

# Partners Healthcare announces Salem location

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com)  
Dec 20, 2019



Courtesy. Partners HealthCare will be opening a new outpatient center at the Tuscan Village in Salem, New Hampshire. The new medical facility will feature services from Massachusetts General Hospital, Brigham and Women's Hospital and Mass Eye and Ear.

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SALEM, N.H. — Partners HealthCare announced it will be opening a new outpatient center featuring services from Massachusetts General Hospital, Brigham and Women's Hospital and Mass Eye and Ear in Tuscan Village.

The four-story, 112,500 square-foot medical office building was approved by the Planning Board in June. Plans presented to the board include an urgent care facility, lab space, a radiology department, a clinic and procedural suits.

Partners announced a nearly \$400 million expansion project that will bring three outpatient centers to western Massachusetts and one to Salem, which will be its first outpatient center in New Hampshire. The company will add 700 jobs with the expansion.

"Part of our overall partnership strategy is to open easily accessible facilities and have an integrated healthcare delivery," said John Fernandez, president of Partners Ambulatory Care, a new division of Partners, which is Massachusetts's largest healthcare provider.

Over the years they looked for affordable and accessible locations for the outpatient centers, and Salem was one of the best, Fernandez said.

The lower cost of business is expected to keep down healthcare expenses, and the location will be an option for people to avoid city traffic, he said.

There will be no overnight beds at the facility, Fernandez said.

"These are not hospitals, they are outpatient clinics," he said.

"That's a real grand slam for the town of Salem and Joe Faro," Salem Planning Director Ross Moldoff said. "To have that access is great."

Catholic Medical Center is no longer involved in the project, Fernandez said.

He added Partners is excited to be able to offer more affordable and accessible services to New Hampshire residents.

"Bringing our terrific medical care and making it more accessible will keep people healthier in Salem and surrounding towns," Fernandez said.

# RETAIL REVEAL: LL Bean, Drive, ULTA & more coming to Tuscan Village

*Project – called a modern version of ‘downtown’ – welcomes national, local brands*

By Darrell Halen  
Salem Life Writer

For Jake Bosse and Tony Hajjar, re-locating their growing Salem fitness center to the emerging Tuscan Village site means they will be able to expand the size of their business, add new amenities and welcome more members.

Their gym, Drive Custom Fit, is one of eight businesses that Tuscan developer and local entrepreneur Joe Faro recently announced will be coming to his 170-acre premiere lifestyle destination on Route 28 in Salem.

“It allows us greater exposure,” said Bosse, noting that the fitness center will be neighboring several national brands. “It allows us to be part of something much greater and bigger in terms of the location, surrounding community. Being a part of that lifestyle complex is really the next step for Drive.”

Other companies included in the announcement are Old Navy, J.P. Morgan Chase Bank, Chipotle Mexican Grill, Pressed Café, ULTA Beauty and LL Bean. In addition, Tuscan Market, Faro’s local authentic Italian market, will relocate to the site.

The LL Bean store, which will be located on the Tuscan’s 6-acre lake, a focal point of the mixed-use property, will be an experiential site where customers can test watersports equipment.

“They’re very excited about it,” Michael Powers, Tuscan’s vice president for leasing, said of the Maine-based clothing and outdoor equipment company. “It will allow their customers to try before they buy, whether it’s a paddle board or kayak or canoe.”

Tuscan Village, being developed at the site of the former Rockingham Park race track, is being touted as the “Live, Work, Play, Dine and Shop” opportunity for the New England region. It is expected to include a mix of residential units; space for medical offices, hotels and entertainment; and 800,000 square feet of “best in class” retail.

Already, Market Basket, Homesense, a Ford dealership and two residential complexes have opened their doors there.

Powers said Tuscan is interested in bringing in experiential retailers that are interested in connecting with the community inside – and outside – of their store walls.

“We’re not announcing a grand opening date because there are just a lot of moving parts right now,” he said of the newly announced tenants. “We’re through our approval process. We’ve finished most of our underground site work. We’re working to get the buildings up, tenants open, as soon as we can.”

More tenant announcements are forthcoming, Powers said.

“Salem has the unique characteristic of being right on the border of Massachusetts and New Hampshire, and well connected to I-93, which is a tremendous vehicular artery in New England,” he said. “Whether you’re going to Concord, to Boston or points beyond,

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### The Central Village will be bustling with activity including retail, restaurant and entertainment options. Courtesy image

it's a fantastic road network to access this particular market."

The 2.8 million square feet of development, overall, is expected to produce approximately 6,000 permanent jobs, and there will be between 70 and 75 retail locations, according to Powers.

Tuscan with its "new urbanistic" style, will also feature pocket parks, lush landscaping, comfortable gathering places, festivals and events, and serve as a convenient and safe place to live, work, dine and shop, according to its website. The pedestrian-friendly development will have a "neighborhood feel."

"(This) harkens back to the days of traditional street grids, of pedestrian environments, places of respite, whether that's pocket parks, the lake, boardwalk, walking trails, bike trails," Powers said. "Surround that with relevant retailers, tremendous hospitality, first-class food and beverage operations, entertainment and so forth. You put all that together and you're essentially creating what is historically known as downtown. ... Tuscan Village is a classic example of that."

Drive Custom Fit offers fitness and yoga classes, custom designed programs, personal training, nutritional advice, sports performance programs, boot camps, more than 500 classes a month, a pro shop and café.

Bosse and Hajjar, who own the business with Faro, expect to move from their current South Broadway location to Tuscan next winter.

They started their business in Methuen, Mass., about five years ago. In early 2016, they moved to their current location in the former Coca-Cola building and later expanded there from 12,000 square feet to approximately 18,000 square feet.

"We're at a position now where we're just about at capacity," Bosse said.

At Tuscan, he said, they will have 25,000 square feet of space. They will be able to double the amount of classroom space, offer more classes and expand programming, enlarge their café and juice bar and expand the menu, provide outdoor café seating, and feature an outdoor turf area.

"That will allow everything from outdoor classes to outdoor warm-up areas to outdoor conferencing," Hajjar, 42, said of the new turf. "There's a lot of things we can use the space for."

In addition, Drive will go from having a single room now where heat can be elevated for workouts to a heated zone with multiple rooms.

"The temperature is a very big part of the programming that we do here," Hajjar said.

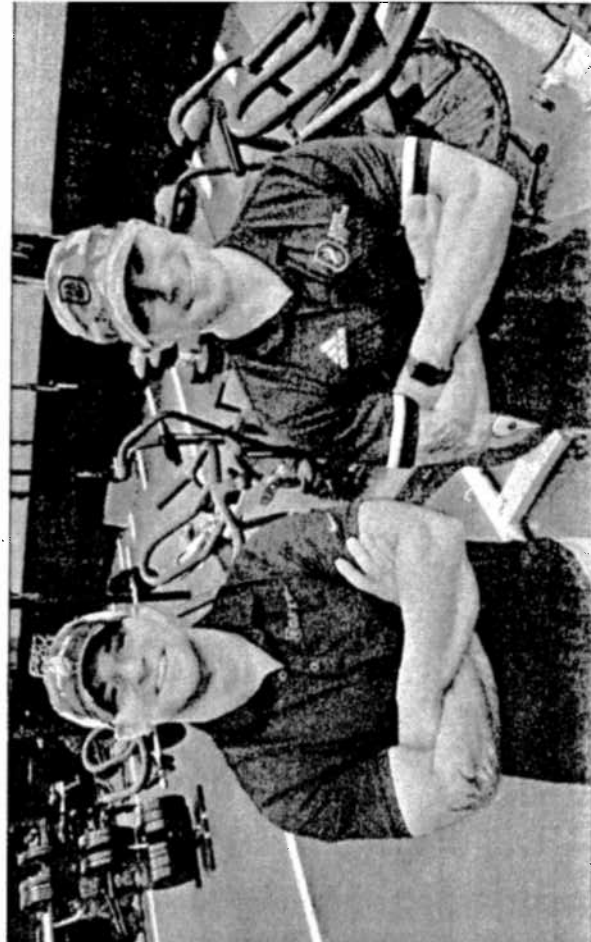
"There's a lot of things that happen internally to the body when the heat is up. Sweat is a big part of what we do."

Bosse, 41, said the men, who've been active in the community, are excited to enlarge their business and expect to expand their staff.

"The plan is definitely exciting, it's definitely groundbreaking," he said. "We believe we're going to change the landscape here."

Excited, too, is Powers, who is pleased that Drive and the other new tenants, including the national retail brands, will be joining the Tuscan community next year.

"They're high-quality, relevant retailers in today's world who understand our vision and are tremendous partners in pulling that vision together," he said. "They really send a message to the rest of the retail community, validating what we're doing here."



Drive Custom Fit owners Jake Bosse (left) and Tony Hajjar are moving their fitness center from the old Coca-Cola building to a new, larger space in Tuscan Village. Salem Life photo by Darrell Halen.

## Business

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[https://www.unionleader.com/news/business/old-navy-ulta-beauty-and-chipotle-coming-to-tuscan-village/article\\_07c4a611-5a14-51c8-9b72-edfe7f005dee.html](https://www.unionleader.com/news/business/old-navy-ulta-beauty-and-chipotle-coming-to-tuscan-village/article_07c4a611-5a14-51c8-9b72-edfe7f005dee.html)

# Old Navy, Ulta Beauty and Chipotle coming to Tuscan Village

By Ryan Lessard Union Leader Correspondent Dec 2, 2019 Updated 18 hrs ago



In a 3-D rendering released in January, the familiar facades of Old Navy and Ulta Beauty can be spotted on the southwest corner of the Tuscan Village development along Rockingham Park Boulevard. Old Navy and Ulta Beauty recently signed leases.

Courtesy

Six more retail tenants will be joining L.L. Bean at Tuscan Village next fall, developers announced Monday.

The South Village section of the development will include national brands Old Navy, Ulta Beauty, JPMorgan Chase Bank and Chipotle Mexican Grill. Salem-based fitness company Drive Custom Fit and locally owned Pressed Cafe have also signed leases, according to a release.

Drive Custom Fit, currently located at 23 South Broadway, will be a 25,000-square-foot facility in the new development. Tuscan Village developer Joe Faro said the gym has about 3,000 members today and is growing, and that he's very excited to have them on board. "That is a very cutting edge, innovative fitness concept that has just taken the Merrimack Valley by storm," Faro told the Union Leader Monday.

Faro couldn't comment on the specific square footage of the other tenants, but he said this phase of the project currently under construction represents 200,000 square feet of retail for 26 tenants. Overall, the 170-acre development will have about 800,000 square feet of retail.

Pressed Cafe, which has two locations in Nashua and one in Burlington, Mass., will be in a stand-alone 5,000-square-foot building.

The 15,000-square-foot L.L. Bean store will be located adjacent to an artificial lake where customers will be able to test paddle sports equipment.

"It's not a traditional retail center. This is a mixed-use experience," Faro said.

Other possible brands that have been previously hinted at include Wahlburgers and The Beach Plum.



A video tour of Tuscan Village in Salem shows a medical building with a Massachusetts General Hospital sign on it, but developer Joe Faro said no leases have been signed officially. A medical-use tenant is expected to be announced later this month.

**Courtesy**

An online video tour linked in the press release shows a building with a sign that reads "Massachusetts General Hospital." Faro said a medical facility is planned to be in the Rock Office District section of the development, but no leases for the facility have been signed so far.

"We are working on a medical use, and we are hoping to name that tenant in the middle of December," Faro said. "But I cannot confirm nor deny that that is Mass General. But that is obviously one of the ones we were working with."

Faro said the big-name and local names attached to the retail parts of the development are "more validation" for the village.

"The next round of tenants will show you that as well," Faro said.

He expects another five or so retail tenants will be announced either before Christmas or next year depending on how quickly the leases get signed.



