1. Gateway Cities matter

- Gateways to economic activity in their metro areas as well as the larger Northeast region

- Gateways to the middle class for generations of families climbing the economic ladder

- Gateways to educational, cultural, and other major institutions
2. Gateway Cities are a clear and compelling economic opportunity

- Markets
- Housing
- People
- Infrastructure
3. Tech economy is concentrating growth

High-tech company
3. Tech economy is concentrating growth

- Gateway Cities have not had the resources or capacity to respond
- Federal policy has devolved responsibility without giving cities adequate tools
- State policy has focused heavily on the Greater Boston tech economy
Under M.G.L. c. 23A section 3A, a Gateway City is defined as a municipality with:

- Population greater than 35,000 and less than 250,000
- Median household income below the state average
- Rate of educational attainment of a bachelor’s degree or above that is below the state average
Legislative Programs
- Business incentives (EDIP)
- Market-rate housing development (HDIP)
- MassWorks grants

Administrative Action
- Gateways Planning grant
- Gateways Park grant
- MassWorks grants
State Investment in Salem to Date through Gateway City programs

<table>
<thead>
<tr>
<th>Program</th>
<th>Project</th>
<th>Award</th>
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<tbody>
<tr>
<td>Economic Development Incentive Program</td>
<td>United States Biological Corporation</td>
<td>$150,000</td>
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<tr>
<td>Economic Development Incentive Program</td>
<td>GT Crystal Systems, LLC</td>
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<tr>
<td>Gateway Plus Action Planning Grant</td>
<td>Bridge Street Neck Revitalization Plan</td>
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<td>Gateway City Park Grant</td>
<td>Splaine Park</td>
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<td>Gateway City Park Grant</td>
<td>Furlong Park</td>
<td>$350,000</td>
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<tr>
<td>Gateway Cities Education Grant</td>
<td>Four-week university-based program for ELL students</td>
<td>$128,227</td>
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<td><strong>Total</strong></td>
<td></td>
<td><strong>$1,783,569</strong></td>
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