

Group wants to inhibit strippers

By Bill Murphy
Eagle-Tribune Writer

LONDONDERRY, N.H. — The town morals committee is urging selectmen to approve a policy that would prevent strip joints from opening on the town's main road, Route 102, and any other street.

The Committee on Public Decency formed two months ago after people banded together to protest a strip bar slated to open in the former Yin-Her Restaurant on Route 102.

Rather than pass a law banning nude dancing that could be struck down, the committee has recommended that the town should inform the State Liquor Commission that townspeople want nude dancing banned in clubs and bars.

Such a message would likely prevent strip joints from opening, since the liquor commissioners are "very conservative in general and take into consideration very strongly how a community feels" about strip shows, according to Selectwoman Anita Davidson.

The morals committee's recommendation will be debated tomorrow night at a public hearing at 7:30 in the School Board room at Town Hall.

The plan to open a club in the Yin-Her fell through. The building's owner did not initially know the prospective tenant intended to open a strip club. When he found out, he quashed the deal.

But the morals committee went on with its work because most members said they were afraid Londonderry would find itself in the position of Salem, which found itself powerless to stop an adult video store from opening last year.

The recommended policy would ban only strip shows. The committee is still looking at ways the town might prevent adult video stores from opening and most nude magazines from being sold. Not all on the morals committee agree with the majority's hard-line anti-nudity views.

Member Kenneth Hajjar said, "They want to go after everything. They made nude dancing the foundation of their protest."

Besides nude dancing, nearly all members except Mr. Hajjar spoke of banning an adult video channel available through the town's cable provider, adult video sections in complete video stores and some nude magazines from stores.

"They differentiate between big, national magazines, the Playboys and Penthouses, that show air-brushed women and lower-grade magazines," Mr. Hajjar said.

Mr. Hajjar said he opposes strip shows on Route 102, but that there might be some locations in town where they should be allowed.

Editorials

Board should act, not react

Many people responded to last week's editorial, which suggested resolutions for local officials.

What most of them keyed on was the issue of setting goals and planning by the Board of Selectmen.

Perhaps the issue bears further perusal.

By and large these days, the Board of Selectmen and town government in general have become reactive bodies.

Some of this can be laid at the door of the current budget crunch.

However, not all of the general lack of innovation, creativity and new ideas is because the town is operating on a lower budget than the previous year.

The Board of Selectmen and the Town Manager have come up with little that is innovative. Yes, some cost savings measures have been implemented, for example, a new overtime policy in the Fire Department, but only in response to decreased budgets.

But what new ideas, programs or issues have come forth which could have a positive benefit for the town?

They are not coming from the Board of Selectmen.

That board is too busy reacting to things. Even Joseph Gagnon's presentations are largely repeats of things he has done in past years.

A resident came up with a new idea. The Town Meeting even passed a resolution on it. Ten months later, the Board of Selectmen has yet to act on it. According to the resolution, they must report to the 1992 Town Meeting. Having taken no action on it at this point, one wonders how comprehensive a report they can

give that body. And if they don't give one at all, who will take them to task for it?

We are, of course, discussing the proposal by resident Thomas Linehan to establish some sort of incentive program for town employees to discover and implement cost savings measures. We are not taking a stand either for or against this proposal, merely pointing out that it is one of the few new ideas to be put forth in town government in the past year — and it came from a resident and not a member of a governing body.

Across the street, the School Board seems to have no trouble coming up with new ideas. That body worked on a long-term strategic plan for a year, a school housing committee, and continues to explore ways to better utilize school facilities. Windham students will attend Salem High School, vocational equipment will be used in adult education, multi-grade education is being explored, as are such concepts as cooperative learning, distance learning and technology in the classroom.

While some of these new ideas come with a price tag and some will not be implemented, at least there is a healthy flow of creative juices working on the school side of the street.

Why is this creativity and flexibility, so vital to good town government, absent in the Board of Selectmen?

It is time for the board to work together. It is time for the board to have goal setting sessions. It is time for the board to have ongoing projects to work on, instead of rubber stamping or political posturing.

It is time for the board to act, instead of react.

Pastors lead Londonderry protest move

1/10/92

By Bill Murphy
Eagle-Tribune Writer

LONDONDERRY, N.H. — Selectmen adopted a policy last night they hope keeps strip joints from opening in town.

Following a public hearing, selectmen voted to inform the State Liquor Commission of its opposition to nude dancing in bars and taverns.

Three members of Citizens Against Censorship assailed the policy as an attempt by one group to impose its values on another.

Kenneth Hajjar, a member of the committee on public decency, also spoke against the policy. While he is opposed to nude dancing at the Route 102 site, he said the town should not seek to ineffect ban dancing everywhere.

Selectwoman Anita Davidson has said such a policy is tantamount to a ban because the Liquor Commission weighs heavily a community's position on nude dancing.

The outcry over nude dancing arose last month when a Methuen man, Bruce Holland, proposed opening a strip joint in the former Yin-Her Restaurant on Route 102.

Several pastors learned of the proposal and urged parishioners to come to a selectmen's meeting on the following Monday to protest. About 60 crowded a Town Hall meeting room, demanding the club not be allowed to open.

Several people pointed out the club would next to a pre-school in a strip mall.

After the uproar, the owner of the building refused to go through with the plan to lease the site to Mr. Holland. Selectman set up the Committee on a Public Decency to study what the town's position should be on nude dancing and whether it could pass a law or policy that will stand up in court.

The committee recommended that selectmen take a position against nude dancing in bars and inform the Liquor Commission of it.

The committee's work is not done. At

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Moldoff ties 1992 construction to state of economy

Salem Planning Director Ross Moldoff said recently that he believes 1992 will continue the slow development and construction trends of 1991 until the national economy begins to recover, according to a recent article in the Salem Observer.

He did cite several major projects that received planning board approval which should help the construction industry here in town during the beginning of 1992. Among them are the Home Depot project on the old Fireside Inn Motel/Fishland Restaurant site on Rt. 28, the Shaw's Supermarket proposal for the old Channel Home Building site in the Rockingham Mall and construction of MVP Sports in the former Alexander's Supermarket site on Rt. 28.

Moldoff said that he believes more people will be looking for retail property in Salem as a result of the presence of a regional mall - The Mall at Rockingham Park. One example of the residual effect of the new mall is the Toys R Us on Veteran's Memorial Parkway across from the Salem Police Station.

Despite what Moldoff terms the local economic downturn in 1991, the Salem Planning Board and the town's building department had full agendas throughout the year.

The year-to-date construction figures for 1991 were surprising in light of the recession. According to the planning department, Salem's building figure was \$25,664,000 for the year. That figure is equal to similar levels recorded in Salem in 1983 and 1984 right before the building boom that lasted from 1985-1988. It is also slightly smaller than the 1989 total of \$26.9 million. The 1990 figure of \$62.6 million goes off the chart and is not really a fair barometer of the building status that year due to the

huge amount of construction that took place when the new mall was put up.

Last year saw the approval of many major projects by the planning board. Included there are a 24-unit affordable housing project on Pleasant St.; a 16-lot subdivision on Gordon Ave.; a nine-hole golf course and 87-unit condominium project off Town Farm Road; 5,000 and 6,500 sq.-ft. additions on Industrial Way; a community park and playground project on Geremonty Drive; a 54-seat addition to the Weathervane Restaurant; a mini-golf course on No. Broadway; and a gas station and convenience store on the Dairy Queen site on Rt. 28.

The board also concentrated on some long-term planing via the Depot Task Force and Master Plan Advisory Committee issues.

In 1992, Moldoff points to several projects that could help keep some of the local builders, developers and contractors above water. They include the subdivision off Golden Oaks Drive; the Salem Willows site plan on Rt. 28; two shopping center proposals - one for No. Broadway and one for So. Broadway; and affordable housing projects for Millville St. and Lawrence Road.

The J.C. Penney anchor store at the new mall should open early this spring and construction is expected to begin on the fourth anchor store sometime this year. Other projects expected to be completed this year include the Field of Dreams playground and the Weathervane expansion project, as well as the above mentioned Shaw's, Home Depot and MVP Sports undertakings.

Moldoff predicts a continuation of the trend we've seen in the last couple of years and a possible upturn by the middle or end of 1992 in construction.

Son/Daughter meeting slated for March

The officers of the SCA are pleased to announce that the Son/Daughter Get-together will be held on Thursday, March 19, at the regularly scheduled membership meeting at Harris' Pelham Inn.

All members attending March's meeting are encouraged to bring along their sons and daughters - no matter what their ages may be. There will be special

prices in effect that night for children 12 and under as well as for those that are between 13 and 18. Joe Caradonna will have all the details available at January's meeting on the 16th and further updates will appear in the next couple of bulletins.

Mark that date now; Thursday, March 19 at the Pelham Inn. It promises to be a delightful family evening of fun.

Editorials

Reflecting on board actions

The Board of Selectmen discussed a valid concept this past Monday evening, but left several points out of the conversation.

The issue we are talking about is an economic development committee. It's been done before in Salem and many other communities with some success.

Promoting Salem as a good place in which to do business makes sense.

However, the time for this committee to form was years ago. By the time the committee completes its research, makes recommendations and sees them implemented, the economy will have gone through a natural re-adjustment.

People need jobs now.

Local businesses need other businesses to attract people to Salem now.

Salem needs additional tax revenue now.

This measure is like placing a band aid over a severed artery.

Still the fact that selectmen have taken this step, albeit late, is better than nothing. Some good may come of it yet. We will have to wait and see.

