



## Survey finds businesses' view of region's economic health is improving

For the business owners of North Central Massachusetts major concerns include job creation, cost of living, tax increases, international competition, growth of government, and cost of education. These factors were revealed as part of a survey completed last year by Fidelity Bank.

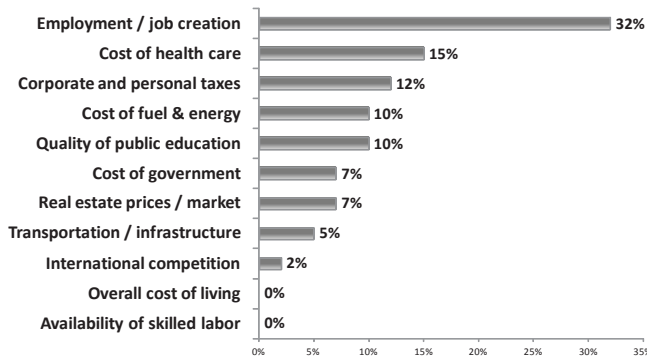
Results from the survey were presented at the Economic Forecast Breakfast held in April, which drew 227 attendees and was

sponsored by Fidelity Bank. The event also featured insight from several of the area's principal economic experts, who shared the knowledge that can help business owners make informed decisions on their financial futures.

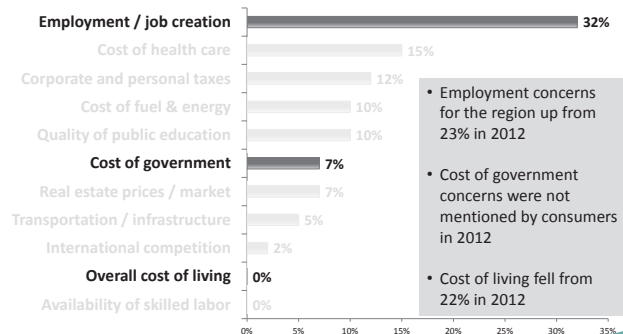
In summary, the survey found that both consumers and businesses have a favorable outlook on both the MA and NCM economies and that outlook is improving: consumers feel better about their own jobs and plan to increase personal spending; businesses feel better about their opportunities but haven't committed to aggressive hiring or spending; and, costs of government and taxes are a concern to both consumers and businesses.

See the complete survey results with a link on the Home Page of the Chamber website: [northcentralmass.com](http://northcentralmass.com)

### What do you think is the top challenge facing your region?

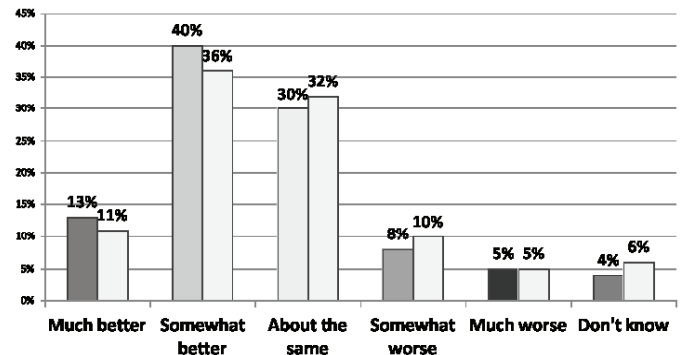


### What do you think is the top challenge facing your region?



- Employment concerns for the region up from 23% in 2012
- Cost of government concerns were not mentioned by consumers in 2012
- Cost of living fell from 22% in 2012

### Thinking about North Central Mass., over the next 12 months how do you think the economy will be in comparison to today?



