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2020 Year in Review: Sal Lupoli, Lupoli Companies

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Sal Lupoli
President
Lupoli Companies

What was the most difficult part of working during the pandemic of 2020? 2020 has been challenging in many ways, but I'm thankful that Lupoli Companies was able to continue to grow our team and our assets. It has taken a tremendous amount of teamwork, creativity and flexibility to keep many of our current tenants in their spaces, but it was very important to me to do everything we could to help them during this time.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2020? This year, we opened The Heights at Haverhill, an 80,000 s/f mixed use building redefining the skyline in downtown. The property features 42 waterfront apartments, along with Northern Essex Community College's Lupoli Family Institute for the Culinary Arts. In 2021, we plan to add an upscale Italian restaurant to the first floor and a rooftop bar as well. I am proud our team was able to open this project on time and within budget, but most importantly, I am proud to be able to bring something like this to the community.

What aspects of working from home have you enjoyed most? During times when we have worked from home, our team has enjoyed increased productivity and focus without any of the distractions that can come up day-to-day in the office.

What are your predictions for commercial real estate in 2021? I believe commercial real estate will continue to be sought after in 2021, but in different ways. Some employers may need more real estate to space their employees out, while other employers will need to scale back and move into smaller spaces. I also believe we will see a rise in life sciences and pharmaceuticals.

What is the best advice you have received, and who was it from? When I was 15 years old and my father was sick, he gave me advice I have followed ever since. He told me that creating something of my own and building a business from scratch would give me a great sense of accomplishment, but there is no accomplishment as great as making a difference in the lives of others. I took that

advice seriously and giving back to the community has been a focus of our business since day one.

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