



Salem Offshore Wind Terminal Development

City Council Committee of the Whole
September 6, 2023

CONTEXT

National Focus - The Biden Administration has established the goal of 30 GW of offshore wind power by 2030.

State Focus - The Healy-Driscoll Administration has established the goal of 10 GW of offshore wind power by 2035.

Local Focus – Through our Climate Action Plan, *Resilient Together*, the City of Salem has established a goal of regional clean energy supplying 100% of our municipal asset operations by 2030 and 100% of community-wide energy by 2040.

The Salem Wind Terminal Project

- Partners: City of Salem, Crowley, Massachusetts Clean Energy Commission (MassCEC)
- 2nd Wind Marshaling Port in Massachusetts
- Capable of serving offshore lease areas from Virginia to Maine
- Salem is ideally located for serving lease areas off Martha's Vineyard and in the Gulf of Maine

ROLES & RESPONSIBILITIES

Public Sector

- United States of America
 - Regulator and funding partner
- Commonwealth of Massachusetts / Massachusetts Clean Energy Center (MassCEC)
 - Regulator, funding partner, and property owner
- City of Salem
 - Regulator, financing partner, and property owner (near term)
- Salem Harbor Port Authority
 - Port operations oversight and property owner (long term)

Private Sector

- Crowley Wind Services LLC
 - Port developer and terminal operator
- Avangrid, Ørsted, Equinor, Copenhagen Infrastructure Partners, etc.
 - Potential port tenants and offshore wind developers

PROJECT GOALS

Key Goals Being Accomplished

- Support state and federal **clean energy production requirements** for well-being of planet
- Develop a **world class wind turbine marshalling port** capable of serving the East Coast
- **City/Salem Harbor Port Authority ownership of the berth and five acres** and future improvements thereon
 - Continued City access to wharf to maintain cruise operations (up to 6 large vessels/year)
 - New revenue stream to support Port capital, operating, and maintenance costs
- **Increase in local commercial tax base**
- **Addition of between 150 and 200 jobs** at the marshalling port, post project completion
 - Commitment to hire locally and from EJ populations, veterans, persons with disabilities, persons suffering homelessness or formerly incarcerated people
- **Economic diversification** in Salem and the region as supply chain businesses are engaged
- **Community Benefits Agreement** to address additional City goals

TAX INCREMENT FINANCING (TIF) AGREEMENT

A TIF allows for local taxing bodies to make a joint investment in the development or redevelopment of a parcel or area, with the intent that any short-term gains be reinvested and leveraged so that all parties will receive larger financial gains in the future.

TIFs are negotiated and approved locally. The State, through the Economic Assistance Coordinating Council (EACC), must also approve them.

TIFs go into effect the first day of July following project completion and determination of full assessed value. (Assessed value is as of January 1.)

TIF AGREEMENT

How It Works:

- Temporarily reduces taxes on the value of the improvement to the property resulting from the new investment (i.e., the increment).
- No loss of existing tax revenue – tax assessment of property continues based on the pre-investment property value (i.e., the base value). If the City increases the tax rates while the TIF is in place, the property owner is obligated to pay the increased rate on the base value.
- A TIF Agreement must be in place for at least 5 years and no more than 20.
- Tax relief can range from 5% to 100% on the increment throughout the term of the Agreement.
- City Council and State (EACC) must approve the Agreement.
- Next EACC meeting is September 21.