## Good Morning Breakfast

Save the Date - Sept. 13 - Scott Brown

The Chamber's popular "Good Morning Breakfast" on September 13, (6:45-8:30 a.m. at the Four Points Sheraton) will feature special guest Scott Brown. All attendees will receive a signed copy of his book: *Against All Odds--My Life of Hardship, Fast Breaks & Second Chances*. Reserve now by calling Maria McCaffery at 978-353-7600 x235

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# New Members - Please welcome & patronize these businesses

**American Mobile Detailing**  
Leominster, MA 01453  
Mr. Jaime Sepulveda  
(978) 846-9610  
AUTOMOBILE DETAILING

**Associated Home Care**  
48 Williams Street  
Leominster, MA 01453  
Ms. Angela Rocheleau  
(978) 728-5999  
HOME HEALTH SERVICES

**Central Mass Art and Agriculture Coalition**  
Lunenburg, MA 01462  
Ms. Sheila Lumi  
(978) 582-9382  
AGRICULTURE

**Central Mass Landscape Contractors**  
58 Lawrence Street  
Leominster, MA 01453  
Mr. John Grogan  
(978) 340-4765  
LANDSCAPE CONTRACTORS

**Centre Pizza**  
118 River Street  
Fitchburg, MA 01420  
Mr. Kevin Reed  
(978) 342-3350  
RESTAURANTS - PIZZA

**Civil & Environmental Consultants, Inc.**  
31 Bellows Road  
Raynham, MA 02767  
Mr. Glen A. Cote  
(774) 501-2176  
ENGINEERS - CIVIL & ENVIRONMENTAL

**Constellation Energy**  
16 Huntington Ave. #700  
Boston, MA 02116  
Mr. Craig T. Brazell  
(617) 512-9939  
ENERGY BROKER

**Cozy Corner Coffee Shoppe**  
144 Lunenburg Street  
Fitchburg, MA 01420  
Mr. Michael Dupuis  
(978) 343-3469  
RESTAURANTS

**Dickie's Grillin'**  
34 Bemis Road  
Fitchburg, MA 01420  
Mr. Zach Schultz  
(978) 343-3566  
RESTAURANTS

**Eating In / Roamin' Pizza**  
12A Lindell Ave.  
Leominster, MA 01453  
Ms. Barbara Sacks  
(978) 537-3663  
CATERERS

**Elite Turf Care**  
24 Gustavus Street  
Leominster, MA 01453  
Mr. Anthony Moreira  
(978) 537-4912  
LANDSCAPE CONTRACTORS

**Espresso Pizza & Eatery**  
584 Main Street  
Fitchburg, MA 01420  
Mrs. Lynda Ferrara  
(978) 345-1918  
RESTAURANTS - PIZZA

**FMG Financial Services**  
228 Park Ave  
Worcester, MA 01609  
Mr. Todd Anderson  
(508) 757-5675  
FINANCIAL SERVICES

**Get Fit Body Mind Soul**  
66 John Fitch Highway  
Fitchburg, MA 01420  
Ms. Kim Caveney  
(978) 342-3348  
HEALTH & FITNESS

**GFA Federal Credit Union**  
866 Merriam Ave.  
Leominster, MA 01453  
Ms. Tina Sbrega  
(978) 632-2542  
CREDIT UNIONS

**The Great Escape Playcafe**  
21 Sack Boulevard  
Leominster, MA 01453  
Mr. Sean Doucette  
(978) 227-5886  
RESTAURANTS

**Head to Soul Therapeutic Massage**  
733 Main Street  
Clinton, MA 01510  
Ms. Esha Washington, LMT  
(978) 340-3934  
MASSAGE THERAPY

**Jennifer Sheldon, Holistic Health Coach**  
1123 Central Street  
Leominster, MA 01453  
Ms. Jennifer Sheldon  
(978) 413-1977  
HEALTH EDUCATION

**JV's Inc**  
128 Fairmount Street  
Fitchburg, MA 01420  
Mr. Santo Viola  
(978) 342-7307  
CONVENIENCE STORES

**KD Linked**  
80 Erdman Way, Suite 212  
Leominster, MA 01453  
Mr. James Maxim  
(978) 537-6466  
MARKETING CONSULT.

**Kimball Farm**  
1543 Lunenburg Rd. (Rt. 70)  
Lancaster, MA 01523  
Ms. Mary Beth Rattey  
(978) 534-9800  
RESTAURANTS