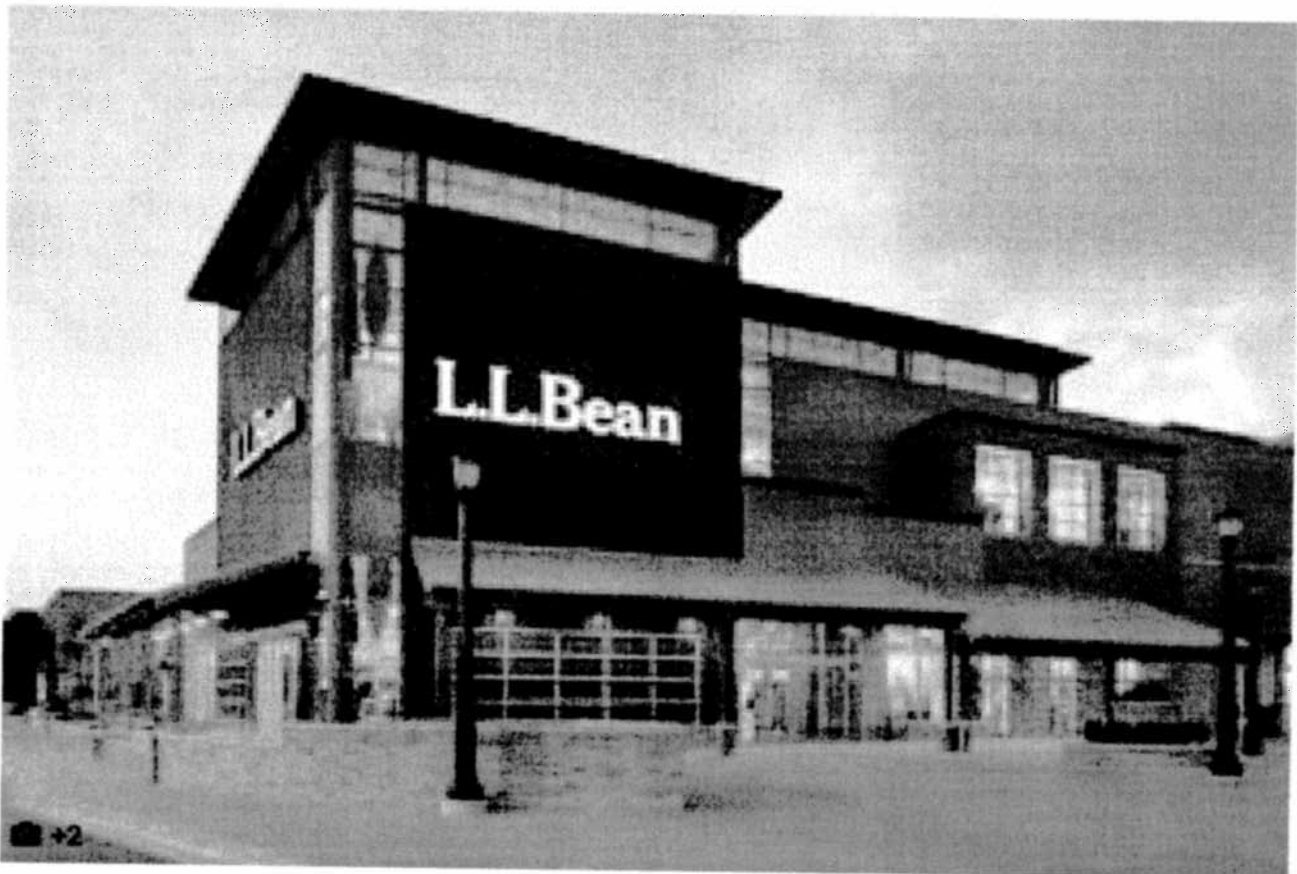
Developers hired Glenn Verrette in the spring to oversee commercial leasing for the office district.

As has been previously announced, Tuscan Market and Tuscan Kitchen will be relocated from their current location on Main Street into the Tuscan Village development.

"Tuscan Market takes the in-store culinary experience to a different level. Handmade pastas, freshly baked bread, hand-spun gelato, and other Italian specialties are made fresh every day," the release states. "A new and interactive cooking school will offer classes to truly transport guests to a kitchen in Italy."

Earlier this fall, sections of the North Village opened with a new Market Basket and Homesense, a home decor brand owned by The TJX Companies Inc. Those properties were sub-developed by Demoulas Super Markets Inc.

#### MORE INFORMATION



**L.L. Bean opening second full-size retail store in NH**



# Local gym joins Tuscan Village

## Drive Custom Fit joins businesses signing leases for Salem development

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com)

Dec 2, 2019

SALEM, N.H. — To expand their gym at the “premier lifestyle destination” among large national and international businesses is a dream come true for Salem business owners Jake Bosse and Tony Hajjar.

“We are a small business — we are up at 3 a.m. every day, and there are lots of late nights — and to be building our business alongside other national and international companies is great for us as young entrepreneurs,” said Bosse, co-owner of Drive Custom Fit.

The two 41-year-olds who grew up playing little league in Lawrence together started their gym in a 4,500 square-foot space in Methuen in 2015.

Drive Custom Fit is one of the latest businesses to announce signing its lease agreement in Tuscan Village — the 170-acre mixed-use development that restaurateur-turned-developer Joe Faro is carefully curating. National retailers L.L. Bean, Old Navy and Ulta Beauty, restaurants Pressed Café and Chipotle Mexican Grill, and J.P. Morgan Chase Bank have also signed leases recently, Tuscan Village has announced.

Faro’s planned “super destination” received the bulk of its project approvals in June from the Planning Board. Currently in construction are the Hanover Apartment buildings, a medical office, and the first phase of retail operations in Tuscan Village — also known as Tuscan Village South, Faro said. He added more lease agreements will be announced and contractors are expected to state pouring concrete in the spring.

Some residential buildings, Market Basket and HomeSense have already opened in the development.

As for deciding what retail to include in the village, Faro is focusing on attracting retailers that are “really about the experiences,” he said, explaining that retail is not necessarily about the shopping any more.

L.L. Bean will be situated on the 6-acre lake in Rockingham Park that was originally used to help keep the horses hydrated, Faro said. The outdoor retailer’s access to lake that is large enough to be used for sport will be large enough for them to use for demonstrations and activities, he explained.

L.L. Bean stores often offer outdoor events and activities for their customers, said spokesman Eric Smith. The store in the Seaport of Boston is just a block away from the water where people can try equipment like kayaks or paddleboards during the summer months, he said.

The company is still planning just how to use the outdoor space at Tuscan Village, Smith said.

Faro added fly fishing is even a possibility because the lake will be stocked with fish.

Developers called on the Department of Environmental Services carefully remove and catalogue the 677 fish that were living in the spring-fed lake before being relocated into a nearby stream, Faro said.

"We probably can't re-catch the ones that we let go," Faro joked. "But there will be fish."

As for anchoring the property with the locally-owned gym, Faro said it was also part of building the experience of the village. He's been impressed with Drive Custom Fit's growth and approach.

"Jake and Tony have done an unbelievable job in creating a new fitness model," Faro said.

Drive Custom Fit currently has four fitness classrooms in their 16,000 square-foot space where about 500 classes take place a month, Bosse said. The amount of classrooms will be doubled in the new 25,000 square-foot space in Tuscan Village, allowing for more classes to be taught simultaneously while offering different experiences in each classroom.

"We've been able to keep some of our design from (our current location at) the Coke Plant," Bosse said. He explained that while the current space isn't at capacity, the business is still growing day by day and the owners want to be able to expand on what is being offered, which includes an outdoor turf area that can be used in the warmer months.

Inside, they are expanding the one heated classroom to be a heated zone in the new facility because classes in that room currently sell out daily, Bosse said. They are expanding the cafe area, and child care areas as well, he added.

There will still be garage doors to help let a breeze in during the summer, but there will also be fireplaces to keep the gym feeling cozy in the winter, Bosse said.

There will also be treatment rooms, so gym members can get sports therapy treatments like massages and acupuncture.

Bosse is excited to be able to offer these amenities to the customers who have been a supportive community to him and his business partner create such a gym experience.

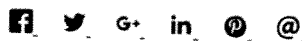
L.L. Bean expects to be open in the fall of 2020. Drive Custom Fit expects to relocate to Tuscan Village later next winter.

[https://www.eagletribune.com/news/l-l-bean-announces-new-location-at-tuscan-village/article\\_85ef2db5-c149-5842-b483-184f9377b4bc.html](https://www.eagletribune.com/news/l-l-bean-announces-new-location-at-tuscan-village/article_85ef2db5-c149-5842-b483-184f9377b4bc.html)

EDITOR'S PICK

## L.L.Bean announces new location at Tuscan Village

By Madeline Hughes | [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) Nov 26, 2019



SALEM, N.H. — Outdoor retailer L.L.Bean will soon be part of Tuscan Village, according to a Tuesday afternoon press release from the company.

Doors are set to open for the approximately 15,000-square-foot recreation retailer in fall 2020. The store will employ 50 people who will equip customers with merchandise, as well as skills and knowledge to get outside and enjoy the outdoors.

At previous events, Joe Faro, founder of Tuscan Brands, has hinted that an outdoor retailer would have a prime lake-side location that will allow for "experiential retail." Inside Tuscan Village's 170-acre development there is a small lake that previously held fish, Faro has said. That is where the outdoor retailer will offer customers the opportunity to try out paddle sports equipment like paddle boards and kayaks, according to the release.

"The Merrimack Valley has outstanding outdoor recreation opportunities, as well as people who love to get out and enjoy the outdoors in their everyday lives," said Greg Elder, retail vice president at L.L.Bean. "Salem is an ideal location for us, situated among residential communities and near the gateway to adventures in the White Mountains. We're eager to help people get outdoors, from the backyard to the backcountry."

The Tuscan Village location will be the second L.L.Bean store offering this type of retail experience, according to a press release. Plans include Outdoor Discovery Programs to where customers can learn skills and try new outdoor activities.

Other L.L.Bean locations in New Hampshire include West Lebanon, and outlet stores in Concord, Nashua, North Conway, and North Hampton. The closest retail location to southern New Hampshire is currently in Burlington, Massachusetts.

"We are ecstatic about the partnership we have established with L.L.Bean at Tuscan Village," Faro said. "The L.L.Bean team shares our vision and belief that experiential retail in a true mixed use environment is the direction of place-making in retail real estate."

### Conversation

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# Tuscan Village nears breaking ground

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) Sept. 19, 2019

SALEM, N.H. — Dozens of development professionals and local officials gathered in a tent near mounds of dirt on the “blank canvas” of Salem to listen to restaurateur turned real estate developer Joe Faro speak about the project that is set to officially break ground and put steel in the ground in a few weeks.

With a smile Faro thanked people for the round of applause welcoming him to speak, but he acknowledged there's a way to go with the project even though a majority of the permitting — 45 planning board meetings worth of permits and presentations — was complete.

“The word wasn’t critique as much as it was collaborative with the planning board,” said Faro with a smile explaining the back-and-forth with board members about what the site would become. The estimated billion dollar project couldn’t have happened without collaboration from the town and state, Faro said.

“Give us your vision for the gateway of New Hampshire,” Faro recalled telling both local and state officials when the project started, he told the crowd. He explained the project could not have succeeded with traditional planning and zoning requirements, nodding to the 2009 Large Scale Redevelopment Ordinance passed by the town. He added that the state also played a large role in helping with access to the site.

State Rep. Chuck Morse, R-Salem, thanked the state for the work put into the Interstate 93 corridor that is improving traffic and bringing water to the area. Morse added that state business tax reforms will help the project create the work, stay play environment that people, especially millennials want in order to move to the state.

“Build it and they will come,” Morse said.

Faro is interested in doing just that — building a place for young professionals to stay, work, play, just like the state's initiative.

“We designed the development with community growth in mind,” Faro said. “And we needed to build a place where they (young professionals) see opportunity for a higher standard of living.”

Faro gave an overview of what is to be expected — 900 residential units, one million square feet of office space with top companies, two medical facilities, 80,000 square feet of retail, over 15 restaurants and a 100,000 square-foot entertainment district.