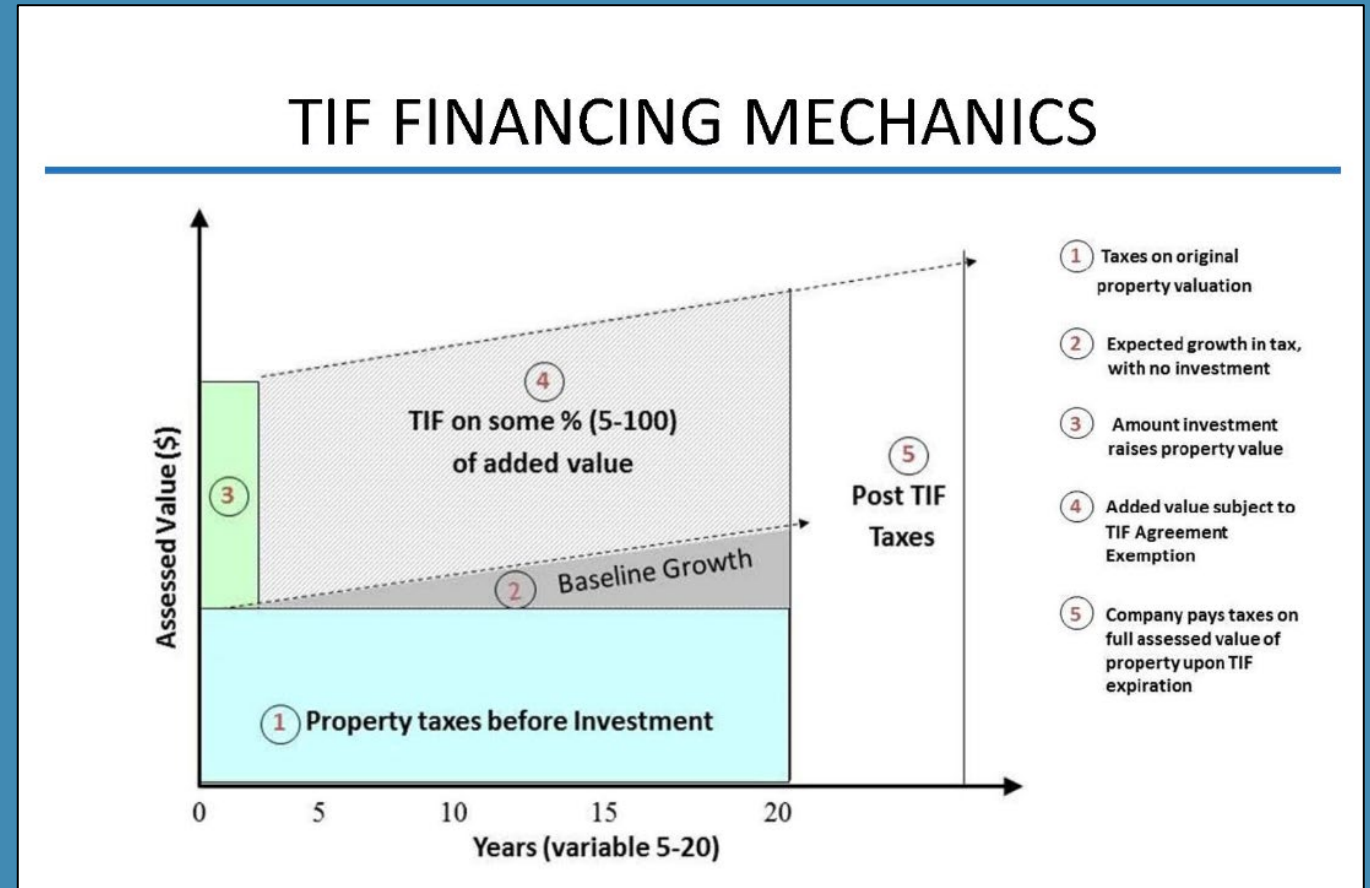


Image courtesy of the MA Office of Business Development

TIF AGREEMENT

Recent Changes to Base Value and Taxes

	Fiscal Year	Assessed Value*	Taxes*
	2022	\$3.6 M	\$95,068
	2023	\$9.35 M	\$236,206
	2024	\$25.0 M	\$631,250
Base Value for TIF	2025	\$30.0 M	\$757,700

*estimated for future years and using FY23 tax rate

TIF AGREEMENT

TIF Exemption Schedule

- 20-year term.
- Deescalating exemption schedule:

Years	Exemption
1-5	92.5%
6-10	65.0%
11-15	30.0%
16-20	5.0%

- Over term, approximately 58% of taxes paid (~\$73 million) and 42% exempted (~\$53 million).
- Formal check-ins in years 9 and 14 to evaluate project performance and discuss modifications to exemption schedule:
 - Future changes would need to be mutually agreeable.
 - Would need to be approved by future Mayor and City Council.

TIF AGREEMENT

City's Obligations

- To adhere to the agreed upon TIF Exemption Schedule.
- For the Mayor and/or his/her/their designee to meet with representatives of Crowley within the first quarter of years 9 and 14 of the Agreement to discuss the property and the project's performance.

Crowley's Obligations

- To invest \$250-\$290 million to redevelop the site to develop an offshore wind marshalling port consistent with submitted plans and agreements.
- To maintain infrastructure improvements to ensure continued operations for offshore wind.
- To create at least 8 direct full-time jobs upon project completion (i.e., 8 new Crowley employees). The port will support 150-200 jobs that will either come from Crowley, its tenants, and/or terminal operators.
- To target new hires from demographics that traditionally have difficulty finding employment, including veterans, persons with disabilities, members of environmental justice communities, persons suffering homelessness or formerly incarcerated people.
- For Crowley representatives to meet with the Mayor and/or his/her/their designee within the first quarter of years 9 and 14 of the Agreement to discuss the property and the project's performance.

TIF AGREEMENT

Next Steps

- September 14: City Council meeting to consider COTW recommendation.
- September 15: If approved, staff works to get required TIF information to State.
- September 21: EACC votes on Salem/Crowley TIF.

TIF AGREEMENT

Questions?

REAL ESTATE TRANSACTION

Memorandum of Understanding among City, Crowley, and MassCEC

- Executed by Mayor Driscoll (12/19/2022)
- Defines approach for real estate transactions (i.e., conveyances and leases)
- Establishes key terms (i.e., rent, length of lease term, permitted uses)

Clarification and Finalization of Lease Terms

- Negotiated by Administrations of Acting Mayor McCarthy and Mayor Pangallo

Shift from Salem Harbor Port Authority to City of Salem

Council Order

- Authorizes City to accept deed for the berth and 5 acres (from CEC)
- Declares the berth and 5 acres surplus for the purpose of leasing for OSW
- Authorizes Mayor to enter into a lease for the berth and 5 acres to CEC



Salem Harbor Station

Footprint Power Salem Harbor Operations

South Essex Sewerage District

Salem Harbor Master

Halftide Rock

Allen St

Fort Ave

Fort Ave



Salem Harbor Station

Footprint Power Salem Harbor Operations

South Essex Sewerage District

Fort Ave

Fort Ave

Allen St

Salem Harbor Master

Halftide Rock



Crowley owns
the 42-acre lot.