**The King's Greenhouse**  
511 Lancaster Street  
Leominster, MA 01453  
Mr. Gary Lindquist  
(978) 227-5404  
GARDEN CENTERS

**Legends Bar & Grille**  
68 Airport Road #10  
Fitchburg, MA 01420  
Ms. Katie Marsh  
(978) 342-6500  
RESTAURANTS

**Liberty Mutual Insurance**  
141 Congress St.  
Boston, MA 02110  
Ms. Jessica Mastalerz  
(413) 544-4919  
INSURANCE

**Monument Financial Retirement Services, Inc.**  
66 West Street  
Leominster, MA 01453  
Ms. Susan D. Gagne  
(978) 537-2626  
RETIREMENT PLANNING

**Nancy's Family Day Care**  
Westminster, MA 01473  
Ms. Nancy Dudley  
(978) 874-2785  
DAY CARE - FAMILY

**New York Life Insur. Co.**  
201 Jones Road, 5th Fl  
Waltham, MA 02451  
Mr. Michael Davis  
(781) 398-9134  
FINANCIAL SERVICES

**O'Brien Commercial Properties, Inc.**  
5 Mount Royal Avenue  
Marlboro, MA 01752  
Mr. Joel Aho  
(508) 481-8200  
REAL ESTATE - IND/COM.

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Mr. Aaron Arsenault  
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Worcester, MA 01604  
Ms. Wendy Burdett  
(508) 459-3621  
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47 Leland Avenue  
Leominster, MA 01453  
Mr. Jeffrey D. Richard  
(978) 227-4140  
EXCAVATING CONTRACTORS

**R.P. Masiello Inc.**  
38 Main St  
Boylston, MA 01505  
Mr. David Masiello  
(508) 869-6501  
CONSTRUCTION MGT.

**Road to Wellness Chiropractic**  
59 Merriam Ave.  
Leominster, MA 01453  
Dr. Robin Drury  
(978) 870-8903  
CHIROPRACTORS

**Ron Roy Siding**  
Leominster, MA 01453  
Mr. Ronald Roy  
(978) 534-8196  
SIDING CONTRACTORS

**Ruo & Haschig Realty**  
79 Ridgewood Drive  
Leominster, MA 01453  
Mr. David Haschig  
(978) 537-9756  
REAL ESTATE

**Sew Fun Fashion School**  
7 Central Street  
Leominster, MA 01453  
Ms. Adriana Lane  
(978) 875-2161  
EDUCATION

## Holiday Blue Laws

### Independence Day is Thursday, July 4

- Federal, state and municipal offices, the Chamber office, schools & most banks are closed.
- Retail, grocery stores and package stores as well as manufacturers and other non-retailers--if open--may be restricted to voluntary employment or overtime pay. For specific exceptions concerning mandatory/voluntary hours or extra, holiday compensation, or for more information, see: [www.mass.gov/dos/bluelaw/index.htm](http://www.mass.gov/dos/bluelaw/index.htm)

Continued on Page A

## Healthcare affecting employers

Recent Mass. House action on the budget included the repeal of the state's fair share contribution provisions, whereby the state determined whether employers had complied with Mass. health care reform. The provisions that were repealed have served as the basis for enforcement of the law since 2007. As a result, Massachusetts employers will follow the same federal Affordable Care Act (Obamacare) rules as their peers in other states beginning in January 2014, including the requirement that employers of 50 or more workers had to offer health insurance to their employees (the Mass. requirement affected employers of 11 or more workers).

The House also repealed the payroll tax that has, since 1989, funded health insurance for unemployed workers. The benefits previously available through the Medical Security Trust Fund will be offered through the state's health care exchange and other programs. Unfortunately the Dukakis era payroll tax will be replaced by a new, albeit smaller, payroll tax to be called the "health insurance employer responsibility contribution". The revenue from this "contribution" will help fund subsidized health care for low income residents and for children suffering from catastrophic illness.