The composition of this committee also gives us pause. It is largely composed of municipal officials — the town manager, planning director, engineering director, a selectman and a planning board member. There are two members of the Chamber of Commerce on this committee also. However, there are no citizens-at-large sitting on this committee. There are no unemployed persons represented. Frankly, we think the committee, as it now stands is too small. With 350 members in the Chamber of Commerce, surely more than two have something to contribute to this committee. Why limit membership to such a small and exclusive circle?

The Master Plan Advisory Committee is just completing a project in which many members had a part. The members were solicited through newspaper articles, word of mouth, and televised planning board discussion. They numbered upwards of 30. While it is not always advisable to have large numbers of people on a committee, the reverse is true also. It is important that this committee represent a broad spectrum of business and employment interests, not just municipal government.

The other issue which came to light during Monday evening's meeting was the board's reactions to the Field of Dreams Community Park and Playground.

Chairman David Tilton told the playground organizers that it was "your" playground.

This project belongs to everybody. It is not just one little group's pet charity. It is an endeavor which will have a lasting impact on the character and identity of the community.

The discussion then turned to the topic of trustees to sit on the Field of Dreams Foundation. This foundation would ensure that the park is properly maintained without tax dollars.

Steve Cunningham, one of the Foundation campaign members, was explaining the issue to selectmen when Selectman Joseph Gagnon began yelling at him. Let there be no mistake. By yelling, we mean speaking heatedly, with voice raised and arms gesticulating.

Cunningham is a long-time resident of Salem. He does not hold public office. He is not a town employee. He is simply a Salem citizen. As such, he should be able to appear before the town fathers and be treated with respect and consideration. He is simply a volunteer and if the material he presented the board was unclear, Gagnon could have questioned him about it in an even-toned, level-headed manner.

We find Gagnon's treatment of an average citizen of the town to be simply unconscionable. It is this type of behavior which truly intimidates other residents from attending selectmen's meetings or voicing their opinions. Gagnon's very overbearing and, yes, impolite manner, is as much of a threat to freedom of expression as he claims being gavelled out of order is.

Why, we must ask, does the Board of Selectmen as a whole allow this kind of treatment of its citizens to occur? While Gagnon's actions are clearly representative of his general attitude towards the citizenry of Salem, the board's silence about his behaviors is just as clearly indicative of their stance. Their silence gives him license to continue to treat all who appear before the board — local political figures, town employees and average citizens — with disrespect, unprofessionalism, censure, scorn and a total lack of dignity.

We are not surprised that Cunningham became a little hot under the collar himself, but grant that he did an admirable job maintaining control.

He should not, however, ever have been placed in a situation requiring him to maintain such control.

No one deserves that.

The blame lies not only with Gagnon, but with the board as a whole for creating an environment in which it could occur.

Grannie State BRIEFS

Passport center planned for Pease buildings

PORTSMOUTH, N.H. — The federal government plans to invest \$5 million to upgrade facilities for a new visa and passport processing center at the former Pease Air Force Base, after reaching a lease agreement on the buildings.

The Pease Development Authority and the U.S. State Department agreed on a lease plan for the former base exchange and commissary to house the new center, which is expected to employ up to 400 people.

The buildings, at 120,000 square feet, will be leased for \$1 per square foot plus utilities.

Ski area cuts hours because of economy

PLYMOUTH, N.H. — The Tenney Mountain ski area will operate only Fridays through Mondays until mid-February because of the bad economy.

Ski area officials said yesterday daily operation will resume for New Hampshire and Massachusetts school vacations Feb. 14-25.

"The economy, adverse weather and flu epidemic makes this necessary," said Bill Krollman, general manager. "What times are tough, you make a decision to cut out the least profitable days."

Republican challenges Swett for Congress

CONCORD, N.H. — The former finance chairman of New Hampshire's Republican Party is planning to run for Congress, trying to unseat the first Democrat to hold the seat in decades. Steve Duprey plans to announce Friday that he will seek the Republican nomination for the 2nd District seat now occupied by Dick Swett, who unseated Republican

Salem looks to the future to see what works

Develop From page 11

and forcing officials to consider new ways to lure development to outer limits of town.

Population grew by a scant 1,000 people. But elderly popula-

tions went up 38 percent during the decade. Teen-agers, ages 10-19, dropped by 28 percent.

Those population shifts create "a lot of interesting implications," Mr. Moldoff said as far as future housing developments and schools. Elderly, nursing homes

and group home projects could increase, he said.

Critics have said Salem is overdeveloped. Mr. Moldoff responds that the Master Plan is an attempt to manage development. "We try to use growth as a catalyst to solve problems," he said.

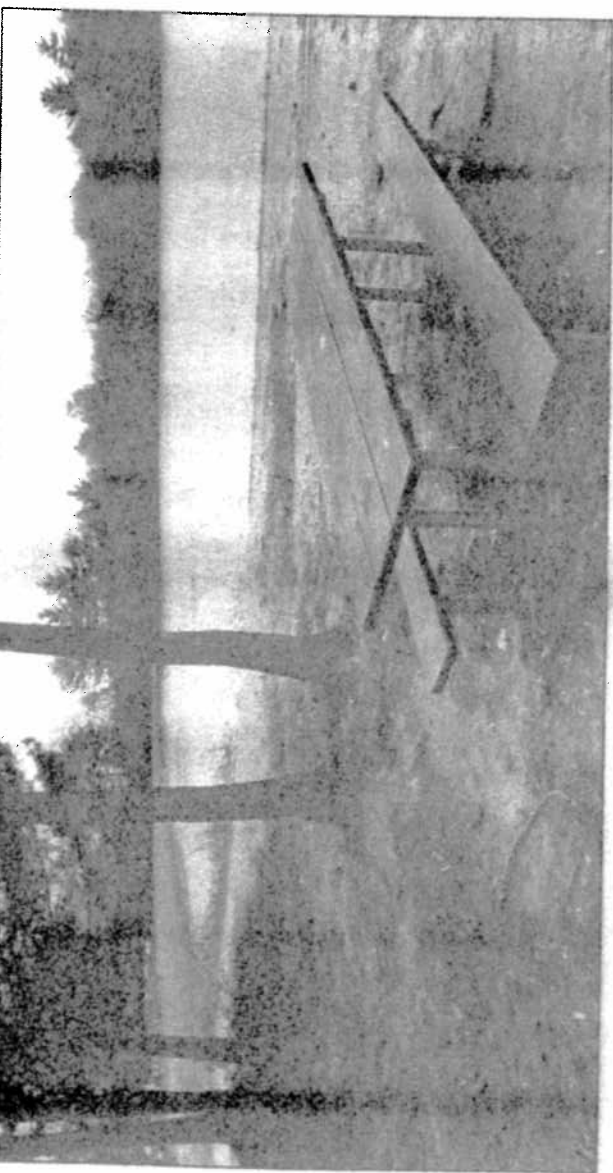
He cites the Mall at Rocking-

ham Park owners who paid for numerous road and intersection improvements that the town could not afford.

Master Plan Chairman Harold Berry, a selectman candidate, said, "I think it's very difficult to say this is too much for the town of Salem, because different areas

have different levels of development."

"I see Salem as an area of golden opportunities. You've got highways in every direction. An airport expanding in Manchester, Boston close by," and many untapped industrial areas, Mr. Berry said.



Hedgehog Park: The Master Plan recommends expanding Hedgehog Park by adding recreation equipment, trails, parking and picnic areas.

Business boomed while population inched up

POPULATION: Salem had 1,600 additional residents move in between 1980 and 1990. In 1980, there were 24,124 residents. In 1990, there were 25,746.

That was less than Derry, which had 11,000 more residents move in during the decade. In 1980, there were 18,878 and it ballooned to 29,603 by 1990.

HOUSEHOLD COUNTS: Salem grew by 13.5 percent in the number of households between 1980 and 1990. In 1980, there were 8,100 reported households. That grew to 9,236 in 1990.

An extra 29 retail stores opened between 1980-90, adding 600,000 square feet to retail in Salem. The retail work force grew from 1,300 in 1980 to 1,700 in 1990.

Land From page 11

Road, Shannon/Haverhill Road, East Broadway, Town Farm Road, around Captain's Pond and around Mystery Hill, develop public access to Arlington Pond and Captain's Pond, develop trails at town forest, develop recreation site at Shannon Road land. All area, extend water and sewer lines, explore relocation of transfer station to more accessible site and protect lakes.

CENTRAL SALEM: Preserve open space around waterways and connect to town waterways and Barren and Lamoine schools.

Study urges cleanup of river

Study From page 11

ways to expand water supply and distribution systems and provide annual funding for improvements to water and sewer facilities.

ENDORSE AND START the School Board's \$8.9 million elementary building plan to renovate four schools.

EXPAND recycling program. **EXPLORE** need for new fire station to serve west Salem.

ADOPT future sidewalk plan for community. **USE** school buildings and grounds for neighborhood recreation centers.

LINK recreation areas, schools and other community centers by trails, bikeways, walking paths and sidewalks.

DISCUSS recreation building for teen activities and other programs.

EXPAND Hedgehog Park by adding recreation equipment, trails, parking and picnic areas. **ACQUIRE** Palmer Field in North Salem.

DEVELOP public access points to lakes.

CLEAN UP Spicket River in community campaign with Scouts, residents and volunteers.

EXPAND town forest use.

School Board mulls AIDS curriculum

HAMPSTEAD, N.H. — Students with science and health classes at Central School and taught at a separate school in the early grade level added to their health curriculum.

Granite State BRIEFS

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Steve Duprey plans to announce Friday that he will seek the Republican nomination for the 2nd District seat now occupied by Dick Swett, who unseated Republican Chuck Douglas in 1980 after Mr. Douglas served only one term.