Salem Harbor Station

Allen St

Footprint Power Salem Harbor Operations

Ave

South Essex Sewerage District

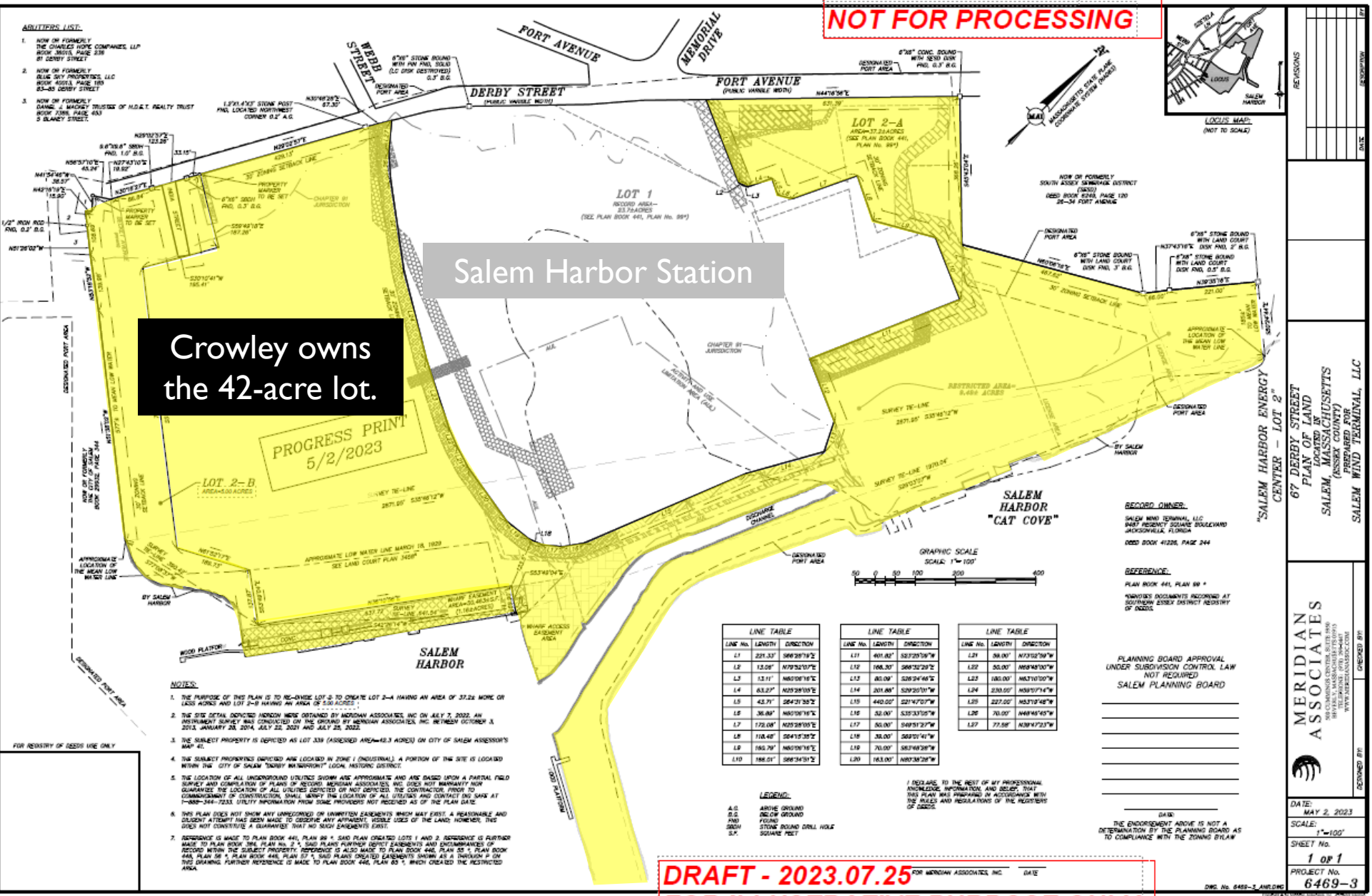
Fort Ave

Fort Ave

Salem Harbor Master

Half Tide Rock

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NOT FOR PROCESSING

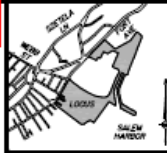


- ADJUTERS LIST:**
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 - NOW OR FORMERLY ILLUS CITY PROPERTIES, LLC NOW 4001A, PAGE 189 25-25 CONY STREET
 - NOW OR FORMERLY DANIEL J. MCKEY TRUSTEE OF M.S.L.T. REALTY TRUST NOW 3308, PAGE 453 3 BLANDY STREET

Crowley owns the 42-acre lot.

Salem Harbor Station

PROGRESS PRINT
5/2/2023



REVISIONS	DATE	DESCRIPTION

SALEM HARBOR ENERGY CENTER - LOT 2

67 DERBY STREET
PLAN OF LAND
MADE IN THE COUNTY OF
SALEM (ESSEX COUNTY)
PREPARED FOR
SALEM WIND TERMINAL, LLC

RECORD OWNER:
SALEM WIND TERMINAL, LLC
1807 RESIDENT SQUARE BOULEVARD
JACKSONVILLE, FLORIDA
DEED BOOK 41235, PAGE 244

REFERENCE:
PLAN BOOK 441, PLAN 98 *

*NUMBER OF DOCUMENTS RECORDED AT
SOUTHVIEW DISTRICT REGISTERY OF DEEDS

PLANNING BOARD APPROVAL
UNDER SUBDIVISION CONTROL LAW
(NOT REQUIRED)
SALEM PLANNING BOARD

DATE: MAY 2, 2023
SCALE: 1"=100'
SHEET No. 1 of 1
PROJECT No. 6469-3

LINE No.	LENGTH	DIRECTION	LINE No.	LENGTH	DIRECTION	LINE No.	LENGTH	DIRECTION
L1	231.33'	S89°28'19"E	L17	401.62'	S27°25'08"W	L21	56.00'	N72°02'59"W
L2	13.08'	N79°52'07"E	L18	186.30'	S69°32'29"E	L22	50.00'	N69°49'00"W
L3	13.11'	N40°08'16"E	L19	80.00'	S28°24'48"E	L23	180.00'	N63°10'00"W
L4	63.27'	N29°28'00"E	L20	201.88'	S29°20'00"W	L24	230.00'	N69°07'14"W
L5	43.71'	S64°31'35"E	L25	440.00'	S27°47'07"W	L25	227.00'	N63°10'48"W
L6	36.86'	N40°08'16"E	L26	52.00'	S33°33'05"W	L26	70.00'	N49°49'45"W
L7	172.08'	N29°28'00"E	L27	50.00'	S49°51'27"W	L27	77.58'	N38°47'23"W
L8	118.48'	S64°31'35"E	L28	34.00'	S69°01'41"W			
L9	165.79'	N40°08'16"E	L29	70.00'	S63°48'38"W			
L10	188.01'	S69°34'31"E	L30	163.00'	N67°36'28"W			

LEGEND:

