

ANNUAL REPORT OF THE SALEM REDEVELOPMENT AUTHORITY

Fiscal Year 2019
July 1, 2018 to June 30, 2019

BOARD OF DIRECTORS:
Gary Barrett (Resigned in December 2019)
David Guarino
Grace Napolitano (Chair)
Dean Rubin
Russell Vickers

EXECUTIVE DIRECTOR:
Tom Daniel, AICP

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February 2020

SRA ANNUAL REPORT

Fiscal Year 2019

INTRODUCTION

Since it was created in 1962, the Salem Redevelopment Authority (SRA) and its Design Review Board (DRB) have played an active role in the redevelopment of downtown Salem. Over the past 57 years, the SRA has made significant contributions to the revitalization of the Central Business District. Critical to this success is its commitment to preserving the social fabric and architectural heritage of the city.

The SRA Annual Report for fiscal year 2019 provides an overview of the projects that the SRA reviewed during the year, those in construction, and those that were completed. It also includes the public projects and initiatives that impact the downtown. Overall, the report is a reflection of the high volume of activity and the quality of development projects being constructed in Salem's Urban Renewal Area.

SRA Goals

Goals Update, 2018-2019

Throughout FY 2018 and 2019 the Board focused on the following goals:

1. Complete the sale of the District Court property by fall.
 - *Update:* This goal was achieved. The property was sold to Diamond Sinacori partnership. A ground-breaking ceremony is anticipated in September 2019 with project completion in the spring of 2021.
2. Issue an RFP for Superior Court/County Commissioners buildings.
 - *Update:* While an RFP was not issued, an RFQ process was initiated. Once qualified, an RFP will be distributed to them in late 2019.
3. Invite members of the Historical Commission and broader preservation community to the May SRA meeting for a presentation on the Downtown Salem Historic Resource Survey Update project. (Coordinate with Preservation Planner Patti Kelleher.)
 - *Update:* The Board hosted this meeting in May 2018. Additionally, staff continues to consult with the Preservation Planner on projects the involve historic structures and seeks input from both the planner and the SHC on projects that seek modifications to such structures.
4. Ensure downtown stakeholders feel involved in the SRA review process.
 - *Update:* This is an ongoing goal that staff continues to support through the timely provision of accurate project information to stakeholders, clear direction as to how to convey comments to the SRA, and a being point of contact for interested parties.

Goals for 2020

Goals for fiscal year 2020 will be established early in the fiscal year.

REDEVELOPMENT AUTHORITY PROJECTS

5 Broad Street, former Council on Aging Building

On August 8, 2018 the City of Salem released a request for proposals (RFP) for sale and redevelopment of the building that most-recently was home to the Council on Aging at 5 Broad Street. While the property is not located in the Urban Renewal Area, given the expertise of the SRA and its experience in reviewing development proposals, the RFP stated that proposals would be reviewed by the SRA who would then make a recommendation to the Salem City Council. The City Council would consider the SRA's recommendation and then authorize the Mayor to enter into an agreement with the designated developer.

The SRA received proposals from three developers – Charing Cross Realty Trust (CCRT), Diamond Sinacori, and Delulis Brothers Construction. The Board held a public meeting on November 13, 2018 where all three developers presented their proposals. The SRA then held several Executive Sessions in which to discuss the details of the proposals and select a preferred developer with whom the Board would continue negotiations to reach a proposal that satisfied not only the minimum bid requirement of \$1.35 million but also presented a project that respected and preserved the historic structure, that was compatible with the surrounding uses and areas in terms of scale, activities, appearance, and site design, and included a minimum of 10% of the residential units affordable to households earning a maximum of 80% Area median Income.

The proposal selected for referral to the City Council by the SRA was submitted by developer CCRT of Peabody, whose principals are Philip Singleton, Tara Singleton, and William Luster. The proposal featured the following elements:

1. Bid Price: Met the minimum bid price of \$1.35 million,
2. Housing Affordability: 16 residential units with one being affordable in accordance with RFP requirements,
3. Preservation of Structure: There will be little modification to the exterior of the building, save for a redesign of the existing, later rooftop dormer additions; there will be a full restoration of the cupola,
4. On-Site Parking: Parking will meet or exceed current parking regulations, and
5. Additional City Goals: Installation of a car charging station, a parking space for a ride-sharing vehicle, bicycle storage for residents and visitors, a \$5,000 contribution to the Salem Public Art Commission, and an amenity package to residents that supports the Salem for All Ages Initiative (i.e. the outfitting of units with safety and elderly-friendly finishes).