Man dies from injuries in accident

LEBANON, N.H. — A man injured in a weekend highway accident has died of internal injuries, police said.

R. Goodrich, 34, of N.H., was pronounced dead Monday morning at the

Salem looks to the future to see what we

Develop From page 11

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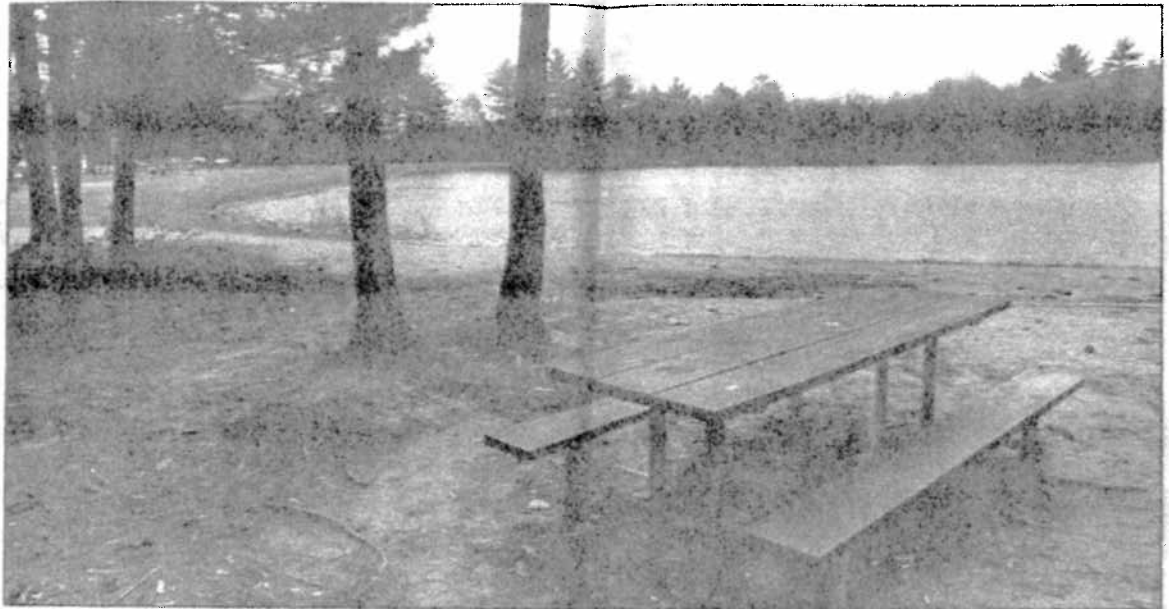
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That was less than Derry, which had 11,000 more residents move in during the decade. In 1980, there were 18,875 and it ballooned to 29,603 by 1990.

HOUSEHOLD COUNTS: Salem grew by 13.3 percent in the number of households between 1980 and 1990. In 1980, there were 8,103 reported households. That grew to 9,185 in 1990.

AGE GROUPS: The most significant increase in age population was elderly people over 65 years old. That age group totaled 1,832 people in 1980, and by 1990, there were 2,520 elderly residents.

The most significant decrease in age groups were teen-agers which fell 27.5 percent between 1980 and 1990. In 1980, there were 4,689 10- to 19-year-olds living in Salem. But in 1990, the number dropped down to 3,400.

BUSINESS GROWTH: Commercial, retail and industrial growth outpaced population growth in

Salem from 1980-1990.

Manufacturing companies numbered 28 in 1980 and went up to 68 in 1990. That increase also doubled the workforce in town. In 1980, there were 3,034 workers and that went up to 4,025 in 1990.

Non-manufacturing companies doubled during the decade. In 1980, there were 423 companies and that jumped to 830 in 1990. The workforce in that field also doubled from 5,116 in 1980 to 10,770 in 1990.

An extra 34 retail stores opened between 1980-89, adding 900,000 square feet to retail in Salem. The retail work force grew from 1,005 to 4,865 employees from 1980-89.

State Guard to lose 400

CONCORD, N.H. (AP) — More than 400 positions will be cut this year from the 2,300 in New Hampshire's Army National Guard, a Guard spokesman said today.

Details of the cuts, part of a nationwide reorganization, were being withheld until later today while the Guard notified its members, Col. Joe Riley said.

Col. Riley said the 400 cuts

Planners eye west Salem

Land From page 11

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CENTRAL SALEM: Preserve open space around waterways and Barron and Lancaster schools, new business/office zone at South

Policy/Route 38/Pleasant St., connect Rockingham Park Blvd. to Cluff Crossing Road, extend Veterans Parkway to Bridge Street and Old Coach Road, widen Route 28 north of Cluff Crossing Road, improve Main St. intersections, improve Salem Depot intersection, expand town center, extend sewer lines to Millville and Canobie Lake, add public parking to Depot area, upgrade roads around town's lakes, create more connected driveways between shopping centers, encourage relocation of existing mobile home parks.

School Board mulls AIDS

HAMPSTEAD, N.H. — Students at both Central and Middle School could have something new added to their health courses this Spring.

The School Board will be looking at an AIDS policy that will determine how that topic should be instructed in the classroom.

Assistant Superintendent Mark Masterson said elementary teachers are already examining curriculum that would be intergraded

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Registration will take place at the R at 40 Main Street, Salem

Editorial

A few thoughts on Salem's master plan

SALEM, N.H., IS CONTEMPLATING its future, a useful thing to do.

Sixteen townspeople from a variety of backgrounds came up with more than 70 recommendations for where new homes, parks, buses and sidewalks should go — not to mention classrooms and businesses.

Public hearings on their reshaping of the town's master plan will take place in April.

Some thoughts:

SALEM in the 1980s was luckier than its neighbors. Its population went up only about 7 percent, compared to Derry's nearly 60 percent. The town could afford good schools and services, thanks to substantial business growth, which also meant that more people could find jobs without leaving town. Elsewhere, towns taxed people half to death to keep up with the need for new classrooms. Of course, Salemites felt taxed to death, too, but it was easier for their officials to cut rates than it would have been a town or two farther north.

THE POPULATION got older. There were a third more elderly people in Salem at the end of the decade, and a quarter fewer teen-agers. This is typical of towns with stable populations — Salem's neighbor to the south, Methuen, Mass., shows the same patterns. The entire social fabric has subtly changed in towns like these, away from children and schools and toward — well, nobody is quite sure what it's toward. Suburbia with the patter of fewer little feet.

PEOPLE DO THINGS in Salem. They sit on boards and talk about boring matters like master plans. But they also bring these boring things alive by imagining a park here and water mains there, and how they are going to protect North Salem by saying precisely what can happen there and nowhere else. They demand lower taxes and, once the demand is met, say they do care about good schools, and maybe they can see spending more on them after all. They patronize the library, Town Hall, adult ed and senior citizen and recreation programs like crazy. They seem alive, not at all tuned out.

NO STODGINESS is found in the 32-page report of the advisory committee. Members simply compiled a list of 70 or so things that ought to happen. Often master plans are drawn up by out-of-town consultants, and they are too theoretical and easy to ignore.

EVEN THOUGH it is prepared by down home community leaders and businessmen as a sort of punchlist, Salem's plan will be easy to ignore, too. Plans always are and somebody's self-interest is always getting in the way of the common good.

We think Salem's master plan has a lot of appeal, but we'll wait to see how it plays with townspeople.

Despite Recession — Perhaps Because of It — National Retailers Moving In

JEANNE MORRIS
Today News Staff

The retail building boom occurring in some towns and cities in Southern New Hampshire seems contrary to what many expect in this recessionary economy.

But retail analysts say recessions offer an ideal time for larger, stronger companies with deep pockets to move in and kill their weakened competition.

They also see the expansion as a vote of confidence in New Hampshire's economic strength and future.

The recent arrival of the super-discount stores such as Wal-Mart stores, Sam's Club, Home Depot, Costco, and PACE Membership Warehouse represents the newest wave in retailing, and will probably push some local and regional retailers out of business, analysts say.

Gary Vineberg, a retail analyst with Dean Witter Reynolds Inc. in New York, said, "Any good company that's strong and well

financed wants to continue expanding during a recession because that's the time the competition is weakened."

"Good companies take market share from others when the economic climate is weak. Everybody does well during good times," he said. "Businesses like Wal-Marts that are strong and well financed have been taking market share from other businesses all along. Why stop your growth just because the economy is weak?"

Laurence E. Goss, an analyst with Provan and Lorber Inc. of Contoocook, said the national retailers may have held off entering the state until interest rates, land prices and construction costs declined.

"It almost seemed like the high prices were keeping some out," said Goss.

Their arrival signals a shake out, he said.

"The large nationals are striking fear in some of our regional

firms," Goss said. "There are people that are going to take a beating as a result of this, and that includes the individually owned Ma and Pa stores and some downtown businesses, unless they have plenty of parking."

Before Concord is an application to construct the largest single retail store building in the city's history — a 140,000-square-foot Sam's Club, a wholesale shopping club operated by Wal-Mart Stores. It will be the city's first discount membership store.

Also before Concord are a proposed 160,000-square-foot strip mall on the site of the former New Hampshire Highway Hotel and a 50,000-square-foot Toys R Us store.

Randall P. Raymond, Concord's planning director, said the activity was unexpected.

"We were surprised in this supposedly down period that the retailers are so active," he said. "It's encouraging."

Nashua's planning department

will be busy with construction plans for at least another year.

Over the past two years, the Gate City has added a whopping million square feet of retail space — much of it by national retail chains and super-discount stores.

