SALEM** — An expansion of Keewaydin Drive, first approved in 1991, was approved again by the Planning Board last night.

Salem Corporate Park Associates has proposed building a \$1.2 million road to open up space for development of "first-class" office and medical space. The road would extend Keewaydin Drive to Stiles Road. Much of the lengthy discussion before the board last night focused on the developer's request for a waiver of up to \$600,000 in impact fees for future building on the site.

"We feel that the construction of the roadway is considered as prepayment of impact fees," engineer Mark Gross, who represented the project, said.

The board ultimately decided not to grant the waiver — but indicated it was "amenable" to waiving up to \$487,500 at the time the actual projects are proposed.

"The issue I have is one of timing, and whether I want to take the leap and say, 'Yeah I want to grant the six hundred and whatever thousand dollar waiver,'" Chairman James Keller said. "He could sell (the property) tomorrow, with the financing plan, to XYZ Corp. and they can do whatever they want. And it's happened."

Gross said the developer had asked for upfront waivers for "economic certainty."

"Without it, it's almost a chicken or egg situation, really," Gross said. "The developer needs that economic certainty to be able to put the road in and talk to potential developers or potential tenants."

But ~~Brian~~ **Brian** Hannon of Salem Corporate Park Associates said the motion saying the board was amenable to waiving the fees would be enough to quell the concerns of potential tenants. They were worried about footing the cost for the road and then an additional cost for impact fees, he said.

"It allows you, before you come into a site plan discussion, to know that this is already defined," Hannon told Keller. "And that's been the challenge."

Impact fees are usually assessed on building projects to financially offset the increased use of roads presented by development. The money is used on projects to increase road capacity.

Gross said the road Hannon planned to build would do that, and would make additional off-site improvements by improving traffic flow at nearby intersections. The road extension would allow access to Keewaydin Drive, which is now only accessible by Pelham Road.

The motion saying the board would be amenable to future impact fee waivers passed, with Robert Campbell and Jeffrey Gray voting against. Campbell said granting the waiver would set an "enormously difficult precedent" in dealing with future developments that included roads.

"I just think that we're getting down a very, very slippery slope if we do this," Campbell said.

But Selectman Susan Covey, who serves as the selectmen's representative to the Planning Board,

said the new office and medical space would bring in tax revenue.

"The question I'm asked every day is, 'How am I going to lower taxes?'" Covey said. "Well, this is where it starts."

She said if the waivers were not granted, then "the answer is going to be, 'Ask the Planning Board.'"

After the compromise on impact fees was reached, the board gave final approval to build the road, with several conditions.

One condition will mean potential traffic improvements from the new road won't come right away. The road will be gated until improvements are made to Keewaydin Drive and Pelham Road to manage traffic. Hannon said the developers hope the town would win a grant it has applied for to cover the costs of nearby intersection improvements, and said the road's construction could help the town get the grant.

Hannon said there was no firm timeline for the construction of the road, but said there was a good chance it could start this year. He said he appreciated the support of the Planning Board and said the project would benefit his business and, by bringing in a new road and jobs, the town.

"This is a win-win," he said.

The project was originally approved in 1991, but never got under way. It was reintroduced to the Planning Board in 2009, Town Planner Ross Moldoff said.

# Salem retail district needs attention

Salem's South Broadway is one of the busiest retail stretches in the region.

But it has taken several hits recently that, while they do not undermine the overall health of the district, should concern local officials enough to take a closer look at it.

This week, Colorado-based Ultimate Electronics announced it had filed for bankruptcy and would be closing all of its 46 stores, including the one at 428 S. Broadway. It had opened only eight months earlier, last June. Ironically, it took the place of another electronics store gone bankrupt — Circuit City — and was seen as an encouraging sign of new retail growth in the area.

Then, a couple of days later, the roof on the vacant building at 327 S. Broadway, which had formerly housed a Hooters restaurant, collapsed from the weight of snow.

Selectman Everett P. McBride Jr. is partially correct when he said that the Ultimate Electronics closing was not caused by a lack of commerce in Salem, since it is a national chain. But, clearly, if that location had been doing well, it might have given the company some hope. Instead, it was having a difficult time competing with electronics giant Best Buy, located close by.

Vacant storefronts and buildings collapsing into their parking lots are not good signs for retail districts.

Local officials cannot control the economy. Nor should they seek to dictate where businesses locate. But they can make a greater effort to market and promote their community as a good place to do business.

