

Editor's Note: The Daily Item is pleased to print its annual Progress Edition today.

Despite the recession and news of budget cuts on all levels of government, there indeed has been progress made on projects in Lynn and Greater Lynn, and major new developments in the business community.

Specific projects and advancements with local businesses and on the municipal level are detailed in this 20-page section.



Lucia Lighting & Design wired for success . .C2



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Mall sees major growth despite downturn in the economyC5



Border Cafe will soon open in the Shops at Saugus complex on Route 1 north . .C7



All Care VNA expands its home care services . .C8



St. Jean's Credit Union building new headquarters in LynnC9



This aerial view of Lynn's South Harbor coastline shows the existing power line corridor route in yellow, and in red, where the corridor will be moved to, with work set to begin this fall.



A Lynn-Boston ferry service is expected to begin in 2010. The total cost of the project is \$3.1 million, including a pier large enough to hold three vessels and a commuter ferryboat ramp for easy access. The first phase of the ferry project, improvements to the Blossom Street landing, has been completed with \$750,000 from the Seaport Advisory Council. The above image, from the Lynn Chamber of Commerce, shows an example of what a Lynn ferry would look like.

Advancement seen on Lynn waterfront plan

City preps for ferry service, relocation of power lines

LYNN

By **ROBIN KAMINSKI**
THE DAILY ITEM

A number of large-scale projects are beginning to take shape in Lynn, all of which promise to change the image of the downtrodden city.

The massive project to relocate the South Harbor power lines and the Waterfront Master Plan are moving full steam ahead, along with the creation of a commuter ferry to shuffle passengers back and forth to Boston.

The massive power line relocation would make way for the waterfront land to be developed and in turn recreate the once booming economy downtown.

Ferry service is expected to begin in 2010. The total cost of the project is \$3.1 million and would create a pier large enough to hold three vessels and a commuter ferryboat ramp for easy access.

The first phase of the ferry project has been completed with \$750,000 from the Seaport Advisory Council last year. Three phases of the project

'If you look back one year ago to where we are today, we've secured ferry money and state money for the movement of the power lines. We've made a lot of progress.'

JAMES COWDELL
director of the Lynn Economic Development & Industrial Corporation.

remain to be completed.

James Cowdell, executive director of the Economic Development & Industrial Corporation (EDIC) said the city has made great strides in achieving its goals.

"If you look back one year ago to where we are today,

See **WATERFRONT**
PAGE C2

Medical building construction brisk on North Shore

By **DAVID LISCIO**
THE DAILY ITEM

DANVERS — Once known as a sprawling Osram-Sylvania lighting factory, the building and its massive addition will soon be home to an outpatient medical center, the result of a collaboration between North Shore Medical Center (NSMC), Boston-based Massachusetts General Hospital (MGH), and its corporate parent, Partners HealthCare System.

Only months ago, NSMC President Robert Norton presided over a ground-breaking ceremony for the \$122-million project. At the time, the concrete footings had been freshly poured for the planned structures - a 122,000-square foot outpatient facility

and an 80,000-square-foot medical office building at 100 Endicott St.

The facility is nearing completion. It will provide cardiac diagnostics, suites for minimally-invasive surgery, and advanced imaging services, as well as serve as the expanded home of the new MGH-NSMC Cancer Center, a combined oncology program. The buildings and parking lots will occupy only a fraction of the 41 acres of land overlooking Route 128 and the Danvers River. Services at the former NSMC Cancer Center in Peabody are relocating to the Danvers facility.

"The medical community is moving rapidly to an outpatient setting," said Norton, noting that the ambulatory care

center is the culmination of countless hours of planning that involved hundreds of people in many different fields of expertise, as well as patients and their families. "This will be the most comprehensive ambulatory medical facility on the North Shore."

The outpatient center is merely one of several medical-related construction program changing the face of healthcare service along the North Shore. In Peabody, the Lahey Clinic is undergoing a \$50-million expansion adjacent to the Northshore Mall.

The Lahey Clinic was established on the site in 1994 and gradually outgrew its quarters

See **MEDICAL**
PAGE C2



The new Mass General / North Shore Outpatient Center is nearly complete on Endicott Street in Danvers.

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Lucia Lighting and Design is Wired for Success

LYNN

When Lynn businessman David Solimine, Jr. approached Lighting Designer Lucy Dearborn of Salem with the idea of opening an upscale lighting showroom in Lynn, he instantly knew she was the spark that would light up the North Shore.

"As a businessman I saw this enormous opportunity to fill an unmet need with tremendous talent," says Solimine. The pair lovingly restored an 8,000 square foot grand mansion into 12 showrooms with over 1,000 lighting fixtures and displays that Boston Magazine dubbed a "lighting nirvana." Along with savvy homeowners from Lynn and beyond, the areas top designer, builders and contractors frequently visit Lucia Lighting and Design as a destination to not only buy lights but to enjoy events, warm hospitality and get inspiration and expertise to bring their lighting projects to life.

In three short years, Lucia Lighting and Design has lit not only the North Shore, but has created a buzz in the industry on regional and national levels. Recognition includes: Best of Boston Lighting Showroom 2008, winner of a Retailers Association of Massachusetts Award of Excellence in Creative Display and Dearborn was recently chosen by the Lynn Area Chamber of Commerce as the Businessperson of the Year. Dearborn is quoted and published nationally for her knowledge of the lighting industry and creative vision for marketing and merchandising. Last year Lucia Lighting was a part of the Extreme Makeover show and later this spring Dearborn will appear on a segment on lighting on WBZ TV. Lucia Lighting and Design recently partnered with NECN to create Drink This!, a weekly segment with Billy Costa filmed at the LED bar at Lucia Lighting and Design. Industry legend Denis Caldora visited the showroom last spring for a designer event on Trends in Lighting and noted that the showroom is one of the finest in the nation.

"I am fortunate to work in such a grand space, but the real success of the business is my



The brilliant sales team at Lucia Lighting & Design, seated from left: Certified Lighting Consultant Renee Austin, Lighting Specialists Shiloh Nikas, Lisa Proulx, Cindy Ray and Lisa Amore, and Lucia owner Lucy Dearborn.

wonderful staff who are committed to our customers by delivering excellent service and peerless expertise. All of our sales staff are Certified Lighting Experts by the American Lighting Association and are constantly learning and growing," says Dearborn. "Lucia Lighting and Design is a great work environment We

are inspired to stay at the forefront of the industry through education, training and curiosity. It's also a fun place to work full of lots of positive energy and lots of light," says Lisa Amore who has been on board since Lucia Design and Lighting opened. Along with Amore, staff members include Renee Austin, Shiloh Nikas, Lisa

Proulx and Cindy Ray. The Lucia team is very committed to charitable and community involvement. Lucia Lighting and Design is a proud member of the Lynn Chamber of Commerce and is a sponsor of the upcoming Walk for HAWC on Sunday, April 26.

In just three short years, Lucia Lighting and Design

has created a destination that customers travel from near and far to visit. "Lucy Dearborn and the entire Lucia staff are always willing to do anything they can for their customers. They are knowledgeable, experts in lighting design, and up to facing any challenge. They all go above and beyond to make their

clients happy!" says Pat Janes, David Janes Corporation in Swampscott.

Come experience Lucia Lighting and Design for yourself at 311 Western Avenue in Lynn. Visit lucialighting.com or call 781-595-0026 to learn more about how the brightest bulbs in the industry are right here in Lynn!

MEDICAL

FROM PAGE C1

in a former bank. The 65,000-square foot addition has been slated to open in summer and will make room for new treatments, such as a state-of-the-art sleep center, an emergency room, and diagnostic facilities designed to reduce patient waiting time. The second floor was designed to accommodate orthopedic surgery, neurology and neurophysiology, an MRI center, cardiology and radiology. The top floor has been outfitted as a spine- and pain-treatment center.

In Gloucester, the Addison-Gilbert Hospital is home to a new and much-anticipated Gorton's Specialty and Cancer Care Center. The \$1.4 mil-

lion construction project, formerly opened in March, offers Cape Ann residents a state-of-the-art, comfortable, private setting to receive cancer treatment and other cancer-related care. It is a milestone for the Gloucester community.

Beverly Hospital, under the corporate umbrella of Northeast Health System, the same parent firm of Addison Gilbert Hospital, recently opened a \$30 million outpatient center in Danvers, while NSMC put the finishing touches on a multi-million-dollar renovation at Salem Hospital.

Meanwhile, Children's Hospital Boston plans to open a satellite facility in Peabody's Centennial Business Park by 2011.



Beverly Hospital, under the corporate umbrella of Northeast Health System, recently opened a \$30 million outpatient center in Danvers, shown above while under construction. Beverly Hospital also recently expanded its main campus.

WATERFRONT

FROM PAGE C1

we've secured funding, got the (waterfront) plan approved, the zoning plan approved, secured ferry money and state money for the movement of the power lines," he said. "We've made a lot of progress."

However, the progress has hit a few bumps along the way with resistance from a couple of property owners on the Lynnway that are resistant to the power line relocation.

Kenneth Carpi, who owns the land WalMart and Logan Furniture sits on, Donald Algeni who owns 853 Lynnway, and Mutual Electric have each expressed displeasure in allowing the city to have aerial easements of their property for the project.

Although the landowner's businesses would not be affected, except for an aerial



Cowdell

encroachment of 20 feet on their properties, an agreement with the city could not be reached.

Cowdell said the plan hinges on obtaining the

aerial easements, and because of that, the city wouldn't allow the three owners to stand in its way.

Looking forward to the future, Cowdell said by the end of the year, the city would most likely have fought the battle for eminent domain and will be placing steel in the ground for the movement of the power lines.

"And for the ferry, hopefully we will have received the \$4 million from the federal economic stimulus plan and have the construction almost complete," he said.

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PROGRESS 2009



A construction worker walks across the the Classical High School basement sub-floor, prior to the cement foundation being poured, in this September, 2008 Item file photo.

Lynn schools make great strides

Reconstruction of Classical High academic wings nearly compete

By Dan Baer
The Daily Item

With reconstruction of the Classical High School academic wings nearing an end and academics steadily improving at several schools, the outlook for the Lynn Public Schools heading in to fiscal year 2010 remains bright despite budget concerns.

In a year that saw massive turnover at the administrative level, highlighted by longtime Superintendent Nicholas Kostan's January retirement, the new administration has succeeded in keeping order in the department while teachers have done their part in keeping test scores up and making sure schools are active in the community.