- A.G. ABOVE GROUND
- B.G. BELOW GROUND
- P.M. FOUND
- S.M. STORM SEWER DRAIN HOLE
- S.Y. SQUARE FOOT

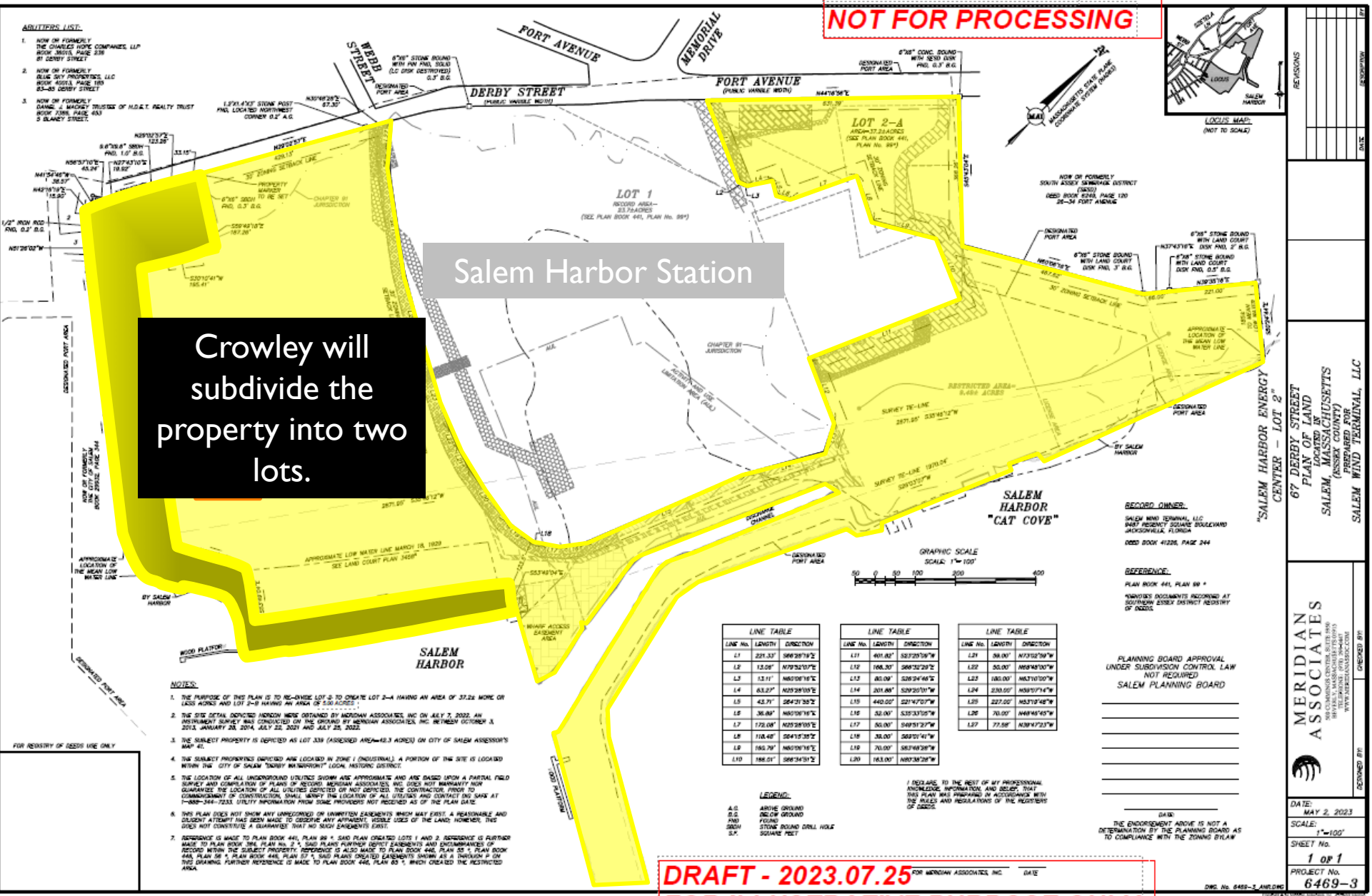
I BEGARE, TO THE BEST OF MY PROFESSIONAL KNOWLEDGE, INFORMATION, AND BELIEF, THAT THIS PLAN WAS PREPARED IN ACCORDANCE WITH THE RULES AND REGULATIONS OF THE REGISTERY OF DEEDS.

