

New 'Chance To Meet The Buyer' program will connect small businesses with larger companies



Small businesses will have the opportunity to connect with purchasing managers from larger companies with the Chamber's new "A Chance to Meet the Buyer" program.

Each quarter, purchasing managers from two larger businesses will provide brief backgrounds of their organization, requirements for supply qualification, methods and procedures of purchasing, and what opportunities there may be for smaller businesses. Attendees may then directly network with presenters and leave with direct contact information.

The first installment in this quarterly series will be held on Tuesday, October 6, 2015 from 8:00 a.m. to 9:30 a.m., at the Chamber office, 860 South Street, Fitchburg.

The two featured buyers for the October edition are John Witkowski, general manager of NYPRO, who oversees all operations, including the supply chain management and procurement for their Clinton and Devens locations, and Robert LaBonte, V.P. of finance & administration at Mount Wachusett Community College. He oversees the procurement functions for the college and its six locations.

The cost to attend is \$20 for Chamber members/\$40 non-members. To register, call 978-353-7600 ext. 235 or visit www.northcentralmass.com.

Help build a stronger organization *and* help your business

A Membership Campaign is scheduled for September 29 and 30, and offers a great opportunity for members to make new contacts--and reach out to the 3,500 businesses in North Central Massachusetts that are not yet members. "This is a chance to tell our story and give the Chamber's financial and membership efforts a solid boost," states Paul DiGeronimo, president of Geronimo Properties and chairman of the 2015 New Member Campaign, adding

that membership growth strengthens the Chamber and builds a broader network of new members to do business with.

Participating is easy and the time commitment is just a few hours. The Campaign will include a mailed invitation and personal phone calls from Chamber members encouraging other local business leaders to join the Chamber. Participants will win prizes, receive recognition and bragging rights during the campaign.

The Chamber provides numerous services for members, including networking, professional development, free or low cost seminars, marketing, health and dental insurance, as well as government affairs and economic development programs to encourage a positive business climate for the region.

The Campaign's success involves having valued Chamber members engaged to captain a Campaign team or serve as

a recruiter on a team. If you are unable to participate, then please consider contributing a prize for the Campaign recruiters or sponsoring the lunch for volunteers. We have



numerous ways to get involved.

Members that would like to participate in the New Member Campaign, please contact Yasmin Loft, member services manager, at (978) 353-7600, x234, loft@massweb.org. We know you will want to help and we hope we can count on your involvement.

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New Members ~ Please welcome these businesses

Acupuncture Associates of Leominster/Worc.
59 Merriam Ave
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Kathleen Tamilio-Awed
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ACUPUNCTURISTS

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Fitchburg, MA 01420
John Delaney
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Sterling, MA 01564
Karin Farrow
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TRUCKS - IND. (NEW/
USED)

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Chelsea, MA 02150
Greg Short
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Michael D. Lee
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Karen Munkacy, M.D.
(732) 236-4517
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George Triantafylakos
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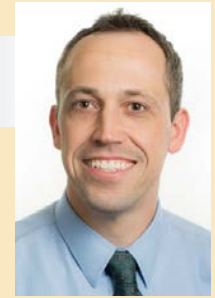
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Board Member Profile - *Will Aubuchon*



Will Aubuchon is the newest president and CEO of W.E.Aubuchon, Inc., a family-owned hardware retailer since 1908. He states that he is the fifth company president, noting that, "We're solidly committed to the fourth generation... We have a great team and look forward to a huge growth opportunity."

He explains, "There are 20,000 independent hardware stores, mostly owned by baby boomers who are set to retire.... and there's not enough owners to replace them." In the company's short-term, five-year plan, "we expect to

acquire stores within a six-hour (travel) radius.

Mr. Aubuchon graduated from Williams College in Western Mass. and had experience creating and running a small business. At Aubuchon Inc., he admits he's "done a little of everything."

"My strength is strategic planning," he points out, although creation of a new website was a major project he was involved in recently. The new site focuses more on local customers to better integrate in-store and online shopping.