In Hudson, the \$3.8 million 135,000-square-foot facility for Sam's Club is one of seven Wal-Mart operations opened or planned this year in New Hampshire. Wal-Mart store sites include Amherst, Derry, Hooksett, Seabrook and Somersworth. Another Sam's Club is planned for Seabrook.

In Manchester, HQ, a major discount building and home supply store, is putting the finishing touches on a 100,000 square-foot store building off South Willow Street. Another 100,000-square-foot building next to HQ will probably be added sometime this year, Manchester planning director Robert MacKenzie said.

"We've noticed a number of people who would like to come into the city," MacKenzie said.

Salem recently saw the arrival of a 123,000-square-foot Home Depot, a 51,000-square-foot Toys R Us, and a number of other smaller retail projects.

Salem planning director Ross

A. Moldoff said, "I'd say we've had a pretty active year. There's currently talk of an addition to the 99 Restaurant, three separate shopping centers, and a fourth anchor coming to the mall of Rockingham."

"And it's still early in the year, and a relatively slow time so that's a significant amount of activity," he said.

Southern N.H. enjoys retail boom

1/27/92
Tribune

SALEM, N.H. — The recession has not put the clamps on so-called super-discount stores, which are taking advantage of the weak economy to expand in New Hampshire.

"Any good company that's strong and well financed wants to continue expanding during a recession because that's the time the competition is weakened," said Gary Vineberg, a retail analyst with Dean Witter Reynolds Inc. in New York.

"Businesses like Wal-Mart have been taking market share from other businesses all along. Why stop your growth just because the economy is weak?"

Salem recently has seen the arrival of a 123,000-square-foot Home Depot, 51,000-square-foot Toys R Us, and the opening of The Mall at Rockingham Park.

"I'd say we've had a pretty active year," Salem planning director Ross Moldoff said. "There's currently talk of an addition to the 99 Restaurant, three separate shopping centers, and a fourth anchor coming to the Mall at Rockingham. And it's still early in the year, and a relatively slow time so that's a significant amount of activity."

Elsewhere in the state:

CONCORD: Officials are weighing an application to construct the largest retail store building in the city's history — a 140,000-square-foot Sam's Club — as well as a strip mall and 50,000-square-foot Toys R Us store.

MANCHESTER: HQ, a major discount building and home supply store, is finishing a 100,000-square-foot store.

HUDSON: The \$3.8 million, 135,000-square-foot Sam's Club is one of seven Wal-Mart operations opened or planned this year in New Hampshire.

RETAIL MECCA

Salem hopes the shopping faithful will continue their cross-border pilgrimages for years to come.

By Susan Maddocks



Cars line up outside The Mall-Rockingham Park in Salem.

Salem's frontage on Route 28 is not beautiful, at least not in the classic sense. The quaint country look that defines so many southern New Hampshire towns no longer exists in most of this bustling community of 30,000, and hasn't for quite some time. Instead, a hodgepodge of strip malls, chain restaurants and specialty shops fight for notice along the town's links between New Hampshire and Massachusetts.

But while the hectic motorways of routes 28 and 93 may not be pleasing to the eye, their contribution to the local retail industry is beautiful indeed, says Salem Planning Director Ross Moldoff.

The heavily traveled roads are what makes Salem so attractive to retailers hoping to attract shoppers from around England, Moldoff says.

LOCATION, LOCATION, LOCATION

"It was these busy, major roads which crisscross Salem that first lured mega-

mall developer New England Development," says Adrienne Davis-Brody, New England Development's director of marketing.

When asked what made Salem such an obvious choice for its newly opened 155-store mega-mall, The Mall-Rockingham Park, she replies, "location."

The mall was built specifically to attract commuters traveling to and from work across the border, Davis-Brody says.

"Being in New Hampshire, but it's so close to Massachusetts, so you have the tax advantage and the lifestyle advantage," Davis-Brody says. "Many people who live in New Hampshire, work in Mass.

"Because this relatively small town is an easy drive from other, more densely populated areas, Salem was picked specifically to serve as a regional shopping mecca," Davis-Brody says.

"There was a clear need for a regional

shopping center," she says. "And the key ingredient for success is easy access."

Already, the future looks bright for both Salem and the new mall.

Despite the obvious drawbacks of opening a major shopping center in 1991, the mall reported the most successful grand opening in New England Development's history, overshadowing the openings of the CambridgeSide Galleria and the Emerald Square Mall in Massachusetts. Approximately 380,000 shoppers flocked to the new mall during four-days in August. During the first 40 1/2 hours it was open, over 9,000 people per hour traipsed the opulently decorated halls, says Tony Kalinowski, general manager of The Mall-Rockingham Park. Sophisticated automobile-counting equipment registered 5,000 or so vehicles entering the parking lot every hour, he says.

"It's like the movie, 'Field of Dreams,'" Kalinowski says, "build what they want and the people will come." ➤

lion in road improvements paid for by the mall, according to Patti Drelick, executive director of the Salem Chamber of Commerce.

Road work includes improvements to major intersections on Route 28, and a two-lane off ramp from Interstate 93.

"Those road improvements would have been needed anyway, whether they had been paid for by the mall or not," Drelick says.

Improvements to Route 28 should benefit current and future retail industry, she says.

"It has enhanced the overall area and brought in more traffic," she says.

Salem Police Chief James Ross says he is pleased at the relative ease with which the town's road systems now accommodate the mall.

"I'm happy to say that the impact on traffic that the mall has created has been light," Ross says. "The road improvements have worked."

"We are dealing with a lot more traffic, but the improvements are handling it well," he says.

As far as security at the new mall, the local police changed its patrolling beat to include the mall, but mall security also handles a great deal of the situations, Ross says. Since the mall opened, car thefts and shoplifting incidents have increased, but no more than anticipated, he says.

Not everyone is totally pleased with the changes to the roads that the new mall has brought. James Hanson, general manager at the 50-store Rockingham Mall on Route 28, is unhappy that the mall's access road is a loop that essentially drops off shoppers at the mall, the

Rockingham Park race track or back on Route 93. Hanson, who formerly worked for New England Development as an operations manager and was wooed away to his present position, believes this new road is discouraging potential shoppers from visiting other retail businesses along Route 28, thus giving the mall the biggest share of the pie.

"The problem is that they have diverted a lot of traffic from the downtown," Hanson says. "Consequently, a lot of people are traveling Route 93 instead of Route 28."

He believes the mall's new road is designed to discourage shoppers from visiting other retail establishments in the Salem area. "There's a point of no return on that road. People drive off Exit 1 and they can't turn around without going into the mall parking lot," Hanson says.

Hanson thinks a sign should be erected near the Mall Road reminding shoppers of the stores in the downtown area.

Kalinowski is skeptical about the merits of adding a sign. After all, he says, The Mall-Rockingham Park does not have a sign on routes 28 or 93. "The town could become over signed" if local retailers put up a sign on Mall Road, he says.

Hanson suspects the new mall cut into business at his 50-store discount mall this past Christmas, but the cut wasn't as significant as the bite of the economy, he says.

"It's (the mall) affected some because it's all one pie," Hanson says. "But the economy has done more to strangle retailers."

Although the mall might hurt some private retailers, it is expected to benefit the town in the long run, Moldoff says.

MONEY, MONEY, MONEY

Tax revenue from the mall, combined with budget cuts, has dropped Salem's tax rate almost \$6. The tax rate in 1990 was \$46.43 per assessed \$1,000 valuation. That rate fell to \$40.22 in 1991, according to tax assessor Normand Pelletier.

New England Development alone paid nearly \$1 million in property taxes to the town in 1990 with individual store owners kicking more into the pot, and land values near the mall are likely to increase when the area is re-zoned commercial in the coming years, Pelletier says.

In addition, the mall employs approximately 2,000 part-time and full-time employees. And although no total payroll figures are available, the impact is in the millions.

The mall is also expected to lure other tax-paying businesses to the ➤

"It's (The Mall-Rockingham Park) affected some because it's all one pie, but the economy has done more to strangle retailers."

**-James Hanson
general manager
Rockingham Mall**

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New Hampshire

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Inside

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Home building bounces back



Going up: Policy Brook Estates is one of the first apartment complexes to be built in Salem for several years.

By Diana Brown
Eagle-Tribune Writer

SALEM, N.H. — If economists want chaos about the recession ending, they ought to take a look around Salem.

Planning Director Ross Moldoff said he is seeing more housing development proposals pass through his office than he has in the last six months. Home-building plans are outpacing retail and business projects at the moment.

Nationally, new home and apartment construction surged last month to the highest point in two years. Every region in the country reported gains, according to the U.S. Commerce Department.

"It just shows there's activity out there, and people are planning for the end of the recession and an upsurge in home buying. These

Twenty-four apartments have been built in six brick buildings on Pleasant Street across from Rockingham Park racetrack.

Mr. Moldoff said these are the first apartments to be built in the last five years.

The apartments will be rented under the town's affordable housing program, but rents could be as high as \$700 for a two-bedroom unit.

There are four one-bedrooms and 20 two-bedrooms that have microwave ovens, washers, dryers, refrigerators and central stereo systems in each room.

Michael Carney, vice-chairman of the Housing Authority, said the apartments could be open by early April. The authority is still accepting applications for the project.

TAYLOR PROJECT: Twenty-one single-family homes are planned

Developers do foresee the economy picking up a little bit. 5

Glen Gidley Planning Board chairman

people want to be ready," Mr. Moldoff said.

Planning Board Chairman Glen Gidley said retail plans seemed steady before, whereas housing plans dropped off. Now, home building is picking up again.

"Developers do foresee the economy picking up a little bit," Mr. Gidley said.