Officials should seek to attract new businesses that have staying power. It does little for the health of a business district for a grand opening to be followed less than a year later by a closing. Officials should consider how the mix of businesses makes their community attractive to shoppers.

Salem's retail district has a number of advantages: access to major highways, proximity to large population centers and, of course, the lack of a sales tax.

Town officials can play a greater role in promoting Salem as a retail destination by touting its advantages and helping to get vacant storefronts filled.

♦ 2/21/11 T. A. Buve



# EagleTribune.com, North Andover, MA

February 15, 2011

## Windham survey: We don't want to look like Salem

By John Toole

[jtoole@eagletribune.com](mailto:jtoole@eagletribune.com)

—  
WINDHAM — Residents participating in a community economic development survey said they don't want their town to look like Salem.

More than half the respondents (277) put Salem at the top of the list of communities Windham should "least" look like when it is fully developed.

That was more than three times the runner-up: Derry (77). Londonderry (33) was third on the list of towns Windham doesn't want to look like, and Nashua was fourth (25).

When it came to listing places they would "most" like Windham to resemble, Andover (67) beat out Bedford (60), with Derry (56) a close third and Londonderry fourth (46).

Windham itself ranked fifth in both categories.

"People don't want anything to do with Salem. It's way too busy," said Bruce Burnham, who lives and works in Windham.

"There's nothing attractive about Salem," said Burnham, who pointed to the "influx of everybody from Lawrence and Dracut coming up for the Walmart experience."

For Windham, there are better places to emulate, in Burnham's opinion.

"Windham would much rather mirror Andover, North Andover, Mass., and Bedford," he said.

No offense taken by Salem resident Rod Moore, who was working in Windham yesterday.

"I agree with them as a Salem resident," Moore said. "Salem is, well, just look at it. You can't get anywhere with the traffic. It's poor planning."

Selectman Bruce Breton grew up in Salem and said he shopped there over the weekend. He wasn't about to criticize the neighboring town, but speculated Windham residents don't want the large retail development next door.

"They don't want rows and rows of box stores," Breton said.

He found something to like in the support for looking like Bedford.

"Bedford is actually a good model for a town," Breton said.

Look at Bedford and you find business development around major highways.

"Their businesses are off those roads," Breton said.

Elsewhere, Bedford "kept the rural character of the town," Breton said.

Michelle Horan of Londonderry was in Windham yesterday.

"For a lot of people, Salem gets a bad rap," she said. "People don't like all of the business."

She said she was not surprised Londonderry ranked fourth among places respondents thought Windham should resemble.

"Londonderry has shopping nearby, but it still feels like a small town," Horan said.

Results of the survey, conducted in November and December, are being presented to town boards this week. They are available on the town website, [windhamnewhampshire.com](http://windhamnewhampshire.com).

More than 500 people answered the survey.

Officials hope to use the survey as they make decisions about how Windham should grow.

"We have not done any analysis of the survey data yet," Community Development Director Laura Scott said. "We have compiled the data and are presenting it without our interpretation to the Board of Selectmen and Planning Board this week."

The Windham Economic Development Committee will use the survey for strategic planning and Scott plans to do the same with the Planning Board in preparation for next year's Town Meeting.

How much more business growth should Windham see?

About 21 percent of respondents said "a lot more" and 35 percent said "a little more." About 12 percent said "a little less" and about 14 percent "a lot less."

More than half the respondents, 53 percent, said they were somewhat to extremely satisfied with how Windham has developed. About 43 percent said they were somewhat to extremely unsatisfied.

The areas in town where most people want development to take place are around the major routes: Interstate 93, and routes 111 and 28.

The most important factors for them when it comes to development are property values (64 percent), community preservation (59.6 percent) and location (59.2 percent). Property tax impact and traffic deadlocked at 51 percent.

When it came to what type of development people want, business, professional and office space (35 percent) beat out arts, entertainment and recreation (32 percent).

The respondents were divided over whether they could accept mixed business and residential use developments. About 39 percent said they oppose such mixed use, with 26 percent in favor. But 35 percent were undecided.

More than 46 percent said they support or strongly support development of sewers. More than 26 percent oppose or strongly oppose sewers.

About 42 percent favored working with Pennichuck Corp. to bring water service to the Route 111 and Route 128 area. More than 28 percent were opposed.

...

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).

► Salem

## Keewaydin Drive project awaits the final go-ahead

By JILLIAN JORGENSEN  
jjorgensen@eagletribune.com

SALEM — A long-awaited project to connect Keewaydin Drive and Stiles Road could move forward later this month.

