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so take good care of it • B1



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as truth"
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Tuesday, October 11, 2022

Vol. 160, No. 164 • 16 Pages

TECHNOLOGY

FedEx drops delivery bot developed with DEKA

■ Company says Roxo, which was unveiled in Manchester in 2019, "did not meet necessary near-term value requirements."

By Jonathan Phelps
Union Leader Staff

FedEx is ending the research and development of "Roxo" — a same-day delivery robot that was being developed with Manchester's DEKA Research & Development Corp.

The FedEx SameDay Bots are often seen cruising around the Millyard and other areas of the Queen City. The bot debuted outside Manchester City Hall in August 2019 as a last-mile delivery

technology and has since been tested in cities around the world.

The decision was announced in an Oct. 6 memo from Sriram Krishnasamy, chief transformation officer, on a new company strategy called DRIVE, aimed at helping the company's financial goals.

"Although robotics and automation are key pillars of our innovation strategy, Roxo did not meet necessary near-term value requirements for DRIVE," Krishnasamy wrote. "Al-

though we are ending the research and development efforts, Roxo served a valuable purpose: to rapidly advance our understanding and use of robotic technology."

Robotics 24/7, an industry publication, first reported the news.

Amazon also abandoned tests on its autonomous delivery robots called Scout as the company adjusts to slower sales growth, according to Bloomberg. The Seattle-based company started testing the technology in 2019.

A FedEx spokeswoman confirmed in an email to the Union Leader that

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DAVID LANE/UNION LEADER FILE

DEKA founder Dean Kamen, right, approaches Roxo, FedEx's autonomous delivery robot, during an event at City Hall Plaza in Manchester on Aug. 6, 2019. FedEx Vice President Rebecca Yeung holds the microphone during the demonstration.

ANOTHER RECORD SALE



PROVIDED BY DUSTON LEDDY REAL ESTATE

This 37-room home on Springfield Point Road in Wolfeboro has twice set the state record for single-family home sale prices — most recently, for \$12.3 million last week.

Wolfeboro lakeside home sets price record — again

By John Koziol
Union Leader Correspondent

WOLFEBORO — A luxury single-family residence on the shores of Lake Winnepesaukee has sold for a state-record \$12.3 million, besting its last sale eight years ago by more than \$3 million.

Located at 144 Springfield Point Road, off Route 28, the house sits on a 7.1-acre parcel that has 841 feet of exclusive waterfront on the largest lake in the Granite State.

Measuring just over 19,300

square feet, the house — referred to in the listing by Duston Leddy Real Estate as "Lakeside Manor" — has a total finished space of 17,771 square feet, which includes 37 rooms, among them eight bedrooms and 11 baths, seven full.

The listing describes the property, which was called "StoneRich" by a previous owner, as "the epitome of luxury, comfort and craftsmanship," boasting two elevators,

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JOHN KOZIOL/UNION LEADER CORRESPONDENT

The entrance to Springfield Point Road in Wolfeboro, as seen from Route 28 on Monday.

MANCHESTER

Brady Sullivan looking to build 110 apartments on Elm Street

■ Proposed redevelopment of 5-story apartment building goes before the city's zoning board on Thursday.

By Michael Cousineau
Union Leader Staff

Brady Sullivan wants to build 110 apartments in a five-story office building on Manchester's Elm Street that once housed 300 workers from Southern New Hampshire University.

"The bottom line is the city needs more apartments," partner Arthur Sullivan said Monday. "We have zero vacancies in our (600) units in the city."

The project at 1230 Elm St. needs a variance from the Zoning Board of Adjustment to exceed the city's density requirements. It will go before the ZBA at 6 p.m. Thursday in the aldermanic chambers at City Hall.

The current city zoning would allow only 36 apartment units, a third of what the company is proposing, according to a project summary.

"It has to be 110 units in order to make it a viable project for us," Sullivan said.

They would be mostly two-bedroom units rented at market rates. Sullivan said his company typically sets rents near the time it is ready to start leasing.

The building, which Brady Sullivan has owned since the 1990s, has one remaining tenant, Emerson Ecologics, that he hopes to relocate to another company-owned

"It has to be 110 units in order to make it a viable project for us."

ARTHUR SULLIVAN
Brady Sullivan partner

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RETAIL

Black Friday? It's more like an entire Black Fall for shoppers this year

■ Amazon, Walmart kick off holiday sales with "massive" deals expected.

By Martine Paris and Brendan Case
Bloomberg

Holiday deals are coming back, bringing a measure of relief for U.S. shoppers squeezed by inflation.