The SRA submitted its recommendation on developer selection to the Salem City Council on April 23, 2019. At a regular meeting of the City Council, held on April 25, 2019, the Council voted unanimously to convey the former Council on Aging building and property at 5 Broad Street to CCRT, doing business as 5 Broad Street LLC.

Next steps in the redevelopment process include the following:

- Project Permitting: The developer will need to obtain the required special permits to convert the structure from a community building to a private multi-residential structure. Preservation of the exterior and any modifications thereto should be vetted by the Historical Commission.
- Project Financing: The developer made two key financial assumptions to assist in the overall project viability – utilization of the state and local Housing Development Incentive Program (HDIP) and a Community Preservation Act (CPA) award for the cupola restoration. Both the HDIP and the CPA will require coordination and cooperation with state and/or local entities.

Superior Court & County Commissioners Building with 252 Bridge Street

The Superior Court and the County Commissioners Building are available for reuse as a result of decades of work on the part of many individuals and organizations. There has been a long history of local and state collaboration that has brought us to a point where we are on the verge of selecting a development team to transform these vacant historic structures to vibrant, thriving spaces that are open, accessible, and allow the community to experience their history in new and creative ways. In order to assist in the overall financial feasibility of the project – restoration and reuse of these historic buildings is a significant financial investment – the City of Salem conveyed a surface parking lot (the ‘Crescent Lot’) located across from the courthouses, next to the MBTA Intermodal Station, to the SRA to be packaged with the courthouses. The idea being that ground-up residential construction could subsidize the historic restoration and reuse of the courthouses.

The SRA has advanced the restoration and reuse of the Courthouses through the decades-long process that provided both information and community input in anticipation of its successful redevelopment. Due to the complexity of the project, the SRA determined that a two-step process to select a development partner was desirable. With the first step, the RFQ, the SRA sought qualifications and preliminary concepts of development teams who are interested in the opportunity. After reviewing the responses, the SRA would then invite a short list of teams to respond to a Request for Proposals (RFP) with a full development proposal.

The redevelopment of the former District Court property is well underway. This has allowed the SRA to focus its efforts on the redevelopment of the historic courthouses; the SRA has worked through the following major milestones in this redevelopment process:

- December 11, 2017: The SRA hosts an Urban Land Institute Strategic Assistance Panel to discuss approaches to downtown development.
- October 2, 2018: Joint Meeting of the SRA and the City Council to discuss the SRA’s role in the preservation and redevelopment of the urban renewal area and the Board’s workplan.

- October 16, 2018: SRA hosts a public meeting to develop a vision for underutilized properties in the northern end of the urban renewal area, including the courthouses.
- February 14, 2019: City Council votes to transfer ownership of the Crescent Lot to the SRA. Accompanying this transfer is a Cooperative Agreement between the City of Salem and the SRA detailing the expectations and obligations of same.
- April 24, 2019: The SRA releases a Request for Qualifications (RFQ) for the reuse of the courthouses along with the option to purchase the vacant ‘Crescent Lot’.
- June 28, 2019: The SRA receives eight responses to the RFQ.

Housing Development Incentive Program (HDIP) Plan and Housing Development (HD) Zone

In April 2017 the City of Salem, with the cooperation of the SRA, approved a Housing Development Incentive Program (HDIP) Plan and associated HD Zone for select downtown parcels, including the District Court and Superior Court / County Commissioners Building parcels. A property owner that proposes a multi-family housing development that contains at least 80% market rate units in an HD Zone parcel may enter into a tax increment exemption (TIE) agreement with the sponsor municipality, and then proceed to apply for state tax credits worth up to 25% of qualified construction costs or a maximum of \$2 million.

In December 2018, the City of Salem approved an expanded HD Zone. The expansion includes (1) all the parcels within the Center Development (B5) zoning district, (2) the parcels in the adjacent North River Canal Corridor (NRCC) zoning district, and (3) three parcels that are approximate to the two districts – 5 Broad Street, 17 Hawthorne Boulevard, and 150 Federal Street. This expansion, approved in January 2019 by the Department of Housing and Community Development (DHCD), increased the size of the zone from 5.4 acres in 6 parcels to 135 acres in 345 parcels.