Here are some housing projects in the works:

POLICY BROOK ESTATES:

off Fraser Drive behind Barron Elementary School. The three-and-four-bedroom homes in the wooded area are the first to come under a town ordinance to preserve trees and open fields.

On this site, 12 acres around the 24-acre site will remain trees and an open field overlooking Wheeler Avenue.

OLD SILVER FARM: A 73-lot development has been approved for 72-76 Salem St.

The developers are considering expanding the project to 127 lots under the town's affordable housing program, which permits builders to increase the density of their projects.

"That goes to show you that there's some confidence out there," Mr. Gidley said.

The Salem Street development

Please see HOMES, Next page

Homes coming back

Homes From page 9

will receive the about 1,000
pounds and are covering about a
pound each.

SAVI MEADOW GLEN A 76
acres site is proposed for 38

at Ridge St. Under that proposal
the builders agreed to preserve 30
percent as conservation land along
the Spence River. The land will
be owned by the developer.

but an agreement with the owner
of the land has not yet been reached.

That's the reason the
the town still is working on the
agreement of the land. The
Municipal Board.

LAWRENCE ROAD

Housing action is being taken
12 homes from South Park. The
to an old development. The
homes were situated in a
land. Development and
State Electric Company. The
Mall at Rockingham. The
built nearby.

The housing authority is
sell the homes at present. The
\$20,000 more the cost. The
the housing project.

and they need to be
the plan to the Planning Board
last May. Once approved, it
some work needs to be done
they can open it to the public.

ZION HILL ROAD

its plan on Zion Hill Road. The
subdivision has been approved by the
Northwestern School. The plan
single family homes. The plan
to 11 bedrooms. The plan
approved by the board.

SYLVEN DRIVE PROJECT

11 lot subdivision is proposed for
Sylvan Drive off Route 111.

GORDON HILL ESTATES The
subdivision on an 11 lot subdivision
at the end of Avenue 100. The
plan is to build 11 homes.

Salem Depot, Route 28

By Diana Brown
Eagle-Tribune Writer

SALEM, N.H. — When Town Manager Barry Brenner looks into Salem's future, he sees more business growth, rebounding property values and improved roads and sewers.

In this town of 28,000 people, rapid-fire development along Route 28 and surrounding areas has kept pace with residential growth. Housing plans continue to move forward despite the recession.

The community is diversifying, drawing many Massachusetts residents across the border and people from many ethnic backgrounds.

The Field of Dreams park and playground project seeks to boost Salem's recreational and cultural opportunities for all ages.

An amphitheater and town green will accommodate community productions. Nature trails are



Barry Brenner
...six predictions

being built for hikers, skiers, bird watchers and runners. And the playground will keep children entertained. Looking 10 years into the future, Mr. Brenner made six predictions for Salem:

SALEM DEPOT WILL BE REVITALIZED. Roads, architecture and landscaping at the congested Main Street and Broadway (Route 28) intersection will be improved, he said. "Ideally, I'd like to see it as a village center," he said, "with more of a New England and colonial feel to it."

SEWER SYSTEM WILL BE EXPANDED. Mr. Brenner said the system would begin to serve the majority of the community. The expansion would start from the center of town and work its way out, phased in over several years.

A CENTER MEDIAN WILL DIVIDE ROUTE 28. To improve traffic safety and flow, Mr. Brenner said a median strip would help while development continues along Salem's main artery.

MORE OPEN SPACE WILL BE PRESERVED. "That will be a priority issue," Mr. Brenner said. The Conservation Commission, Planning Board and other groups will be looking into increasing land preservation and protection.

ROAD CONDITIONS WILL BE A MAJOR CONCERN. As development continues, Salem's roads

continue to need repairs. The long-range road plan has been short-changed during the recession, and Mr. Brenner said "that effort is going to need to be intensified."

PROPERTY VALUES WILL INCREASE SIGNIFICANTLY. "Basically, we're looking at returning to times that we previously experienced in southern New Hampshire," Mr. Brenner said.

The region's desirability will surge again because of the quality of life, tax structure, work ethic, environmental values and attractive seasonal opportunities, he said.

Sounds of spring echo on Earth Day

By Diana Brown
Eagle-Tribune Writer

THURSDAY, APRIL 23, 1992 **

SALEM, N.H. — For a moment, they could hear the sound of spring. Along Hitty Brook, shrouded by trees and leaves, peeping frogs chirped their seduction songs.

"It's dating season," said Ken Campbell, a Salem Conservation Commission member and wildlife enthusiast, who led a group of Haigh School sixth-graders yesterday on a tour of the town forest to celebrate Earth Day.

He told the students that peeping frogs are one of the many inhabitants of the forest, including beavers, birds, otters, ducks, coyotes, possums, muskrats, mice, raccoons and squirrels.

And bugs. "Why are there so many bugs? Why did God make so many bugs?" Jen Cody complained to her friends as they made their way along the trails.

"Where are the snakes?" whispered some other girls. They did not see any snakes, but they did find slithering red salamanders.

Mr. Campbell pointed to the blooming pussy willow, sweet ferns and white pines along the trails that were cleared by his Boy Scout troop. Markers now dot the winding paths. Guide maps, made by an Eagle Scout in the group, highlight trees and ponds along the route.

"New Hampshire is one of the few places in the world where forests are on the increase," Mr. Campbell said. About 89 percent of the state is forest — second only to Maine for the most trees, he said.

In a wetlands area, Mr. Campbell showed the students some sphagnum moss that he said was used by Indians for bandages and diapers.

"Wetlands perform valuable functions," Mark West, a wetlands scientist, told the students later. They provide flood control and wildlife habitats. He said his job is to protect the swampy areas from housing developments and pollution.

"The real lesson of Earth Day," Mr. Campbell said, "is the chestnut tree." He said the tree was brought over in the 1900s, but they are now dying out.

"This will probably be the only chestnut you'll ever see in your life," Mr. Campbell said, pointing to a tree struck by chestnut blight disease which he blamed on humans.

"If you remember one thing from Earth Day, it is that nature will survive on its own if we don't fool around with it too much," he said.



Tour guide: Conservation Commission member Ken Campbell points out blooming pussy willow.



Observing nature: Haigh School sixth-grader Dav McGibbon, 13, son of George and Gayle McGibbon, examines a mushroom in the town forest.

Tree plantings, assemblies spice day

SALEM, N.H. — Salem residents also celebrated Earth Day with tree planting ceremonies and school assemblies.

Among the events: **SALEM JR. WOMEN'S CLUB** members planted a flowering tea crab tree at Michelle

Memorial Park on Lawrence Road. The tree was planted in memory of Phil McGan, a past choir director from the nearby Mary Queen of Peace Church.

"This ended up to be a very appropriate spot for a tree for him," said his wife, Prill

McGan, a past president of the women's club.

BARRON SCHOOL students visited ecology center station around the school to learn about pollution's damaging effect recycling in landfills and took walk through the new natural trail behind the school.

Three students, Christin Bjork, Katie Hamilton and Kristen Leonard, have raised \$54 to buy trees to plant in the schoolyard. They also spearheaded a schoolwide recycling campaign.

Tomorrow, several students will pick up trash at Veterans Memorial Parkway and Rockingham Park Boulevard. Their clean-up was rescheduled due to rain yesterday.

SOULE SCHOOL students celebrated with an assembly Tuesday with songs, essays by children, and a rap song sung by Granite State Electric officials, who have teamed up with the school. They also received three trees which they planted during a ceremony.

FISK SCHOOL will have an assembly Friday with guest speaker Selectman Chairman George P. Jones III.



Eagle-Tribune photo by Marc McGeehan

Tree for choirmaster: Salem Junior Women's Club donated a tree to Michelle Memorial Park in memory of late choir director Phil McGan. Planting it are (from left) Mrs. Prill McGan, club president Gail Dacey, town Recreation Director Julie Kamal and Town Planner Ross Moldoff.

New Hampshire

Kathy Selesca, New Hampshire editor

PAGE

Inside

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Mobile home tenants face possible homelessness

Kathie Neff's
PEOPLE

le sneaked the
strawberry cone
cross the border

The grass is greener...
and so, apparently,
is the
strawberry ice cream.

Who
crossed
the bor-
der last
week to
sneak
over to



Must go: Mobile homes in Willow Park, Salem, N.H.

By Diana Brown
Eagle-Tribune Writer

SALEM, N.H. — Kay and Jeff Bird were following their American dream.

The British couple emigrated to Salem, N.H., eight years ago and bought an old trailer in the Salem Willows mobile home park off Route 28.

They landed good jobs and eventually purchased a newer mobile home with larger rooms, bigger windows and brightly colored wall panels.

That all changed, however, when eviction notices arrived last month.

Like 100 neighbors, the Birds face homelessness next year if they cannot move their mobile homes because the owner wants to turn the park into a more profitable mini-mall.

"There doesn't seem to be much of anywhere that we can put our trailer," said Mrs. Bird, 47, Arthur St. "If there are no available trailer sites, I don't know," she said.

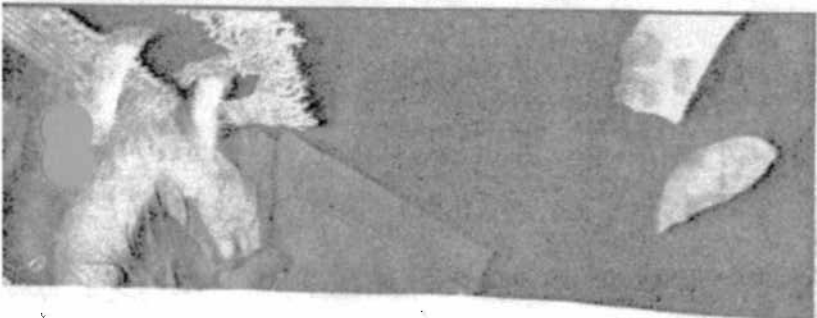
The search for a trailer park site and funding for the costly move has fallen to Lorraine Lindenberg, president of the Salem Willows homeowners' association.