Tech gadgets to sporting goods will see "massive" online discounts, with the best bargains

likely in late November, Adobe Analytics said in a report Monday. Walmart is already touting deals on computers, toys and air fryers this week, while Amazon.com will begin a two-day "early access" sale Tuesday. Target's weekly Black Friday deals have started.

Retailers are racing to tap seasonal demand as they struggle to reduce bloated inventories, and they have little choice but to dangle price cuts in stores and online to entice consumers who have been hammered by this year's

surge in inflation. That's a big shift from 2021, when relatively flush shoppers snapped up goods amid



"Last year, there wasn't a lot of product and retailers didn't need to discount. Fast forward to this year and we're in the exact opposite situation."

BRIAN YARBROUGH
Edward Jones analyst

fears that transportation snarls would lead to shortages.

"Last year, there wasn't a lot

of product and retailers didn't need to discount," said Brian Yarbrough, an analyst at Edward Jones. "Fast forward to this year and we're in the exact opposite situation."

Online holiday sales from Nov. 1 through Dec. 31 are projected to be \$209.7 billion, Adobe said, up only 2.5% from a year ago. That pales in comparison to last year's 8.6% gain. And when accounting for the expectation that annual

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Retail

From Page A1

U.S. inflation rate will be around 8%, many retailers may actually make fewer sales this year, though at higher prices.

Part of the reason for the sluggish outlook for November and December is that retailers are trying to coax customers into starting their shopping early.

Amazon's "Prime Early Access Sale" is expected to pull some spending forward, much as the company's Prime Day in July fueled a rising tide for all retailers, said Taylor Schreiner, senior director of Adobe Digital Insights.

Another drag on holiday spending is that shoppers have less money for discretionary purchases as inflation forces them to spend

more on essentials such as fuel and groceries. Americans are also taking more trips this year as the coronavirus pandemic eases.

"If they're traveling, that reduces their spending on holiday gifts," said Marshal Cohen, chief industry adviser at NPD Group. "And even just the cost of the Thanksgiving and Christmas meals is going to go up 25% or more for a lot of people."

Adobe's soft outlook for holiday sales is consistent with what other industry watchers have predicted. Deloitte is also predicting a slower season as inflation takes its toll.

Retailers hope price cuts will rekindle shoppers' interest in items that have lingered on shelves, includ-

ing electronics and housewares. Best Buy is starting a two-day sale Tuesday with discounts on televisions, headphones and Apple laptops.

More promotional activity will further pressure results at big retailers, many of which have already cut their profit forecasts. Some companies might get a little relief on costs as transportation bottlenecks ease, reducing the strain on margins. But it will be hard for them to avoid joining the rush to lure shoppers with discounts.

"It's just a given, everyone's going to promote," said Gabriella Santaniello, founder of retail consultant A Line Partners. "It's going to come from everywhere."



DAVID LANE/UNION LEADER

Brady Sullivan is proposing converting its building at 1228-1230 Elm St. in Manchester into 110 apartments.

Apartments

From Page A1

location.

SNHU, which had its lease end, had about 300 people working there before COVID-19 struck in 2020, according to Lauren Keane, the university's associate vice president of communications.

"SNHU moved its operations (IT, HR, Communications, Legal, etc.) out of 1230 Elm in December of 2021 and consolidated all operations to the Millyard," Keane said in an email.

Brady Sullivan already is in the process of converting several floors of office space at 1000 Elm St. into more than 100 apartments.

Sullivan said he's not worried about finding enough renters.

"The city really, really

needs more units," he said.

A letter from a project engineer at Fuss & O'Neill stated the project for Air Tight LLC, a Brady Sullivan-related entity, involved "110 affordable multifamily residential units."

Sullivan, however, said the company will rent the apartments at the going market rate and not at affordable or workforce rates, which typically run hundreds of dollars a month cheaper and involve looser zoning restrictions.

"We always consider our market rates to be affordable rates," Sullivan said.

The property has sufficient parking for people to live there.

He said the commercial market demand "is real limited" and the build-

ing's glass facade would be attractive for apartment dwellers.

The work would take about a year to complete once city approvals are granted, Sullivan said.

The Fuss & O'Neill letter said the housing project wouldn't diminish surrounding property values, one of five items required to secure a variance.

The project, wrote A. Cory DuBois, would boost the neighborhood.

"Increasing the unit density and thereby increasing the number of housing units will most likely increase pedestrian traffic to the surrounding properties which will result in additional workers and patrons," the application said.

mcousineau@unionleader.com



PROVIDED BY DUSTON LEDDY REAL ESTATE

A listing photo for 144 Springfield Point Road in Wolfeboro which recently sold for \$12.3 million, a record price for a single-family home in New Hampshire.