The plan would extend Keewaydin Drive, which now ends in a cul-de-sac, and would open the way for between 200,000 and 250,000 square feet of office space to be constructed.

The project was originally

approved in 1991, but never got under way. It was reintroduced to the Planning Board in 2009, town planner Ross Moldoff said.

The road, which would cost \$1.2 million, would be built and paid for by Salem Corporate Park Associates, the developers of the land. But when it is completed and brought up to standards, it would be a town road, Moldoff said.

"It's going to help them," he said.

Please see **PROJECT**, Page 5

## PROJECT: New office park could bring in \$500K in taxes

■ Continued from Page 1

"They're going to be able to market the property."

The additional space for offices will be welcome, Moldoff said, since there is little left in Salem.

"The office space, it pays great taxes and they bring good jobs," he said.

Brian Hannon of Salem Corporate Park Associates said the office space planned could bring between \$400,000 and \$500,000 in tax revenue to Salem each year.

He described the actual road, with granite curbs and a sidewalk, as a "2011 roadway."

Keewaydin Drive is now accessible only via Pelham Road. The proposed expansion would give traffic another place to go.

"It loops the entire corridor and,

obviously, with traffic, everybody gets what that means," Hannon said. "But it also loops the sewer and water, so there's major utility improvements for the entire corridor."

While the project was put aside for more than a decade, Hannon said developers had a good reason to bring it forward now.

"It's coming because of the Interstate 93 widening," he said. "There's a \$40 million project being done at Exit 2."

A million-dollar road, Hannon said, "is a drop in the bucket compared to what the state's doing."

Companies have shown interest in future developments at the site, Hannon said, and the developers have multiple letters of intent.

"I think it's exciting and the real thing here is, we really do have

users," he said.

There are some parts of the plan that still need to be worked out between the developers and the Planning Board. The developers have asked for waivers of the impact fees on future developments at the site because of the amount they are investing in what will be a town road.

"We think we're paying the impact fees upfront," Hannon said.

The developments planned for the site would probably mean impact fees of up to \$460,000, he said, less than they are spending on the road.

"We're paying them in putting the road in the ground," he said. "We feel that it's a double tax."

The road might not see use right away. The town traffic consultant

told the Planning Board the new road would require turn lanes at the intersection of Keewaydin Drive and Pelham Road to manage traffic. The board and the developers have agreed a gate would block the road until those improvements are made.

"The applicant anticipates that the road won't be ready until those improvements are done," Moldoff said.

The town has looked into grants for the improvements at the intersection, but whether the town, state or developer will do the work has not been decided.

The Planning Board will decide whether to approve the plan and waive impact fees at its Feb. 22 meeting. The project has cleared several hurdles, including environmental reviews.

## OF PLANS AND PLANNERS

On November 19, 2010 the *Town of Bow* held a groundbreaking ceremony to celebrate construction of the first new municipal water system in over 40 years in NH and sewer system improvements. The water system includes a large capacity well, treatment works / pump station, million gallon water storage tank, and 30,000 feet of water mains. Sewer system improvements include replacement of the 25 year old Hall Street pump station and 25,000 feet of new and replacement sewer mains.

*Bill Klubben*, Director of Community Development for the Town of Bow was at the 1999 Town Meeting when the Town authorized \$50,000 for a consultant to prepare an economic development strategy, which led to the new water system. Bill was at the 2002 Town Meeting for the \$12,500,000 bond authorization for design, construction, and easement acquisition. The Town hired Wright-Pierce of Topsham, Maine to study, design, and bid the project, and has hired Wright-Pierce to provide construction administration services. The new water system should be on line in 2011, although completion of all construction will likely come in 2012.

"I now know more about building a municipal water system than I ever thought I needed to know," said *Klubben*.

*Ross Moldoff*, Town of Salem Planning Director, will be leading a session at the APA National Conference in Boston on "Using Design Guidelines to Control Strip

Development." The session will be held on Monday, April 11, at 9 AM. Other speakers include landscape architect Terry DeWan from Yarmouth, Maine, and historic preservation planner Sarah Korjeff from the Cape Cod Commission in Barnstable, Massachusetts.

Several new retail projects have opened in *Salem* recently, including Lowe's, Market Basket, CVS/Advance Auto Parts, and Tuscan Kitchen restaurant. These projects redeveloped older commercial sites and they feature upgraded architectural designs, landscaping, signage, and lighting, in accordance with Salem's Retail Design Standards.