For the second straight year, both English and Classical high schools have been named bronze medal schools by U.S. News and World Report, and both continue their national accreditation.

Things at Lynn Vocational and Technical Institute also continue to improve under Director James Ridley, who has overseen a host of changes and improvements at the once-struggling vocational school.

"In general, the high schools- particularly Classical and English- have excelled," said Mayor and School

Committee Chair Edward J. Clancy Jr. "The elementary schools with almost no exception have people happy with where they are going. There are a few more challenges at the middle schools, but that is a difficult age and they are working to improve also."

With little in the way of classroom funding at the elementary school level, teachers have been able to keep students learning despite higher class sizes.

In addition, several schools have taken on community service and charity efforts, donating thousands to local charities and food banks over the first three quarters of the school year.

"I have said before the hardest job in municipal government is being a classroom teacher," said Clancy. "Our teachers do a great job at every level."

If all goes well, September of this year will bring with it the conclusion of a major structural rehabilitation at Classical High School. As contractors work to repair a concrete support slab in the building's academic wing- the fourth phase of the support slab project- the city secured an additional \$2.1 million to repair the building's leaking roof, windows and walls in early March.

Inspectional Services Director Michael Donovan estimates that the city will begin repairing brickwork and various leaks throughout the

building this spring and through the summer, and does not anticipate any delays in bringing students back to the building this September.

"We hope to finish all of the heavy construction this summer," said Clancy. "Right now we are on budget and on time."

If anything is going to stand in the way of the school department's progress it will be the same financial stumbling block that is terrorizing every department in the city.

The slumping economy has created an estimated \$5 million gap in the fiscal year 2010 budget that will likely result in layoffs and drastic cuts to programs.

Even with the "financial tsunami" as Clancy has classified it, on the horizon, administrators are doing their best to keep the district moving forward with the resources available to them.

Kostan's replacement, former Deputy Catherine Latham, has also had a full plate since taking over Jan. 9, but has kept in close contact with Clancy's administration and the School Committee while negotiating the budget.

"Cathy and (Deputy Superintendent) Jaye Warry have done a bang up job standardizing the curriculum," said Clancy. "In general, the Lynn Public Schools are doing well, but 2010 is going to be difficult. I have been saying that for a long time."

Swampscott puts surplus properties on the market

SWAMPSCOTT

By Debra Glidden
The Daily Item

The town is moving forward on plans to sell four town owned properties, which Town Meeting authorized the sale of in November.

The vacant town properties — the former Phillips Beach Fire Station, Temple Israel property, the former middle school on Greenwood Avenue and the former senior center — hold a myriad of possibilities for future development.

Selectman Jill Sullivan, who also serves as chairman of the Town Building Oversight Committee, said the committee is waiting for approval from the Attorney General's Office regarding proposed zoning changes, which would allow the properties to be developed.

While waiting for the green light from the state, Sullivan said the committee has been working on the drafts of four Requests for Proposals (RFP)- one for each property. She said the goal is to find appropriate uses for the parcels.

"We want developers to come up with a project we can all be proud of," she said. "We trust they will come up with creative proposals."

Sullivan said the RFP's for each property would incorporate the design guidelines and developer qualifications that were discussed at Town Meeting. She said she expects the RFP's to be issued sometime in April.

The committee is recommending the former middle school site on Greenwood Avenue be used for condominiums. The Greenwood Avenue building was built in 1895 and has been used as a high school and middle school. The former school sits on a 90,000 square-foot parcel and the expected selling price is approximately \$2.1 million. Sullivan said the RFP would specify only materials compatible with the existing building would be used for the project. Some of the zoning revisions under consideration for that site include any limiting the height of the structures and requiring two parking

'We want developers to come up with a project we can all be proud of. We trust they will come up with creative proposals.'

Jill Sullivan
Swampscott selectman

spaces for each unit.

Town Meeting approved the sale of the former Temple Israel property for a housing development for not more than 42 units, none of which would be required to be affordable housing.

At a special Town Meeting last November, Town Meeting members voted to allow the Board of Selectmen to sell the former Phillips Beach Fire Station, 2 Phillips Ave. for use as a single family home and it authorized the Board of Selectmen to sell the former senior center, which is located at 89 Burrill St., for use as a three-family affordable housing development.

Sullivan said once the RFP is issued the potential developers would be given several months to submit their proposal to the town.

Sullivan said once the town receives proposals from developers, the selectmen would select the finalists but it would be an open and public process.

Sullivan said once a developer is selected for a project, the negotiation process would get underway and land development agreements would be entered into then the project would move into the permitting process, which would include going before the Planning Board.

Sullivan said it could take a couple of years for the Temple Israel and former middle school projects to get underway but smaller projects such as the former fire station and old senior center could move forward quickly.

North Shore Mall sees major growth despite gloomy economy

PEABODY

By Jenny Amaral
The Daily Item

Old visitors of the Northshore Mall in Peabody might not even recognize the once outdoor, plaza-style shopping center. With drastic changes and huge improvements over the last few years, the Northshore Mall is thriving.

2008 was a year of new beginnings for the mall. First off, the highly-anticipated Nordstrom expansion wing opened in November. The two-story

haven for high-class features popular European men and women's retailer Zara, United Kingdom-based natural, handmade cosmetics company LUSH, beauty retailer Sephora, clothing stores Metropark and White House Black Market, and popular clothing and accessories retailer H&M.

Others stores relocated to new and improved sites, such as EXPRESS and Eastern Mountain Sports.

New restaurants popped up throughout the mall, as well. Most notably, the national upscale Asian eatery P.F. Changs opened right next door to fellow newcomer The Cheese-

cake Factory. On the other side of the mall near the new Macy's wing, hungry shoppers can stop into Chipotle and grab a tasty burrito rather than walking the length of the mall to the food court. Although, with the acclaimed Regina Pizza now serving up piping hot pizza where Sbarro used to be and the Shrimp Market offering various styles of the seafood treat, the trip might be worth it.

The mall itself has gone under quite the makeover, with new tiles, lighting, bathrooms, and rest areas. The food court features new tables and chairs, as well as dividers that give diners a

bit more privacy. There's even a new walking program that features mile markers on floor tiles to help visitors stay fit as they shop.

But, that's not all for the Northshore Mall. The year 2009 has much more in store for it. Nordstrom is scheduled to open officially on Friday April 17 at 10 a.m.

"The opening of Nordstrom to anchor our new wing is an exciting completion to our three phase renovation and redevelopment process," said mall manager Mark Whiting. "We have solidified the title as the preeminent shopping destination on the North Shore, and we are confident

that Nordstrom will enhance our footprint to make the mall a shopping destination for people as far north as Maine and New Hampshire."

Several other stores are schedule to open later this year, the first of which is the women and juniors ready-to-wear retailer Forever 21. The store will take the place of the former Eastern Mountain Sports site and occupy 40,000 square feet over two levels. It is slated to open later this month. The North Face, Clark's of England, Hollister, Bebe, dELiA's, and Pandora Jewelers are also expected to open up their doors before the end of the year.

Nahant nears development of former Coast Guard land

NAHANT

By Debra Glidden
The Daily Item

One of the biggest construction project in Nahant in more than a decade is almost ready for ground-breaking.

Town Administrator Mark Cullinan said the town expects to close the sale on the former Coast Guard Housing property on Castle Road, Gardner Road and Goddard Drive. The town purchased the property in January 2005 from the U.S. Coast Guard with the intention of selling it almost immediately but the General Services Administration, the agency that disposes of surplus government property, put a clause in the purchase agreement stating if the town sells the property within three years after acquiring it any profit from the sale would have to be turned over to the government.

Because of the clause, the Board of Selectmen agreed it was in the best interest of the town to hold onto the property for three years.

The town has entered into a

make the whole area nicer."

In November 2008, a special Town Meeting approved selling the former United States Coast Guard Housing property by an overwhelming majority. The of the 3.5-acre parcel is located on Castle Road, Gardner Road and Goddard Drive. The town purchased the property in January 2005 from the U.S. Coast Guard with the intention of selling it almost immediately but the General Services Administration, the agency that disposes of surplus government property, put a clause in the purchase agreement stating if the town sells the property within three years after acquiring it any profit from the sale would have to be turned over to the government.

The town has entered into a

sale and development agreement with Bass Point Residences LLC, which is developing the parcel. The corporation headed by Phillip Singleton and Jeffrey Gouchberg was formed specifically for this project.

"It is truly gorgeous spot," Singleton said. "We're very excited about the project and there is a lot of interest in it. We expect it will take 12 to 14 months to complete the condominium building and two to three years to build out the single family homes."

When complete, the property will house eight single family homes in the vicinity of Castle and Gardner roads and 20 multi-family homes in the Goddard Drive area, 25 percent of which will be affordable units.

The town paid the federal government \$2 million for 3.5-acre parcel of land in January 2005 and Bass Point Residences LLC paid slightly more than \$2.2 million for the property.

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PROGRESS 2009

Lynn Web development firm thrives with growth of social media

LYNN

In spite of a slowing economy, Pearse Street Consulting, Inc. of Lynn has experienced exponential growth and ongoing success with their web development services focused in the area of social networking and new media. More businesses, small and large, are looking for new ways to offset the revenue slump through creative online marketing and many have been tapping into social network marketing as a cost-effective and targeted alternative to traditional marketing.

Pearse Street C.E.O., Fuchsia McInerney, has been following social media trends since early 2006 when websites such as MySpace were first beginning to achieve record-breaking statistics. "For the past few years, businesses with vision have been professionally promoting themselves on sites like MySpace, Facebook and LinkedIn. The most progressive businesses and 'serial entrepreneurs' are now creating their own industry-specific niche networks that offer the same interactive features, with unique tools that serve their particular target demographic."

Pearse Street capitalized on the social networking market early on, creating over 300 custom MySpace designs for well known corporations, such as David's Bridal, Marie Claire Magazine, Bigelow Tea, Shady Records and the US Soccer Federation.

Having achieved rapid success in the MySpace design market, Pearse Street quickly expanded its services by developing an extensible PHP-driven social network platform from which to brand and build unique social networks. "The concepts that our clients are pursuing are much more than MySpace or Facebook clones. Each is specifically targeted to serve a unique community, allowing the client to really market effectively and monetize the site to become a valuable stream of income," says Scott Martin, Pearse Street's Chief Operating Officer.