Mass. Senate is finalizing their budget deliberations as this

## Lunch 'n Learn on June 18 presents Email marketing

The Chamber's monthly Small Business Lunch 'n Learn series is a free, member-benefit targeting the needs of businesses who have fewer than a dozen employees. Workshops are from 11:45 a.m.- 1:30 p.m. each month on a Tuesday in the Chamber Conference Room. Lunch is provided by sponsor Rollstone Bank.

At the June 18 session, the strategy of using email newsletters to increase sales will continue. Specifically, participants will learn about email marketing--how to apply it to your business plan.

To reserve for the June Lunch 'n Learn, use the back of this newsletter or contact Maria McCaffrey at 978-353-7600 x235, [mccaffrey@massweb.org](mailto:mccaffrey@massweb.org).

publication is being printed. However, it is expected that the changes adopted by the House will become law.

## Tax increases pending

Governor Patrick proposed a \$1.9 billion tax hike earlier this year. The Mass. House and Senate have, since, rejected the Governor's proposal to increase the income tax rate, but they approved a \$500-\$600 million tax package. The package includes a three cent increase in the gas tax, a \$1.00 per pack increase in the cigarette tax, and increased taxes for the technology and communications industries, including expansion of the Sales Tax to computer systems design services and modifications to canned (also known as standardized or prewritten) software. This is a broad-based tax and may affect about 4,000 businesses. Most of the transactions involved are business-to-business. The differences in the House and Senate versions of the bill are currently being negotiated.

## HUMAN RESOURCES COUNCIL HRC

Join the Human Resource Council on Wednesday, June 19, 2013 for it's "Ask The Lawyer" session! Atty. Terry Briggs (Bowditch & Dewey) and Atty. Corey Higgins (Mirick O'Connell) will answer common questions from HR professionals and guests on a variety of topics, from healthcare & benefit laws to medical marijuana - what does it mean for businesses?

The session starts at 11:30 a.m. in the Chamber Conference Room with registration and lunch and ends at 1:30 p.m.



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# Chamber Foundation announces scholarship winners



Chamber Foundation Scholarship recipients are shown at the May 10 “Good Morning” Breakfast, where scholarship sponsors and Chamber members were able to meet with the students and their families.

The North Central Massachusetts Chamber Foundation, annually awards scholarships to outstanding, college-bound students in the Chamber’s service area.

This year, a total of \$46,000 was presented in 23 individual scholarships during the “Good Morning” breakfast at the Four Points by Sheraton, Leominster, on May 10. Chamber members had the opportunity to meet the scholarship winners along with each scholarship provider. HealthAlliance sponsored the breakfast event, where the following students were recognized:

Greg Abare, a senior at Lunenburg High School, has won the Adams Family Scholarship for \$2,000.

Stephanie Atteridge, a senior at Fitchburg High School, received the Chamber Golf Tournament Scholarship for \$2,000.

Megan Barnes, a senior at Wachusett Regional High School, has been awarded a Chamber Foundation Scholarship for \$2,000.

Bethany Bourgault, a senior at Fitchburg High School, has been awarded the Benjamin Asher Scholarship for \$2,000.

Sean Boyden, a senior at Leominster High School, has won one of the M. Ruth Lee Scholarships for \$2,000.

Geena Chiumento, a senior at Leominster High School, has been awarded the HealthAlliance Scholarship for \$2,000.

Delaney Covenò, a senior at Groton-Dunstable Reg. High School, has been given the Barbara Silva Scholarships for \$2,000.

Catherine Cullen, a senior at Groton-Dunstable Reg. High School, has received the George R. Wallace, Jr. & Alice G. Wallace Scholarship for \$2,000.