*Salem's* big zoning initiative this year is the Depot Village Overlay District, which they hope will stimulate a mixed-use, pedestrian-friendly redevelopment of the Salem Depot area. The Planning Board worked on the District for much of the past year.

Lastly, a *Salem* high school student helped the town develop a web page to highlight new planning projects and developments like the ones noted above. Check out [www.salemnh.gov/planning](http://www.salemnh.gov/planning) for more information.

## U.S. MAYORS SHOWCASE THEIR SUSTAINABILITY ACCOMPLISHMENTS AT EUROPEAN GREEN CAPITAL CONFERENCE

A delegation of ten mayors and municipal officials from the U.S. participated in the first ever European Green Capital Conference in Stockholm, Sweden, October 20-22, 2010. This delegation was made possible through a grant from the US Embassy in Sweden to the Institute for Ecomunicipality Education & Assistance (IEMEA), partnering with the National League of Cities. Four of the delegates were from US eco-municipalities, where elected officials have adopted the four sustainability objectives of the American Planning Association or the Natural Step framework on which these are based. Portsmouth, NH, Madison WI, Lawrence Township, NJ, and Bayfield, WI. The other cities represented included Portland, OR, Tallahassee, FL, Minneapolis, MN, Boulder, CO, Cambridge, MA and Riverside, CA.

The US Embassy funded the delegation's participation in the Green Capital Conference to demonstrate to Europe and Scandinavia that there is much sustainable development activity including commitment to climate change initiatives going on at the local level, and for US officials to learn about innovative practices from their European counterparts.

The City of Stockholm won the 2010 European Green Capital award. The 2011 winner is Hamburg, Germany.

More information about the delegation, including a link to a video of the US delegates, is at [www.usgreencapital.org](http://www.usgreencapital.org)



# Salem Town Forest:

## *A Little-Known Treasure*

by S. Aaron Shamshoyan

Tucked away on Shadow Lake Road lies a little treasure known as the Salem Town Forest. There are over five and a half miles of trails throughout the 205 acres. The land has a wide variety of uses, including walking, horseback riding, skiing, hunting, camping, and bird watching. For over 30 years, the Town Forest has served as a place to enjoy the outdoors.

The Town Forest began as a purchase of 94 acres in 1979 for \$79,000. Brought before the citizens at a town meeting, the purchase was approved. The sale of the original parcel was negotiated between former Selectman Richard Tibbets and former owner William Brown. Brown was interested in leaving space for future generations to grow and sold the land for its assessed value. Since then, the land has continued to grow in size by adding contiguous town-owned lots.

Today, the Salem Conservation Commission oversees the Town Forest. They are the stewards of the forest, spending time to better it throughout the year. "What has amazed me is how



*The bridge leading into the Town Forest*

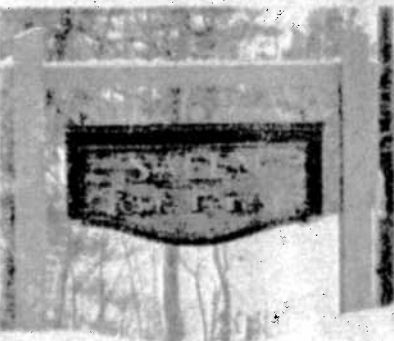
much the Conservation Commission cares for the Forest," said Susan Covey, Selectmen's representative for the Conservation Commission. "It's unbelievable how much they are passionate about it." Permission for the commission to manage the Town Forest came in 1983 as the result of Town Meeting articles 16 and 17.

The cost to the town for yearly maintenance is minimal at about \$500. This includes the lease fee for the parking lot from the state of New Hampshire. Over the past year, \$3,200 was paid for an updated Town Forest

management plan. The forest also has ways to earn money for the town as in 2008 when a timber harvest generated \$6,600.

No matter how you choose to use it, the Town Forest will provide relaxation and enjoyment. The Hitty-Titty Pond flows from Shadow Lake to Millville Pond and passes right through the forest, making for a beautiful scene. Six-thousand square feet of wetlands have been created within the forest. Thanks to a cooperative effort between the Town of Salem and various landowners, the area is available for all to use.

staff photos by S. Aaron Shamshoyan



*The Salem Town Forest located on Shadow Lake Road (Old Route 111)*



1/28/11 TRIBUNE

# Hundreds of jobs coming

## Companies moving to old Cisco site in Salem

By JILLIAN JORGENSEN

jjorgensen@eagletribune.com

SALEM — A long-vacant site will receive a new lease on life, with tenants — and possibly hundreds of jobs — coming to the former Cisco Systems property on Northeastern Boulevard.