Today, Pearse Street operates out of Lynn's historic Lydia Pinkham Building with a staff of 12 graphic designers, web developers and a burgeoning marketing division. Specializes almost exclusively in the branding and development of social networking websites, Pearse Street develops for start-ups, corporate clients, as well as a new wave of networks conceptualized and launched by the Pearse Street staff. In March TattoosOn.com was launched for tattoo artists and enthusiasts, followed by

sister network Motorcycle-sOn.com which will launch in time for spring motorcyclists. Pearse Street also continues to balance its full workload with several non-profit projects. Last year alone, the com-

'The concepts that our clients are pursuing are much more than MySpace or Facebook clones. Each is specifically targeted to serve a unique community, allowing the client to really market effectively and monetize the site to become a valuable stream of income.'

SCOTT MARTIN

Chief Operating Officer
Pearse Street Consulting Inc.

pany launched over 15 social network related design and development projects for non-profit entities. With 2009 introducing even more intense economic challenges, this social networking software company

has stayed committed to pro-bono efforts, which have been received with great appreciation, as many organizations are feeling the economic pinch when soliciting donations and finding funds to bring added

visibility to important causes and initiatives. The staggering statistics associated with popular networks such as Facebook, MySpace and Twitter (Twitter's user base grew by over 1000% in the past year), along with Pearse Street's own exceptional success, inspires a feeling of confidence that the new media industry will continue to thrive in any economy so long as new and improved technologies enable more effective and sophisticated ways for businesses to reach their target markets.

You can learn more about Pearse Street on their website at www.PearseStreet.com.

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PROGRESS 2009

Northshore Mall sees major growth despite gloomy economy

PEABODY

By JENNY AMARAL
THE DAILY ITEM

Old visitors of the Northshore Mall in Peabody might not even recognize the once outdoor, plaza-style shopping center. With drastic changes and huge improvements over the last few years, the Northshore Mall is thriving.

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Shoppers are shown at the Northshore Mall in Peabody over the Christmas holiday season in this Associated Press file photo.

Hampshire."

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and juniors ready-to-wear retailer Forever 21. The store will take the place of the former Eastern Mountain Sports

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Hollister, Bebe, dELiA*s, and Pandora Jewelers are also expected to open up their doors before the end of the year.

Marblehead Town Meeting to decide reuse of old YMCA, former Glover House

MARBLEHEAD

By JACK BUTTERWORTH
FOR THE ITEM

The biggest business news of the year will come at Town Meeting, when voters decide whether to go forward with mixed-use development of the former YMCA building in downtown Marblehead and the former General Glover House Restaurant in Vinnin Square.

Article 40, the Smart Growth bylaw, takes up 13 ½ pages of this year's 28-page Town Warrant.

A Smart Growth Committee has been working for more than a year to

give voters the chance to develop those valuable parcels under Chapter 40R, a variation of the state's 40B affordable housing law which gives the town control over what a developer builds.

As the town has learned from experience, Chapter 40B gives residential property developers the ability to override local zoning bylaws as long as a certain percentage of their project is affordable.

After a lengthy study the committee members have chosen the YMCA and the Glover property, which straddles Salem, Swampscott and Marblehead, as their pilot projects.

Designs for those properties were discussed at a hearing in March.

Peter Pitman, working for George Wattendorf, the owner of the former YMCA on Pleasant Street, described his vision for a four-story building with indoor parking on the first floor and 17 units of housing upstairs, 11 two-bedroom units and six one-bedroom units. The design offered 29 parking spaces indoors and outside. The "Y" will be torn down and replaced. The lot measures one-third of an acre.

The original concept included underground parking, commercial units on the first floor and 20 units upstairs. The underground parking was eliminated due to neighborhood concerns about drainage and the

commercial use was dropped after real estate people told the owner of the property there were already too many vacant small business spaces downtown.

Architects Hubert Murray and Joseph Sirkovich presented their ideas for the former General Glover Restaurant property in Vinnin Square, which is partly in Swampscott, partly in Marblehead and partly in Salem. The Marblehead portion of the site is 1.56 acres. The site contains four acres.

Murray, who has been working with the committee, offered three mixed-use options in five buildings, two in Marblehead and three in

Swampscott. Each had several retail units on the Marblehead side. The first had 80 one-, two- and three-bedroom units and 160 parking spaces. The second had 80 two-bedroom units and 160 parking spaces. The third had 88 units and 172 parking spaces.

Sirkovich's designs, drawn several years ago for the Athanas family which owns the Glover property, featured underground parking and four residential buildings with 120 units, clustered around a circular park area.

In each case 20 percent of the units will be affordable, with preference given to town employees.

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<p style="font-size: 0.7em;">Auto, AC, Alloys Stk. #M1149B</p> <p style="font-weight: bold; color: yellow;">\$3,995*</p>	<p style="font-size: 0.7em;">Full power, Alloys, Low mileage. Lthr. S/roof. Stk# M1326A</p> <p style="font-weight: bold; color: yellow;">\$4,995*</p>	<p style="font-size: 0.7em;">9 to Choose, Auto, AC, Low Miles</p> <p style="font-weight: bold; color: yellow;">Starting At \$6,995*</p>	<p style="font-size: 0.7em;">Auto, 4x4, Like New! One Owner! Stk#M1290B</p> <p style="font-weight: bold; color: yellow;">\$6,995*</p>
<p style="font-weight: bold;">03-04 Pontiac Grand AM</p> <p style="font-size: 0.7em;">Auto, S/roof, 1 Owner, Stk#M1201A</p> <p style="font-weight: bold; color: yellow;">\$7,997*</p>	<p style="font-weight: bold;">2004 Mitsubishi Outlander LS</p> <p style="font-size: 0.7em;">AWD, Auto, 1 Owner! Stk#M1284A</p> <p style="font-weight: bold; color: yellow;">\$8,495*</p>	<p style="font-weight: bold;">2008 Chrysler PT Cruiser</p> <p style="font-size: 0.7em;">Auto, AC, Low Low Milage! Stk#MU2187</p> <p style="font-weight: bold; color: yellow;">\$8,995*</p>	<p style="font-weight: bold;">05-07 Ford Escape</p> <p style="font-size: 0.7em;">Auto, 4x4, Low Miles, 3 to Choose, Stk#MU2016</p> <p style="font-weight: bold; color: yellow;">\$8,997*</p>
<p style="font-weight: bold;">2003 Toyota Matrix XR5</p> <p style="font-size: 0.7em;">S/roof, Low Miles, Stk#MU2121</p> <p style="font-weight: bold; color: yellow;">\$8,997*</p>	<p style="font-weight: bold;">2003 VW Beetle Conv. GLS</p> <p style="font-size: 0.7em;">Auto, Lthr. Int., Low Miles, Stk#MU2216A</p> <p style="font-weight: bold; color: yellow;">\$9,995*</p>	<p style="font-weight: bold;">1999 Ford Mustang Conv. SVT</p> <p style="font-size: 0.7em;">5 Spd., AC, Low low Miles! Stk#M1327A</p> <p style="font-weight: bold; color: yellow;">\$9,995*</p>	<p style="font-weight: bold;">2002 SAAB Convertible</p> <p style="font-size: 0.7em;">Lthr., Low Mi., 1 Owner, Excellent Cond.! Stk#M1186A</p> <p style="font-weight: bold; color: yellow;">\$10,994*</p>
<p style="font-weight: bold;">2006 Toyota Corolla LE</p> <p style="font-size: 0.7em;">Auto, AC, Extra Nice! Stk#MU2230</p> <p style="font-weight: bold; color: yellow;">\$10,995*</p>	<p style="font-weight: bold;">2005 Chrysler Pacifica Touring</p> <p style="font-size: 0.7em;">Auto., AC, low mi., 1 owner Stk#M1342A</p> <p style="font-weight: bold; color: yellow;">\$10,997*</p>	<p style="font-weight: bold;">2008 Kia Optimum LX Sedan</p> <p style="font-size: 0.7em;">Auto, AC, Low Miles, 1 Owner, Stk#MU2218</p> <p style="font-weight: bold; color: yellow;">\$11,883*</p>	<p style="font-weight: bold;">2007 Volvo S60</p> <p style="font-size: 0.7em;">Lthr., S/roof, Well Equipped! Stk#MU2204</p> <p style="font-weight: bold; color: yellow;">\$16,883*</p>

*Used prices reflect \$995 Cash or trade due at signing. Photos are for illustration purposes only See dealer for details. Must be paid for same day of purchase. Offer ends 4/12/09.

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Lynda Coppinger, left, presents a \$500 check to Ann Mansfield.

The WAIST-AWAY-CHALLENGE

Ladies Workout Express in Peabody has just finished a 10-week weight loss challenge with Ann Mansfield of Lynn winning \$500 and losing a total of 32 lbs. Lynda Coppinger, owner of LWE says Ann has been such an inspiration to so many women at Ladies Workout Express since joining in June. Not only has Ann lost 32 lbs in the 10 week challenge, she has lost a total of 114 pounds since joining!!!! Coppinger says her staff and instructors motivate and help the members achieve their goals and learn that exercise can be fun with classes like Disco Drums, Zumba, and Urban Striptease! The next WAIST-AWAY-CHALLENGE begins soon, call LWE at 978-977-0501 for details, you could be the next \$500 winner.



Lynn Housing and Neighborhood Development Director Charles Gaeta, City Council president Tim Phelan and LHAND's Norm Cole are shown in this Item file photo.

LHAND revitalizing Lynn neighborhoods

LYNN

The Neighborhood Development Associates, Inc. (NDA) formerly Lynn Community Development Housing Associates has been fulfilling its mission to revitalize Lynn neighborhoods for over 30 years. Though the name has changed the mission of revitalizing neighborhoods by building healthy and stable housing opportunities remains unchanged.

NDA, Inc. a 501(c)(3) non-profit, which works in partnership with the Lynn Housing Authority & Neighborhood Development (LHAND), has recently built and sold 10 single-family homes along Flint and Childs Streets located at the rear of the property where the Waterworks building once stood. Construction of two 2-family homes along Walnut Street at the front of the property is well underway as is a Memorial

Garden in remembrance of the pumping station. The two 2-family homes include characteristics similar to that of the original historic building. The NDA worked closely with the neighbors, the City of Lynn, LHAND, the Massachusetts Historical Commission and Lynn's Historical Commission to create a symbolic design that would be a remembrance of the former Waterworks building.