DATE: THE ENDORSEMENT ABOVE IS NOT A DETERMINATION BY THE PLANNING BOARD AS TO COMPLIANCE WITH THE ZONING BYLAW

DRAFT - 2023.07.25 FOR ILLUSTRATIVE PURPOSE ONLY

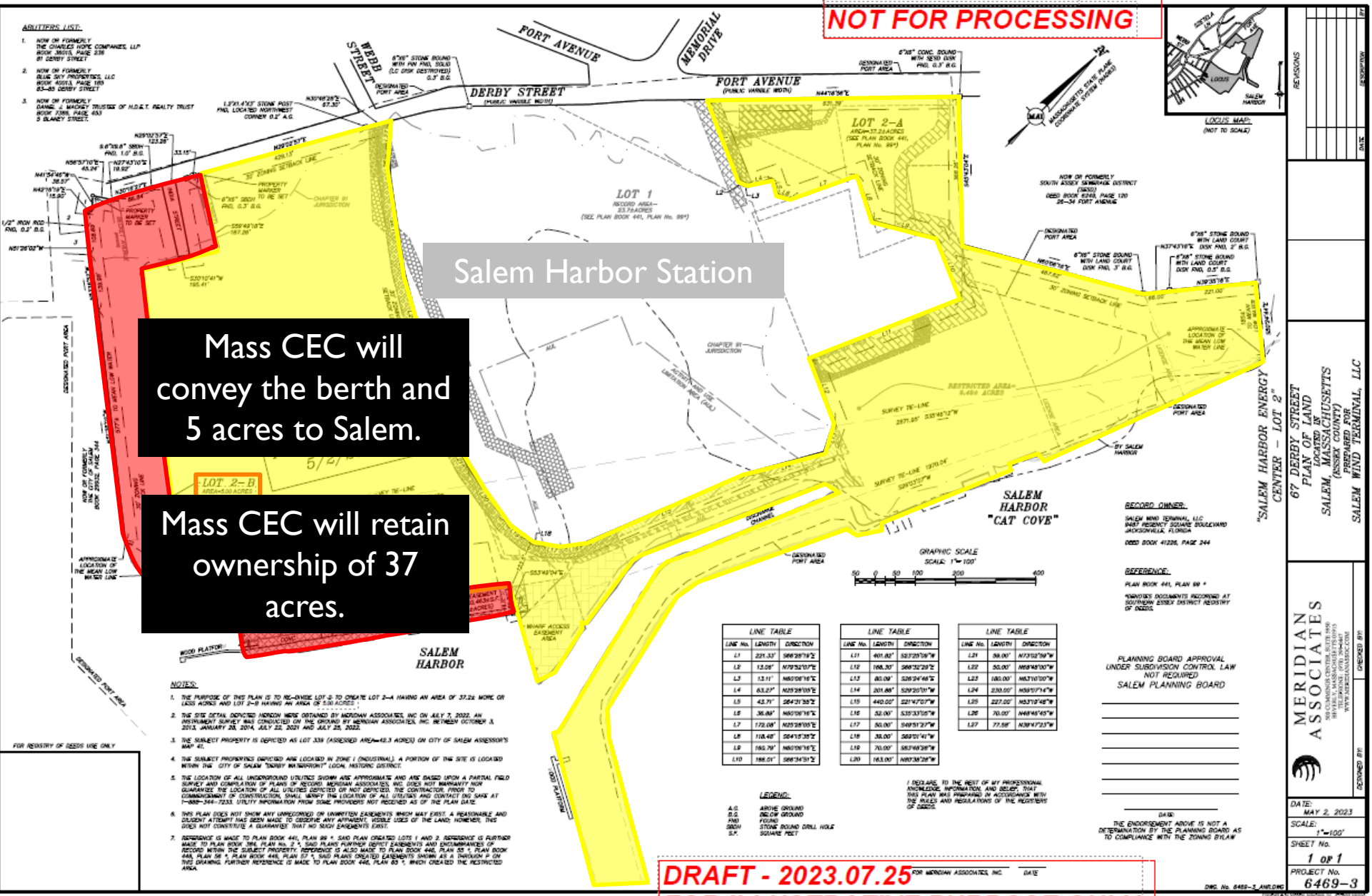
DRAFT - 2023.07.25

NOT FOR PROCESSING



DRAFT - 2023.07.25 FOR ILLUSTRATIVE PURPOSE ONLY

DRAFT - 2023.07.25
NOT FOR PROCESSING



Mass CEC will convey the berth and 5 acres to Salem.

Mass CEC will retain ownership of 37 acres.

- ADJUTERS LIST.**
- NOW OR FORMERLY THE CHANCELLER WORK COMPANY, LLP NOW 3801A, PAGE 238 AT CORNER STREET
 - NOW OR FORMERLY ILLUS SKY PROPERTIES, LLC NOW 4001A, PAGE 109 25-25 CORNER STREET
 - NOW OR FORMERLY DANIEL A. MCKEY TRUSTEE OF M.S.T. REALTY TRUST NOW 3308, PAGE 453 3 BLANDY STREET.

- NOTES.**
- THE PURPOSE OF THIS PLAN IS TO RE-DIVIDE LOT 2 TO CREATE LOT 2-A HAVING AN AREA OF 37.24 ACRES OR LESS AND LOT 2-B HAVING AN AREA OF 5.00 ACRES.
 - THIS SITE DETAIL DEPICTED HEREON WERE OBTAINED BY MERIDIAN ASSOCIATES, INC. ON JULY 7, 2022. AN INSTRUMENT SURVEY WAS CONDUCTED ON THE GROUND BY MERIDIAN ASSOCIATES, INC. BETWEEN OCTOBER 3, 2013, JANUARY 28, 2014, JULY 22, 2021 AND JULY 25, 2022.
 - THE SUBJECT PROPERTY IS DEPICTED AS LOT 338 (ASSIGNED AREA=45.3 ACRES) ON CITY OF SALEM ASSESSOR'S MAP #1.
 - THE SURVEY PROVISIONS EMPLOYED ARE LOCATED IN ZONE 1 (INDUSTRIAL) A PORTION OF THE SITE IS LOCATED WITHIN THE CITY OF SALEM TOWNSHIPS OF LOCAL HISTORIC DISTRICT.
 - THE LOCATION OF ALL UNDERGROUND UTILITIES SHOWN ARE APPROXIMATE AND ARE BASED UPON A PARTIAL FIELD SURVEY AND COMPARISON OF PLANS OF RECORD. MERIDIAN ASSOCIATES, INC. DOES NOT WARRANT NOR GUARANTEE THE LOCATION OF ALL UTILITIES DEPICTED OR NOT DEPICTED. THE CONTRACTOR PRIOR TO COMMENCEMENT OF CONSTRUCTION SHALL VERIFY THE LOCATION OF ALL UTILITIES AND CONTACT THE SALES AT 1-800-344-7222. UTILITY INFORMATION FROM SOME PROVIDERS NOT PROVIDED AS OF THE PLAN DATE.
 - THIS PLAN DOES NOT SHOW ANY UNRECORDED OR UNWRITTEN EASEMENTS WHICH MAY EXIST. A REASONABLE AND DILIGENT ATTEMPT HAS BEEN MADE TO DISCOVER ANY APPARENT, VISIBLE USES OF THE LAND. HOWEVER, THIS DOES NOT CONSTITUTE A GUARANTEE THAT NO SUCH EASEMENTS EXIST.
 - REFERENCE IS MADE TO PLAN BOOK 441, PLAN 88 & SAID PLAN CREATED LOTS 1 AND 2. EVIDENCE IS FURTHER MADE TO PLAN BOOK 394, PLAN 10, SAID PLAN FURTHER DEPICT EASEMENTS AND ENCUMBRANCES OF RECORD WITHIN THE SUBJECT PROPERTY. REFERENCE IS ALSO MADE TO PLAN BOOK 446, PLAN 20 & PLAN BOOK 448, PLAN 22 & PLAN BOOK 448, PLAN 22 & SAID PLANS DEPICTED EASEMENTS SHOWN AS A DIVISION # ON THIS DRAWING. FURTHER REFERENCE IS MADE TO PLAN BOOK 446, PLAN 85, WHICH CREATED THE RESTRICTED AREA.

LINE No.	LENGTH	DIRECTION	LINE No.	LENGTH	DIRECTION	LINE No.	LENGTH	DIRECTION
L1	221.37	S89°28'19"E	L17	401.62	S27°25'08"W	L21	50.00	N72°02'59"W
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L10	188.01	S89°28'19"E	L30	183.00	N67°38'28"W			

LEGEND.
 A.G. ABOVE GROUND
 B.G. BELOW GROUND
 P.M. FOUND
 S.M. STONE MARK
 S.V. SQUARE POINT

I BEGARE, TO THE BEST OF MY PROFESSIONAL KNOWLEDGE, INFORMATION, AND BELIEF, THAT THIS PLAN WAS PREPARED IN ACCORDANCE WITH THE RULES AND REGULATIONS OF THE REGISTERED PROFESSIONAL ENGINEER.

RECORD OWNER.
 SALEM WIND TERMINAL, LLC
 1847 RESIDENT SQUARE BOULEVARD
 JACKSONVILLE, FLORIDA
 DEED BOOK 41236, PAGE 244

REFERENCE.
 PLAN BOOK 441, PLAN 88 *
 1507185 DOCUMENTS ACCORDANT AT
 SOUTHWEST ESSEX DISTRICT REGISTERY
 OF DEEDS.