Wolfeboro

From Page A1

a four-story curved staircase, commercial kitchen and a 30-foot stone fireplace in the great room, along with an executive office, summer kitchen, sun room, spa, sauna, gym, and 15-seat theater.

Additionally, the home has a "900+ bottle wine and tasting room, bar, game room, craft room," the listing said, and a six-car heated garage and a 36-by-50-foot barn.

The boathouse has three bays and there are also docks on the lake with four slips.

"If you could imagine a home built with seemingly unlimited resources, to make it a source of pride and respite like no other in the world, "Lakeside Manor" is just such a place!" the listing sums up.

Originally put on the market last September for \$19.5 million, the sale of Lakeside Manor closed on Oct. 7 for \$12.3 million, said Jamieson Duston, a principal with Duston Leddy Real Estate of Portsmouth.

Duston did not identify the buyer. According to Wolfeboro assessing records, the property was most recently owned by Liberty Trust of Florida/Allen R. McGuire, Trustee, in care of McGuire Group of Dover.

For 2022, the buildings and land are assessed by the town at a combined \$9.9 million.

Built in 2006, the property has now twice set the

"These figures prove there is a very strong appetite for New Hampshire's luxury home segment."

JAMIESON DUSTON
Duston Leddy Real Estate

state price record for single-family home sales. In 2014, it sold for \$8.97 million, according to Multiple Listing Service (MLS) data provided by Duston. That sale now ranks third in the all-time list.

Rounding out the top five single-family sales are three other Winnepesaukee properties:

- \$9.4 million for a home on Gov. Wentworth Highway in Tuftonboro.

- \$8.7 million for a home on Unsworth Road in Moultonborough.

- \$8.5 million for a home on Powers Road in Meredith.

Those properties all sold since September 2021, except for the Moultonborough sale, which took place in November 2012.

"There have been a total of 59 closings exceeding \$4,000,000 since January 1, 2019," Duston wrote in his email, while there have been six for properties over \$8,000,000, four of them in 2022.

"We have three months left in the year and MLS data shows 10 additional homes are currently under contract above \$4M across

the state," he wrote. "If all ten were to close before the end of the year, it would put us at 30 total sales above \$4M in NH — a nearly 60% increase in the number of \$4M plus sales year over year."

"These figures prove there is a very strong appetite for New Hampshire's luxury home segment," said Duston.

He said New Hampshire has "broad appeal to high net worth individuals looking to permanently relocate, or purchase vacation property in one of the most beautiful states in the country. We've seen significant investment from out of state buyers looking to enjoy NH's Seacoast, Lakes & Mountain regions ... but they also come for the favorable tax status."

High income earners, said Duston, "can benefit from no sales or income tax, and while NH does tax investment and interest income, it's set to phase those taxes out completely between 2023 and 2026. This should continue to drive investment in New Hampshire for years to come."

LakesNews@unionleader.com

Robot

From Page A1



DAVID LANE/UNION LEADER

A group of engineers from DEKA escort Roxo, FedEx's autonomous delivery robot, down Elm Street in Manchester during its roll-out test on Aug. 6, 2019. FedEx has abandoned the robotic delivery program.

the research and development of the same-day bot has ended as the company looks to "prioritize several nearer term opportunities," such as robotic technology in its sorting facilities.

The platform for the delivery robot is iBot, a motorized wheelchair with stair-climbing capability developed by DEKA, the company founded by Manchester inventor Dean Kamen.

"We are immensely proud of our role in working with DEKA to advance this cutting-edge technology that has put it on the path to future implementation, and we remain committed to exploring last mile inno-

vations that align with our business strategy," the statement reads. "The collaboration with DEKA has been outstanding, and we will continue to explore compelling opportunities arising from the technologies we have developed together."

Roxo means "purple" in Portuguese.

In 2019, the first autonomous delivery made in any U.S. city under the delivery bot program was a gift bag presented to Mayor Joyce Craig.

The 4-foot, 2-inch tall box-shaped robots also rolled down streets in cities from Dallas to Dubai. Although the bot made an appearance on "The Tonight Show,"

it got a cold reception from residents and the likes of New York City Mayor Bill de Blasio, according to media reports.

The battery-powered bot travels about 10 mph, has a range of 8 miles and can navigate streets, sidewalks, curbs and potholes, dodge pedestrians and even climb the steps up to a home's front door. The robot was designed to be able to carry packages as heavy as 100 pounds and calculate the optimal route to a delivery destination.

Kamen could not be reached for comment on Monday on what the ending of the program means for DEKA.

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