Allison Durkin, from Oakmont Regional High School, has been awarded the Roderick W. & Donna M. Lewin Scholarship for \$2,000.

David Flournoy, a senior at North Middlesex Regional High School, has received the Ross Mortgage Scholarship for \$2,000.

Emily Gove, a senior at Leominster High School, has been awarded one of the M. Ruth Lee Scholarships for \$2,000.

Arpitha Hayes, a senior at The Bromfield School, has received a Chamber Foundation Scholarship for \$2,000.

Cynthia Messina, a senior at Nashoba Valley Technical High School, has been awarded one of the Elizabeth & Anthony DiGeronomo Family Scholarships for \$2,000.

Fiona Muriuki, a senior at the Leominster Center for Technical Education, has been awarded one of the Elizabeth & Anthony DiGeronomo Family Scholarships for \$2,000.

onimo Family Scholarships for \$2,000.

Benjamin Nicholson, a senior at Nashoba Reg. High School, has been awarded the HealthAlliance Scholarship for \$2,000.

Emma Noyes, a senior at The Bromfield School, has received the Ramsey Rehabilitation Scholarship for \$2,000.

Molly O’Connell, a senior at Lunenburg High School, has been awarded the Edw. C.J. Healey Scholarship for \$2,000.

Michael Richard, a senior at Fitchburg High School, received the Workers’ Credit Union Scholarship for \$2,000.

Elizabeth Solar, a senior at Wachusett Regional High School, has won the Enterprise Bank & Trust Scholarship for \$2,000.

Katerina Stassen, a senior at Leominster Center for Technical Education, has been granted the Rollstone Bank & Trust Scholarship for \$2,000.

Emma Wang, a senior at Oakmont Regional High School, has received the Ronald Ansin Scholarship for \$2,000.

Alexandra Widstand, a senior at Lunenburg High School, has been awarded the Salny Family Scholarship for \$2,000.

Vana Xiong, a senior at Fitchburg High School, has received a Chamber Golf Tournament Scholarship for \$2,000.

For information about the scholarship program, or how your company can participate, call the Chamber at 978-353-7600.



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-  Ranked as 4th leading hospital in the state for surviving a heart attack – 2 years in a row
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# Chamber's Annual Business Meeting to honor committee chairs, recognize Leadership Development graduates

All Chamber members are invited to the Chamber's annual meeting to acknowledge and thank this year's committee chairs and out-going board members--and to welcome our new officers and directors. We will also be recognizing this year's class of Community Leadership Institute graduates who have completed the nine month program.

The Annual Meeting this year takes the form of a celebratory luncheon on Thursday, June 13, 2012, from noon - 1:30 p.m. at the Wachusett Village Inn, 9 Village Inn Road in Westminster, exit 27 off Route 2.

Chamber committees are what drive the organization, and the individuals chairing these committees devote their skills and time throughout the year to make sure the Chamber achieves its goals. Committee chairs with the companies they represent, and the committees they chair, are listed as follows: Greg Aldrich, ETR Laboratories--Sales Leads Group; Dennis Mannone, Schooley Mitchell Telecom Consultants--Dollars & Sense; Marcia Fernald, Moore Enterprises--Ambassadors Committee; Jack Doolin, Workers' Credit Union--Scholarship Selection Committee; Justin Gelinias, Law Offices of Gelinias & Ward--HYPE; and, David Duncan, HealthAlliance Hospital, Inc.--Airport Committee.

Also being recognized are: Brian Jansson, Boutwell Owens--Manufacturing CEO Round Table; Ray Martino, Simonds International--North Central Massachusetts Development Corp.; Ken Gurge, Law Office of Kenneth W. Gurge--Government Affairs Committee; Al Rose, Red Apple Farm--Tourism Marketing Committee; and, Martin F. Connors, Rollstone Bank--Nominating Committee.