PRIVATE DEVELOPMENT PROJECTS

Mixed-Use Development Proposal at Washington and Dodge Street

It has been nearly a decade since this project was first conceived. After years of preparation, planning, and permitting, the project is now in its final state – construction – with an anticipated completion date of summer or fall 2020. The final project is different than what was originally proposed though the concept of a mixed-use building with a hotel, residential units, retail space, and public parking has remained a constant.

Project Timeline

- July 2013: Salem City Council voted to approve the disposition of City-owned land located at the corner of Washington and Dodge Streets to Dodge Area LLC (c/o RCG LLC). The City also approved the abandonment of this portion of the

Riley Plaza Roadway right-of-way as it was no longer used or needed for vehicular traffic.

- September 2013 – May 2014: Developer presented continuously updated and revised plans to the Design Review Board.
- June 11, 2014: SRA approved the schematic design calling for 70-100 residential units; 20,000± square feet of commercial space; 85-115-room limited service hotel; 265± parking spaces (including 38 relocated publicly-available spaces).
- December 2014: Developer received Planning Board approval for a Planned Unit Development (PUD).
- September 2015: Developer again received Planning Board approval for a PUD due to the reduction in the size of the project by the removal of a floor of the residential/office building component.
- Fall 2016: Developer closes on the property with the City.
- January 2017: SRA approved a revised design of the project that included the reduction of a floor.
- Spring 2017: Completion of work funded through a \$2.535 million Massworks grant from the Commonwealth’s Office of Housing and Economic Development coupled with an additional \$825,000 from the State to cover a funding shortfall for a total project cost of \$3.356 million. Improvements included relocation of the utilities from underneath the city’s parcel and improving the intersection at Washington and Dodge Streets.
- January 2018: SRA approved the final design, which was modified due to cost constraints as noted above.
- February 2019: SRA approved modifications to the façade colors for the brick and window trim.

Peabody Essex Museum Expansion

In 2011 the Peabody Essex Museum (PEM) announced its intention to build an expansion of the museum to make way for new gallery, public program, and education space. The PEM has since built a new mechanical penthouse on its roof and the installed a new emergency generator. This work comprises the “enabling phase” of the expansion and was approved by the SRA, and later completed by the PEM in 2013.

In October of 2015 the PEM presented to the SRA an initial schematic design of the proposed expansion produced by Ennead Architects of New York that proposed to add 33,565 gross square feet to the museum. It was proposed to be built atop space

previously occupied by an outdoor garden and restaurant. A new garden will be constructed in the back of the new proposed building. No existing galleries will be demolished in the building process and when the project is complete, gallery space will be increased by 15% to bring total gallery space to 100,000 square feet, ranking PEM among the top 20 art museums in the country. At its October 2015 meeting the SRA voted to approve the project to go through the schematic design review process. The project received schematic design approval from the SRA in September of calendar year 2016. Construction activities have been completed and a public opening is anticipated for September 2019. commenced, were completed, and a

120 Washington Street – Old City Hall Annex

In the summer of 2017, RCG submitted plans to convert office space occupied by the City of Salem into residential rental units. Proposed changes include window replacement, the construction of a roof deck overlooking Lappin Park, and improvements to the entrance of the building. The SRA approved of these changes in July 2017. Construction was underway when the City Hall Annex offices were vacated in April 2018.

Construction is nearly complete with many of the residential units leased, two commercial spaces on the second floor leased (Workbar and Auto Desk), and many of the common area improvements complete (main entry and roof deck).

300 Derby Street – Casa Tequila

In February 2019 the new owners of the restaurant space at 300 Derby Street, the former Murphy's, applied to the SRA for a Small Projects Review, an Outdoor Café Permit, and a sign application to paint the façade, improve the outdoor seating area, and install new signage. After an iterative design review process to transform what was an Irish pub to a new Mexican restaurant, the final approved project included new paint in warm, earth tones, new signage that coordinated with the restaurant's Salisbury location, and several improvements to the patio. The addition of new decorative fencing, a wooden pergola to add shade, accent lights, a stamped concrete patio floor, a decorative fountain, and landscaping to soften the hardscape, has created an inviting outdoor space along the Derby Street streetscape.