Comcast and The CCS Companies, a customer service company with offices in Andover, are slated to move to the property, which has two buildings and more than 600,000 square feet, Bruce Levine of Equity Industrial Partners told the Planning Board this week.

The property was purchased in October for \$12.2 million. The site was the former home of Digital Equipment Corp., once the state's largest employer. Equity Industrial Partners bought the property

*"It's absolutely great news for the town of Salem."*

Town Planner  
Ross Moldoff

Please see **CISCO**, Page 6

## CISCO: New jobs coming

■ Continued from Page 1

once before, in 2000, for \$29 million and sold it to Cisco about six weeks later for \$45 million.

Now the company is looking to revamp and lease the property, Levine said, transforming it into a multi-tenant site.

"Those large-scale manufacturing operations just don't seem to exist anymore," Levine said.

The first to move in will be Comcast, which will occupy the property's smaller building, 128,000 square feet, starting Feb. 28, Levine told the board.

He said the company would bring along about 120 employees.

Marc Goodman, a Comcast spokesman, said the company signed a lease at the facility but would not say how many jobs, or what kind of jobs, would move there.

"We're currently working on renovating the building to meet our specific needs," he said.

The CCS Companies, based in Newton, Mass., plans to relocate its Andover offices to Salem in July.

"The facility is going to be suited with roughly 1,000 work stations," President Steven Sands said.

While some of those will be taken by current employees, the move is to allow the company to expand and hire.

"We're very anxious and

hopeful that we get a great response from Southern New Hampshire," Sands said yesterday.

The space CCS will rent in Salem is double the size of its Andover space, Sands said. The company also has offices in Portsmouth.

"We anticipate this to be a world-class call center, with high-end technology and telephones, and a fabulous work environment for our staff," Sands said.

Levine told the Planning Board he is close to signing a lease with a third tenant, a company based in Lawrence with about 100 employees.

"It's absolutely great news for the town of Salem," Town Planner Ross Moldoff said yesterday.

"We've got a new owner who is investing money in the building, who is actively out there marketing it and trying to get tenants. Those tenants are going to bring jobs to Salem."

Among the upgrades planned are new entrances, windows, a cafeteria and a fitness center for employees, Levine said.

The property has been vacant since 2005, when Cisco and its contract manufacturer and tenant, Celestica, employed between 1,500 and 2,000 people there.

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).



File photo

The former Cisco plant in Salem will be the site of new jobs as two major companies plan to move there in the near future.

# Superior court upholds dance studio parking lot permit

By JILLIAN JOHNSON  
johns@eagletribune.com

**SALEM** — A dance studio has the green light to move into the vacant Twister Electronics building.

A Rockingham Superior Court judge has ruled the Planning Board acted correctly in granting a permit in May, allowing Krystal Ballroom to move in to the Route 28 property.

But Judge John Lewis said an initial decision the board made in January 2009 was improper because the board considered the change under the "public matters" section of the agenda.

Changes considered under that section do not require a formal site plan or notification of abutters. In this case, the abutters included Adam Abbas, who owns Chili's. He appealed both the board's decisions in January and May.

Planning Board Chairman Jim Keller said the board had been using the "public matters" section, rather than the formal agenda, for minor issues for years.

"We try to service the applicants, and sometimes the agendas get pretty backed up and it takes weeks and months to get on a formal agenda," he said.

Keller said he was not

"tremendously concerned" about that part of Lewis's decision, but said the board always wants to be "thorough and prudent" in their decisions and would review their procedures.

But Keller said he was "thrilled" with the decision to uphold the ruling in May that allowed the change of use and a conditional use permit for parking.

"I think the thing that always gets highlighted in this situation is our board is extremely thorough, and our board is extremely diligent in how we look at these things," Keller said.

Planning director Ross Moldoff

said some "relatively minor" items are slated under public matters soon, and it will be up to the board to decide what would remain on that part of the agenda.

"I would expect that they would be more cautious about that, and that may mean that it takes more time and money for vacant buildings to be occupied," Moldoff said.