He emphasized that the location with access to the highway partnered with the large “blank canvas” of land located directly in the middle of two state capitals made the project even stronger.

“And we are 30 seconds over the border from one of the highest tax states in one of the lowest tax states,” Faro said.

He want the experiences of the village to attract people from miles around, he said describing experiential retail. He gave the example of how his own food market planned for the development will partner with a store that sells culinary equipment for cooking classes. He also talked about how an unnamed outdoor retailer will have a waterfront store that can access the water to demonstrate equipment like kayaks and paddle boards — a first for the retailer with the large boat in front.

Multiple people at the gathering were in awe of the potential of the project, citing how it would impact southern New Hampshire’s economy and population.

“It takes a visionary team to pull it off,” Sen. Jeanne Shaheen said through a letter read by a representative from her district office, offering her thanks to Faro for the project that is “shaping a venture that will shape the region for years.”

## Religion

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[https://www.unionleader.com/news/religion/salem-s-temple-of-witchcraft-hopes-to-build-community-center/article\\_91d03f75-2740-52bd-8174-4f1103c4fd15.html](https://www.unionleader.com/news/religion/salem-s-temple-of-witchcraft-hopes-to-build-community-center/article_91d03f75-2740-52bd-8174-4f1103c4fd15.html)

### Salem's Temple of Witchcraft hopes to build community center

By Ryan Lessard Union Leader Correspondent Aug 28, 2019 Updated 15 hrs ago



The leaders of the Temple of Witchcraft in Salem have presented plans to demolish and rebuild the 5,700-square-foot farm on their property to create a community center.

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Ryan Lessard/Union Leader Correspondent



SALEM – The Temple of Witchcraft at 49 North Policy St. presented plans for a new community center before the Salem Planning Board Tuesday night.

Co-founder and high priest Christopher Penczak presented the site plan to the board, proposing a 5,700-square-foot barn be demolished and rebuilt into a community center where witches would gather for nine of their main religious holidays throughout the year, and smaller events.

"On the property right now is a barn, and our long-term goal has always been to convert the barn into a community center," Penczak told the Union Leader.

But Penczak said it was not going to be cost effective to renovate the existing barn to be up-to-code.

The plan is to get town approval, bids from contractors and a finalized plan that they can bring to the community members for a capital fundraising effort. He expects it will take five to seven years before they start building. From the outside, the finished project would look similar to what's on the property now.

"It's very important for us to keep the New England barn look for what we're doing," Penczak.

He said they won't know how much it will cost until they get estimates from contractors.

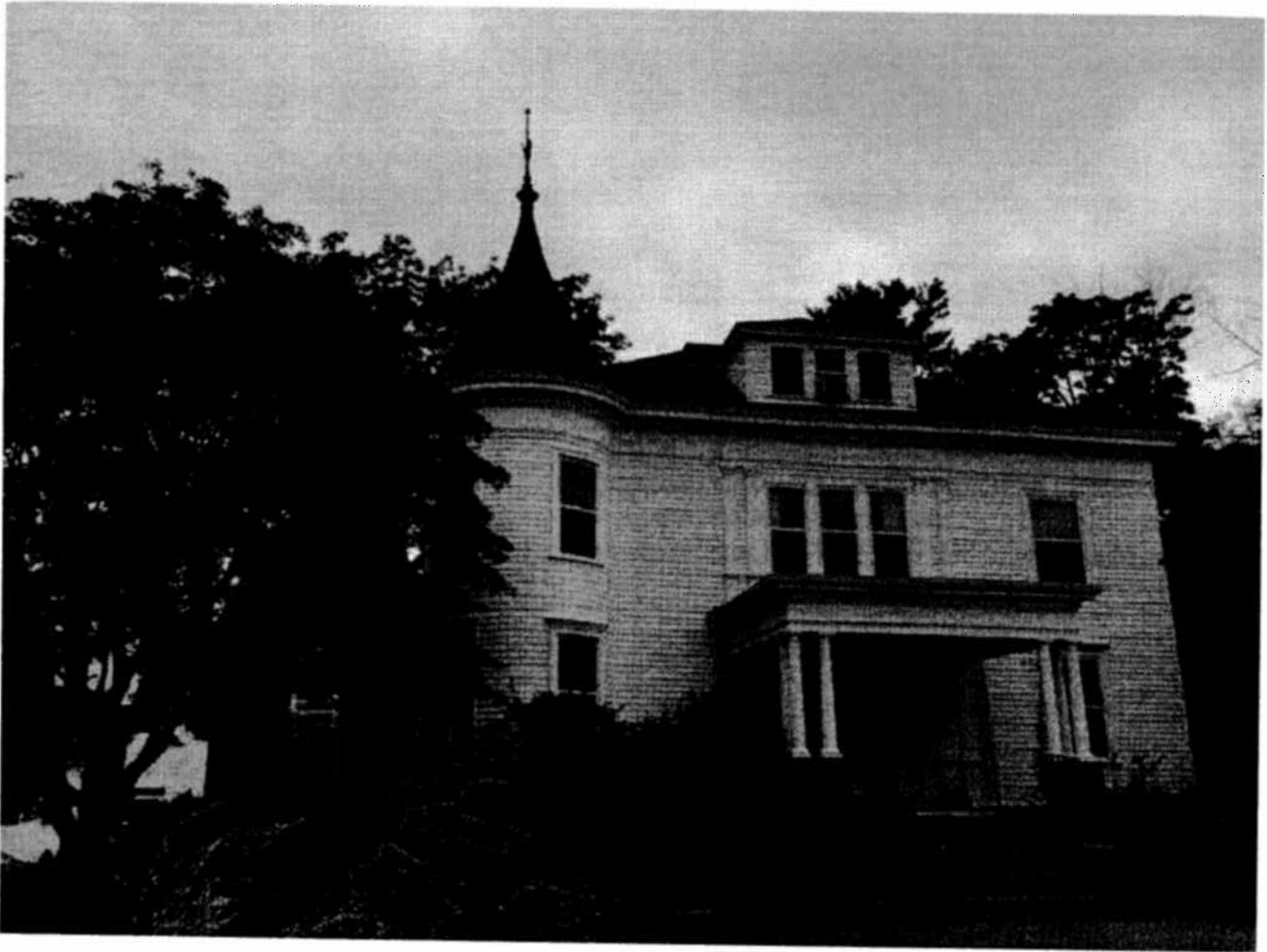
A 6,661-square-foot house – which has a classroom, meeting space and an administrative office on the first floor, and a residential area for Penczak on the second floor – will not be changed.

But parking will need to be increased as part of the community center project, according to Town Planner Ross Moldoff.

He said only one abutter, Gene Bryant of 56 North Policy St., spoke against the project, expressing concerns about traffic, parking and the residential character of the neighborhood.

Byrant is a former planning board member, Moldoff said.

The board also asked questions about parking, traffic, and street visibility, which Penczak will have to address. Moldoff said temple representatives will return for final approval after an outside engineering review is complete and planning staff approvals are finalized.



Since 2012, Salem's Temple of Witchcraft has been housed in a 123-year-old, 6,661-square-foot building on North Policy Street.

Courtesy

The board steered clear of any discussion about the temple's activities Tuesday.

"Religious institutions are protected by federal law. The planning board can't get involved in whether it's a religion or not," Moldoff said. "The planning board is not really allowed to get into that, and they did not get into that."

Founded in 1998, the temple bought the 123-year-old house for \$416,000 in 2012, according to town records. Penczak said the group used to rent office space elsewhere in town before that.

He said the temple is a 501c3 nonprofit church. Its main sources of income are an international witchcraft school and donations taken during ritual gatherings.

"We run an international school, but locally we run events that have between 50 and 100 people," Penczak said.

The school has about 250 students online and about 20 in-person presently, and the program lasts for one year. While their ritual gatherings have remained a similar size over the past seven years, the online class has grown and continues to grow, Penczak said.

Eight of the major witch holidays are observed on the closest Saturdays to the equinoxes, solstices and cross-quarter days. A ninth holiday takes place Aug. 13 each year.

In the current plans, the rebuilt barn would have a top capacity of 100 people, but Penczak said it would likely fit closer to 50 to 75 because groups will gather in a circle.

In recent years, the religion of witchcraft has become more open and accepted, Penczak said, but its adherents still sometimes encounter prejudice or misconceptions.

"I think we often get confused with other things and people just don't recognize that it's just an earth-honoring religion," he said.

Often, people expect the witches to be sinister "green-faced, crooked-nosed hag women," as they're often portrayed in film and television, Penczak said. Rather, they're just regular men and women who practice a religion he compares to Native American shamanism, which is centered on healing and the earth.

"Witches are people too. We're your neighbors, we're your family. We've always been here, but we're starting to be more public now because we want to dispel those myths and be a part of your community," Penczak said.

For more information about the temple and what it does, Penczak encourages people to check out the website at [templeofwitchcraft.org](http://templeofwitchcraft.org).

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Ryan Lessard

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[https://www.unionleader.com/news/business/salem-to-get-its-first-movie-theater-in-years/article\\_29e99096-88dd-54c3-867c-a871435ae183.html](https://www.unionleader.com/news/business/salem-to-get-its-first-movie-theater-in-years/article_29e99096-88dd-54c3-867c-a871435ae183.html)

# Salem to get its first movie theater in 17 years

By Ryan Lessard Union Leader Correspondent Aug 26, 2019 Updated 9 hrs ago



A Cinemark theater coming to Salem in November will be the first cinema of the chain in New Hampshire.

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Courtesy

**SALEM** — Cinemark plans to open its first cinema in the state by November.

The 44,000-square-foot, 12-screen cinema is being built in an overflow parking area of The Mall at Rockingham Park adjacent to the old Sears Auto Center, which will be redeveloped into restaurants and retail.

"We are excited to bring our first Cinemark theater to the state of New Hampshire," Cinemark's marketing manager, Ashten Conroy, told the Union Leader. "The new development surrounding The Mall at Rockingham Park will be a perfect opportunity to introduce an upgraded movie experience to Salem and the surrounding communities."

Town Planner Ross Moldoff said the project was granted conditional approval by the planning board in October 2017, with waivers for reduced parking and additional signage. It was also granted a variance for its 45-foot height.

Construction began in October 2018, and Conroy said the goal is for the theater to open in mid- to late November.

"I think it will be great to get the first run movies here and not have to go out of town for that," Moldoff said.

After Salem Tri-Cinemas closed in 2002, residents have had to drive south to Methuen, Mass., or north to Londonderry, for their closest options. Salem Tri-Cinemas originally opened in the 1970s, and was so named for its three screens, Moldoff said.

Moldoff said there will be 12 screens, 1,157 seats and 927 parking spaces.

Cinemark is building the theater in partnership with Seritage Growth Properties, which is also overseeing the redevelopment of the Sears Auto Center, Conroy said.

Conroy declined to comment on the cost of the project, but a cost estimate provided to the town pegged the construction at about \$8.6 million, Moldoff said.

The cinema will feature luxury electric reclining chairs with heated seats and swivel tables, according to Conroy. A special XD (Extreme Digital) theater will include a 65-foot-wide floor-to-ceiling screen and 55 surround sound speakers on the walls and ceiling.

"It's the best way to see a movie," Conroy said.

A concession stand and cafe will have expanded food offerings including burgers, chicken tenders, hot-wings and Pizza Hut personal pizzas. There will also be Starbucks Coffee and some bottled Dunkin' cold drinks.

Conroy said it is still to be determined whether the cinema will serve alcohol or not.

Typically, a cinema this size employs about 75 to 80 full- and part-time employees, Conroy said.

Cinemark Holdings Inc., based in Plano, Texas, has 344 theaters across 41 states, plus 205 in Latin America, according to the company website.

Conroy said there are presently a handful of Cinemark theaters in Massachusetts and Connecticut, but none in Rhode Island, Vermont or Maine. There are plans to open one in Portland, Maine, in the spring of 2021.