Additionally, NDA has recently acquired two foreclosed homes, a vacant parcel along Washington Street that now adorns a duplex home that mirrors the former building and a single family on Rogers Avenue that is undergoing substantial rehabilitation in an effort to sustain the housing stock that is distinctive to the Highlands. Both properties are located in the city's targeted neighborhood — due to the number of foreclosures taking place — and will serve as pivotal con-

struction projects to jump-start revitalization and stabilization efforts in the surrounding neighborhoods. NDA works to incorporate energy efficiency measures in new construction projects as well as rehabilitation work.

"These projects are the first of many that will play a vital role in stabilizing neighborhoods hardest hit by foreclosures," said Charles Gaeta LHAND Executive Director. The NDA is one of four local agencies that have been certified by Citizens' Housing and Planning Association (CHAPA) Foreclosed Properties Program. This program will give NDA and other Lynn agencies first-look at foreclosed properties and the opportunity to purchase them as discount prices. The NDA works in partnership with the LHAND, City of Lynn and the Office of Economic & Community Development.



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We've changed our name, but our mission remains the same...



Construction is nearing completion at the site of the former Waterworks Pumping Station which will include a total of 10 single family homes and two 2-families homes.

Neighborhood Development Associates, Inc. is committed to transforming neighborhoods, revitalizing communities, and creating housing opportunities.



Rehabilitation work continues at a property on Rogers Avenue, which is the first of many to be rehabbed in the newly designated Targeted Area



NDA built a duplex home on a foreclosed vacant parcel. The new building is a mirror image of the former structure.



Board of Directors
Charles Gaeta, President
Ann Reddy, Treasurer
Oliver Toomey, Clerk
John Pace Sr.
Christine Newhall

In partnership with Lynn Housing Authority & Neighborhood Development, City of Lynn and Office of Economic & Community Development

PROGRESS 2009

New golf course opens in Lynnfield, but Meadow Walk project put on hold

LYNNFIELD

By Jenny Amaral
THE DAILY ITEM

Lynnfield may not see the completion of the town's largest development this year, after all. As with many other construction projects across the nation, Meadow Walk, has been postponed.

Ed Marsteiner, Senior Vice President and Director of Acquisitions for National Development, said the project has been "put on hold" due to the economic conditions. There was no word on when activity would start up again.

The Newton-based company purchased the land located on the former site of the Sheraton

The 9-hole golf course which was given to the town when the land was purchased, now known as The King Rail Reserve Golf Course, officially opened on April 1.

Colonial Golf Course over two years ago and was eager to create what it calls a "traditional neighborhood center." The mixed-use development would occupy over 400,000 square feet on a 202-acre site.

Approximately 68 acres would be developed into luxury commercial and residential space, while the remaining 103 acres would be deeded to the town as open space. The Sheraton

Hotel and renovated Boston Sports Club currently occupy space on the land.

Design would follow that of an old New England village with a large open area, wide sidewalks, streetlights, and green landscaping. Developers told residents it would be similar to that of downtown Newburyport, Lexington, and Andover, featuring fine shops, restaurants, and entertain-

ment.

Fifty to sixty commercial tenants are still expected to fill the available slots, as well as nine restaurants. In terms of the development's residential component, 180 apartments were planned for construction, nearly 25 percent of which will be set aside strictly for affordable housing. Elderly housing under the guidelines of the non-profit organization L.I.F.E. (Lynnfield Initiative for Elders, Inc.) was also expected.

What is open, however, is the 9-hole golf course which was given to the town when the land was purchased. The updated course, now known as The King Rail Reserve Golf Course, officially opened on April 1.



ITEM PHOTO / OWEN O'ROURKE

The new Hannaford Supermarket on Route 1 is rapidly taking shape. This photo of the construction was taken last week.

Construction brisk along Route 1 Saugus

New Hannaford's supermarket, Border Cafe to open soon

SAUGUS

By Chris Stevens
THE DAILY ITEM

Though the economy may be in the dumps, construction of new businesses along Route 1 in Saugus has held steady.

Border Cafe has been relocated from Route 1 south to Route 1 north and will soon open in the Shops at Saugus.

That is not the only Mexican fare in town however. For a community known for its Italian eateries, not one but two new restaurants based on south of the border cuisine have opened in the last year.

Also in the Shops at Saugus is Qdoba Mexican Grill and tucked at the end of the row in the Barnes & Noble/Staples plaza is Chipotle Mexican Grill.

La Vita Mia, which has sunk deep roots in the community, is also making a move from its Route 1 location to Hamilton Street near Saugus Center in what was once home to Tonino's Restaurant. No date has been set yet due to a bit of red tape, but the move should take place soon and when it does reopen it will do so with a full liquor license, something it did not have at its Route 1 location.

The liquor license comes with the demise of Oasis Restaurant that closed after a fire and amid trouble with the town.

Also, after two previous attempts, Hooters has landed on Route 1. Taking over the spot previously home to Famous Dave's BBQ Hooters opened last fall amid little fanfare and no protest.

When it comes to good food, restaurants are not the end all. Sensational Cupcakes opened on Lincoln Avenue to sensational reviews last summer. Rose's Bakery, also opened as an annex to the Peabody based bakery but it did not last past

the holidays.

The Border Cafe was not the only business to go bigger and better. Joanne Fabrics opened its new store on the same old site.

When CVS came to town to build on Route 1 south, Office Max was felled permanently but Joanne Fabrics was simply pushed back and given a new store at nearly twice the space as the old.

J. Pace & Sons the gourmet food shop located at the corner of Main Street and the Lynn Fells Parkway will also expand when it moves north to the former home of the VFW Hall.

Declining membership forced the VFW to sell its building but Joseph Pace promised when he built his new store he would not leave the veterans out in the cold. The proposed project includes putting up one building made up of three attached units. The center

unit, according to the plan will be the new two story home of J. Pace, the specialty gourmet food store and the 5,000 square foot space on the southern end will be the new home of the VFW. The remaining 4,200 square foot space on the northern end could be part of the grocery store or might be leased out to a third party.

Bernie & Phyl's Furniture recently reopened is expanded Saugus store, while Stop & Shop on Main Street is also undergoing a rehab.

Wild Oats isn't undergoing a rehab it is undergoing a transformation. As one of the businesses that didn't make it through the year, the former healthy food store will become a Hannaford's grocery store in the coming months.

Other businesses that wilted on the vine this year include Circuit City and Tweeter.

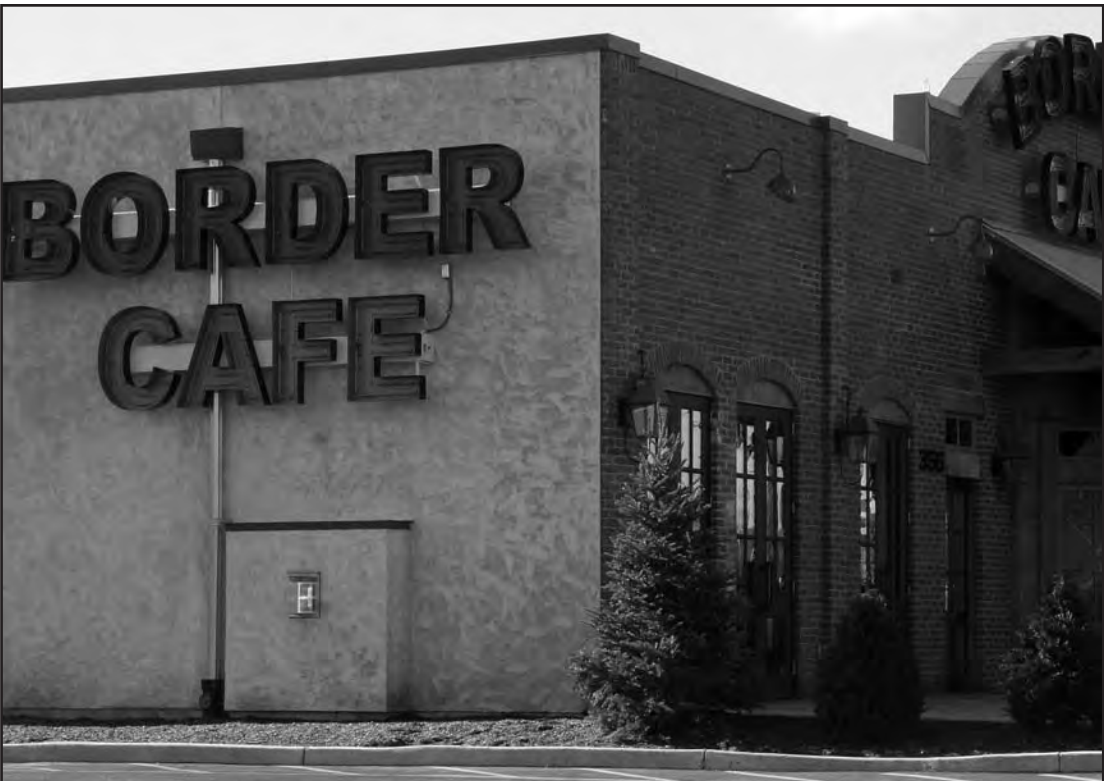
Town Manager Andrew

Bisignani said it was too early to tell yet whether the town will suffer due to the economic crisis. This is the time of year developers typically pull permits for upcoming projects and while he suspects the town will lose some money on building permits he isn't sure how much.

He did however drop the estimated receipts from permitting drastically he said, when he planned the fiscal 2010 budget.

"I don't want to come up short," he said.

He is hopeful however, there are still projects in the planning stages. Bisignani said it's his understanding that a 50,000 square foot office building will go in down the street from The Hilltop Restaurant. And he added that he is hopeful other businesses will move into shops left vacant by J. Pace, Circuit City and other unfortunate businesses that have fallen to the bad economy.



Border Cafe has been relocated from Route 1 south to Route 1 north and will soon open in the Shops at Saugus.

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All Care VNA expands its home care services

LYNN

All Care has provided over 98 years of expert home health care while continually expanding its services to address the ever-changing health care needs of the community.

A new vital component of All Care's seamless continuum of home care services is the Bridge to Hospice program, which officially became a part of the VNA in 2008. This merger has created a highly skilled interdisciplinary team of VNA and hospice nurses to address the specific needs of individuals who:

- Have a life-limiting illness with a prognosis that is uncertain
- Are still receiving curative treatment for their illness
- Are not yet emotionally ready to make the decision to enter hospice

Bridge nurses are in contact with patients and their family members throughout the Bridge to Hospice

Program. The program delivers pain and symptom management as well as emotional support during a period when a patient with a life limiting condition may still be pursuing active treatment or is not yet ready to elect the hospice benefit. The Bridge team provides education for the patient and family regarding hospice care and assists them in the transition to hospice services.