PLANNING BOARD APPROVAL
 UNDER SUBDIVISION CONTROL LAW
 (NOT REQUIRED)
 SALEM PLANNING BOARD

DATE: MAY 2, 2023
 SCALE: 1"=100'
 SHEET No. 1 of 1
 PROJECT No. 6469-3

DRAFT - 2023.07.25 FOR MERIDIAN ASSOCIATES, INC. DATE: _____
FOR ILLUSTRATIVE PURPOSE ONLY

REVISIONS

NO.	DATE	DESCRIPTION

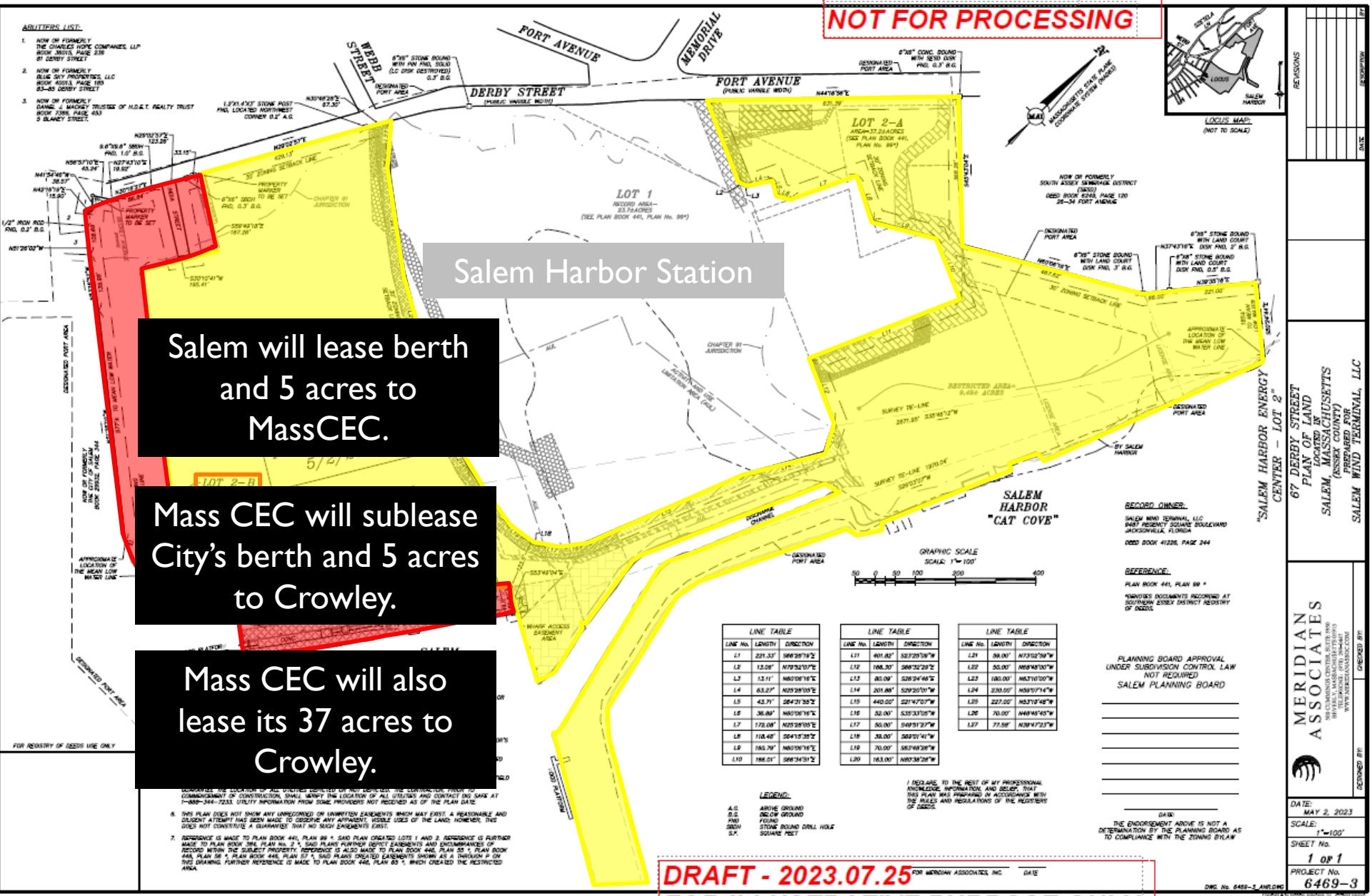
SALEM HARBOR ENERGY CENTER - LOT 2
 67 DERBY STREET
 PLAN OF LAND
 LOCATED IN THE
 SALEM WIND TERMINAL
 SALEM (ESSEX COUNTY)
 PREPARED FOR
 SALEM WIND TERMINAL, LLC

CREATED BY: _____
 CHECKED BY: _____

MERIDIAN ASSOCIATES
 100 WASHINGTON STREET
 SALEM, MASSACHUSETTS 01970
 WWW.MERIDIANASSOCIATES.COM

DATE: MAY 2, 2023
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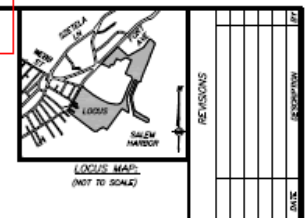


Salem will lease berth and 5 acres to MassCEC.

Mass CEC will sublease City's berth and 5 acres to Crowley.

Mass CEC will also lease its 37 acres to Crowley.

- ADJUSTERS LIST:**
1. NOW OR FORMERLY THE CHANCELLER WORK COMPANY, LLP
NOW 3801A, PAGE 238
81 CROFT STREET
 2. NOW OR FORMERLY ALLIANCE SKY PROPERTIES, LLC
NOW 4001A, PAGE 189
25-25 CROFT STREET
 3. NOW OR FORMERLY DANIEL J. MURPHY TRUSTEE OF H.M.L.T. REALTY TRUST
NOW 2001A, PAGE 453
5 BLANDY STREET



NO.	REVISIONS	DATE

RECORD OWNER:
 SALEM WIND TERMINAL, LLC
 1801 RESIDENT SQUARE BOULEVARD
 JACKSONVILLE, FLORIDA
 DEED BOOK 41235, PAGE 244

PREPARED FOR:
 SALEM WIND TERMINAL, LLC

SALEM HARBOR ENERGY CENTER - LOT 2
 67 DERBY STREET
 PLAN OF LAND
 TOWN OF SALEM, MASSACHUSETTS
 SALEM (SUSSEX COUNTY)