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Ryan Lessard



[https://www.unionleader.com/news/business/five-guys-coming-to-salem-n-y-based-owners/article\\_bb3b563f-f8da-5f6e-b181-1ad22fb284f5.html](https://www.unionleader.com/news/business/five-guys-coming-to-salem-n-y-based-owners/article_bb3b563f-f8da-5f6e-b181-1ad22fb284f5.html)

## Five Guys coming to Salem; N.Y.-based owners eye expansion

By Ryan Lessard Union Leader Correspondent Aug 17, 2019 Updated 14 hrs ago



Franchisee Bill Gellert said he hopes to open the new Five Guys in Salem the first week of September. The chain's 12th store in the state and 30th overall, Gellert says the 200-square-foot sign is going to be the chain's biggest.

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Ryan Lessard/Union Leader Correspondent

**SALEM** – A new Five Guys restaurant is set to open at the Funhouse Plaza in Salem in a

few weeks, and the owners have their eyes on Epping and Littleton for future locations.

The 60-seat burger place on the Massachusetts border will be the chain's 12th store to open in the state in the past decade.

Franchisee Bill Gellert told the Union Leader he hopes to open in the first week of September, barring any construction or permitting delays.

Since 2015, New Hampshire's Five Guys have been owned by New-York-based Four Cousins Burgers & Fries LLC. It bought the territory from Cort Mendez, who opened the first stores in the state in 2009.

There are literally four cousins at the helm, according to Gellert. He and his three cousins, Andrew Gellert, Thomas Gellert and Amy Gellert-Lebovitz own about 30 Five Guys between New Hampshire, parts of New York and New Jersey, with a couple more slated to open this year in New Jersey and on Long Island.

They also own a handful of Cinnabons and Auntie Anne's pretzel shops.

The thing they all have in common, Gellert says, is "great product that inspires an emotional response from its guests."

Gellert said the Salem store is about 3,000 square feet, a little bigger than the usual 2,500 to 2,600 square feet. He said it will cost about \$650,000 to renovate the space, financed internally, and he hopes to hire between 22 and 30 employees.

"We've actually got people training already," Gellert said.

The storefront, at 291-297 South Broadway, doesn't face the main thoroughfare, but Gellert hopes the 200-square-foot sign will help with visibility.

"The sign is easily our biggest sign we've done," Gellert said.

The town planning board approved the change of use in January. Gellert said the planned use of the space didn't require a variance for the large sign because it was grandfathered in from the previous tenant.

The Salem store will have some new features, such as more contemporary furniture, a waiting area with peanuts near the pickup station, and a communal counter in the center, Gellert said.

Generally, Gellert said, his stores average between \$25,000 and \$45,000 in sales per week, and he hopes Salem will be on the high end of that.

The group's other New Hampshire stores are in Nashua (two locations), Manchester, Concord, Dover, Derry, Keene, Portsmouth, Seabrook, West Lebanon and Tilton.

He's looking at expanding in New Hampshire.

"Epping would be one of our target markets," he said.

Gellert also said they would like to open a restaurant in Littleton, but recognizes the smaller population base will likely mean its sales would be on the lower end of the range, similar to the Portsmouth and Seabrook stores, where traffic ebbs and flows seasonally.

He said the plan would be to own the Littleton property for a better return on the investment.

The expansion plans go beyond Five Guys and beyond New Hampshire. Gellert said he's in discussions to possibly purchase a new Five Guys territory, he's looking to add more Cinnabons and Auntie Anne's, and he's considering some new brand opportunities, which he did not want to name yet.

A new Five Guys coming online later this year in New Jersey's American Dream Meadowlands development in East Rutherford is going to be a unique flagship design with a larger-than-ever 4,300-square-foot store.

## The right people

Once the chain gets to about 50 Five Guys locations, Gellert said, the hope is to add more professional and personal development programs for the employees.

Getting the right people is key, he said. Gellert said the “ante” for their business is having the right product and the right location, but that to be successful, the right people are needed.

But hiring and retaining labor is difficult nowadays, he said, especially in the Granite State.

“It’s not easy,” he said. “New Hampshire is tough.”

He says Five Guys is able to get and keep workers by getting creative with community educational partnerships; hiring people with disabilities; and offering fair pay, opportunities for advancement, and a culture that treats people with respect and kindness. Gellert says he happens to sell burgers, cinnamon buns, ice cream and pretzels, but he’s in the “people business.”

That was a philosophy he said he shared with previous Five Guys owner Cort Mendez, who announced plans to bring Krispy Kreme into New Hampshire following the 2015 sale.

Gellert said Four Cousins opened its first Five Guys in Kingston, N.J., in 2008.

He and his cousins started franchising in 1998 with Cinnabon. At its height, just before buying into Five Guys, they had about 10 Cinnabons. They sold some and closed others. Now, they’re starting to add more again.

In total, Gellert estimates there are about 120 Five Guys franchisees worldwide, with about 1,600 locations.

ldnews@unionleader.com

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Ryan Lessard

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## Doggy day care OK'd in Salem

Business receives conditional approval

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) Jul 9, 2019



SALEM, N.H. — Puppy sitting is a new type of business coming to town.

In the past three months, the Planning Board has granted change of use permits for two stores to become puppy day cares.

“At my age, I’d rather be doing something I’m passionate about,” said William Fagan, owner of Wolf Pack Canine at 364 South Broadway.

His new business would be a place where dog owners can board their pets for the day, or longer, and have them trained. Fagan said he hopes to add grooming and other dog-related services so that owners will have a single place to meet their needs.

Wolf Pack Canine is the second doggy day care plan to go before the Planning Board in the past few months. In April, the board granted conditional site plan approval for Puppy Paradise at 484 South Broadway, about a half mile south of Wolf Pack Canine. The board conditionally approved Fagan’s business Tuesday night.

The puppy day care owners have been asked how they would control sound, smell and pet waste.

“Outside for fresh air only, dogs will be encouraged to use the restroom inside,” said designer Patrick Bower. He explained that if a dog has an “accident outside” in the gated area for outdoor play, it would be promptly cleaned up.

"They're animals, it's not an accident if it's outside, you might want to change their wording," joked board Chair Keith Belair.

Puppy Paradise will have a similar system of disposing of animal waste. Both would have businesses taking away the waste.

Puppy Paradise received approval to board up to 10 dogs overnight and 30 dogs during the day. Wolf Pack Canine would be larger, hosting a maximum of 35 dogs overnight and 55 dogs during the day.

These are the first two doggy day cares proposed in the commercial district since the planning regulations changed a few years ago to only allow them in commercial areas, Planning Director Ross Moldoff said.

"And these are the first two, sometimes things like this come in cycles," Moldoff said.

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# Steps toward Tuscan Village

Salem and developer sign off on plans



Rendering of Tuscan Village, in Salem NH. Courtesy image.

By Jeff Epstein  
jepstein@hippopress.com

The latest phase of the Tuscan Village project in Salem is now moving ahead.

The Planning Board recently voted to approve three critical site plans, and the Board of Selectmen signed off on a new memorandum of understanding with the developer. This now clears the way for development in the 740,000-square-foot south and central part of the project to proceed. This is in addition to the 50-acre northern parcel under construction now, which will include a Market Basket.

Tuscan Village is being built by OMJ Realty & Rock Acquisition LLC of Salem, which includes developer Joseph Faro.

Salem town officials have worked closely with the developer for years to solve problems, and Salem Planning Director Ross Moldoff says this latest round of approvals will pay off well for Salem in the end.

"I said to people that I think this is going to be an economic engine for the community, for five to 10 years at least," said Moldoff. "It means a lot of jobs, a ton of construction, and a whole different type of development than we are used to seeing because the central portion of the project is really a downtown-style of about two football fields long and something that we really haven't seen in Salem. So I think you are looking at new stores, new restaurants, new services, hotels and apartments, a lot of different things that we don't have here now. We've got a lot of retail stores and offices and what-not, but we really haven't seen the mixture in this type of format that they are bringing in."

Among the things expected on the southern and central parcels are a 281-unit apartment complex, known as Hanover, on the former Rockingham racetrack property; a medical office campus; 125,000 square feet

of office space in one building and 350,000 square feet in another, and a Pressed Cafe store. Two hotels are on the books: a Hilton Tapestry 162-room hotel and another hotel with 150 rooms.

Construction will take at least until 2022 to complete, according to the developer's published schedule. The current work for the rest of the year is mostly road-building and traffic light adjustments.

"I think they intend to start work on several of the projects this summer, even," Moldoff said. "And I believe they have closed on the Hanover apartment project; that's 281 units of apartments ... they've already got a foundation permit for that project, or they've applied for it. So I think that's going to be proceeding pretty quickly. Now, I don't know about all the development, because there is a ton of development there, but I think they'll start some of it at least. They are certainly working on the roads and utilities already, and grading, and they are building retaining walls so there is a lot of construction out there already."

The plan for the south and central property includes \$13.2 million in roadway improvement costs, which includes several new intersections and adjustments to traffic lights at existing intersections.

Meanwhile, work continues on the 50-acre North Village, which has been under construction for more than a year. This part of the project, which was approved in 2017, according to town documents, will have four 64-unit buildings on Pleasant Street, 96 luxury townhouses, 256 other residential units, a Ford dealership and a Market Basket supermarket.

Altogether, Tuscan Village totals 170 acres on the west side of South Broadway (Route 28), with 2.8 million square feet, including roads and other infrastructure. ■



# Huge Tuscan Village development in Salem granted key approvals

By Ryan Lessard Union Leader Correspondent

Jun 19, 2019

SALEM — Developers cleared a major hurdle Tuesday night after the Salem Planning Board unanimously granted site plan approvals for a major section of the mixed-use Tuscan Village project.

Most of the permits needed for the 170-acre development to begin moving forward with construction are now in hand.

Town Planner Ross Moldoff said the board approved the site plan for 740,000 square feet of mixed uses known as the South/Central Village. It will include retail, restaurants, office spaces, some residences, a hotel and a fitness club, he said.

In addition, the board approved a 116,000-square-foot medical office building and a 5,000-square-foot building for a Pressed Cafe, which will have 172 indoor and outdoor seats.

"The majority of the permitting is now behind us," Moldoff said. "There will be additional permitting for some office buildings that may come in, and there may be a parking garage and we may see something for assisted living or senior housing, but the majority of the site plans have now been approved."

Moldoff estimated about 85 percent of the land is now approved for development projects.

The northerly section dubbed the Rock Office District and a second medical building are still in the conceptual stages, he said.

Construction on Mall Road will likely begin this summer, pending some state permits, before those buildings go up. Building the whole project is expected to take about three years.

Town officials finalized a \$38 million development agreement with Tuscan developer Joe Faro at the end of May, and other major projects, like a 281-unit apartment building developed by The Hanover Company already received planning board approval.

There were a number of conditions on each project approved Tuesday night, and the board also approved a combined 15 waivers between the three projects, according to Moldoff.

Moldoff said the planning board has cancelled all special Tuscan Village meetings it had planned for the summer, expecting to be able to handle additional agenda items during its regular meetings.

Since July 2015, the board has held a total of 18 special Tuscan meetings, held in the weeks between their regular meetings. So far, they have had 73 agenda items between 44 meetings on the project, and approved 24 items, Moldoff said.

"It should get back to normal now," he said.

Moving forward, Moldoff said a previously approved project for 38 townhouses over a 9.2-acre area within the Tuscan Village area, developed by Black Brook Realty, will be returning to the board on July 9 to get some design and layout changes approved, and reduce the number of townhouses to 37.

"On a big project like this, there are always changes like this over time," Moldoff said.

During a discussion about waivers for the signage on the medical office building, board chair Keith Belair had some questions about why there needed to be two separate signs for the medical office and for the urgent care.

Mark Gross with MHF Design Consultants said the signs are for two separate entities, and the tenants need to make the urgent care sign visible for emergency responders to locate the building entrance.

After the board completed its approvals, Belair offered his congratulations to Gross.

"Not a bad night, Mr. Gross," Belair said.

Faro told the Union Leader Wednesday he was thrilled by the approvals.