After the board's decision in January, Abbas, whose parking lot is connected to the parking lot for the Twister building, appealed to Superior Court. He said the board should have required a formal site plan and notification of neighbors. After the appeal was filed, the

Planning Board scheduled a formal hearing for the change of use, saying it wanted to be "fair," according to the decision.

"Had the board believed that it acted rightfully in approving the Jan. 28 site plan under 'Public Matters,' the 'fair' way to proceed would have been to deny the request for a hearing," Lewis wrote in his decision.

He said the board had "recognized the infirmity of its previous action" and invalidated it by taking up the matter a second time.

But Abbas also appealed the second decision. His lawyer, Bernard Campbell, said the Planning Board

should not have issued a conditional use permit, which said the studio's 23 parking spaces were enough.

The permit the board issued required the studio to have the same amount of parking as a college, university or vocational school, because the town has no specific category for ballroom dance studios.

Campbell disagreed with the categorization, but Lewis upheld the board's decision as lawful and reasonable.

There's a condition attached to the permit that requires the dance studio to operate in a manner that parking does not exceed capacity.



# Market Basket opens NH's biggest supermarket

By CARA HOGAN  
chogan@eagletribune.com

SALEM — The newly renovated Market Basket opens today, making it the largest supermarket in New Hampshire.

David McLean, operations manager of Market Basket, said the snow won't stop the store's plan to open at 7 a.m.

"The finishing touches are occurring as we speak," McLean said yesterday. "The grand opening will be christened with what appears to be a nor'easter, but we will be open. We're looking forward to when people get shoveled out and plan on a busy remaining part of the week."

The Salem location was one of the original DeMoulas supermarkets. It opened in 1964 and expanded several times over the years. The store closed in April of last year for renovations. A temporary store opened next door for customers to use during construction.

"The plaza was completely remodeled," McLean



TIM JEAN/Staff photo

Robin Maille of Salem checks price tags on flowers in the new Market Basket at 265 S. Broadway in Salem. Workers were preparing for the store's grand opening this morning.

said. "The sheer size of the new store makes it an improvement. This is a 91,000-square-foot store, the largest supermarket in New Hampshire."

Since the new store is much larger, it has a greater selection of products, including expanded organic and gluten-free sections. There also is an in-store sushi department and a food court with seating for 50-plus customers.

"The new store has a prepared food venue called

Please see **STORE**, Page 4

## STORE: New Market Basket will be biggest in state

■ Continued from Page 1

Market's Kitchen, offering panini sandwiches, subs, fresh salads, soups, hamburgers, fried chicken and brick-oven pizza made on site," he said. "The seating area has free Wi-Fi and large TVs. There is also a coffee bar."

Donna Morris, executive director of the Greater Salem Chamber of Commerce, said she hopes the weather will cooperate with the store's plan. But either way, she said, the new store will be a big draw for that section of South Broadway.

"This new store is going to be able to accommodate the number of people grocery shopping in the area, as well as over spill to the adjacent businesses," Morris said. "All of Broadway is really going through some beautiful changes. If you compare Route 28 to what it was just 10 years ago, it's been through some pretty positive and big transformations."

Salem Planning Director Ross Moldoff said the new supermarket is a big improvement.

"It's almost twice the size of the old building," he said.

"I have not been inside yet, but there's a sidewalk, crosswalks and it's much safer from a traffic point of view. They also made drainage improvements and lighting improvements."

He said this project joins a few other renovated retail spaces along Route 28.

"The store very much meets what the town is looking to see with the redevelopment of retail properties along Route 28," he said. "I think the Planning Board is very happy with the way it's come out."

McLean agreed the Salem location supports a much larger supermarket.

"It's such a busy shopping area that we have another store a quarter mile up the road," McLean said. "Salem being a New Hampshire border store, customers come from Massachusetts to shop

there since there's no tax and no bottle deposit."

He said the plaza also includes an expanded parking lot and a number of other stores, including Marshalls, Bed Bath & Beyond and The Home Depot.

Morris said she thinks the new store looks beautiful.

"I'm very impressed with that whole plaza that they've built over there," Morris said.

"As a Salem resident, I'm looking forward to shopping there."

A new Market Basket is under construction in Londonderry, in the same plaza that's home to the existing store on Garden Lane.

The new store will be 108,750 square feet, more than double the existing 50,740-square-foot supermarket. It, too, will have a food area, wider aisles and a coffee bar.

■ ■ ■

Join the discussion. To comment on stories and see what others are saying, log on to [eagletribune.com](http://eagletribune.com).