PREPARED BY:
 MERIDIAN ASSOCIATES
 100 WASHINGTON STREET
 SALEM, MASSACHUSETTS 01970
 WWW.MERIDIANASSOCIATES.COM

DATE: MAY 2, 2023
 SCALE: 1"=100'
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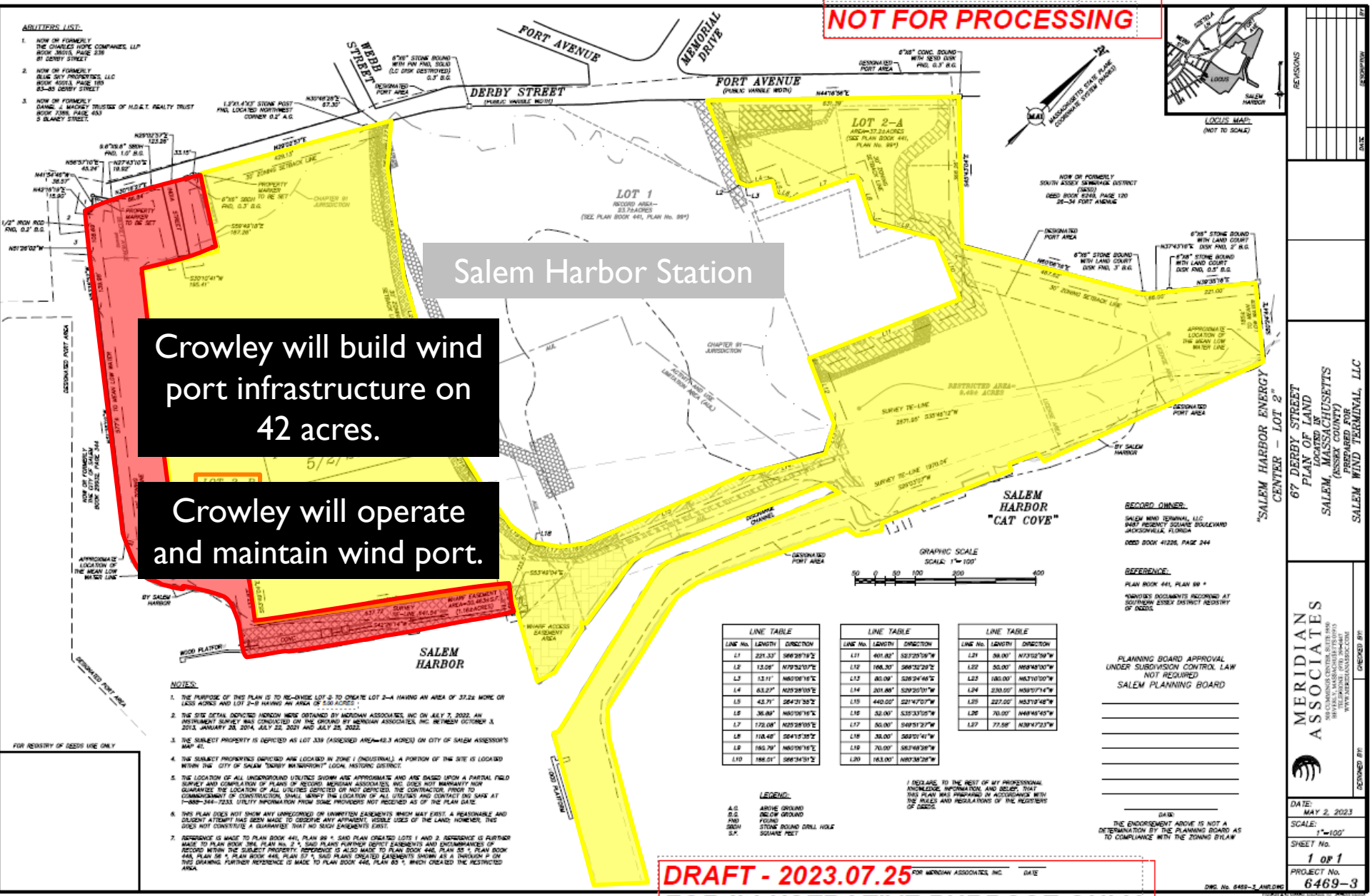
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LEGEND:
 A.G. ABOVE GROUND
 B.G. BELOW GROUND
 P.M. FOUND
 S.B.M. STONE BOUND DRILL HOLE
 S.V. SQUARE FOOT

PLANNING BOARD APPROVAL UNDER SUBDIVISION CONTROL LAW NOT REQUIRED
 SALEM PLANNING BOARD

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DRAFT - 2023.07.25
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Crowley will build wind port infrastructure on 42 acres.

Crowley will operate and maintain wind port.

Salem Harbor Station

- ADJUTERS LIST.**
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NOW 3801A, PAGE 238
81 CODY STREET
 - NOW OR FORMERLY ILLUS CITY PROPERTIES, LLC
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 - THE SURVEYED PROPERTIES DEPICTED AND LOCATED IN ZONE 1 (INDIVIDUAL) A PORTION OF THE SITE IS LOCATED WITHIN THE CITY OF SALEM TRUNK METROPOLITAN LOCAL HISTORIC DISTRICT.
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LEGEND:
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 S.V. SQUARE POINT

I BEGARE, TO THE BEST OF MY PROFESSIONAL KNOWLEDGE, INFORMATION, AND BELIEF, THAT THIS PLAN WAS PREPARED IN ACCORDANCE WITH THE RULES AND REGULATIONS OF THE REGISTERED PROFESSIONAL ENGINEER.

DATE: _____
 THE ENDORSEMENT ABOVE IS NOT A DETERMINATION BY THE PLANNING BOARD AS TO COMPLIANCE WITH THE ZONING BYLAW.

PLANNING BOARD APPROVAL UNDER SUBDIVISION CONTROL LAW NOT REQUIRED
 SALEM PLANNING BOARD

RECORD OWNER:
 SALEM WIND TERMINAL, LLC
 1847 RESIDENT SQUARE BOULEVARD
 JACKSONVILLE, FLORIDA
 DEED BOOK 41236, PAGE 244

REFERENCE:
 PLAN BOOK 441, PLAN 88 *
 *SOME DOCUMENTS RECORDED AT SALEM ASSESSOR DISTRICT OFFICE OF DEEDS.