On the Chamber Board of Directors, considering the Chamber's mission, he believes the "commitment to create jobs... especially in manufacturing" is the highest priority, "since that's what's going to lift all the boats."

In distributing community resources, he describes a different strategy "where you transform (an area) rather than simply work to maintain a status quo. An example would be what Nick Capasso, the Fitchburg Art Museum director, is doing to promote an influx of artists."

Sandie Cataldo appointed for new position at Chamber

Sandie Cataldo has joined the Chamber's staff as manager of economic development. In this new position, Ms. Cataldo will be responsible for managing the economic development and micro loan programs of the Chamber and its affiliate the North Central Massachusetts Development



Corporation. She will serve as the primary contact for businesses looking to start-up or expand in North Central Massachusetts.

Ms. Cataldo previously worked since 2006 for the City of Leominster as their small business development coordinator where she was the liaison between the city and the small business community. She also provided resources and tools to assist with business plans, financing options, marketing opportunities, and property search.

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Don't miss the region's best morning gathering! Breakfast events start at 6:45 a.m. with coffee and buffet breakfast followed by a high profile, fast-paced and educational program, at the Doubletree by Hilton, 99 Erdman Way, Leominster. Pre-registration is required. For more information or to register, call 978-353-7600 ext. 235 or visit www.northcentralmass.com. The cost is just \$25 for Chamber members/\$40 non-members. Season Tickets are also available for purchase.

The next edition of the Chamber's popular Good Morning North Central breakfast series will be Friday, September 11. The September edition is sponsored by longtime media partner FATV.

Our featured speaker for September is Jim Stergios, executive director of the Pioneer Institute, a Boston-based think tank founded in 1988. Jim has been featured on national media, local TV and radio news. The program also includes a presentation by Nick Capasso, director of the Fitchburg Art Museum. The museum, North Central's oldest and most treasured cultural institution is a world-class family-friendly museum with a permanent collection spanning 5,000 years.

The November edition of Good Morning North Central is scheduled for Friday, November 13 and is sponsored by North Middlesex Savings Bank. The program will feature Jay Ash, secretary of Housing and Economic Development for the Commonwealth of Massachusetts. Secretary Ash is responsible

for directing and executing Governor Charlie Baker's agenda on housing, job creation, business development, consumer affairs and business regulation.

The program will also include a presentation with Dr. Richard S. Lapidus, the president of Fitchburg State University. Lapidus was recently selected for the post after a national search.



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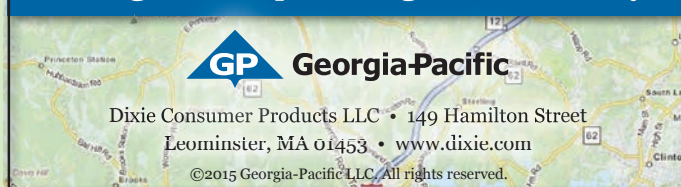


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Chamber to host Congressional Luncheon with U.S. Reps. McGovern and Tsongas

The North Central Massachusetts Chamber of Commerce is hosting a special Congressional Luncheon on Thursday, October 15, 2015 featuring the Honorable Jim McGovern, United States Representative for the Second Congressional District of

Massachusetts, and the Honorable Niki Tsongas, United States Representative for the Third Congressional District of Massachusetts.

The program runs from 11:30 a.m. to 1:30 p.m. at the Doubletree by Hilton, 99 Erdman Way, Leominster, MA.

Make sure that you reserve your spot early to hear from our congressional delegation on the many critical issues facing the business community in Washington D.C. The program will also include an opportunity for networking and questions.

Pre-registration is required and easy. Simply call the Chamber at (978) 353-7600 ext. 235, email mccaffrey@massweb.org or register online at www.northcentralmass.com. The cost is \$35 for members and \$55 for non-members.



Free counseling, export advice available for small businesses

One-on-one counseling and technical assistance is available to entrepreneurs and existing businesses in North Central Mass. through a partnership between the Chamber and the Mass. Small Business Development Center Network Central Regional Office (MSBDC) at Clark University.