## Leadership class completes year

The Chamber's Leadership Development Class of 2012 reports a successful year of investigating our region and learning

about the elements that define its culture and economy, from courtrooms, museums and educational institutions to the Nashua River. This year's graduates are as follows:

Cheryl Becotte, AVP, compliance officer at Family Federal Savings F.A.; Amanda Camerano, branch manager at Avidia Bank.

Sandie Chacon, business development coordinator for the City of Leominster; Matthew Collins, manager of the service resource center at SimplexGrinnell; Marcus Dinatale, program finance analyst for DRS Power Technology, Inc.; Ryan Forsythe, assoc. VP of Enrollment Management at Mount Wachusett Community College; Justin, Gelinias, attorney with the Law Offices of Gelinias & Ward, LLP and Elisa Gonzalez, branch manager with GFA Federal Credit Union.

Also graduating were: Miguel, Guzman, family advocate for the Spanish American Center, Inc.; Hae Hart, senior IT manager with SimplexGrinnell; Christopher Hendry, VP for institutional advancement, Fitchburg State University; Karen, Inderwish, AVP branch manager, Leominster Credit Union; Carol Jacobson, annual campaign manager at HealthAlliance Hospital, Inc.; Daniel Kelser, VP commercial loan officer with Rollstone Bank & Trust; Michael Mattson, advertising director for W. E. Aubuchon Company, Inc.; Ryan McGuane, account executive for Foster Insurance Agency, Inc.; Jennifer Morrissey, manager of training & development at Bemis Associates, Inc.; Jessica Murdoch, asst. VP for human resources & payroll services at Fitchburg State University; Thomas Mutti, assistant in The Office of Ronald M. Ansin; Jennifer Peck, director of development for the Arc of Opportunity in North Central Mass.; Patricia Power, OR manager at Heywood Hospital and Joseph Rollo, AVP, financial accountant with Workers' Credit Union.

To reserve for the Annual Meeting, see the back of this newsletter or the enclosed flyer.



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## Membership Drive wrap-up featured TV face time

**B**usiness owners and managers who joined forces for the Chamber Membership Drive this spring enjoyed some media attention as they made new contacts and got to promote their own companies--as well as won some exciting prizes. Mount Wachusett Community College was premier sponsor of the membership drive this year.

Those who participated in the drive were allowed a one month time frame to contact any business that was not a Chamber member but could benefit from membership--and sign them up.

This resulted in 40 new Chamber members, up from last year's total of 33. To recognize everyone's efforts, a wrap-up celebration/business-after-hours was held at Apple Hill Farm in Leominster which included an array of hors d'oeuvres and cash bar, with 92 guests attending.

Leominster Access (cable) TV brought their Inside Leominster show on the road and taped the membership drive wrap-up celebration with Mayor Dean Mazzarella. Chamber member businesses had the opportunity after the grand prize announcement to be interviewed for a few minutes on the show. The Leominster Champion weekly newspaper highlighted the membership drive for nine weeks in their paper, tracking from week-to-week the number of new members coming on board. Member businesses received discounted advertising in the paper during the drive.

For bringing in the most new members, we had a tie between Donna DiMarzio, owner of Curves of Leominster and Keith Lanzilotti, owner of Well-Being Total Home Care, Inc. Donna won the grand prize package to Cape Cod which included a stay at the Ashley Manor Bed & Breakfast (Barnstable) and dinner at Alberto's Ristorante (Hyannis). Her prize also included a gift certificate and neck wrap to Bliss Therapeutic Massage, gift certificate to Auntie Ellen's Creative Confections, skating passes to Fun America at Roll on America, gas card donated by Schooley Mitchell Telecom Consultants, movie passes donated by Holistic Project Management Consulting, and a bottle of wine donated by Kettle Travel - a package valued at over \$750.

See a complete list of all the Chamber's most recent new members on Page 2.

## 'Mega-Networking' event pulls members from three chambers

You can tout your business or service on Friday, June 7 when members from four chambers of commerce gather for a MegaNetwork opportunity, starting at 8 a.m. It will be at the water park at the Holiday Inn, 150 Royal Plaza Drive, Fitchburg.