Private Residential Projects

Typically, the Board evaluates commercial projects, though fiscal year 2019 saw three, small private residential projects come through the SRA and DRB. The three projects were similar in that they involved the demolition of portions of the buildings and the construction of new ones to facilitate an increase in the number of residential units. All three buildings are historic; the SRA and DRB sought input from the Salem Historical Commission and the City's Preservation Planner. The overall process for all three buildings took several months as the DRB reviewed design details, the applicant consulted the Historic Commission and Historic Salem, Inc., and then submitted revised plans based on stakeholder comments.

- *25 Lynde Street:* The structure at 25 Lynde Street consisted of an historic federal style three-story building and a series of small additions at the rear of the structure housing three residential units. The original proposal called for the rear

additions to be demolished with a new addition extending from the main portion of the house to the rear lot line and wrapping around the main house to increase its width along the streetscape. After a months-long review process and several revisions to the design, the SRA approved a design that included the rear addition, though the ridge line was lower and therefore subordinate to the existing building, that wrapped around the main structure though its façade was stepped back from the original structure's façade. The number of residential units increased from three to five.

- *65 Federal Street:* The 1856, Italianate style structure at 65 Federal Street sits sideways on its lot with the front door on the east elevation and a five-bay façade. The building's rear additions were likely constructed in the late 19th century. The applicant proposed to remove the additions and construct new ones to increase the units from two to five residential units. The applicant worked with the Salem Historical Commission to modify his original proposal so that the new construction and design changes were more sympathetic to the historic character of the building. The final, approved design presented a scale and massing that was more subordinate to the historic house and more in keeping with the Secretary of Interior Standards.
- *23 Summer Street:* The structure at 23 Summer Street consisted of an historic federal style three-story building and a series of one- and two-story additions housing five residential units. The applicant sought to preserve and restore the original historic building and build out the rear of the property to accommodate an additional five housing units. The final approved design differed significantly from the originally-proposed design. Based on feedback from the DRB members, the Historic Commission, and Historic Salem, Inc., the rear addition runs perpendicular to the historic portion of the building, at two stories is subordinate to the original structure, and is designed to resemble a carriage house.

These three projects being small residential, infill development, are not representative of the projects typically reviewed by the SRA and DRB. They featured historic structures, important to the fabric of the urban renewal area, and the SRA and DRB, in conjunction with extensive input from the Salem Historical Commission and the preservation community, had to ensure that modifications to these buildings were compatible and respectful to the historic structures. The Salem Historical Commission's Guidelines Notebook and the Secretary of the Interior's Standards for the Treatment of Historic Properties proved invaluable as staff and the DRB evaluated each iteration and reflected on proposed design, architecture, and façade treatments.

As the residential market continues to flourish in Salem, the SRA may see more of these residential projects in the urban renewal area, where a significant number of the structures are historic. Continued consultation with the Historical Commission and staff thereto and the preservation community will prove to be vital to ensure that modifications are sensitive to and compatible with the original historic structures.

Storefront Improvement Program

The Department of Planning and Community Development manages a Storefront Improvement Program in Salem as part of the Mayor's goal to continue the revitalization of the downtown commercial area. The program offers a one-to-one matching grant up to \$5,000 for exterior storefront improvements including signs, awnings, painting, and lighting. While there was much interest from businesses both existing and proposed, there was only one application to the program. The applicant, The Village Tavern, ultimately withdrew his application as he decided to put his façade improvement plans on hold. The program currently has \$10,000 in available funding.