Senior Business Advisor, Cheryl Miller, from the MSBDC, is available by appointment to meet with any prospective or existing small businesses at the Chamber office. All programs are offered to the public at no charge, on a non-discriminatory basis, and are handicapped accessible.

In addition, businesses expanding into developing markets overseas may take advantage of export assistance through a partnership between the Chamber and the Mass. Export Center, part of the Mass. Small Business Development Center Network.

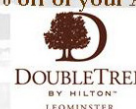
A senior international trade advisor from the Mass Export Center is available at the Chamber by appointment to meet with local companies interested in exporting.

Most of the services are free and are available to all businesses, from experienced exporters to those just considering exporting.

To schedule an appointment with a business counselor, contact the Chamber at (978) 353-7600 ext. 222.

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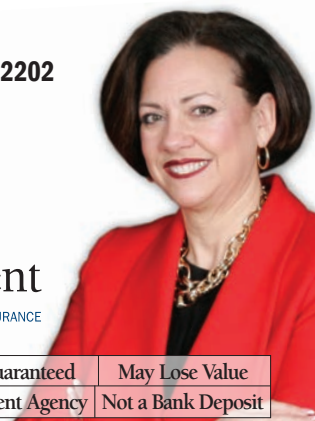
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Chamber's HYPE! Young Professionals Network Launches New CEO Unplugged Series

The Chamber is pleased to announce the addition of the new "CEO Unplugged" series to its HYPE! programing. HYPE! (Helping Young Professional Emerge) was introduced in 2012 to support the growing young professionals' community by connecting members socially and through personal and professional development programs.

This new CEO Unplugged series gives young professionals access to local leaders for a chance to connect and learn about their journey to success. Attendees will have a chance to meet with a local CEO in their workplace to discuss professional development such as leadership values, entrepreneurship, investment in community and career paths. The program will run from 7:30 am to 9 am bi-monthly. Attendance is open to any young professionals within the Chamber membership. But, seats will be limited to no more than 20 people. The program is free, but pre-registration is required.

The Chamber will be holding the first installment of the new CEO Unplugged series with Doug Petersen, President and CEO of Workers' Credit Union on Thursday, September 10. Petersen has led the 102 year old credit union since 2011. During his tenure, Workers' Credit Union has increased to over \$1 million in assets and over 80,000 members. The discussion will be sure to fascinate and inspire.

The second CEO Unplugged will take place on

Thursday, November 5 with Deborah Weymouth, President & CEO of HealthAlliance Hospital. New to the community, Weymouth joined HealthAlliance Hospital in 2014. Having a broad background in healthcare and not-for-profit banking, Weymouth's consultation will motivate attendees.

For more information or to register, please contact the Chamber at 978-353-7600 ext. 235 or visit www.northcentralmass.com.



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Commit Fitness, the new fitness training facility at 98 Adams St. in Leominster, celebrated a recent Grand Opening. Cutting the ribbon are Tony & Barbara Pagourgis (owners), Mayor Dean Mazzarella, supporters and Chamber ambassadors.



Temptations Bridal opened a new store at 875 Merriam Ave., Twin City Plaza, Leominster earlier this summer. Shown cutting the ribbon are Laurie Fisher, co-owner and her sister, Karen Drouin, co-owner, surrounded by friends/family and Chamber ambassadors.



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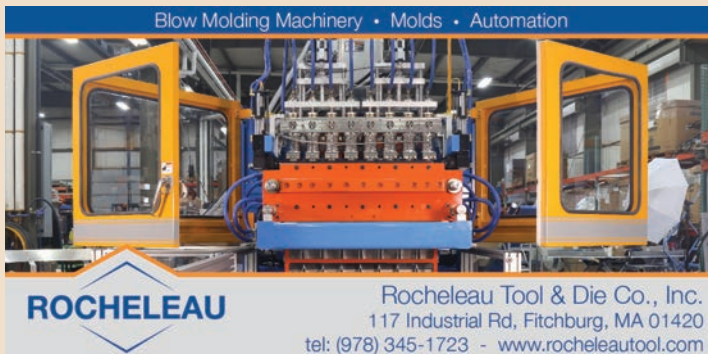


Cutting the ribbon earlier this year were LAER Realty Partners shown at 63 Merriam Ave., Leominster. Shown cutting the ribbon are Andrew Amata, Stacey Alcorn, and Mayor Dean Mazzarella, supported by LAER agents and staff, Chamber ambassadors, and friends.