REVISIONS

NO.	DATE	DESCRIPTION

DATE: MAY 2, 2023
 SCALE: 1"=100'
 SHEET No. 1 of 1
 PROJECT No. 6469-3

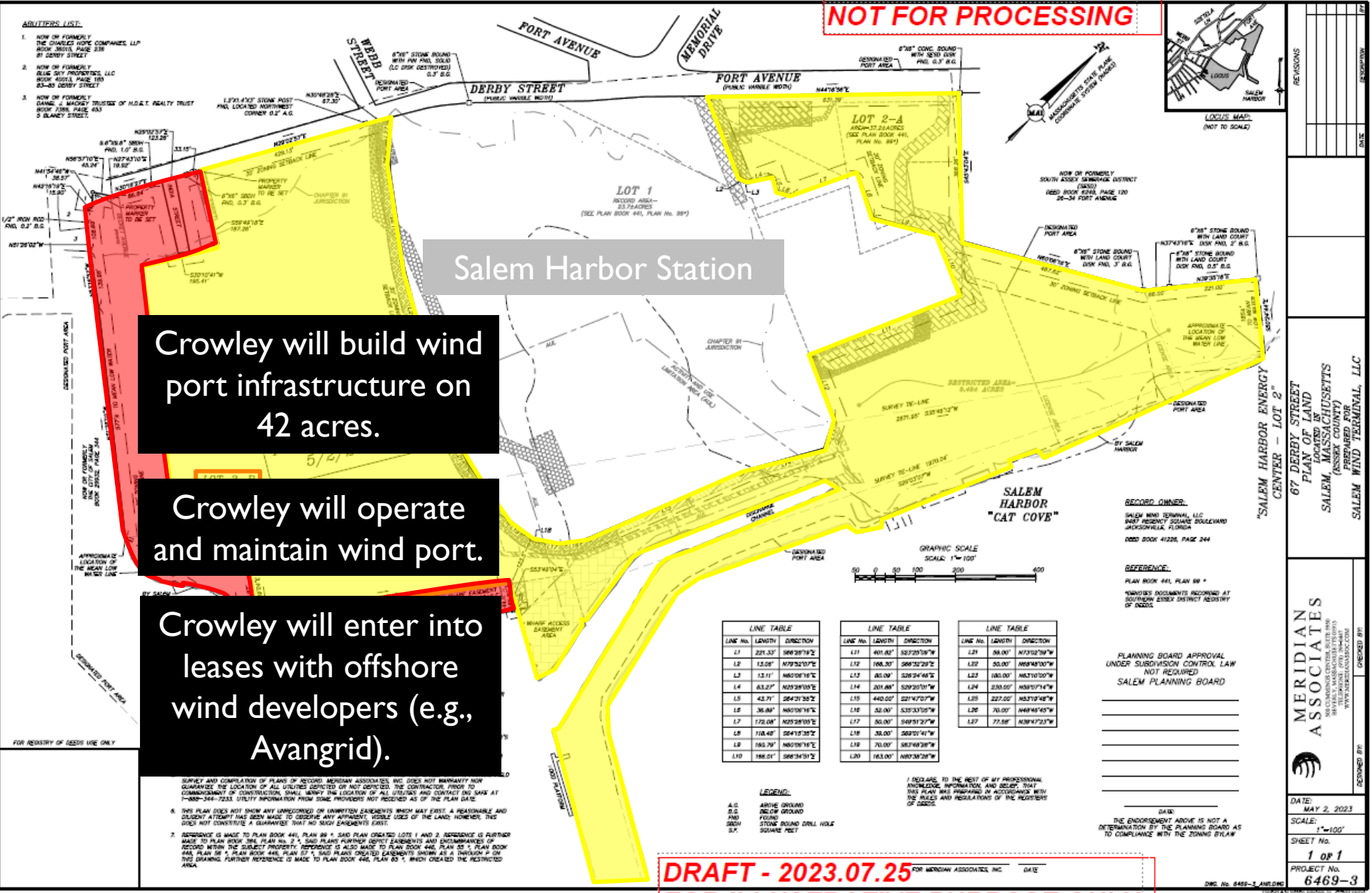
CREATED BY: _____
 CHECKED BY: _____

MERIDIAN ASSOCIATES
 100 WASHINGTON STREET
 SALEM, MASSACHUSETTS 01970
 WWW.MERIDIANASSOCIATES.COM

SALEM HARBOR ENERGY CENTER - LOT 2
 67 DERBY STREET
 PLAN OF LAND
 LOTS 1 AND 2
 SALEM (SASSEX COUNTY)
 PREPARED FOR
 SALEM WIND TERMINAL, LLC

DRAFT - 2023.07.25 FOR MERIDIAN ASSOCIATES, INC. DATE _____
FOR ILLUSTRATIVE PURPOSE ONLY

DRAFT - 2023.07.25
NOT FOR PROCESSING



Crowley will build wind port infrastructure on 42 acres.

Crowley will operate and maintain wind port.

Crowley will enter into leases with offshore wind developers (e.g., Avangrid).

DRAFT - 2023.07.25 FOR ILLUSTRATIVE PURPOSE ONLY

REAL ESTATE TRANSACTION

Key Terms in Lease of Lot 2-B to CEC

- Use limited to offshore wind purposes.
- Termination of the lease if Lot 2-B is no longer used for offshore wind purposes.
- Public access maintained to the waterfront and docking of up to six large cruise ships allowed.
- Facilitates offshore wind activities occurring on Lot 2-A.
- Right of first refusal and right of use restriction to Lot 2-A.
- Lease term of 99 years with lease payment of \$1 per year.
- Rent charged by CEC to be held in a segregated account and prioritized for improvement, maintenance, and operation of the port.
- Property and improvements thereon to be maintained in good condition during the term of the lease.
- Coordination and collaboration between the City and the CEC in the development of a new ferry terminal building and other port improvements.

REAL ESTATE TRANSACTION

Next Steps

- September 14: City Council meeting to consider COTW recommendation.
- Fall
 - City, CEC, and Crowley complete drafting required agreements and related documents.
 - Local permitting is complete.
 - Real estate closing occurs.
 - Crowley contractor is selected.
 - Construction begins.
- Early 2026: Port is operational.

REAL ESTATE TRANSACTION

Questions?