Sign Improvements

The SRA, via its Executive Director, and DRB review and approve all sign changes that are proposed in the Urban Renewal Area. In fiscal year 2019 the SRA and DRB approved new signage to be installed at the following businesses:

- 3 Central Street** (Modern Millie)
- 1 Derby Square** (Fresh)
- 281 Derby Street** (Waters & Brown)
- 300 Derby Street** (Casa Tequila)
- 3 Dodge Street** (Seagrass)
- 9-11 Dodge Street, 217-219 and 231-251 Washington Street** (mixed-use development)
- 2 East India Square** (Witch City Mall)
- 131 Essex Street, Unit 4** (The Flower Child)
- 213 Essex Street** (The Magic Parlor)
- 221 Essex Street** (Twilight House)
- 226 Essex Street** (Coon's Card and Gift Shop)
- 232 Essex Street** (Fountain Place)
- 244 Essex Street, Unit C** (Vampfangs)
- 12 Front Street** (Alex & Company)
- 70 Washington Street** (North Shore Career Center)
- 90 Washington Street** (Badabing)
- 93 Washington Street** (City Hall)
- 118 Washington Street** (Blue Fez)
- 120 Washington Street** (Workbar)
- 125 Washington Street** (Ledger)
- 133 Washington Street** (Boston Burger Company)
- 163-189 Washington Street** (The Derby Restaurant)

Café Permits

The SRA and DRB review outdoor café permits in the Urban Renewal Area. The following projects were reviewed and approved by the SRA and DRB during fiscal year 2019:

- 30 Church Street** (East Regiment Beer Company)
- 282 Derby Street, Rear Unit 2** (Paprika Grill)
- 300 Derby Street** (Casa Tequila)

133 Washington Street, rear patio (Boston Burger Company)
163-189 Washington Street (The Derby Restaurant)

Façade and Other Building Projects

The SRA and DRB also review storefront and building improvements, such as repainting of façades and replacement of lighting. The following projects were reviewed and approved by the SRA and DRB during fiscal year 2019:

- Artists' Row** – Installation of infrastructure for Comcast Service to the artist shanties
- 20 Central Street** (Mixed-Use Building) – Installation of perimeter fence
- 37 Central Street** (Century Bank) – Relocation of existing ATM
- 27 Charter Street** (T-Mobile) – Relocation of wireless antenna
- 53 Charter Street** (Private Residence) – Historic restoration of building for redevelopment and reuse
- 281 Derby Street** (Waters & Brown) – Façade improvements to both the primary and rear facades, including an improved rear entryway from the parking area
- 285 Derby Street** (Multi-Tenant Commercial Building) – Façade improvements including new window systems, handicap accessibility, and sign bands
- 300 Derby Street** (Casa Tequila) – Façade and patio improvements including new paint, installation of pergola, and landscaping
- 3 Dodge Street** (Seagrass) – Façade improvements including new doors, window openings and windows, lighting, and paint
- 9-11 Dodge Street, 217-219 and 231-251 Washington Street** (mixed-use development) – Review of revisions to façade colors, materials, landscaping, and utility screening
- 132 Essex Street** (Phillips Library, Peabody Essex Museum) – Final review of landscaping and grounds
- 161 Essex Street/East India Square** (Peabody Essex Museum) – Final review of remaining project elements including landscaping, utility screening, and lighting
- 217-221 Essex Street** (Mixed-Use Building) – Historic restoration of building
- 221 Essex Street** (Twilight House) – Façade improvements, ultimately withdrawn due to new ownership of the building
- 292 Essex Street** (Salem Housing Authority) – Restoration and/or replacement of windows
- 65 Federal Street** (Multi-Unit Residence) – Demolition of a portion of the structure and construction of a new addition to facilitate the increase from two to five
- 25 Front Street** (The Lobster Shanty) – Installation of three-season awning over existing deck
- 10 Lynde Street** (Multi-Unit Residence) – Historic restoration of structure after a fire
- 25 Lynde Street** (Multi-Unit Residence) – Demolition of a portion of the structure and construction of new addition to facilitate the increase from three units to five

23 Summer Street (Multi-Unit Residence) – Demolition of a portion of the structure and construction of new addition to facilitate the increase from five units to ten

155 Washington Street (Adriatic Restaurant) – Placement of seasonal entrance vestibule

163-189 Washington Street (The Derby Restaurant) – Façade and landscaping improvements including new painting, lighting, and fencing

DRB Reviews of North River Canal Corridor District Projects

The Design Review Board also provides reviews North River Canal Corridor District projects and provides recommendations to the Planning Board as per Section 8.4 of the City of Salem Zoning Ordinance. The DRB reviewed the following NRCC projects in Fiscal Year 2019:

70-92 ½ Boston Street and 11 Goodhue Street (River Rock Residences) – Review of project revisions including curb cut locations, fencing, landscaping, and building elevations

72 Flint Street and 67-69 Mason Street (Riverview Place) – Review of revisions to building façade and landscaping

16, 18, and 20R Franklin Street (Ferris Junkyard) – Negative recommendation to the proposed revisions to the five building, 43-unit residential development

9 South Mason Street (Hood Factory) – Review of final construction plans

PUBLIC PROJECTS AND INITIATIVES

Several public projects and initiatives were initiated or continued in the downtown during the past fiscal year. The following are those projects and initiatives that impact the Downtown Renewal Area.