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**Hosted by: Great Wolf Lodge
Thursday, October 29, 5 - 7:30 p.m.**

Back by popular demand! Don't miss this Six-Chamber Business After Hours at Great Wolf Lodge, Great Wolf Drive, Fitchburg. The North Central Mass. Chamber of Commerce will join the Greater Gardner,

Nashoba Valley, Marlborough, Corridor 9 and Worcester Regional chambers for this annual event. These six chambers incorporate over 50 communities.

Last year, more than 500 people attended this networking social. It's a great opportunity to re-connect with colleagues and make new connections.

Parking shuttle will be available by Knight's Limousine. Register early as this event is likely to fill fast! The evening includes hot and cold hors d'oeuvres and a cash (only) bar.

Admission is \$20 for members, \$50 for non-members. Register online at www.northcentralmass.com or call for more information at 978-353-7600 ext. 235 or mccaffrey@massweb.org

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Century 21 North Shore Realty Team are shown at their late July Grand Re-Opening, at 54 Main St., Leominster. Shown cutting the ribbon are partners Jim D'Amico, Jean Storrs, and Leslie Storrs. They're surrounded by colleagues and Chamber ambassadors.

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**Good Morning
Breakfast**

There is no better way to start a Friday morning than at the Chamber's GOOD MORNING Breakfast program. Each breakfast starts with early-bird coffee at 6:45 AM and the entire production ends promptly at 8:30 AM. It is held at the Doubletree by Hilton Leominster.

Tickets for the Breakfast are \$25 for each event, or \$100 for 5 events!

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CHAMBER UPDATES

Petersen Elected Chairman of the Board of Directors



Douglas J. Petersen, president & CEO of Workers' Credit Union has been elected chairman of the Chamber's Board of Directors for 2015-16. The announcement was made at the Chamber's Annual Business Meeting in June. Mr. Petersen has served on the Chamber's board for several years and has held several leadership positions including vice chair and treasurer. As the chair of the NCM Chamber Board of Directors, Mr. Petersen will work with the directors,

Chamber staff, and membership to champion the Chamber in its mission to serve the region's business community.

Doug Petersen joined Workers' Credit Union in 1995 as treasurer and chief financial officer, after eleven years of professional experience in the financial services industry. He was promoted to executive vice president in 1998 and then to president and CEO in 2011. He earned both a bachelor of science degree in

accountancy and a master of business administration degree in finance from Bentley College. He earned a graduate degree from the Stonier Graduate School of Banking.

He succeeds Paul DiGeronimo, president of Geronimo Properties, who now moves to the position of immediate past chair of the board of directors.

"As chairman, Doug will play a significant role in advancing the Chamber's goals and initiatives," noted Roy Nascimento, Chamber president. "We are fortunate to have his respected leadership. We look forward to working with him to advance the interests of our members and promote North Central Massachusetts."

In the same election, Anthony Mercadante, managing partner at Mercadante & Mercadante, P.C., CPAs, was voted vice-chairman and director Mark Freeman, president of Steel-Fab, Inc., was elected to the position of treasurer. New board members elected for a three-year term were Neil Abramson, chief financial officer of ECi Stores and Will Aubuchon, president of W.E. Aubuchon Company.

Technology updates will improve membership management

Fresh look coming with new website under design

The Chamber is beginning a project to upgrade our membership relationship technology to better service our members.

We will be consolidating several databases into a new membership relationship program, which will help with internal operations by streamlining billing, accounts receivable, and account management.

In addition, we will be adding some capabilities to allow for online payments, invoicing, a more simplified event registration process, as well as other upgrades to make it easier for you to manage your membership.

We also plan to give our website a fresh look and to implement enhancements that will improve search engine optimization and provide stronger marketing opportunities for members. Stay tuned for more information.