"It took a long time to permit, but I have to say the town of Salem has been very enthusiastic from day one," Faro said.

He said site work will begin on the medical office building site and South Village retail over the summer and will break ground sometime in late August or early September.

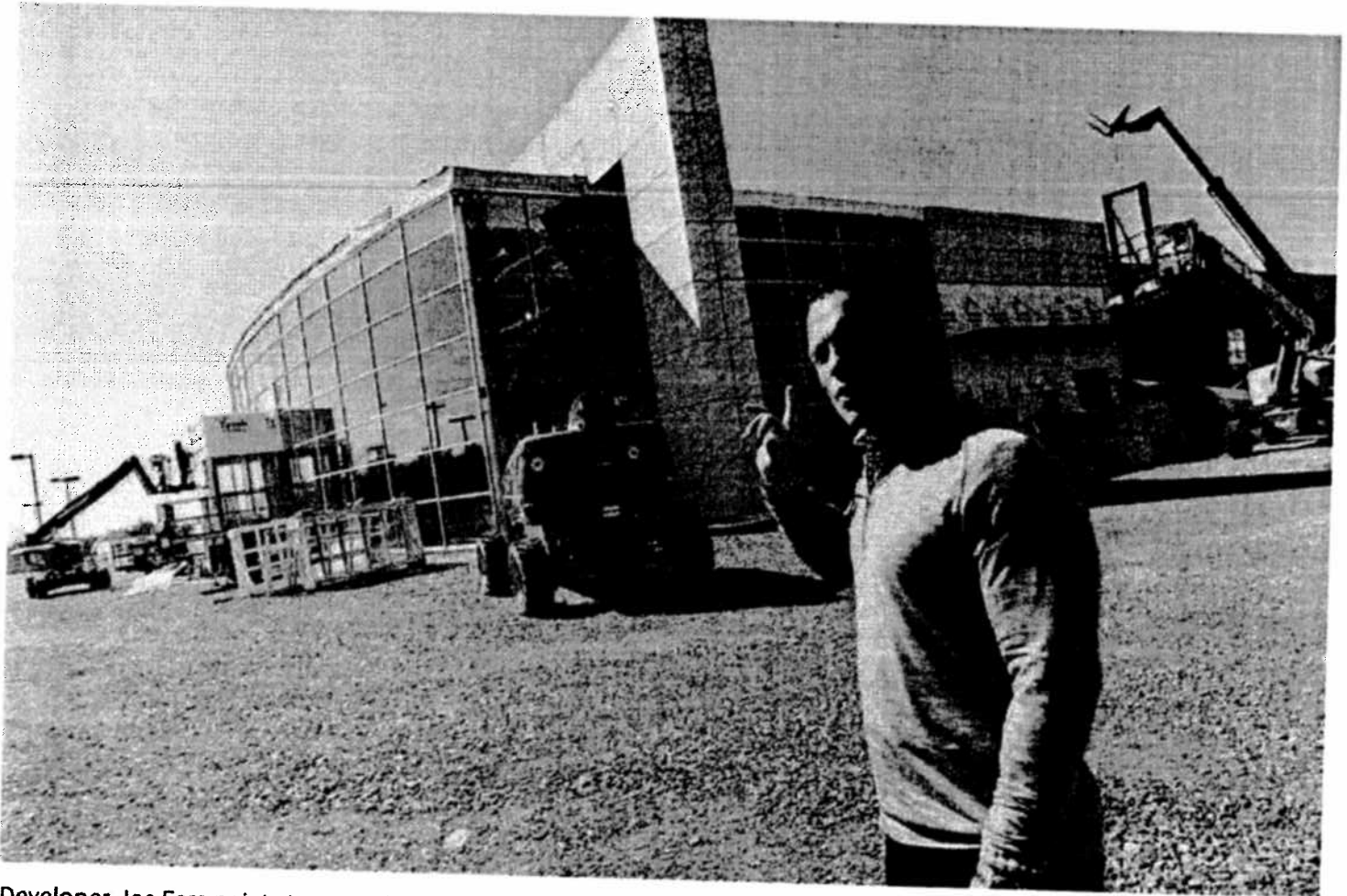
The medical office building is expected to open in April 2021, and South Village retail should be open by Christmas 2020.

Faro said he closed the deal to sell a portion of the property to The Hanover Company on Tuesday for an undisclosed amount, and developers are expected to begin site work for the apartment building immediately.

[https://www.unionleader.com/news/business/salem-approves-deal-with-tuscan-village-developers/article\\_8fc47c9f-27f5-57ec-83b6-4687d722599a.html](https://www.unionleader.com/news/business/salem-approves-deal-with-tuscan-village-developers/article_8fc47c9f-27f5-57ec-83b6-4687d722599a.html)

## Salem approves deal with Tuscan Village developers

By RYAN LESSARD Union Leader Correspondent Jun 3, 2019 Updated 13 hrs ago



Developer Joe Faro points to a new Ford dealership in April at Tuscan Village, part of more than \$1 billion in commercial and residential projects planned for the former site of Rockingham Park in Salem.

DAVID LANE/UNION LEADER FILE

**SALEM** — The Salem Board of Selectmen approved a memorandum of understanding (MOU) with the developers of Tuscan Village, finalizing a \$38 million deal.

"It's the largest deal in the history of Salem, from a financial perspective," said Jim Keller, chairman of the board.

Construction for several approved projects within the development had been put on hold while officials worked out the finer details of the agreement.

Keller said he would not comment on which specific issues were being negotiated, but he said the final agreement is a "fair and good deal for the town."

"We did our best to protect our citizens and the taxpayers," he said.

During the first several months of drafting the agreement, details of the development itself were in flux and needed to be nailed down before the agreement was approved, Keller said. In recent weeks, he said, it was mostly lawyers going back and forth on the language.

"I call it legal wordsmithing," Keller said.

Town Planner Ross Moldoff said a major section of Tuscan Village that includes about 740,000 square feet of mixed uses is up for final site plan approval at the June 18 Planning Board meeting.

"If the South Central Village is approved then, the bulk of permitting will be done," Moldoff said.

Town Manager Chris Dillon said in an email that the MOU is going to be registered with the registry of deeds, which he said will make it legally binding.

Developer Joe Faro thanked selectmen and town officials "for working together with our development team to reach a mutually beneficial result."

"This project will not only bring substantial off-site road and infrastructure improvements, but thousands of jobs and a mixed-use town center that we hope will make the residents of Salem and the surrounding area proud for years to come," Faro said in a statement on Monday.

According to the terms of the deal, Tuscan Village developers have committed to spending \$14.2 million in infrastructure improvements — a total value contribution of \$38.5 million, once fees are factored in.

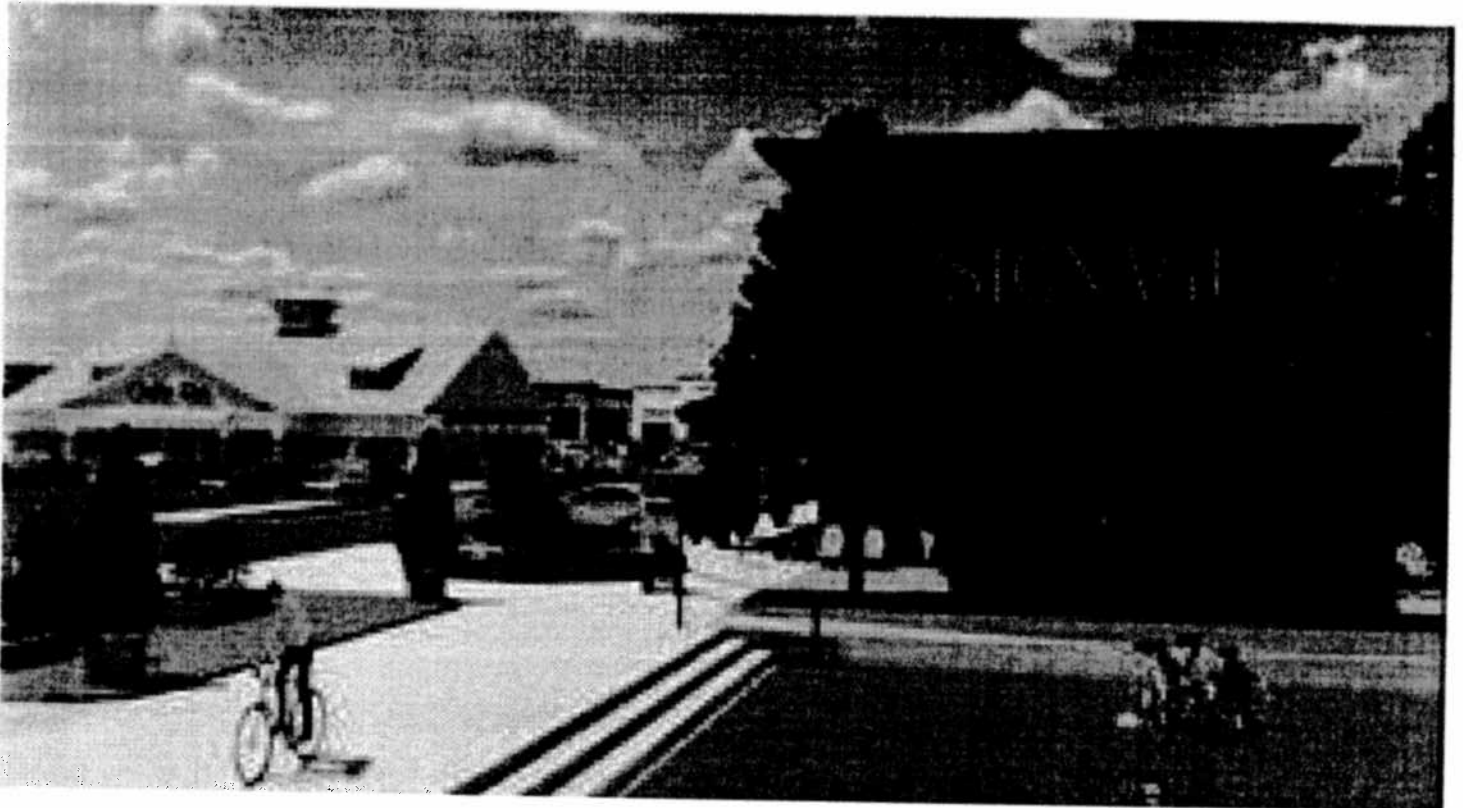
About \$9 million is expected to cover the front-door improvements, and \$3.3 million is expected to go toward off-site improvements to South Broadway, Rockingham Park Boulevard and Veterans Memorial Parkway. The rail trail will cost \$1 million, and miscellaneous contributions will add up to \$945,000.

Developers will cover the cost of several roadway improvements, and lay down a section of the Salem Bike Ped Corridor along the perimeter of the development.