289 Derby Street

In 2016 the Salem City Council approved a \$1.4M bond order to acquire property located at 289 Derby St., known to some as “the carnival lot,” for the purpose of constructing a downtown waterfront park. The City also applied for and received Community Preservation Act (CPA) funding for design/soft costs. After completing a designer selection process, significant public engagement and stakeholder input, finalization of the design, and putting the project out to bid, construction of the park began in 2018. Construction will be completed in summer 2019 and the park will then be dedicated.

In May 2018, the City filed a Subdivision Approval Not Required plan with the Planning Board to divide the parcel at 289 Derby Street into two lots – Lot 1 measuring 21,053± square feet and Lot 2 measuring 3,903±.

Old Town Hall

Old Town Hall is marketed as an event venue through Destination Salem and various websites. The Public Art Planner has been successful in continuing to build upon relationships with several entities that have booked events at Old Town Hall on an annual basis (or more often), including:

- Fezziwig’s Ball, an event that features dancing and celebration that harkens back to the style of the 1800s. There is a lantern procession through the streets of Salem and singing of 19th century carols; and
- Salem Arts Festival held each year in June. The festival promotes the arts in downtown Salem through a collaborative festival for residents and visitors providing opportunities to highlight the existing artist community and encourage general community participation in the arts. In 2018 the festival celebrated 11 years and regularly draws over 6,000 visitors.

Having these regular events that draw large crowds at Old Town Hall helps to highlight the venue while driving foot traffic downtown. During fiscal year 2019, the building hosted 185 individual event bookings. They included private receptions, craft markets, weddings, fundraisers, concerts, theatrical performances, and art shows. Old Town Hall also continues to host History Alive the non-profit group that produces live performances of Cry Innocent, an interactive performance about the witch trial of Bridget Bishop. History Alive conducted 27 rehearsals and 130 public performances. Additionally, the Salem Museum was open to the public seven days a week between July and October 2018, for a total of 123 days.

PUBLIC ART

Higginson Square

The Mayor and the Public Art Commission (PAC) proposed to install decorative lighting over Higginson Square, the alleyway behind Rockefeller and Ledger restaurants, leading to the former Café Graziani outdoor dining area and beyond to Derby Square. The proposal includes a lighting layout like what exists now between Opus and City Hall and next to Hotel Salem. The lighting was installed in October 2018 and fully functioning by early January 2019.

The PAC and the Public Art Planner collaborate with organizations throughout the year bringing more art to public spaces. As projects in the Urban Renewal Area are vetted through the SRA and the Design Review Board, members are cognizant of the importance public art in the urban environment and seek ways in which to incorporate art into the larger development/redevelopment projects.

Artists’ Row

Artists’ Row provides a seasonal program designed to give area artists and craftspeople an opportunity to work, exhibit, and sell their pieces in a space that is rented at a deeply discounted rate. In exchange for this affordable retail space, artists must provide free performances, workshops, and community engagement activities. Three “creative entrepreneurs” (Boston Woodworking, Grace & Diggs, and Ceramics by Sibel) remained in their respective Artists’ Row stalls from the previous season. They were joined by District Trading Company for the 2019 season (which spans FY2019 and FY2020). The final space on the Row is the Lobster Shanty, a restaurant that leases the building at the intersection of Artists Row and Front Street.

The City hosted its fourth annual Mural Slam at Artists Row in June 2019 during the Salem Arts Festival. It is a two-day event where selected artists paint work on plywood boards mounted on the back of stalls at Salem's Artists Row. The pieces continue to be under exhibit and will be in place until the next Mural Slam in June 2020.