"I have a lot of worried people. Right now, they don't know whether to give up or fight," said Ms. Lindenberg, 46, Arthur St.

"They're waiting for me to work miracles," she said. Tenants must be out by September 1983.

She said they hope to buy a 10-house subdivision behind the

Please see WILLOWS, next page



Eagle-Tribune photo by Diana Brown

Seeking home: Salem Willows homeowners association president Lorraine Lindenberg is hoping for a new home for her and her dogs after being evicted from the mobile home park.

Salem Willows residents face an uncertain future

Ms. Lindenberg apply for a matching community block grant to cover land costs. Tenants have raised \$600 from cake sales, raffles and car washes for the cause.

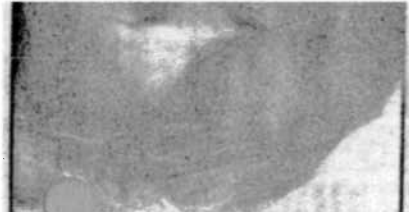
Park owner, Sam DeAngelo of Holly Associates in Methuen, said he is also trying to help. He said he relocated two tenants to other parks already and helped pay their moving expenses.

As a low income housing development, Salem Willows did not pay off. "Over time, the cost has been prohibitive. It just doesn't make it," he said. So, he sold the land to a developer who wants to build a 33,000-square-foot mini mall.

"We do feel a responsibility to these people.... We have a fairly decent relationship," Mr. DeAngelo said.

Some residents may have to give up their homes in the end. "Once you've owned a home, why would you want to rent? I don't know anyone who wants to kiss their home goodbye," Ms. Lindenberg said.

"A lot of these people will be in real bad trouble," she said. "Everybody in here is struggling, but these are our homes."



ate and expensive career and sports clothes, evening wear, accessories and shoes, according to Tony Kalinowski, mall general manager.

He said the store is done in oak wood with carpet and marble.

People who are unable to attend the preview reception may make donations to the community park and playground. Checks should be made payable to Field of Dreams Foundation, P.O. Box 2334, Salem, N.H. 03079.

Unions accepting concessions

DERRY, N.H. — Members of the public works and support staff unions have accepted certain measures that will save the town money.

The town and union members were set to announce details of the cost-saving plan at a 4 p.m. press conference this afternoon at Town Hall.

"They have been very cooperative, and we are very pleased with that," said Mayor May Cas-

The unions represent about 30 employees each.

Mrs. Casten, in an effort to keep good her campaign pledge to cut the budget by 5 percent, is working with the town's employees to reduce costs.

Mrs. Casten said today's announcement with the two unions will involve cost-sharing for health insurance.

Town Administrator David Crawford, without talking specifically about today's announcement, did say the town's savings will be significant.

Town officials have been negotiating with union officials since shortly after Mrs. Casten took office in March.

People From previous page

the name of the spokeswoman for the Massachusetts Society for the Prevention of Cruelty to Animals in Boston? She's MELISSA BAS-

WILLOWS From previous page

Granite State Baptist Church on Sand Hill Road in Salem. They need \$230,000 for the land plus \$100,000 to develop it.

For each homeowner, that amounts to \$4,200, including moving fees, a one-time \$1,500 cooperative fee and a portion of the land and construction costs.

"These people can't afford to go out — even if it was available — to move homes and set up lots," she said. That is why they want to set up a cooperative so the homeowners jointly pay for road repairs, taxes, legal fees and defaulted mortgages.

The park's 21 homeowners and families now pay mortgages averaging \$400-600 a month plus a \$195 monthly lot fee. Their monthly lot fee would increase to about \$200 a month under the cooperative.

Planning Director Ross Moldoff said they will need a variance to move the mobile homes behind the church. He and Ms. Lindenberg estimate that about 30 homes could fit onto quarter-acre lots there — subject to zoning board approval. Mr. Moldoff is helping

Never underestimate... A former Haverhill woman, LOIS CATANZANO, is the next Republican State Committee member from the Suffolk-Essex-Middlesex district.

New living in Boston... who is the

EX-Haverhill woman named to post

Salem park
benefit at
Ann Taylor

The women's store sells modern and expensive casual and sports clothes, evening wear, accessories and shoes, according to Tony Kallnowski, mall general manager.

He said the store is done in oak wood with carpet and marble.

People who are unable to attend the preview reception may donate to the community park foundation. Checks should be made payable to Field of Dreams Foundation, P. O. Box 2354, Salem, N.H. 03079.

WILLIAMS From previous

Church on Sand Hill Road in Salem. They need \$350,000 for the land plus \$100,000 to develop it.

For each homeowner, that amounts to \$4,500, including moving fees, a one-time \$1,500 cooperative fee and a portion of the land and construction costs.

Those people can't afford to go out—even if it was available—a real estate agent says.

That is why they want to set up a cooperative so the homeowner is jointly pay for road repairs, taxes, legal fees and defaulted mortgages.

The next 21 homeowners and

these people... We have a duty

Mr. Lindenberg apply for a matching community grant to cover land costs. Towns have raised \$500 from cake sales, raffles and car washes for the cause.

Part owner, Sam DeAngelo of Holly Associates in Methuen, said he is also trying to help. He said he relocated two tenants to other parks already and helped pay their moving expenses.

As a town income taxing development, Salem Woburn did not pay off. "Over time, the cost has been prohibitive. It just doesn't make it," he said. So, he sold the land to a developer who wants to build a 23,000-square-foot mall.

Seeking home: Salem Willows homeowners association president Lorraine Lindberg is hoping for a new home for her and her dogs after being evicted from the mobile home park.

subdivision have been approved, and the church has a building permit. The N. H. Wetland Board and the Army Corps of Engineers also reviewed the area for development, but nothing has been built yet.

Planning Director Ross Moldoff also anticipates problems if Salem Wetlands looks as it does now in a new location.

"From a planning point of view, it poses a problem because the public perception of Salem Wetlands is a real tough place, how to see replicated anywhere else in town. I expect we will have problems with abutters," Mr. Moldoff says.

the market. We wanted to let houses on Kimball Avenue in Madison back up to wetlands there which are designated as a floodplain by the Federal Emergency Management Association (FEMA). Neighbors worried their homes were threatened if wetlands were filled in that area.

Graville State Baptist Church mobile homes behind the church. Graville State Baptist Church could touch a raw nerve with neighbors in the area. Two years ago, a north-border was erupted between Methuen and Salem residents over plans to develop 10 homes behind the church. But Graville State's Pastor Jack Blackworth cautioned that no agreement has been reached with any potential buyer and he could not predict neighbors' reaction to future plans. "We just wouldn't know how the neighbors would feel," he said. "There's not anything that's been done," he said. Mr. Blackworth said it is "no secret that the land has been on the market."

go behind church

country
expected
If mobile homes

List from previous

The Hamill family
Richard
Gardner J., Gardner
Doris J., Gardner
Korean and Laurio
Joseph Thomas II
Joseph P. Balliro, Dr.
Joseph P. Balliro, Dr.
Balliro, Dennis H.
Habb, Lauren Habb
Lee and Ann St.
memory of Susan S.
Carol Sedgewick, Kyr
Andrew and Mary
Mrs. Judy, Michae
ete Michael I. T
Family.
Roger and Robert
Make
George and Paul
Froon children:
I, Geo and Pauline S
RN SDNA
Bake
Robert and DST N
George and Paul
Go and Pauline S
rains, Andrew, Linna
Lawton, Nancy Field,
I, in memory of I
Edge), Harold and
Go and Mildred Tayl
Ranata and Karen
Miss U. John Jackson
Norm-Biv.
Mary Lambert, L.
Mary Kay School,
9-62
Camil
Hemerson The
Family.
Charles
Matthew J. Massapho
Massapho
John and Ardis
John Mathews Family
Cathy and Andy H
and Andy Helle
Shas and Torres
Daniel M. Shea, The
illy
Mildred Carter, L.
Paul and Jo-An
Mary Lamante, E. Pas
Laplane, Laurie R.
and M. P. and M. Is
and S Maciejewski, I
Lante
Redford and Ca
ton, I, Middle-compu
Bentley Lord, I, Bet
Rarity,
Deb Swin, I, Deb
Boys.

tees on June 22.

6/10/92

Selectman Joe Gagnon targeted board chairman George Jones again last night. He continued his litany which he has used against every other chairman, saying that the chairman will not let him speak. He said Jones gavel him in the middle of speaking, which makes him lose his train of thought.

"You are not the general of all generals. You have not been appointed God," he said to Jones.

Jones responded by saying that he gavel Gagnon more often than other board members because he has found Gagnon to be more dis-

ruptive. Jones also said Gagnon had the right to appeal any ruling he made.

Gagnon said Jones was a failure as a chairman. He then moved to remove Jones as chairman and make James Lawlor chairman.

Lawlor declined the position.

Gagnon then moved to make David Tilton chairman.

Tilton said no.

Gagnon then tried to make Harold Berry chairman, but other board members indicated they would not support that motion.

"Mr. Jones was elected chairman and he is going to continue," said Tilton.

Gagnon then called Jones an absolutely big mouthed chairman who doesn't have much to say.