The projects whose construction could not begin until the MOU was approved include a 281-unit apartment building and a Klemm's gas station and convenience store.

ldnews@unionleader.com

#### MORE INFORMATION



281 apartments approved for sprawling Tuscan Village development in Salem

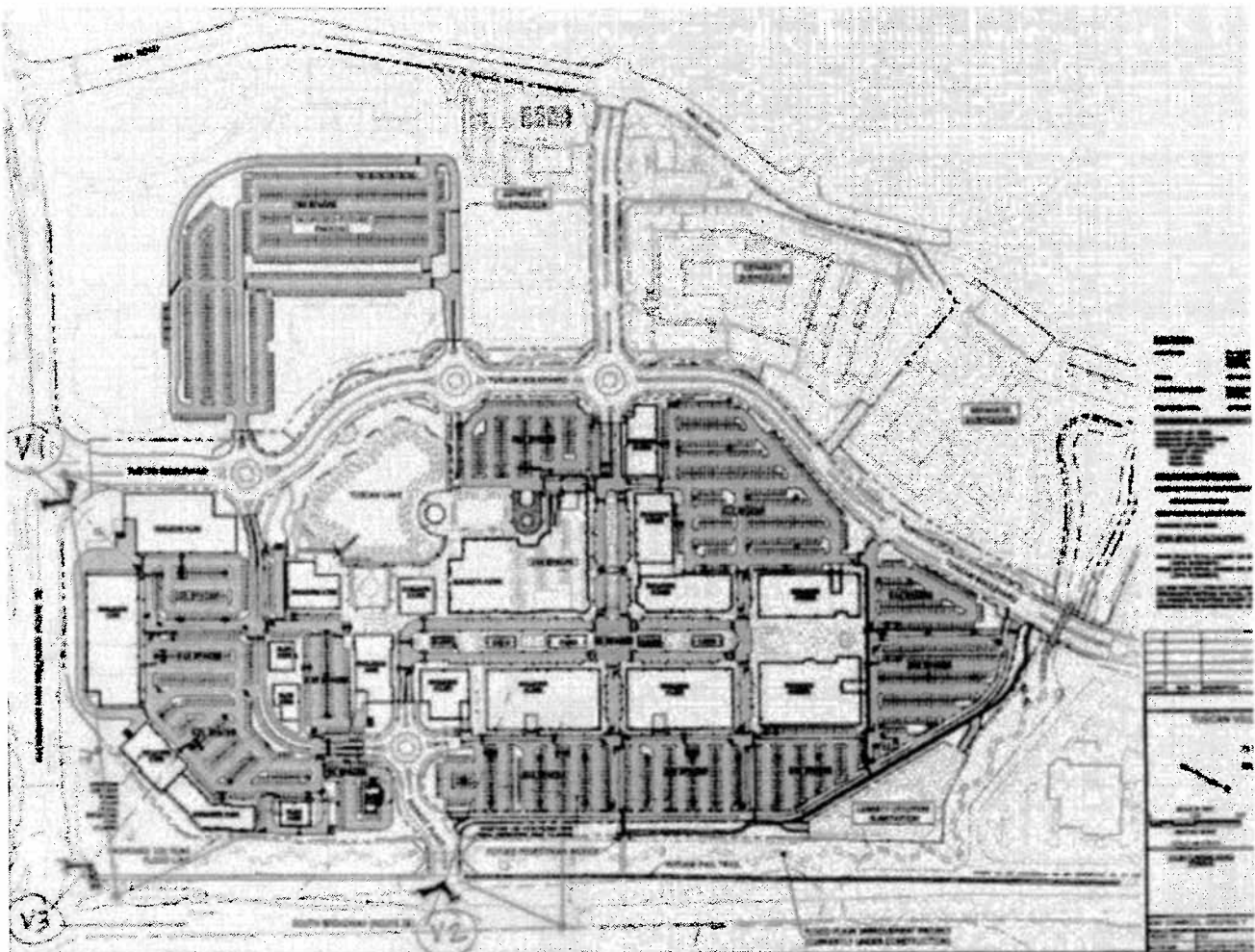
MOU being drafted for Tuscan Village project in Salem

[https://www.eagletribune.com/news/largest-part-of-tuscan-project-goes-for-approval/article\\_ed95e523-6304-5421-b1ef-5de02060ef99.html](https://www.eagletribune.com/news/largest-part-of-tuscan-project-goes-for-approval/article_ed95e523-6304-5421-b1ef-5de02060ef99.html)

## Largest part of Tuscan project goes for approval

740,000-square-foot commercial center to house majority of the retail, restaurants and housing

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) 9 hrs ago



Courtesy of Salem Planning DivisionThe south central village is the largest project within Tuscan Village at 740,000 square feet of space.



SALEM, N.H. — Soon there will be a clearer picture of what the 170-acre Tuscan Village will look like, because the development's largest project is in the final stages of permitting.



“South Central is the bulk of the permitting work,” Planning Director Ross Moldoff said. “There will be a few more projects coming in, but they are minor to this.”

Moldoff is referring to the 740,000-square-foot Tuscan Village commercial center, which will be the home to a majority of the retail, restaurants and entertainment in the project. There are also apartments and a hotel planned for the space.

Town staff are working with the developers to refine the plan’s details. The Planning Board continued a hearing Tuesday to finalize those details.

One of the many details — parking — was essentially finalized at the meeting. Project representative Mark Gross talked about how developers plan to deal with the winter holiday shopping rush. Two days — the Friday and Saturday prior to Christmas — are expected to be busiest, which could cause a tight squeeze for parking.

Gross said there are two lots for employees to use during high-traffic days. Typically in retail, staff are asked to park further away from the store so that there are more convenient spaces for customers.

To monitor the use of the overflow parking, studies will be a regular occurrence at Tuscan Village for its first few years — until the development is at 95% capacity.

“As we do these parking counts, and they will be done during the peak period, we will have a better understanding of when and if off-site parking is needed,” Gross explained.

Weekdays are expected to see heavier traffic flow because of the office park that will be located in Tuscan.

The board awaits a final approval from the fire department, and a few other staff members, before signing off on the project. It also awaits a signed version of the more than \$38 million development agreement between the town and Tuscan officials

The deal is in its final stages, Board of Selectmen Chair Jim Keller said at Monday night's meeting. The first document up for approval is a memorandum of understanding, which will outline the agreement.

The deal's purpose is to provide "transparency and insight" to the project, Keller said.

### Medical building

The Planning Board accepted a new sign plan that is more in tune with the businesses set to occupy Tuscan Village. One of the biggest changes was the removal of guidelines for big box stores.

Originally there was to be a large store in the southwest corner, near the intersection of Mall Road and Rockingham Park Boulevard. However, now it is set to be a medical office and urgent care facility.

The board accepted variances for the medical office and urgent care building, to ensure people will be able to identify the building from Interstate 93.

When discussing plans for the building, Planning Board member Bob Gibbs asked if the medical building would be 24 hours.

"Bob, I can't predict the future," Gross replied.

Current plans for the building have it occupied mostly during weekday business hours. Salem does not typically regulate hours of operation, so if the businesses in the five-story building decide to expand hours of operation, there are no approvals needed from the town.

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## Salem celebrates rail trail progress, looks forward to next stages

By RYAN LESSARD Union Leader Correspondent May 21, 2019 Updated 15 hrs ago

*Nicole M. La*  
*Melanie M. La*



Volunteers and town officials celebrated the official opening of the newest section of Salem's rail trail with a ribbon cutting ceremony Tuesday.

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RYAN LESSARD/Union Leader Correspondent

**SALEM** — Community members, business leaders and town officials marked the completion of a section of the Salem Bike Ped Corridor with a ribbon-cutting ceremony Tuesday morning.

After two years of planning and construction, and \$900,000 in spending, Phase 2 of the

corridor — a 0.75-mile section from the Windham line to the Salem Depot — is complete.

David Topham, the co-chair of the Friends of the Salem Bike Ped Corridor said at the ribbon-cutting event that the paved rail trail extending from downtown Derry through Windham to the center of Salem is now 9.3 miles long.

Assistant Town Manager Andre Garron thanked all the volunteers and stakeholders who worked tirelessly in tandem with the town's Community Development Coordinator Karri Makinen to make the completion of Phase 2 possible.

Garron said Town Manager Chris Dillon couldn't make it to the event because he was busy finalizing the development deal between the town and Tuscan Village.

Garron said part of the project involved relocating a memorial honoring U.S. Army soldier Nicholas Arvanitis, with the blessing of the Arvanitis family.

Makinen presented a plaque to Larry Belair of the Friends of the Salem Bike Ped Corridor. The plaque featured an old rail spike that was found on the trail during construction.

"We look forward to continuing the trail south," Makinen said.

She said a \$20,000 grant from McKee Foods will help with continued improvements to the trail.

Donna Morris with the Greater Salem Chamber of Commerce spoke at the event.

"I think Salem is the best-kept secret in New Hampshire and this makes it even greater," Morris said.

Runners and hikers were seen using the trail during the ceremony.

Topham said he likes to point out all the lingering artifacts from the former railroad, such as the battery vaults and cement whistle markers.

"In 1951, I actually rode on a passenger train with my father on this very track," Topham

said.

The remaining phases of the rail trail will include a half-mile section from Main Street to the post office, and another three-quarters of a mile southward to the Exit 1 area. Topham said those sections will be built by Tuscan Village developers.

Then, a \$868,000 federal grant awarded last fall will fund the trail crossing at Rockingham Boulevard to Clough Crossing Road, where the existing unpaved trail connects to Methuen, Mass.

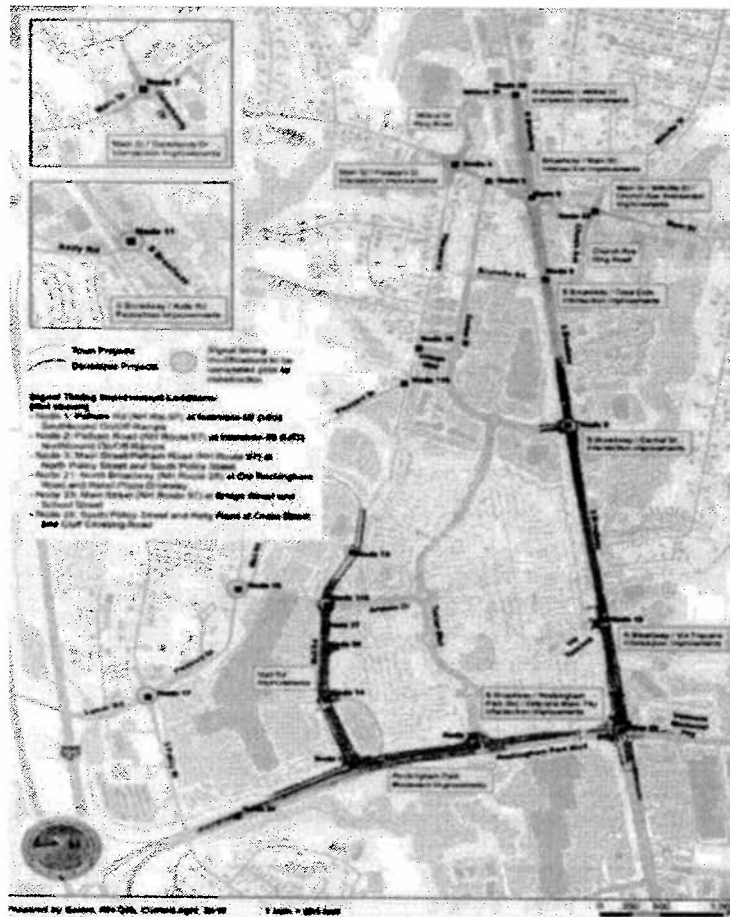
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## Tuscan project brings more than \$38 million to Salem

By Madeline Hughes mhughes@eagletribune.com May 20, 2019



Screenshot. The map provided by the town of Salem details what areas of infrastructure projects the Tuscan Village developers will pay for in purple. The yellow outlines what the town is responsible for. However, the town's portion of these improvements will be approved by the Board of Selectmen.



SALEM, N.H. — Tuscan Village developers will contribute an estimated \$38,588,413 to Salem between development fees and infrastructure improvements, said Chairman of the Board of Selectmen Jim Keller.

On Monday, Keller presented a preliminary look at the memorandum of understanding the board

hopes to reach with Tuscan Village developers.

"It will require lots of lawyer-ing," Keller said about solidifying the agreement. At the meeting Keller said the board had come to an agreement in its closed session that was held earlier in the evening to endorse the agreement, though he specified it has not been ratified.

Keller, who was on the town's negotiating team, expects the memorandum to be finished in 10 days. Then the lawyers will refine the details of the final agreement, which promises to be lengthier, about 50 to 100 pages, Keller said at last week's Planning Board meeting.

"We are going to try to do that expeditiously because I know both the Planning Board and the developer are eager to have a document that they can leverage and use as an artifact for review purposes," Keller said.

The agreement's purpose is to provide the town "transparency and insight" to the 170-acre development project, Keller said. The monetary estimates in the memorandum outline what is brought to the town because of development. More revenue will be added to the town by property taxes once these buildings are complete.