Bridge to Hospice offers educational counseling that covers a wide range of topics, including:

- Understanding illness and its progression
- Coping with the financial stress of a long-term illness
- The importance of advanced care planning
- The value of hospice care and the services available
- How early access to hospice enhances the quality of life for both patients and their families

All Care's Bridge to Hospice goal is to help soothe the pain of illness while bringing comfort and emotional support to each individual who is affected by the approach of life's end.



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PROGRESS 2009

St. Jean's Credit Union to open new main office in Lynn

LYNN

St. Jean's Credit Union is all about progress. Last May, with the opening of their Salem Branch & Operations Center, St. Jean's expanded to include four locations. This Summer St. Jean's is scheduled to open a new Main Office at 250 Maple Street in Lynn.

Organized in 1910, St. Jean's Credit Union is Massachusetts' First Credit Union and as they look toward their 100th Anniversary, they remain true to the philosophy of people helping people. "We were founded as an outgrowth of a church and an immigrant population, and we've never forgotten our roots," adds David Surface, CEO & President of St. Jean's Credit Union. "We enjoy being a part of the fabric of Lynn, and we'll always be here."

Servicing over 16,000 members, including 6,000 Lynn residents, St. Jean's Credit Union currently has \$120 million in assets and continues to provide their membership with products and services to fit their financial needs. "We've been providing members with dependable financial services for close to 100 years and have always paid close attention to our financial position. With strong capital, we look forward to serving our members and providing them with services they can depend on," said Surface.

This commitment to the membership is a top priority to St. Jean's Credit Union and was at the forefront of the decision making process while planning for the new Main Office. "The Maple Street project allows us to provide our membership with a two lane drive-thru, drive up ATM, night depository, ample parking and all the modern amenities to conduct their financial business. It's a great location for current and future members and marks a milestone in the history of our credit



An artist's rendering of the new St. Jean's Credit Union headquarters now under construction at 250 Maple St., Lynn.

'For us, liquidity is not an issue. We're here to offer everything from equity lines of credit to jumbo mortgages.'

DAVID SURFACE

Ceo & president, St. Jean's Credit Union

union," Surface added.

Offering a variety of products and services, including Real Estate and Personal Lending, St. Jean's provides personal service with a level of expertise you can trust. "We work closely with our mem-

bers to find the best possible options to fit their needs" adds Surface. "The credit union has been consistent and honest with its membership. We have the members best interests in mind." With all the attention being given to concerns about

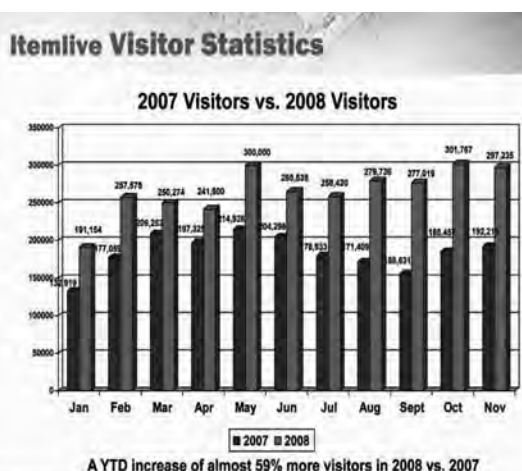
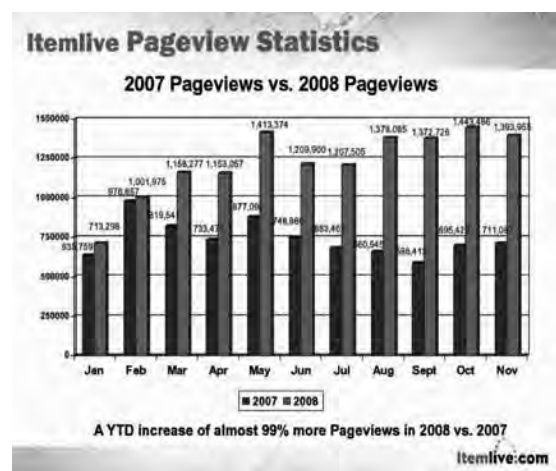
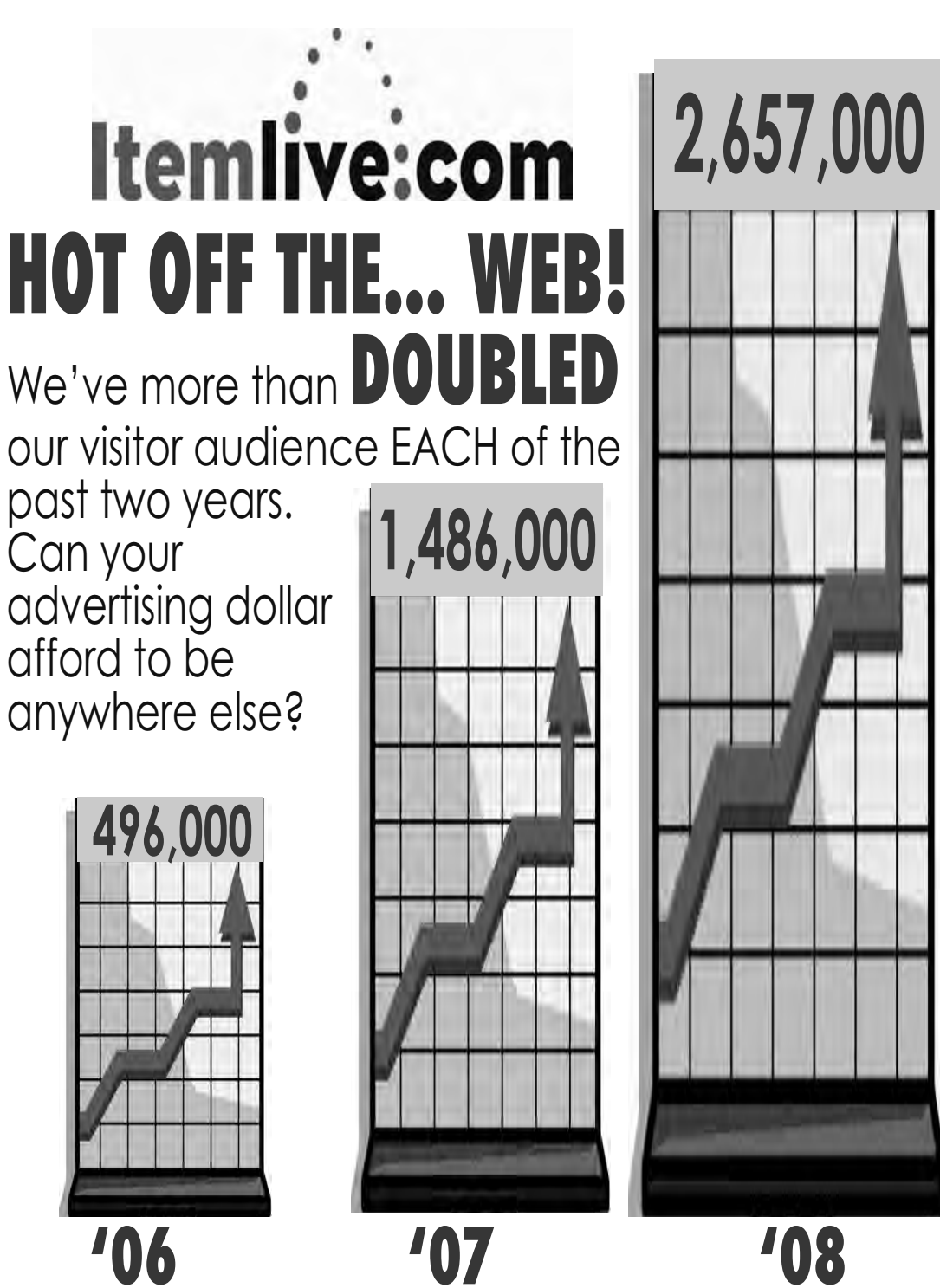
today's economy, St. Jean's Credit Union continues to lend and offers members the highest level of protection available. "For us, liquidity is not an issue. We're here to offer everything from equity lines of credit to jumbo mortgages." The credit union is also covered by two of the nation's strongest insurers, the National Credit Union Administration (NCUA) and the Massachusetts Share Insurance Corporation (MSIC).

In addition to their lending programs, St. Jean's product line also includes NOW Check-

ing Accounts, Certificates of Deposit, IRAs, Direct Deposit, Payroll Deduction, Club Accounts and many more unique products and services. Members can access their credit union accounts 24 hours a day with stjeans@home, an online branch that allows members to view their accounts, make transfers, and pay their bills with Bill Payment & Presentment. St. Jean's is always on the lookout for ways to enhance their services. "If we can offer it we'll find a way to do it," said Surface.

In addition to their Lynn office, St. Jean's has locations in Salem, Newburyport and Revere and services members in Essex, Middlesex and Suffolk Counties. As they look forward to the opening of their new Main Office, St. Jean's Credit Union is committed to their membership and the progress of their institution.

Currently located at 527 Western Avenue in Lynn St. Jean's Credit Union can be reached at 781.592.5420 or visit the credit union online at www.stjeanscu.com



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The Daily Item



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New Lynn Veterans Memorial Auditorium a linchpin for economic revitalization . . D8

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LYNN

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Eastern Bank's subsidiaries include Eastern Wealth Management, Eastern Insurance and Fantini & Gorga, a real estate advisory firm. For more information, visit www.easternbank.com.

New development brought new jobs into Revere in '08

REVERE

By THOR JOURGENSEN
THE DAILY ITEM

With major development projects slowed or sidelined by the economic slowdown, the city is looking to small scale efforts to attract businesses and create jobs.

The hotel and residential tower project planned next to Wonderland station is a year away from construction and other beachfront projects are in the planning stage or stalled by financing problems.

In the city's center, BJ's Wholesale's new store off Brown Circle and the Channel development off

Mahoney (Bell) Circle represent 2008's infusion of jobs into the city. Chamber of Commerce Director Laurie Leone said these projects underscore Mayor Thomas Ambrosino's push to make "Revere more commercial friendly."

"We can see this in the new Bell Circle business park where the Registry of Motor Vehicles now resides, the new BJ's, and what's in the future for Wonderland Marketplace," Leone said.

Leone said the city is sending a strong signal that it wants to attract businesses to Revere by offering

See **REVERE**
PAGE D4



ITEM PHOTO / OWEN / O'ROURKE

The Registry of Motor vehicles relocated from Melrose to Revere, at a location in the Channel Development off Mahoney Circle.