"You certainly have the vote of Mr. Tilton. I feel very sorry for Mr. Tilton for switching his vote to you," said Gagnon.

"I did not switch any vote," said Tilton. "I did not switch votes at all."

"You said you were going to vote for me as chairman," said Gagnon.

"I never said that to you. I did not switch votes. These are the things that get you in trouble with me," Tilton said.

Gagnon then called Jones a political hack.

Jones, to his credit, maintained his dignity and the meeting's decorum by not telling Gagnon exactly what he thought of him, as a lesser man might have done.

On Jun



SOUND OFF

Your calls
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nators are people of means **Story below**

eTribune®

A Pulitzer Prize Winning Newspaper

TUESDAY, JULY 7, 1992

28 PAGES

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Methuen visitor



Morning walk: A young male moose has been roaming the east end of Methuen for a few days in search of either food or a companion, police say. This morning, the moose was spotted wandering in and out of parking lots on Route 28 near the Salem, N.H., line before cutting through a back yard to the railroad tracks. The large but normally shy creatures occasionally make it into town but rarely cause any problems, Lt. Edward Guy said. "Just let them do what animals do. Just let him roam. Enjoy the sight."

Eagle-Tribune photo by Jim Patten

The cost of Gagnon's mouth

SUMMARY: People in Salem, N.H., have a right to know details of how the town settled a defamation suit against Selectman Joseph Gagnon. It is the only way voters can determine whether he is costing them too much money.

JOSEPH GAGNON has a big mouth. Now that is not necessarily a bad thing for the Salem, N.H., selectman to have. Nor is it necessarily bad for voters.

Political gadflies have their usefulness. They sometimes expose the hypocrisy and wastefulness of others. They sometimes keep their colleagues on their toes. They sometimes help save taxpayers money.

However, sometimes they are just obnoxious, loud-mouthed spoilers who do more harm than good.

People have a right to know into which category the gadfly fits.

The people of Salem have been denied that right.

Mr. Gagnon's caustic tongue and confrontational style of politics are not new phenomena. In fact, one could argue that they are what got him elected to office.

Recently, though, the targets of his attacks have started to fight back. And it may be costing taxpayers more than Mr. Gagnon is worth to them.

Former Selectman Douglas H. Micklon and his wife, Stephanie, a former state representative, sued Mr. Gagnon and the town of Salem in 1988, claiming Mr. Gagnon defamed Mr. Micklon and humiliated the couple by allegedly saying Mr. Micklon took a bribe.

The Micklons settled their suit out of court in March and the settlement became final two weeks ago. Salem selectmen, evidently believing it is not in anyone's best interest to know how the suit was resolved, voted to seal the records of a secret March 30 meeting at which they decided to settle out of court.

Selectmen have refused requests to open the records.

The Micklons said they agreed not to discuss the settlement. Mrs. Micklon, however, has said she and her husband are extremely happy with the outcome.

"We're smiling," Mrs. Micklon said, adding that the lawyer who represented her and her husband "will always be on our Christmas list, forever and a day."

Taxpayers are left to draw their own conclusions.

As of this writing the people of Salem have no way of knowing whether Mr. Gagnon's mouth cost them money.

And the issue is even more critical now that town engineer Edward Blaine, through a lawyer, has signaled his intent to bring a slander suit against Mr. Gagnon and the town for remarks Mr. Gagnon allegedly made in May about Mr. Blaine's honesty and competence.

A court will ultimately decide if Mr. Gagnon is at fault, that is, unless another settlement is reached. Either way, this latest challenge to Mr. Gagnon is going to cost the town money — for lawyers, if nothing else.

Too bad no one will tell taxpayers precisely how much is at stake. That way voters could decide whether they can afford Mr. Gagnon and his mouth.

Editorials

Residents lose out

Last week, Salem's self-proclaimed proponent of free speech cut off the public's right to speak during a public hearing, an act which we find unconscionable.

We are, of course, referring to Selectman Joseph Gagnon. A public hearing scheduled for last Wednesday, would have, at long last, afforded residents the opportunity to express their views on the construction of a water treatment plant to the town fathers.

Gagnon's political maneuvering denied them the opportunity. With three members present for the meeting, Selectmen James Lawlor and Harold Berry absent, chairman George Jones called the public hearing to order.

Gagnon then jumped up and told the chairman that he was leaving the board, and the board no longer had a quorum with which to hold the public hearing.

He said he would not return to the board until the public hearing was closed.

It did not matter to him in the least that residents had prepared materials to present during this hearing. It also did not upset him that local people had gone out of their way to go down to the board meeting to voice their views.

No, the only thing that appeared to matter to Gagnon as he smugly returned to his seat was that one immensely small moment when he was able to pull something over on the board.

It was at the expense of the residents.

They were denied the opportunity to speak.

It is Gagnon who shut them up.

Jones had no choice but to close the public hearing, at which point Gagnon returned to the board.

Coincidentally, Harold Berry appeared on the board a mere 10 minutes later.

If the situation were reversed, with Gagnon scheduled to make a presentation, and another member stepped off the board resulting in lack of a quorum, Gagnon would have voiced his opposition. He would have loudly proclaimed that the board was violating his First Amendment rights. He would have accused the board members of playing politics.

Somehow, when the shoe is on the other foot, he manages to justify his efforts to close off public discussion of the matter.

Once again, Gagnon has shown the voters of this town that he is all too willing to place his own personal political agenda above the best interest of the entire community.

That is unforgiveable.

9/29/92

Salem wants Route 28 spruced up

SOFTWARE PROFESSIONALS GROUP on Stiles Road, Planings Manor Parkway. Overall landscaping was added around the building.

Butterflies are free in garden

unpromising landscape around her company's drab, two-story brick building into a botanical paradise that attracts butterflies, birds, rabbits and foxes. "I tried to make the building not look like a war zone," said Mrs. Harrison. The Salem Garden Club recognized her efforts when it awarded General Systems, a computer software company on Manor Parkway, a 1992 Commercial Landscaping Award. Mrs. Harrison planted a butterfly garden — so-called because many of the plants attract butterflies. She has transformed this dirt and grass.

Garden From Page 11

VICTORIAN PARK, a miniature golf course on Route 28, which kept many trees, added waterfalls and put up Victorian lamps. **FIELD OF DREAMS** park and playground on Ceremony Drive. A first-class playground and bandstand are surrounded by pine trees. A volleyball sand court was put between the trees. **WEATHERMAN RESTAURANT** on Route 28, Shrubs, grass and flowers were added. **HADCO** on Manor Parkway. Shrubs, flowers and general landscaping.

Butterflies From Page 11

a dying upper class, Mrs. Harrison is a businesswoman for the '90s who refused to leave her green thumb and aesthetic sense at home when she entered the workplace. Several days a week after she completes her duties as director of administration at General Systems Group, she does gardening clothes and lends what once was dirt and grass. She has transformed this

Along Route 28 the buzzword is 'landscaping'

• Salem is encouraging Route 28 stores and businesses elsewhere to spruce up.

By Bill Murphy
Eagle-Tribune Writer

SALEM, N.H. — Along Route 28, where concrete is king and strip malls stretch interminably, greenness is being rewarded.

The town is trying to encourage Route 28 stores and businesses to break up strip mall parking lots with islands of grass, small trees, shrubbery and flowers.

Elsewhere in town, new developments in industrial parks do not even gain town approval until acceptable landscaping plans are presented.

Planning Director Ross Moldoff admits a trip down Route 28 will never be mistaken for a drive through the country.

But it used to be worse. Eight years ago, when Mr. Moldoff became director, many strip mall parking lots were classic seas of concrete with nothing to break up the monotony of cars and radiating heat waves.

In 1986, Mr. Moldoff and the Salem Garden Club began working with commercial land owners to encourage them to inject a little green into the commercialized strip.

The club's annual commercial landscaping awards recognize companies that have tried to beautify their sights.

Many people may not even notice the islands of grass and small trees in the K-Mart strip mall. But, Mr. Moldoff said, these small touches make the area seem less barren and more habitable.

As the trees grow, Route 28 will only look better.

"There are a lot of merchants who don't go to the trouble of planting flowers," Mr. Moldoff said. "They think why should they? They don't make any money off of them. But the flowers look better."

Among the businesses receiving



For butterflies: Margo B. Harrison stands in the award-winning garden she designed.
Eagle-Tribune photo by Marc Helwig

Woman transforms workplace

SALEM, N.H. — As she describes bawdy home trees, mock ingbirds and September chrysanthemums, Margo B. Harrison sounds like a tour guide at the Arnold Arboretum in Boston. But far from being a member, she is the Vanessa Redgrave character who strolls the grounds of her garden and home, "Howard's End."

But far from being a member, she is the Vanessa Redgrave character who strolls the grounds of her garden and home, "Howard's End."

Or like the Vanessa Redgrave character who strolls the grounds of her garden and home, "Howard's End."

Inside: Rockingham County asks for more i

Christmas Tree lighting set

SALEM — Field of Dreams Executive Director Debra Swift says the town park will have a Christmas Tree this year.

A special lighting ceremony will be held on December 6, beginning at 3:30 p.m.

The celebration will begin with a Christmas concert. First on the agenda is the Barron School children's chorus, under the direction of Amy Moldoff. They will be followed by the Salem Senior Singers in concert.

The tree lighting is scheduled to take place at approximately 4:45 p.m.

Hot chocolate and cookies will be served by members of the Big Brother/Big Sister Association.

Swift said she called the North Pole and spoke to Santa Claus' secretary, Merry Elf. Merry was going to try to arrange Santa's schedule to include a visit to the Field of Dreams seasonal celebration.