Keynote speaker Norm Bossio entertained and motivated nearly 200 attendees at the Chamber's Annual Business Meeting on June 11. He is shown above with Immediate Past Chair Paul DiGeronimo.



The Board of Directors and staff for the Chamber and its affiliates recently held an all-day strategic planning retreat to review our mission, relevancy and goals, and to help set priorities for the future. Pictured here is board member Stephen Mullaney leading a breakout session.

NCM Development Corp. publishes Manufacturers Directory

The North Central Massachusetts Development Corporation (NCMDC) has published a new 2015 edition of the Manufacturers Directory and Industrial Parks Guide for North Central Massachusetts. The publication is designed to promote and connect manufacturers with suppliers as well as serve as a resource for companies looking to relocate or expand throughout the region.

This directory was nearly a year in the making and represents the first new edition since 2011. Working with multiple sources, the NCMDC confirmed the operating status and primary product line of each company listed in the directory. In addition to the listing of local manufacturers, the publication also includes a section on life science companies, a listing of suppliers and a guide to business

and industrial parks in North Central Massachusetts.

"We published this directory to help support our local manufacturers who are so critical to the long term health of the North Central economy," said Roy Nascimento, president of the Chamber and the NCMDC. "We hope that this publication will be a resource in connecting them with their peers and helping them find local suppliers."

The 2015 edition of the publication was supported by advertising and is being circulated to manufacturers throughout the region free of charge. For more information, please contact the Chamber at (978) 353-7600, ext. 234.

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Keystone Nursing Center celebrated a renovation in June. Cutting the ribbon is Executive Director Susan LaNinfa, supported by her staff.

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September

Wednesday, September 2, noon - 1:30 p.m. – Executive Women's Network
Tuesday, September 8, 8:30 a.m. - 2 p.m. – Entrepreneurship Seminar
Wednesday, September 9, 7:45 - 9:30 a.m. – Sales Leads
Thursday, September 10, 7:30 - 9 a.m. – HYPE! CEO Unplugged
Friday, September 11, 6:45 - 8:30 a.m. – Good Morning North Central Breakfast
Tuesday, September 15, noon - 1:30 p.m. – Small Business Lunch 'n Learn
Wednesday, September 16, noon - 1:30 p.m. – Human Resource Council
Friday, September 18, 9 - 10:30 a.m. – Energy Update
Wednesday, September 23, 7:45 - 9:30 a.m. – Sales Leads

October

Friday, October 2, 8 - 10 a.m. – MegaNetworking Breakfast
Tuesday, October 6, 8 - 9:30 a.m. – A Chance to Meet the Buyer
Wednesday, October 7, 11:30 a.m. - 4:30 p.m. – Women Mean Business Conference
Thursday, October 8, 5:30 - 7:30 p.m. – HYPE!
Wednesday, October 14, 7:45 - 9:30 a.m. – Sales Leads
Thursday, October 15, 11:30 a.m. - 1:30 p.m. – Congressional Luncheon
Tuesday, October 20, noon - 1:30 p.m. – Small Business Lunch 'n Learn
Wednesday, October 21, noon - 1:30 p.m. – Human Resource Council
Wednesday, October 21, 3 - 5 p.m. – WordPress Training
Wednesday, October 28, 7:45 - 9:30 a.m. – Sales Leads
Thursday, October 29, 5 - 7:30 p.m. – 6 Chamber Business After Hours

November

Tuesday, November 3, 3:30 - 5 p.m. – Grow Your Business with Email and Social Media
Wednesday, November 4, noon - 1:30 p.m. – Executive Women's Network
Thursday, November 5, 7:30 - 9 a.m. – HYPE! CEO Unplugged
Wednesday, November 11, 7:45 - 9:30 a.m. – Sales Leads
Friday, November 13, 6:45 - 8:30 a.m. – Good Morning North Central Breakfast
Tuesday, November 17, noon - 1:30 p.m. – Small Business Lunch 'n Learn
Wednesday, November 18, noon - 1:30 p.m. – Human Resource Council
Wednesday, November 25, 7:45 - 9:30 a.m. – Sales Leads



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