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In 1961 Frank Giuffrida bought a club in Saugus that he converted into a western-style steakhouse. With his wife Irene, as the hostess, they worked seven days a week and before long the Hilltop became the number One Steakhouse, a title it still holds today. Frank was soon known to be the "king of the Hill" serving over three million customers annually. His success was largely due to his generous nature, which he reflected into his business with great quality and quantity. The Hilltop is still known today for its quality and generous portions at a great value and we follow that motto throughout all aspects of Hilltop.

The Hilltop restaurant offers a delicious meal at a great value. With dinner specials as low as \$9.95 and an entire children's menu for only \$2.95 we are a true value restaurant. We are famous for steaks but we also have great seafood specialties and pasta dishes. There is something for everyone at Hilltop. Hilltop was most recently featured on The Travel Channel which brought in diners from all over the country.

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People come back to Hilltop so frequently because it brings back memories for them and their childhood. As we move into 2009 Hilltop has grown in so many ways since its opening while sticking with our original concept. We are still your favorite family restaurant and Butcher Shop, but we have added more. We are now proud to offer the North shores best Breakfast buffet on Sunday mornings. For \$9.95 for adults and \$4.95 for children we have a full buffet featuring an omelet station, waffle station, breakfast pastries and all of your breakfast favorites. We even offer



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River Works Credit Union adds mortgage department

Steven Petrillo heads up new division

LYNN

River Works Credit Union, a community credit union, located at 947 Western Ave., Lynn, has been opened to everyone since February 2002 serving people who live and/or work in Essex, Middlesex and Suffolk Counties.

During that time we have added experienced staff to assist all of our members with their financial needs.

In addition to numerous savings and consumer loan products, River Works Credit Union has developed an in-house Mortgage Department.

Steven Petrillo has been hired to head up the in-house Mortgage Department. Steve comes to River Works Credit Union with many

years of experience and has expertise in both residential and commercial mortgage lending. Steve also is extremely familiar with Portfolio Programs. For more information, Steve can be reached at his direct line at 339-883-9256.

Mike Hughes is also part of the newly formed in house Mortgage Department. In addition to Mike's extensive mortgage lending background Mike is extremely proficient with Reverse Mortgages. For more information, Mike can be



Mike Hughes

reached at his direct line at 339-883-9259.

River Works Credit Union is a \$73M community credit union dedicated to its members.

We welcome you to either contact the credit union at 781-599-0096 or visit our office at 947 Western Avenue Lynn to meet with Steve Petrillo or Mike Hughes. If you are in the market for other products and services contact any one of our knowledgeable Member Service Representatives.

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There are many new laws pertaining to Reverse Mortgages which gives seniors access to more equity from their homes.

Mike Hughes is very proficient in all areas of reverse mortgages and the new laws.

Contact Mike Hughes at 339-883-9259 for more information.



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PROGRESS 2009



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LYNN

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ITEM PHOTO / MIKE GENDALL

Diane Larson, Eric Stille, Kevin Silva and Travis Luscomb pose in front of Larson's Automotive Service, 289 Lynn St. in South Peabody.

Larson's Automotive Service endures, welcomes new clients

PEABODY

By MIKE GENDALL
FOR THE ITEM

The first thing customers are likely to notice when they pull up at Larson's Automotive Service, Inc. in South Peabody is a large banner stretched above the dual garage doors of this quaint mechanic shop.

"We Love You John Larson!!!" it reads, except the word "love" is replaced by a heart symbol.

It is an unusual introduction to a mechanic's shop, the sort of place that you don't really expect to see outward and explicit displays of adoration.

But once you step inside and talk to the four

people who comprise Larson's Automotive Service, Inc., it makes perfect sense. John Larson, who opened the 289 Lynn St. garage with his wife more than 20 years ago, passed away after a courageous two-year battle with heart disease last August.

This is a tight-knit family business still recovering from John's death, and even as owner and manager Diane Larson, John's wife, wants to get out the word that for the first time since John became seriously ill they are again accepting new clients, she wants John's memory and legacy recognized as well.

"John was always a mechanic," she says. "It is

See **LARSON'S**
PAGE D4

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PROGRESS 2009

Lynn shopkeepers rely on local support

LARSON'S

FROM PAGE D1

what he wanted to do, lived his life for, and we are all better for it."

At Larson's Automotive Service, Diane and John Larson have long thought of servicing their customers in the fashion of a doctor's office or a dentist's office — their clients are encouraged to come in and have their automobiles exposed to a routine checkup every six months.

It's a philosophy Larson says she and her husband pioneered, and one she's proud to continue in his absence.

"We were one of the first people who posted that theory," she says. "We see them twice a year. It's great. It's painless. It's a great program."

Fresh after adding two new hires, experienced mechanics Travis Luscomb and Eric Stille, Larson is eager to bring in new clients, as their slower volume of business during John's illness and the economic recession have taken their toll.

In addition to their small, dedicated staff and philosophy of routine checkups, Larson hopes a new rust-proofing program she has recently begun offering will help bring customers in as well.

To schedule an appointment with Larson's Automotive Service, 289 Lynn St., Peabody, South Peabody, call Diane at 978-530-1111.

According to Larson, they are the only shop in the area to offer rust-proofing from Corrosion FREE, a Canadian company whose unique product Larson says is "definitely saving our clients' cars."

For all the transition in the past two years, though, Larson is excited to announce Larson's Automotive Service, Inc. should remain a family business for a long time to come. Kevin Silva, who joined the staff back in 2000 and is now the shop foreman, is also her son-in-law-to-be.

"He's a great shop foreman," Larson says. "You cannot find a better facility. My guys are absolutely top-notch."

Larson's Automotive Service, 289 Lynn St. in South Peabody, is now accepting new clients. To schedule an appointment, call Diane at 978-530-1111.

By MATT BELLIVEAU
FOR THE ITEM

With economic news seemingly getting dimmer each day, small businesses are relying more than ever on local consumers.

Salvy Migliaccio, owner of the Lynn florist shop named after his late father, "Salvy the Florist," says national floral companies are "sucking the wind out of the florist business."

While the shop's sales have remained steady throughout its 62 years, Migliaccio admits newly developed online dealers have proved to be a hindrance on his business and hopes that face-to-face contact, choosing suitable flowers and keeping money local are more important to shoppers than the cheap, fast and easy deals.

"Those businesses are not florists, I call them 'flower gatherers'. They're national brands aggressively pursuing my current and potential customers," said Migliaccio, a former Lynn city councilor. "The customer who orders the flowers online doesn't realize that company is tacking on a commissioner and passing the order to a local florist, like me, to fill the order."

After multiple publications predicted a massive drop-off in Valentine's Day spending, Migliaccio said the company spent the two weeks before Feb. 14 aggressively buying and pricing their flowers.

"Our expectations weren't very high, quite frankly," said Migliaccio. "But we did well, we were able to keep the cost



ITEM PHOTO / OWEN O'ROURKE

Salvy Migliaccio, owner of Salvy the Florist at 793 Western Ave., is shown in his shop.

and price pretty low and pass that along to our customers."

Leslie Gould, president and CEO of the Lynn Area Chamber of Commerce (LACC), said it's especially essential during the recession for local residents to support their local businesses.

"The business and residential communities go hand-in-hand and one has to help the other," Gould said. "During these tough economic times we

need to take care of our community so the products and services are around even in good times."

According to Alan Piccole, owner of Mr. Specs in Lynn, small businesses like his actually hold an advantage over larger companies.

"We're able to make adjustment a lot quicker than the big businesses. I don't need to answer to stockholders or have things voted on in commit-

tees," Piccole said. "We're able to make changes mid-stream that serve in the best interest of our customers."

According to Piccole, Mr. Specs has held up well against the bigger companies.

"We get nervous every time we see a chain open up, but we've been able to outlast most of them," Piccole said. "We actually have seen a lot of our

See **SHOPS**
PAGE D9

REVERE

FROM PAGE D1

tax incentives to new and expanding businesses and speeding up the process of obtaining city permits to build and operate businesses.

"This conveys to developers that Revere has cut out some red tape," she said.

BJ's Wholesale Club's decision to open a 125,000 Revere store paralleled the Channel development, including the relocation of a Registry of Motor Vehicles branch from Melrose to Revere, project this month.

Even with the arrival of these big developments on the local business landscape, Leone said small businesses are "getting more resourceful and creative."

The Jewelry Box on Broadway has expanded into buy-

ing jewelry from customers as well as selling. Cove Lounge proprietor Marty Dolan has expanded his entertainment and catering businesses by offering Monday night suppers. He will be the featured cook for the Chamber's Texas Hold 'Em event April 24 at the Beaumont Veterans of Foreign Wars post.

"When life serves you lemons, make lemon-aid" seems to be a motivating mantra," Leone said.

The city still hopes it can introduce zoning changes in North Revere aimed at encouraging commercial development adjacent to the Overlook Ridge housing complex. City Council members think Overlook residences could prove to be an expense to the city by attracting families who enroll children in local schools.

Brotherhood Credit Union celebrating 75th anniversary

LYNN

Brotherhood Credit Union is proud to announce that it is celebrating its 75th anniversary. To commemorate this historical accomplishment BCU will hold an open house from May 1st-8th, 2009 at both their Lynn and Marblehead locations. Light refreshments, promotional giveaways, and an unprecedented rate

on their new Diamond Checking Account will be offered. This incredible rate cannot be matched by anyone in the area and cannot be disclosed at the current time because it won't be available until May 1st. Visit Brotherhood Credit Union's web site at www.brotherhood-creditunion.org in the next few weeks to get more information regarding the Dia-

mond Checking Account. From their humble beginnings of less than \$100 in assets in 1934, Brotherhood Credit Union has grown to over \$100,000,000 in 75 years by serving its local community as a full service financial institution. With strong reserves and money to lend Brotherhood Credit Union is looking forward to the next 75 years.

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PROGRESS 2009



ITEM PHOTO / MIKE GENDALL

Peter Mikedis, owner of Sidekim Foods, is shown in front of his delivery vehicles outside his rapidly growing Lynn catering business.

Sidekim Foods sees phenomenal growth in first year

By Mike Gendall
For The Item

As a rule, the past twelve months or so have seen businesses decline and not grow. Companies going out of business seem much more prevalent than companies starting up.

But there are exceptions to every rule, and perhaps none more exceptional than the case of Sidekim Foods.