Salem Main Streets Program

Originally established in 2000, the Salem Main Streets Program assists with the recruitment of new businesses, provides technical assistance to businesses, coordinates promotional events and serves as a leading advocate for a strong commercial-retail environment. The Salem Main Streets Program continued to work with the SRA and the City during fiscal year 2019 to promote a vibrant, retail-oriented downtown. The family-friendly New Year's Eve event, Salem So Sweet, the Arts Festival, weekly Farmers' Market, and "Scooperbowl" all continue to be successful events organized by Salem Main Streets. The City provides partial funding to the Main Streets program through the Community Development Block Grant program and occupies a seat on its steering committee.

In fiscal year 2019 Salem Main Streets assisted three (3) new, 44 existing and four (4) prospective businesses (including 43 micro-enterprises and four (4) expanding businesses), leading to the creation of five (5) new full-time jobs documented.

City of Salem Business Loan Program

The City of Salem continued to recruit and retain businesses in Salem by helping with financing gaps through its Business Loan Program. The program targets businesses that seek to make capital improvements to their buildings and those looking to expand their enterprise. In fiscal year 2019 the program funded the following loan:

- \$70,000 to Landworks, Inc., 83 North Street for the purchase of office supplies for their new space on North Street and for working capital. Landworks, a landscape architecture and design firm, relocated from Boston to Salem. The business gutted the former Peugeot and Kawasaki dealerships to transform the building into a design and research collective. Landworks has committed to creating and/or retaining four (4) full-time or full-time equivalent jobs for low- to moderate-income individuals.

BOARD/ADMINISTRATIVE CHANGES

SRA

There were no changes in board membership in fiscal year 2019.

DRB

Ernest DeMaio and Christopher Dynia resigned from the DRB in September 2018 and April 2019, respectively. In their places the Board welcomed Catherine Miller and Marc Perras in December 2018 and May 2019, respectively.

Paul Durand and J. Michael Sullivan were both reappointed to three-year terms on the Design Review Board.

Administration

Matthew Coogan resigned from his position as the Principal Planner with the City of Salem in October 2018. Mr. Coogan had served as staff support for the SRA and DRB since January 2018. Kate Newhall-Smith was hired in January 2019 as the new Principal Planner in the City’s Department of Planning and Community Development Department and took over these roles.

CONCLUSION

The SRA has had great success over the past year in its efforts to promote appropriate private and public development in downtown Salem. Over the next year, the SRA will continue to support commercial and retail development while promoting the values and cultural heritage of Salem.

FY 19 Financial Report (Receipts and Expenditures)					
Date	Description	Check Number	Deposits/Interest	Withdraws	Balance
	Balance Forward				\$ 22,971.22
7/31/2018	Interest - July 2018		\$ 7.81		\$ 22,979.03
8/31/2018	Interest - August 2018		\$ 7.80		\$ 22,986.83
9/18/2018	Deposit		\$ 500.00		\$ 23,486.83
9/30/2018	Interest - September 2018		\$ 7.63		\$ 23,494.46
10/31/2018	Interest - October 2018		\$ 7.98		\$ 23,502.44
11/14/2018	Withdrawal	1102		\$ 1.00	\$ 23,501.44
11/30/2018	Interest - November		\$ 7.73		\$ 23,509.17
12/20/2018	Withdrawal (Utile RFQ)	1103		\$9,444.60	\$ 14,064.57
12/31/2018	Interest - December		\$ 7.99		\$ 14,072.56
1/29/2019	Withdrawal (Utile RFQ)	1104		\$1,100.00	\$ 12,972.56
1/31/2019	Interest - January		\$ 4.88		\$ 12,977.44
2/26/2019	Withdrawal (Purchase/Crescent Lot)	1105		\$ 1.00	\$ 12,976.44
2/28/2019	Interest - February		\$ 4.32		\$ 12,980.76
3/31/2019	Interest - March		\$ 4.41		\$ 12,985.17
4/30/2019	Interest - April		\$ 4.27		\$ 12,989.44
5/8/2019	Withdrawal (Utile RFQ)	1106		\$3,150.00	\$ 9,839.44
5/31/2019	Interest - May		\$ 3.76		\$ 9,843.20
6/30/2019	Interest - June		\$ 3.23		\$ 9,846.43

The SRA received a Community Preservation Act Grant in fiscal year 2019 to help fund the pre-development costs associated with the redevelopment and reuse of the historic courthouses.