The agreement, which must be confirmed by selectmen and the town manager, has been in the works for months. It was a condition of the approval of the site's conceptual master plan, which was approved in July 2018. The agreement was the tool developers were supposed to use to lay out how to mitigate any negative impacts in town because of the project.

The Tuscan Village is a development project that is being constructed under the Large Scale Development Ordinance. Under those rules developers with over 25 acres can create multi-use spaces that incorporate residential, commercial and office space. The 170-acre project will incorporate all of those uses, according to the developer's plans.

About \$14.2 million of that contribution will be in direct improvements in town. The remaining \$24.3 million will be given to the town through development impact fees.

Impact fees are broken out by category of property and the use of the fee. The money the town collects from those fees are used for infrastructure improvements to those specific areas because of the expected increased use. Typically those fees are paid once the building has an occupant, however Tuscan will be paying those fees earlier in the process.



The 50% of the fees paid up front will help with the town's cash flow in preparing for the influx of people in town from the development. The multi-use development is expected to bring new residents to the town, more employees at the office and retail buildings, more visitors who will stay at the hotel, and more shoppers to town.

In the memorandum and the development agreement the town will outline potential infrastructure improvements. However, Keller clarified that the money gained from the impact fees will be used at the discretion of the board, and they are not locked into the same commitments.

Tuscan, however, is locked into their agreed upon infrastructure improvements.

Keller gave the presentation directly to the board. There were no comments from board members, nor were there any public comments Monday night.

Coming to an agreement frees up the Planning Board to approve projects in the development. The agreement was supposed to be secured before any projects were approved by the board, according to the conceptual master plan approval. However, the board has approved two building plans in the development, the most recent approval was last Tuesday night.

A gas station with a cafe and car wash was approved last week, and a 281-unit apartment building was approved in April. Both of those projects have the OK to break ground as soon as the memorandum is signed and they are finished with the 30-day appeal window that follows a planning board approval. Seven other projects have been conditionally approved, and are set to get a final approval when the memorandum is in place.

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## New section of Salem Bike-Ped Corridor feted

Portion connects rail trail between Route 97 and Windham border

By Rosemary Ford [rford@eagletribune.com](mailto:rford@eagletribune.com) 12 hrs ago



Rosemary Ford/Staff photo. Community members celebrate the completion of the second phase of the Salem Bike-Ped Corridor project.



SALEM, N.H. — Community members gathered at the intersection of Old Rockingham Road and Route 28 Tuesday morning to celebrate the completion of the second phase of the Salem Bike-Ped Corridor.

The .7 mile stretch connects the first phase, completed three years ago, to the third phase, behind

the Tuscan Market. It extends from the intersection of Broadway and Range Street to Route 97.

"This is a phenomenal resource to have in Salem," said Community Development Director and Assistant Town Manager Andre Garron, who uses the path every morning.

The second phase cost nearly \$498,000 to complete, with the state picking up 80 percent of the tab and the rest coming from town funds and donations. Salem Co-Operative Bank purchased \$100,000 in tax credits for the project.

The next two phases of the Bike-Ped Corridor will run through the Tuscan Village. Funding for those sections has not been finalized, according to Community Development Coordinator Karrie Makinen.

However the Friends of the Salem Bike-Ped Corridor, a volunteer group that has fundraised and spearheaded the project, is already at work on the next step.

"We are working on the next 3.1 miles (of the path)," Friends Co-Chair David Topham said.

The ceremony started with the acknowledgement of the volunteers who worked on the project, including Larry Belair and Linda and Bob Harvey.

During the ceremony, Makinen presented Belair with a commemorative plaque, featuring a spike from the trail's original railroad, as an acknowledgement of his dedication.

When it's complete, the path will connect to rail trails in Methuen and Windham. It will be part of the 115-mile Granite State Rail Trail, which extends to Lebanon.

"Salem is the best kept secret in New Hampshire, and this makes it even better," said Chamber of Commerce President Donna Morris.

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# Salem agreement with Tuscan in limbo

## Deal would bring millions in infrastructure improvements to town

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) May 17, 2019

SALEM, N.H. — Constructions at the Tuscan Village could come to a halt, if developers and the town don't reach an agreement soon.

With millions of dollars on the line, the development agreement will outline what improvements in town will be made as part of the project. So far, developers have promised at least \$13 million in improvements as of Tuesday night.

"I believe we are close, but cannot comment on a duration of time as I thought we were close a few weeks ago," Town Manager Chris Dillon wrote in an email Wednesday morning. "There is an issue we are trying to work through and I believe once we have agreed on terms with that issue, we will likely have an agreement shortly thereafter."

Members of the Planning Board as well as the selectmen are at odds about how to approach hearing any development plans from Tuscan without the agreement in place.

The agreement, which must be confirmed by the selectmen and the town manager, has been in the works for months. It was a condition of the approval of the site's conceptual master plan, which was approved in July 2018. The agreement was the tool developers were supposed to use to lay out how to mitigate any negative impacts in town because of the project.

The Tuscan Village is a development project that is being constructed under the Large Scale Development Ordinance. Under those rules developers with over 25 acres can create multi-use spaces that incorporate residential, commercial and office space. The 170-acre project will incorporate all of those uses, according to the developer's plans.

Tuesday night, project representative Mark Gross told the Planning Board the town would be receiving at least \$13 million for infrastructure improvements, but the exact number has not been defined because the agreement has not been reached, he said. The project's developer Joe Faro sat in the back of the room, and said it could be potentially double that, but they don't know.

The agreement was supposed to be secured before any projects were approved by the board, according to the conceptual master plan approval. However, the board has approved two building plans in the development, the most recent approval was Tuesday night.

While the Planning Board was taking public input on the Klemm Gas Station plan, Selectmen Michael Lyons told the board, "I believe you should not grant approvals until the development agreement is approved."

Lyons had raised concerns about Tuscan approvals at an April Board of Selectmen meeting when he made a motion to formally ask the Planning Board not to approve any more Tuscan plans until the agreement was settled. The Board of Selectmen declined to do that.

At Tuesday's Planning Board meeting, Selectman Chair Jim Keller was the board's representative. He recused himself from making any decision on the Klemm project because he was on the negotiation team with Tuscan.

Keller said that the negotiation was close, but no deal has been reached. He said time was needed to broker the multi-million deal that was one of the largest financial decisions for the town in years.

Lyons also said at the meeting he had not been privy to any of information about the negotiations, and he hoped that the public would get to vet the agreement before more projects were approved.

The development agreement is being negotiated with Tuscan representatives by a small group of staff from the town and Keller.

"What I don't want is 18 people to negotiate an \$18 million deal," Keller said Tuesday night. And Keller did not want to sway the board one way or another to OK the plans or not.

Faro made a plea to the Planning Board that the deal was eminent, and he needed to get going. He said he needed the approval to get started on the 30-day appeal process, where developers have to wait on a decision before breaking ground.

"We're not asking to go under construction, we are asking to move along," Faro said.

The Planning Board approved the Klemm project in a 4-2 decision. Bob Gibbs and Paul Pelletier voted against the plan. Construction can start on the project after the 30-day appeal and when the agreement is reached.

# Affordable housing project in the works

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com)

May 14, 2019

SALEM, N.H. — The planning board approved its first workforce housing project in years. If all goes according to plan, Steven Lewis will get the state funding for his second affordable apartment building with 38 units here on Braemoor Woods Drive.

Workforce housing, also known as affordable housing, is typically a federal-funded project that provides housing for people making less than the median income. The median income in Rockingham County for a single person without children is \$71,500.

Lewis rents 80% of the apartments to people making less than 50% of the median income, and the remaining 20% will be rented to people making 60% of the median income. They are one- and two-bedroom units. The majority of his tenants do not have children.

“For our community to be healthy we have to have balanced housing,” Lewis said.

Since the planning process is completed with a few conditions, Lewis has applied to get state funding for the project, which will be decided in August, he said. Lewis is excited for the outcome, knowing the project scored well on the preliminary application in May. Scores are dependent on location, access to public utilities, cost and the site plan, Lewis explained.

The application is conditionally approved by the town with the expectation Lewis and the town will agree to the impact fees. The fees are collected from new development to pay for a portion of the expanded services including recreation, education, emergency services, roads, that could be needed for the town to absorb the new development.

When Lewis first started his workforce housing project in Salem the fees were much lower, he explained when he was asking the board to potentially waive some fees. In January 2018 the town updated the impact fee schedule because it had not been updated in years, Planning Director Ross Moldoff said.

Lewis asked the board to look into the fee schedule, which he said would be cumbersome on the project at an April planning board meeting. Because these apartments cannot be rented out at market rates, developers have to ensure they can do the projects in a tighter budget, Lewis explained. The state also takes impact fees into consideration when approving such projects, he said.

Overall Lewis is encouraged by his discussions with the board, and the board is planning to learn more about workforce housing. It was a work item on Tuesday night's

agenda, but was moved Moldoff said. The board approved the project in a unanimous vote in April, and seems to be excited about the next steps.

"We're excited about getting the project in," Moldoff said.

### **Affordable housing in Salem**

According to data from the U.S. Department of Housing and Urban Development there are currently 190 low-income apartments and 166 rent-assisted apartments in Salem. Lewis' phase one consisted of 32 low-income apartments. His new project would add 38 more units. Because this project is considered phase two, it's given a higher priority by the office of New Hampshire Housing.

The department calculates median incomes for Salem in conjunction with the rest of Rockingham County. The median income for a family of four is \$102,100, according to the department's data. While people in household making 80% of the median income qualify as low income for the department's guidelines, people in households making less than 60% of the median income typically qualify for housing assistance.

According to the department's guidelines, people are supposed to pay one-third of their income before taxes towards rent. For a household of four making 60 percent of the median income — \$61,260 — that puts rent at about \$1,701. A single person qualifies making \$42,900 a year, and rent would be about \$1,191.

In assistance programs, like workforce housing projects, rent is cheaper for those whose incomes are less. Lewis said the average rate for a one bedroom in his Salem building is \$815, which is compatible for a person making \$29,340 a year, just over 40% of the median income for a single person with no children in Rockingham County. That rate can be adjusted to a person's income, he said.

# **EPA to remove barrels in Salem town forrest**

**55-gallon drums may hold spray foam insulation, pose possible threat**

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) May 9, 2019



SALEM, N.H. — The Environmental Protection Agency will clean up a town-owned area on Hummingbird Lane where someone illegally dumped 33 barrels that potentially hold harmful chemicals.

After being alerted about the barrels located in the town forest Monday morning, the EPA moved in swiftly to start the clean-up process. Officials were on site Wednesday for a survey.

The town and state have been working for over a year to remove the 55-gallon drums from the area. Monday night town officials declined to fund their removal.

The emergency declaration "allows us to make a swift response," said Kelsey Dumville, a spokesperson with the EPA's public affairs office in Boston.

"It's a technical term we use so we are able to take immediate action without the lengthy process," she said.

An emergency response declaration is made based on the potential harm that the chemicals pose to public health and the environment, Dumville said.

She added that it's requested by a state agency when local and state resources are exhausted.

In this case, the chemical is believed to be spray foam insulation. It is potentially harmful if swallowed, or if it comes into contact with the skin, according to information provided by the state Department of Environmental Services.

"The town and state had a handle on this, and sometimes these things take longer than people want it to," Dumville said. "We don't think people should be concerned about exposure at this time."

The neighbors on Hummingbird Lane are on wells, which can be effected by pollutants that make their way into the groundwater. Multiple drums have no caps, so water has been getting into them. It is unknown if they are also leaking.

Local builder Steve Hatem said he first saw the barrels on a cold Presidents Day morning in 2018.

One of the men working on a nearby site pointed them out, he said. When Hatem took a closer look, there were tire tracks in the fresh snow leading up to the area near the town forest where the barrels were dropped.

That's when Hatem called the police, and then followed up with town officials when the municipal offices opened back up that Tuesday.