Peter Mikedis, who had previously run what he called the largest meals-on-wheels company in Boston, opened Sidekim Foods ("Sidekim" is "Mikedis" spelled in reverse) in Lynn on Feb. 4, 2008, offering prepared meals and snacks to clients ranging from senior centers to private schools to daycare programs.

Fourteen months later, in the midst of the worst recession the country has seen

'When we started last year we were producing 197 meals a day, and today we're over 2,000. The way it looks like right now, we should be well up over 4,000 meals a day come October.'

PETER MIKEDIS
owner, Sidekim Foods

in years, business has increased at an alarming rate.

"When we started last year we were producing 197 meals a day, and today we're over 2,000," Mikedis says. "The way it looks like right now, we should be well up over 4,000 meals a day come October."

Mikedis has a few theories as to why his start-up has been such a bright exception.

"First, it's our quality and the passion that we have for what we do," he says. "Our meals are healthier and I think people see in our service and how we present our meals that we care."

Nothing on Sidekim's menu includes any processed foods or canned ingredients, he adds. Everything is made from scratch, "and we do it at the right price."

For all the growth Sidekim Foods has already experienced, Mikedis says they're not done growing yet.

He is planning on taking on an additional 4,000-6,000 square feet at his Sanderson Avenue address. Already delving into corporate and social catering to augment their primary operations — Mikedis says he booked 11 different functions serving 100-300 people each in just two days last week — he also hopes to "branch out" into the public school districts, nursing homes and assisted living centers by 2010.

"It's rewarding to do what we're doing and knowing we're keeping 15 people employed and, hopefully, by October we'll have employed another 11 people," he says. "It's a good thing, given what's going on around us. I'm very happy with where we are and our progress."

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The Daily Item

Lynn GE employees recognized with top engineering awards

LYNN

Several local engineers recently earned prestigious GE awards based on their significant technical contributions and innovation in aerospace propulsion. The honors were presented during Aviation's annual Engineering Recognition Day ceremony.

During the event top engineers/engineering teams were selected for eight awards recognizing outstanding technical achievements in the areas of creativity, state-of-the-art advances, product enhancements, cycle-time reductions, process improvements and Six Sigma quality accomplishments.

The top award, known as the Donald F. "Truly" Warner Award, was presented to Eliot Sterling in recognition for his 50+ years of dedicated service and key achievements in aircraft engine bearing and lube system designs. Sterling has contributed to every Lynn engine model and he continually contributes his knowledge and expertise to both new product development and field problem/root cause investigations.

The winner of the 2009 Dr. Sanford A. Moss Memorial Award was the team responsible for the successful completion of the Presidential Helicopter core engine test. Team members are Tony Gallotto, Jack Gingras, David Hyde, Paul LeBlanc, Robert Parks and Patrick Willwerth.

This team's achievement resulted in meeting a key customer commitment to



certify the CT7-8E stage 1 and stage 2 GGT blades for the VH-71 Presidential helicopter, plus advancements to core engine testing methodology. Other GE engine programs are leveraging their process enhancements and lessons-learned.

GE Aviation is a world-leading provider of commercial and military jet engines and components as well as integrated digital, electric power, and mechanical systems for aircraft. GE Aviation also has a global service network to support these offerings.

The mainstay products of the Lynn facility are the T700 helicopter engine and F414 fighter jet engine on the military side, and the CF34 for commercial aviation. The facility also makes specific components for all engines in the GE portfolio.

The mainstay products of the Lynn facility are the T700 helicopter engine and F414 fighter jet engine on the military side, and the CF34 for commercial aviation. The facility also makes specific components for all engines in the GE portfolio.



High Rock Tower And Observatory

The season for the 85-foot high High Rock Tower Observatory in Lynn opens this month. The High Rock telescope also enables visitors to investigate the craters, valleys and hills of the moon's surface, distinguish between the different star formations and obtain a better appreciation and understanding of basic astronomy. To visit the observatory call 781-599-1444. The 2009 schedule is as follows:

Tuesday April 28 2009	8:30 PM Saturn and The Moon
Tuesday May 26 2009	8:30 PM Saturn and The Moon
Tuesday June 30 2009	9:00 PM Saturn and The Moon
Tuesday August 4 2009	9:00 PM Jupiter and The Moon
Tuesday September 8 2009	9:00 PM Jupiter and The Moon
Tuesday October 6 2009	9:00 PM Jupiter and The Moon
Monday November 2 2009	9:00 PM Jupiter and A Full Moon



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PROGRESS 2009

Zimman's turns 100

Family store builds on its fabric of success in Lynn



PHOTOS COURTESY OF ZIMMAN FAMILY

Above, customers are lined up outside Zimman's furniture and textile store in the mid-1900s. Below, the late Morris Zimman is shown in the Lynn store he started 100 years ago.



LYNN

By DAVID LISCO
THE DAILY ITEM

Most shoppers know Zimman's in Lynn as a high-end furniture and textile store where the aisles are often bustling with interior designers, architects, artists and do-it-yourselfers.

It wasn't always so. Zimman's turns 100 years old this year, providing occasion to celebrate its colorful history that began in 1909 when the late Morris Zimman arrived in West Lynn from Lithuania at age 19. As family lore goes, Morris Zimman spent a mere two days at a pre-arranged job before managing to cobble together enough wares to sell door-to-door.

With an entrepreneurial spirit and grasp of six languages, Zimman was immediately successful. His first door-to-door customer spoke Russian, the second Polish and the third Yiddish. Two weeks later, Morris opened his first store on River Street.

In 1915, he married Anna Abrams and taught her the retail business. A year later, to his wife's chagrin, he bought a train car filled with unbleached muslin. But Morris sensed he was onto something profitable. At 8 cents a yard, the entire lot sold out quickly. Customers dyed it, sewed sheets and pillow cases, draperies and sent bolts home to relatives in the Old Country.

During the Great Depression, Morris Zimman capitalized on Prohibition by selling the ingredients needed to make distilled beverages at home. He built a separate window counter at his store's side entrance to sell hops and malts and distilling equipment. He was soon operating 11 such locations. He also began buying goods cheaply at auction or from salvage, such as the fabric retrieved from the ship Robert E. Lee that had sunk in



ITEM PHOTO / DAVID LISCO

Michael Zimman, the present and third-generation owner of Zimman's, is shown.

Boston Harbor. The fabric was sold soaking wet at bargain prices.

By 1931, he had relocated the store to McDonough Square. The couple had four sons who worked beside them. On Sundays, they would drive to auctions to purchase merchandise at deep discount.

During World War II, one son, Barry Zimman, joined the U.S. Navy after three years of medical school. Discharged in 1946, the young man returned to his retail roots armed with standardized business practices for accounting, budgeting, inventory and advertising — then considered a novel approach. Barry Zimman branched out and opened one of the country's first self-service department stores. At the time, most shopkeepers displayed their goods under glass, accessible only through a salesperson. Barry Zimman allowed his customers to openly inspect the goods. His brother, Eddie, was already prospering

See **ZIMMAN'S**
PAGE D9

Lynn Water and Sewer Commission touts its prize-winning water quality

LYNN

By MIKE GENDALL
FOR THE ITEM

The Massachusetts Department of Environmental Protection hasn't announced its 2008 Public Water System awards yet, but Dan O'Neill wouldn't be the least bit surprised if Lynn wins.

O'Neill, executive director of the Lynn Water & Sewer Commission, says 2008 would mark the third year in a row Lynn has claimed a prize for its drinking water placing in the top five percent in the state in a combined analysis of such factors as treatment, distribution, number of violations and compliance to regulations.

The Lynn Water & Sewer Commission won awards in 2003 and 2004 as well, and the workers here are proud of that fact. Lynn tap water seems to be the desktop drink of choice here, as opposed to coffee or soda, and plaques from all five years adorn the wall across from the receptionist's desk in the lobby of their Parkland Avenue office.

What makes the water in Lynn so outstanding? One reason is evident just from looking out the window - tap water in Lynn comes from four nearby reservoirs, including Breeds Pond, just a stone's throw from O'Neill's office.

That short distance matters, O'Neill says.

Some other area communities get their water from Quabbin Reservoir, way out in central Massachusetts, and according to O'Neill they sometimes suffer the consequences.

"Their water travels miles and miles underground," O'Neill says. "We have our



ITEM PHOTO / MIKE GENDALL

Jeffrey Mercer tests for chlorine residual in outgoing drinking water at the water treatment plant on Parkland Avenue in Lynn.

'Any mineral despots and solids are allowed to settle out in the storage system. Both our storage, our distribution and our treatment are all capable of providing pure, pristine water.'

DAN O'NEILL
executive director, Lynn Water & Sewer Commission

own reservoir system. ... My water is coming from across the street to Lynnfield and to Lewis Street and to Boston Street."

Lynn Water and Sewer Commission's four reservoirs — Breeds Pond, Birch Pond, Walden Pond and Hawkes Pond — have a combined

potential capacity of 4.2 billion gallons of water.

An important part of the process, O'Neill says, is the sedimentation that takes place in those reservoirs. From there, the water is pumped into the commission's "ultra-modern direct filtration system."

"Any mineral despots and solids are allowed to settle out in the storage system," he says, which helps keep the water from appearing cloudy. "Both our storage, our distribution and our treatment are all capable of providing pure, pristine water."

LYNN MEANS BUSINESS

In 1992, the Lynn Business Partnership began its mission to improve the economic vitality and overall quality of life in Lynn. Results have been achieved through an ongoing collaboration among the LBP and city, state and federal officials.

It has all been about economic development: the 1992 Comprehensive Plan, which launched the Arts Cultural District; the \$7.7 million Washington Street/Route 129 project that improved access to the central business district and Lynnway; seaport, brownfields, and Economic Development Initiative grants; quantifying the non-profit sector's contribution to the city; initiating zoning changes on the Lynnway and downtown that have resulted in an expanding Arts Cultural District with artists' live/work space and luxury lofts; and the proposed extension of the Blue Line — which is now included in the state's transportation master plan.