Shades of Bush

Planning Director Ross Moldoff has got to be the most optimistic person in Salem. I can't remember

ever reading when Moldoff wasn't predicting better things ahead. He's been wrong before. I see shades of George Bush in Moldoff's statements.

READER EXCHANGE

Questions from our readers.

Managing Public Assets

From **Pete Rutledge**, Land Management Officer, Matanuska-Susitna Borough, Alaska

The borough is a municipal corporation that owns 350,000 acres of real estate. My office manages the land to generate revenue through land sales and to provide a variety of public services, including schools and parks. I'd like to know how others who manage public assets have managed to minimize political interference with the business decisions they have to make in "the greater public interest." How do you deal with advisory commissions that are really special-interest advocacy groups? How do you identify and defend prudent business decisions against the reality of political and special interests?

Retaining Agriculture with Development

From **Marcia Starkey** and **Barbara Hopson**, Massachusetts Department of Food and Agriculture, Bureau of Land Use

We are looking for examples of projects that combine commercial/ industrial development with production agriculture.

Answers, comments, and ideas.

Fair-Share Housing Allocations

From **David Kinsey**, of Kinsey & Hand, Princeton, NJ

New Jersey has accumulated a wealth of experience in fair-share affordable housing allocations since our Fair Housing Act was passed in 1985. We currently base allocations on population and household estimates, number of jobs, per capita income, and areas designated for growth by the state plan. But the state now allows municipalities to transfer and "sell" up to half of their fair-share allocations, to make the process more palatable.

Affordable Housing Ordinances

From **Anthony Mercantante**, planning director of Middletown, NJ

Middletown has an innovative ordinance that creates a mixed-use development zone for high-density (18 units per acre) senior citizen housing. At least 25 percent of the units in allowed projects must be set aside for low- and moderate-income households. Although this is 5 percent more than the state requires—and than is generally considered economically viable—the ordinance allows a limited amount of nonresidential development in these projects. Residents can therefore obtain some services without driving, and the project as a whole is economically more viable. The township is now considering a similar approach for non-senior housing.

From **Ross Moldoff**, planning director of Salem, NH

We have had mixed results with the three projects approved under our 1989 ordinance. In our experience, developers focus almost entirely on the density bonus we allow and try to qualify as affordable simply by lowering prices. Also, we have yet to develop a good way of ensuring long-term affordability, and we have seen substantial opposition from neighbors to the density bonuses.

Identifying Retail Potential in Neighborhoods

From **Melvin Levine** of Melvin F. Levine & Associates, Brighton, Massachusetts

The Boston Redevelopment Authority has a new report that identifies opportunities for retail stores in Boston neighborhoods where, since 1950, the populations and purchasing power have changed, and retail space has shrunk drastically. The report highlights neighborhoods where potential sales exceed existing sales, and it identifies the number and kinds of stores that could be supported if the city initiates programs to improve safety, create jobs, and increase incomes.

Send your questions, answers, or ideas to **Land Lines Reader Exchange**, Lincoln Institute of Land Policy, 113 Brattle Street, Cambridge, MA 02138-3400. Or fax them to 617/661-7235. Include your name, address, and daytime phone number (for verification). Letters will be selected and edited for space and clarity. We forward to inquirers all replies to their questions, and publish some responses in subsequent issues.

How area lawmakers voted in May on moving term limits from the top to the bottom of the agenda of the constitutional convention:

Sen. Robert C. Buell, R-Bedford, NO
Sen. James P. Jajuga, D-Methuen, NO
Sen. Patricia McGovern, D-Lawrence, YES
Rep. Kevin Blanchette, D-Lawrence, YES
Rep. Brian Demosav, D-Haverhill, YES
Rep. Forrester A. Clark, R-Hamilton, NO
Rep. Gary M. Coon, R-Andover, NO
Rep. Barbara A. Hildt, D-Amesbury, NO
Rep. Robert C. Krekerian, R-Reading, NO
Rep. Thomas Palumbo, R-Newbury, NO

Robotics firm eyeing Salem site

12/8/92

• A company wants to move its Massachusetts manufacturing plant and Pennsylvania corporate headquarters into a new plant in Salem.

By Sally Gilman
Eagle-Tribune Writer

SALEM, N.H. — A company that makes equipment for robotics industry has picked Salem for its new plant and corporate headquarters.

Although it is a small operation, the new plant is significant because it is Salem's first new industrial building in three years, according to Planning Director Ross Moldoff.

"It is big, positive news for the town," said Mr. Moldoff. "It means tax revenue and jobs and everything we want to see happening. Most communities are actively trying to recruit companies. I think we are very lucky to get them up here."

The company is TDI—Mectrol, the only manufacturer of speed reduction belts for the robotics industry in North America, according to Bret Morrison, company president.

Robotics is the science of the design and use of robots, automated devices that perform functions ordinarily ascribed to human

◆ PLANT DETAILS

Size: Between 23,000 and 25,000 square feet

Land: Eight acres

Location: Industrial park off Pelham Road with access to Exit 2 off Interstate 93.

Employees: There are about 20 at the Woburn, Mass., plant and four at corporate headquarters in Lancaster, Pa.

Cost to build: Manufacturing buildings are running about \$30 per square foot, according to Kent Locke, a representative of the industrial park owner.

beings. Robots operate with what appears to be almost human intelligence.

Mr. Morrison said he will merge his Woburn manufacturing plant and his Lancaster, Pa., corporate headquarters in a new, one-story

Please see PLANT, Page 2

1992 reflections, 1993 predictions

12/20/92 Salem Observer

by Monique Duhamel

SALEM — Planning Director Ross Moldoff says the projects approved by the Planning Board in 1992 will bode well for the town's economy in 1993.

In late summer and early fall, work began on five subdivisions in Salem — on Gordon Avenue, off Fraser Drive, on Bridge Street, off Zion Hill Road and on Corinthian Drive. These projects add up to 130 new single family homes in Salem.

In 1992, permits were issued for 61 single family homes, up from the 42 permits issued in 1991, says Moldoff, who attributes that increase to the above-mentioned subdivisions.

The residential sector was not the only area which was significant activity in 1992. Commercial construction was also a big part of the planning board's agenda in 1992. Although building permits issued for commercial buildings remained at 10, the same figure as in 1991, commercial alterations increased from 87 permits in 1991 to 114 permits in 1992.

Moldoff said some of the most significant commercial projects approved by the planning board in 1992 include the 33,000 s.f. Circuit City building plan for South Broadway; the 18-hole golf course on Brady Avenue; and the additions to Market Basket and Demoulas.

There are 22 projects on a list of what Moldoff terms "major projects" approved by the planning board in 1992.

There were also 18 tenant fit-ups at the Mall, Rockingham Park, down significantly from the 96 in 1991.

The 1992 building permit figure of \$19,318,454 is down significantly from the 1991 figure of \$25,800,000, but Moldoff attributes the difference to the \$7.7 million in building permits issued in

relation to the mall in 1991. In 1992, only \$1.2 million of the total building can be attributed to the mall.

"The mall cushioned the impact of the recession for Salem significantly," said Moldoff.

He says that after 1993, there will be a very stable environment at the mall, in terms of new construction. The fourth anchor store, Jordan Marsh, will be completed, or close to completion by the end of 1993 and there will be a dimin-

ishing amount of new tenant fit-ups each year.

Construction activity was not limited to new homes and the commercial arena in 1992. There were also 262 residential alterations, down from the 1991 figure of nearly 300.

Overall, 1992 permit figures were slightly lower than 1991 permits issued, with 1043 in 1992 and 1160 in 1991. Moldoff pointed out

■ See REFLECT, Page 4

that the 1992 permit figure will probably be higher by the end of the year, with about 10 days left in 1992 at the time this newspaper sought the figures for publication.

Moldoff says 1992 also saw several positive accomplishments on the part of the planning board and conservation commission. The board updated its impact fee system; computerized the zoning map; adopted a Master Plan; and approved the first plans under the Open Space Preservation Ordinance. The commission obtained additional lands adjacent to the town forest; drafted a self-guided tour of the forest; created additional trails and mapped the town's inventory of conservation land.

1993 predictions

Moldoff predicts additional construction in 1993, with the approval of the New Hampshire Department of Employment Security's 5,302 s.f. office building on South Broadway, at the former location of the Turf Motel, the Jordan Marsh building, continued residential subdivision work, the 23,000 s.f. Pro Con Industrial building on Northwestern Boulevard and other projects which will appear before the planning board in 1993.

Moldoff says he has spoken to many people, particularly during the fall months, who discussed conceptual development plans with him. Thus far, however, those people have not brought back any concrete plans for review by the planning board.

Plans still in the discussion stage include some industrial building; on Northwestern Drive; a North Broadway retail development; the Salem Willows retail plan; a possible supermarket project; a potential wood burning plant on Lowell Road; and several small residential subdivisions.

Construction was not the only area in which Moldoff saw positive gains in 1992. He praised the economic development effort which began jointly between the town and the Greater Salem Chamber of Commerce. He said that in 1993, they hope to create a non-profit economic development corporation to seek and receive grants and loans from state and federal programs. These monies can then be passed on to existing Salem businesses to help them expand.

Moldoff also sees 1993 as the year in which the town really focuses on the Salem Depot traffic situation. "There will be a big push on how to solve the Depot problems," he said.

The Michelle Park wetlands mitigation project will also continue in 1993, as will the study for the Salem Willows relocation project.

Although the planning board's January agendas are small, Moldoff predicts the board will see plenty of activity in the coming year. This activity translates into new construction, construction jobs, retail jobs, industrial jobs, and an expanded tax base, all of which are good for Salem, he says.