"It wasn't us or the town that did something wrong," Hatem said, acknowledging the unfortunate situation. "It was that person who came in the middle of the night who was the person that did something wrong."



Builders working nearby did not use spray foam insulation in any of the houses, Hatem told The Eagle-Tribune. He explained that it is an expensive product that they would not use unless a homeowner specifically asked for it.

When town officials were told about the issue, the Conservation Commission began working with the DES to clean up the area.

State officials first surveyed the scene in March 2018, when they determined it was likely the drums contained spray foam insulation.

The 33 drums have had their labels stripped.

"I confirmed that one of the drum lids was labeled to contain Quik-Shield 106 spray foam insulation with a manufacturing date of 1/20/2017," wrote DES investigators. "The rest of drums had their labels scraped off."

The report also notes a trash bag with loose cellulose insulation and disposable filter face masks.

DES Investigators talked with the insulation company for the development, as well as followed up on other leads, said Robert Bishop, administrator for the Spill Response and Complaint Investigation Section.

"I don't think any of it is an immediate hazard," Bishop said Thursday. "This is not classified as hazardous waste. ... The EPA will do its own evaluation, and we are pleased they responded so quickly. We have a good working relationship with them."

Once the barrels are removed, the chemicals inside can be tested, and the other tests in the area can be conducted as well.

"This is a relatively unique situation, I haven't worked on a case like this," Dumville said.

She went on to explain that often in New England, with its industrial history, similar drums are found buried because of historic regulations. However, now there are strict laws about dumping chemicals.

If the person who illegally dumped the drums is found they will likely be responsible for repaying the cost of removal, which the Conservation Committee estimated to be about \$23,000 at Monday night's selectmen's meeting.

[https://www.unionleader.com/remote/epa-is-removing-plus-barrels-of-illegally-dumped-chemicals/article\\_b006297d-d3a5-5059-891f-ba3ba1cde068.html](https://www.unionleader.com/remote/epa-is-removing-plus-barrels-of-illegally-dumped-chemicals/article_b006297d-d3a5-5059-891f-ba3ba1cde068.html)

## EPA is removing 30-plus barrels of illegally dumped chemicals from Salem town forest

By RYAN LESSARD Union Leader Correspondent May 9, 2019 Updated May 9, 2019



Crews in hazmat suits were in Salem Thursday testing the contents of more than 30 barrels and securing them inside a shipping container.

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RYAN LESSARD/UNION LEADER CORRESPONDENT

**SALEM** — The U.S. Environmental Protection Agency began emergency cleanup Thursday in the Salem town forest, where officials say more than 30 barrels of spray foam insulation chemicals were illegally dumped more than a year ago.

Crews in hazmat suits are working on the site on Hummingbird Lane from 8 a.m. to 7 p.m. as needed this week, according to an EPA coordinator. The federal agency is covering the full cost of the removal.

Town Community Development Coordinator Karri Makinen said officials first became aware of the 55-gallon drums in February 2018. They contacted the state Department of Environmental Services (DES) soon after, setting off a year-long investigation into what the barrels contained, who left them there and how to get them removed.

"Unfortunately, it's been going on for quite a while," Makinen said.

Natalie McClaine of the EPA said the cleanup was authorized using \$75,000 of emergency response funding because the materials had some hazardous characteristics and were abandoned on town-owned conservation land in a residential neighborhood.

Bob Bishop of DES' Spill Response and Complaint Investigation Section said the state discussed the issue with EPA officials last month. The investigation into the source of the barrels began last fall.

"We had a few leads based on container label information," Bishop said.

Investigators traced it to a distributor, and from that, they were able to narrow it down to three possible companies that use the spray foam insulation product. But they could not make a direct connection to those companies, Bishop said.

By December, DES opened each drum to evaluate the contents. Except for three barrels that contained the foam, the rest had what Bishop described as "Part A" and "Part B" liquid chemicals combined to create the spray foam.

DES tested a well closest to the site, and found no trace of the chemicals in the water. The substances tend to break down rapidly in water, Bishop said; the greatest health threat comes from inhaling the fumes from one of the chemicals.

The EPA secured the site Wednesday and began testing the materials before transferring them into a shipping container Thursday. The container will be removed within a few weeks, after sampling analysis results are returned.

Makinen said the town was given a quote of \$23,000 from Clean Harbors just to remove the barrels. Any additional soil cleanup would have cost extra. Officials were looking into ways to pay for the cleanup, but since the EPA's Emergency Response and Removal Program agreed to take it on, the town is off the hook.

"We're really grateful for the help from the EPA, and they've been great to work with," Makinen said.

McClaine said the EPA tested the soil and found no contaminants, but crews will remove a few inches of topsoil as a precaution.

She said she referred the matter to the EPA's criminal enforcement division for further investigation.

ldnews@unionleader.com

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[https://www.eagletribune.com/news/controlling-the-overflow-of-clothing-donations-in-salem/article\\_f1c0f488-7130-5fb3-8caa-de0578b6e5d3.html](https://www.eagletribune.com/news/controlling-the-overflow-of-clothing-donations-in-salem/article_f1c0f488-7130-5fb3-8caa-de0578b6e5d3.html)

EDITOR'S PICK

## Controlling the overflow of clothing donations in Salem

Salem's Planning Board takes a look at donation bins

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) 4 hrs ago



The drop-off bins at Mary Queen of Peace Church were overflowing Wednesday afternoon. Most of the bags we

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SALEM, N.H. — Douny Rhodes and a friend helped clean up the “eyesore” donation drop-

off bins recently at Mary Queen of Peace Church, making multiple trips to Salvation Army.

"We wanted to clean it up before Easter Sunday when a lot of people bring their out-of-town relatives to church. A lot of the things had to be thrown away" because of rain damage, she explained. "It helps other charities in the community if we can actually reuse these things instead of throwing them away. These (bins) do benefit residents to help donate to people in need."

Rhodes explained that maybe having a few more bins in town, or finding a way to ensure the donations are picked up more often, would help alleviate the issue.

At Tuesday's meeting, the Planning Board is currently weighing the same issue.

Joe Whitten, the owner of Apparel Impact, asked if bins for his business could stay in place at Rockingham Plaza. The New Hampshire business owner was asked to remove his textile recycling bins from the parking lot by Planning Director Ross Moldoff because it violated town rules.

Whitten made the distinction that the white bins for his business were different.

"We're locally and veteran-owned," he said. He explained that members of his four-person company empty the textile recycling bins every five days, which helps ensure they don't overflow.

"Our bins get what most bins get, and the reason things might be left out are because those bins aren't serviced as often," Whitten said.

At the meeting, Moldoff said that about 10 years ago the Planning Board decided against allowing businesses to host donation bins on their property.

"It's an issue with donation bins in general," Moldoff said. "If (the board) allows one, then they will have to allow them all."

The bins took up parking spaces and collected stuff around them, Moldoff said. So, the board just decided to say no to almost all of them at the time. Moldoff also at the time sent letters to about half a dozen businesses asking them to have the donation bins removed, he said.

Bins were allowed to stay at Mary Queen of Peace Church because of the church's mission, he said. One bin's donations are directed to Mexico Mission and Honduras Mission, the other bin's donations go to the for-profit textile recycling company Helpsy that is based in White Plains, New York.

At the meeting, the board decided to have Whitten's boxes removed and discuss the issue further.

"I'm more than frustrated because it didn't seem like the board understood the environmental, economic and community impacts of having a bin," Whitten said. "Having one of these bins in a community means less clothing is going into the landfill."

Whitten had previously installed the white textile recycling box at Rockingham Plaza, and had not thought to seek any type of permit. He explained that his Manchester-based business has placed over 170 bins mostly in New Hampshire and in Maine, and he did not have troubles placing them in any other communities.

"Salem is the only town in New Hampshire that doesn't allow any textile recycling bins," Whitten said. His business collects and recycles textiles — about 85 percent of clothes that are donated can be re-worn, he estimates. The remaining 15 percent are recycled for different uses, Witten explained.

"We take it all as long as it's not wet, has mildew or a bad odor," he said, explaining even clothes that are torn or stained can be recycled into things like insulation.

### **Reducing Textile Waste**

Textile waste is a growing problem in the United States, Whitten explained. He identified cheaper clothing, and the amount of clothing people buy as reasons why more is thrown out.

Data provided by the American Apparel and Footwear Association, International Trade Commission, and the Secondary Materials and Recycled Textiles Association supports Whitten's idea. Textile waste — like clothing, linens and shoes — has increased from 1,760 thousand tons in 1950 to 16,030 thousand tons in 2015, according to the data.

Most of that textile waste ends up in landfills. In 2015 data shows 10,530 thousand tons of textiles ended up in landfills.

"From an environmental standpoint it doesn't make sense for us to continue this trend," Whitten said. "There are so many uses for textiles, we need to change how we think about our clothing."

About 85 percent of the textiles that Whitten's company receives can re-worn. Some of the clothes are sold in bulk to clothing graters that sell the clothes in bulk at a cheap price. One example Whitten gave was that these clothes might be sold cheaply to a more rural Goodwill or Salvation Army store that might not get as many cloth donations.

His five-year-old company also works with community partners to clothe New Hampshire residents. One of the partnerships his company has forged is with Beach Street School in Manchester, where a majority of the students qualify as low-income.

"We partner with the school district and host events where we clothe students and their family members," Whitten said.

As a for-profit company collecting clothes does help pay the bills, Whitten explained. For example, one month's collections from the bin in Salem pays for two days of one his employee's time, he said.

"I hope that people can see we are different," Whitten said. "At Apparel Impact we help the environment, are a small New Hampshire business, and help the community."



# Backyard trash stacked five feet deep has Salem neighbors demanding action

## Salem, neighbors seek clean up of local property

By Madeline Hughes [mhughes@eagletribune.com](mailto:mhughes@eagletribune.com) March 27, 2019

SALEM, N.H. — For nearly a year, residents on Maclarnon Road have been complaining about a neighbor's yard, where hundreds of boxes have been sitting and rotting.

Part of the yard is fenced off, but some of the fencing has fallen.

"It's worse than a dump," said neighbor John Manning, a former state representative. "There are definitely rats running through the yard."

Currently, the town of Salem is taking legal action against the property's owner Michael Bates to have what the town calls a "public nuisance" removed.

Bates could not be reached for comment.

The town has known about the debris at 45 Maclarnon Road since receiving a complaint April 2018. Multiple attempts to ask Bates to clean up the debris were made by town officials from the Fire Department, the Office of Planning and Zoning, and by the town's health officer.

In November, Salem Health Officer Brian Lockard wrote a letter to Bates, warning of the town's possible legal action. In the letter Lockard said multiple neighbors complained, including a neighbor who was worried about the debris blowing onto their yard.

Bill and Nicole Callahan live in a house that borders the property with their two small children. They said they were concerned for the health of their kids and wanted the debris removed.

They say the house has been vacant for about a year, and since the trash has been there it's blown into their yard and the neighborhood.

"I want it gone," Bill Callahan said. "You can already start to see wildlife living in there."

The town filed a civil lawsuit against Bates on Nov. 26 after he failed to clean up the yard. He faces fines from the town for \$275 for the first day of the violation and \$550 every day after.

"The defendant is in violation of the Salem Zoning Ordinance and state statutes by allowing the outside storage of substantial debris and trash on the property without state permits," according to the town's court filing.

There have been two hearings on the matter at Rockingham Superior Court. Bates and the town attorneys have been present at all hearings.

At the first hearing on Jan. 11, the judge granted Bates three months to clean up his yard. At the March 12 hearing the judge granted another month for Bates to clean the yard.

Another status hearing is scheduled for April 15.

"We are working on getting the property cleaned up," Salem Health Officer Brian Lockard said. "We are going to follow it through until it is cleaned up."

If Bates does not clean up the yard, the town can contract to have the debris removed.

Documents provided to the court by the town do not list the property as Bates's mailing address or as the address for where he resides. Town documents list Bates as the property owner.

"We know residents and neighbors are upset," Lockard said. "We are working to get this cleaned up, even if the town has to do it."