Yes, 17 years later, the LBP is still facilitating positive change in Lynn because of the commitment of its members:

- All Care Visiting Nurse Assn. of Greater Lynn
- Barry & O'Connor Insurance, Inc.
- Beden Hardware
- Bradley, Moore, Primason, Cuffe & Weber, LLP
- Bridgewell
- Comcast
- Community Credit Union
- Thomas P. Costin Jr.
- Crowninshield Management Corp.
- East Coast Seafood, Inc.
- Eastern Bank
- Edison Realty, LLC
- Farquhar & Black Insurance
- Girls Incorporated of Lynn
- Grant Communications Consulting Group
- Greater Lynn Senior Services
- Hall Company
- Harbor Companies, Inc.
- A. James Lynch Insurance
- Lynn Area Chamber of Commerce
- Lynn Community Health Center
- Lynn Ladder & Scaffolding Co., Inc.
- Mayo Group
- Neighborhood Development Associates, Lynn
- North Shore Community College
- Old Neighborhood Foods
- Project COPE
- RCG LLC
- RFC Financial Services
- Rima Enterprises DBA McDonald's of Lynn
- St. Jean's Credit Union
- Scangas Realty
- Serving People In Need (SPIN)
- Shafner, Keating & Cuffe
- Solimine, Landergan & Richardson Funeral Homes
- Solomon Metals Corp.
- Sovereign Bank New England
- Standard Associates
- The Daily Item
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ITEM PHOTOS / MIKE GENDALL

Photos of the new Lynn Veterans Memorial Auditorium at Lynn City Hall, where the 80s rock sensation Foreigner will rock the house on May 1.

New Veterans Memorial Auditorium is first-class arts venue

LYNN

By MIKE GENDALL
FOR THE ITEM

If you ask Community Development Director James Marsh, the city of Lynn has come a long way in the last few decades, and an example of its progress is the first-class Veterans Memorial Auditorium at Lynn City Hall.

Roughly 30 years after the city all but shut down the auditorium due to budget constraints, the historic theatre is now in its fourth year of operations.

The theatre, Marsh says, has become a linchpin for the economic revitalization of downtown — a place he said you wouldn't feel safe walking around just twenty years ago.

Marsh, the former chief of staff to Mayor Edward J. Clancy Jr., oversaw the renovation of the auditorium which began after Clancy took office in 2002.

"We both saw it as just another

'It's a thing that makes you feel good about Lynn.'

JAMES MARSH

Lynn Community Development Director

Lynn diamond-in-the-rough' sitting there unused," Marsh recalls. "I didn't know the first thing about running an auditorium and just started picking away at it."

After securing two \$250,000 grants — one from the state and one from the federal government — the city replaced or restored almost every single piece of the auditorium, from the seats to the curtains to the rigging to the brass water fountains, which no longer worked and needed to be polished.

The result is a 2,072-seat state-of-the-art auditorium that has shown an ability to bring just that number into downtown Lynn on its best nights — and many of them into Lynn's downtown restaurants and other businesses as well.

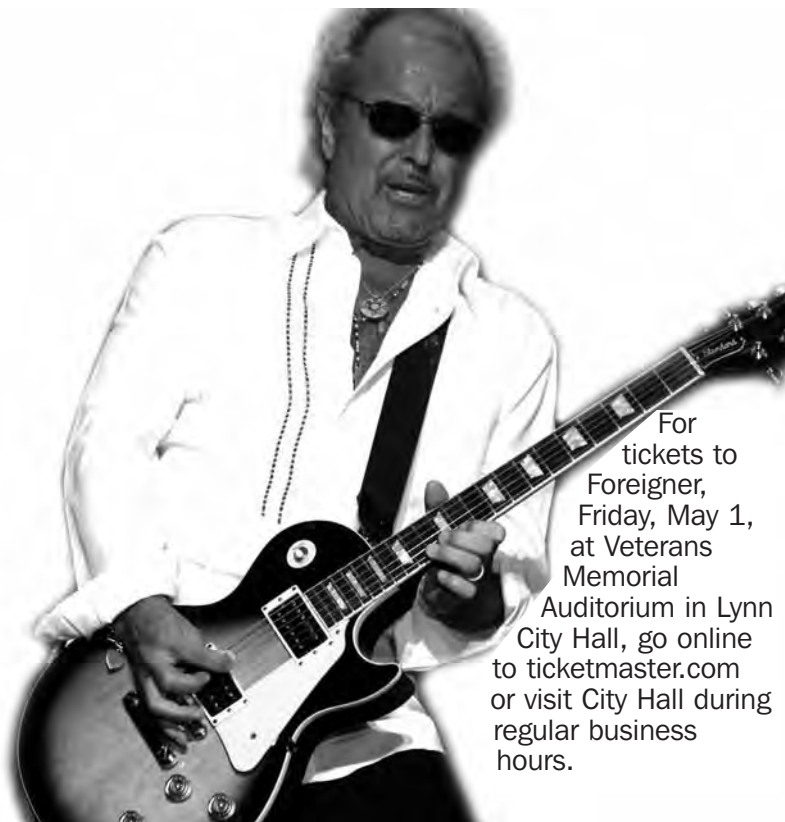
"It's a very affordable night out or weekend show for people when the money's really tight," Marsh says, inviting comparisons to more expensive trips into Boston or to Foxboro for a Patriots game. "Even to the movie theatres, with how much you're paying for a box of M&M's — here at the concessions, it's like a two-dollar beer."

Since reopening in 2006, the auditorium has hosted such entertainers as Keith Lockhart & The Boston Pops, Peter Paul & Mary, The Doodlebops and Animal Planet's Jeff Corwin.

The 80s rock band Foreigner is set to play the auditorium on May 1.

Future performances, Marsh said, will include the Nutcracker and the U2 cover band Joshua Tree. The auditorium is also looking to book Bill Cosby, Journey and a return of the Boston Pops.

"It's a thing that makes you feel good about Lynn," he says. "People are really excited about it."



For tickets to Foreigner, Friday, May 1, at Veterans Memorial Auditorium in Lynn City Hall, go online to ticketmaster.com or visit City Hall during regular business hours.



SHOPS

FROM PAGE D4

customers who had left us for bigger brands return because they weren't being treated right."

In preparation for economic storm being forecasted, some local companies have adopted the wait-and-see approach.

Atwill Furniture of Lynn has spent the last 80 years restoring furniture new and old. Owner Ronald Trapasso says while business has slowed, "the phone is still ringing."

"In a way, we actually tend to be busy during tough times," said Trapasso, who bought the business 30 years ago. "When times are tough, people tend to want to repair things rather than throw them away and buy something new."

Trapasso is now the sole employee of Atwill, which at one time

employed six.

"Everyone's running scared right now, but there's nothing much we can do," he said. "But we're going to remain optimistic."

Migliaccio is taking a more-aggressive approach.

"Everyone's been affected by the economy, but we're past that. Now it's about how we deal with it," he said.

Unable to compete with the amount of advertising revenue at the disposal of national florists, Migliaccio said the floral shop will focus its advertising locally, hoping to "re-establish" their product within the city.

"The worst thing that could happen would be for our customer to feel uncertain about our future as a business. We're in our 47th year; we're going to be around for another 47."

"Lynn has been great to us," added Migliaccio, who began working at the shop at 11-years-old. "I was raised out here, our business grew here, we



Gould

put our kids through college here, it's a great city to live in, and it's a great city to do business in."

According to the U.S. Small Business Administration, small businesses represent over 99.7 of all employer firms and employ over half of all private sector employees.

While she understands local consumers need for variety, Gould warns shoppers of the effect their choices can have.

"Choosing to shop or eat out of town could add up to hundreds of thousands of dollars lost to the local economy," she said. "Money that could be given back to the community in some way, shape or form."



Ronald Trapasso, owner of Atwill Furniture on Essex Street, Lynn, works to restore a Heppelwhite table built in 1810

ZIMMAN'S

FROM PAGE D8

in Lynn, having secured the state's first liquor license when Prohibition ended and opened the U.S. Liquors store on Union Street.

In 1957, Barry Morris moved his department store to the present location of Zimman's at 80 Market St., a broad avenue and active commercial center in those days, lined with storefronts including Raymond's, Kennedy's, Sam's Town & Tweed, Baby Land and Tri-City Sales. The business district was surrounded by apartment buildings, the tenants providing a brisk walk-in trade.

Barry Zimman, his wife, Phyllis, and their five sons were a constant presence at the store, adhering to the adage that you must be where your business is located.

In 1960, at age 70, Morris and Anna Zimman closed their West Lynn store and set up a fabric shop in the basement of their son's business on Market

Street. A wave of urban renewal followed, taking with it the homes of 5,000 residents, many of them customers. Times were tough and made more difficult as customers fled to stores at the North Shore Shopping Center. Many downtown Lynn businesses were forced to close.

Morris Zimman died in 1967, but his family was determined to keep the business alive. In the early 1970s, the second floor was converted to an indoor weekend flea market. By then, Barry Morris' son, Michael, was teaching at Hillel Academy in Marblehead but feeling the retail pull. A graduate of Marblehead High School and Bowdoin College, the third-generation retailer soon realized the family store was actually a warehouse treasure trove of retro products and vintage clothing. The result of that epiphany was Grandpa's Attic, which attracted a new generation of Zimman's customers who came to buy sharkskin suits, seamed nylon stockings

and women's shoulder-padded suits.

Michael Zimman, a father of four who today lives in Brookline with his wife, Ellen Rovner, knew he couldn't compete with "the mall" so he focused on the fabric selection. An art major, he expanded the textile offerings and closed down some of the other departments. He was able to buy directly from the textile mills, cutting out the middlemen, which translated to lower customer prices.

"Fabrics are the motor that drives the whole machine," he said. "The fabric selection is what brings people here."

From the mid-1980s well into the 1990s, Zimman's continued to transform, introducing custom bedding, window treatments and re-upholstery, all natural offshoots of the fabric businesses. The national economy was booming and people were reinvesting in their homes. As word spread, international designers found their way to Lynn where Zimman's provided them with

fine silks and other fabrics difficult to find at reasonable prices. Among them were Carlton Varney of Dorothy Draper Fame and Susan Symonds and Sig Bergerman, who became frequent visitors.

In 1997, Zimman's opened its furniture emporium on the upper two floors, along with carpets and home accessories. Famous restaurateurs and Hollywood set designers were seen in the aisles, looking for distinctive pieces. Furniture was also rented to film production companies making movies on the North Shore such as "Ashecliffe", directed by Martin Scorsese and starring Leonardo DiCaprio, "Ghosts of Girlfriends Past" with Matthew McConaughey, "The Women" with Annette Bening, "The Proposal" with Sandra Bullock and actor Paul Newman's last film, "Empire Falls."

Today, Zimman's is still managed by Michael Zimman. It has 30 employees and a second store in Hudson.

For more on Zimman's, go online to www.zimman's.com.



Read Chris Stevens' Food Column Each Wednesday

Over 100 categories that will sell it fast! Item Classified Ads 581-1960

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