Organized in a format similar to "speed dating," attendees will be seated at tables of eight, each person having 60 seconds to make a presentation about themselves and/or their company. Seating assignments will switch three times; each attendee will have the chance to meet with 27 contacts, if not more.

This breakfast is hosted by the Greater Gardner, Nashoba Valley, North Quabbin and North Central Mass. Chambers of Commerce collectively covering 40 cities/towns along the Route 2 Corridor. To attend, please call 978-353-7600 to reserve at the discounted admission fee.

For more information, contact Maria McCaffrey at 978-353-7600 x235, [botti@massweb.org](mailto:botti@massweb.org).

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## Have fun, bring a friend to the Summer Social on June 5

The Executive Women's Network offers a "Summer Social" on Wednesday, June 5th from noon-1:30 p.m. at the Reflection Garden at HealthAlliance Hospital, 60 Hospital Road in Leominster. This is a great opportunity to make new connections and see old friends, acquaintances and business contacts. Lunch and desserts will be provided, courtesy of HealthAlliance.

This event includes the opportunity to promote your business or service with a tabletop display for the duration of

the lunch and workshop. Exhibitors may set up on a 3' x 6' table at a discounted fee for members.

Use the back of this newsletter to reserve a table top. Contact Maria McCaffrey at (978) 353-7600, ext 235 or [mccaffrey@massweb.org](mailto:mccaffrey@massweb.org) for more information.

EWN extends a huge thanks to HealthAlliance, sponsor of the program. Their support makes these events possible.

## See Dirt Dawgs play ball at Business After Hours July 18

This summer, "pitch" your business or service-- literally--on Thursday, July 18 when you join other Chamber members and guests for a baseball game at Doyle Field. The Wachusett Dirt Dawgs are set to play the North Shore Navigators starting at 6:35 p.m. The game is part of the minor-league style series presented by the Futures Collegiate Baseball League (FCBL). The registration fee includes your ticket to the game and a ballpark meal. There will be a beer concession available as well.

To reserve, use the back of this newsletter. For more information, contact Maria McCaffrey at 978-353-7600 x235, [botti@massweb.org](mailto:botti@massweb.org).

## Chamber Orientation will help long-time & new members 'work' their membership

All Chamber members are encouraged to attend an Orientation on Thursday, August 29, 2013, starting at 3:45 p.m. with registration. This event promises to be fun for new members, seasoned members looking to maximize their membership, and not-yet members looking to learn more about Chamber member benefits and services.

It's an easy way to make new contacts and get involved. Meet the Chamber's leadership team and Ambassadors; learn how the Chamber can work for you and learn how your business plays a role in the Chamber's mission of creating regional economic prosperity. You'll learn about the marketing vehicles offered through the Chamber.

Staff will describe all the Chamber has to offer from member programs to public affairs.

The Orientation starts at 4 p.m. and the reception at 5 p.m. The event is free and light refreshments will be served. To reserve, use the back of this newsletter or register online (Calendar). For more information, contact Maria McCaffrey at (978) 353-7600, ext 235 or [mccaffrey@massweb.org](mailto:mccaffrey@massweb.org) for more information.

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Editor:  
Marie N. Auger  
[chamber@massweb.org](mailto:chamber@massweb.org)

phone:  
(978) 353-7600  
fax:  
(978) 353-7610  
internet:  
[www.northcentralmass.com](http://www.northcentralmass.com)

NorthCentralMass.com (USPS 773-650) is published quarterly by the North Central Mass. Chamber of Commerce, 860 South Street, Fitchburg, MA, for \$5.00 per year which is withheld from annual membership dues. Periodicals postage paid at Fitchburg, MA.

POSTMASTER: Send address changes to NorthCentralMass.com, c/o North Central Mass. Chamber of Commerce, 860 South Street, Fitchburg, MA 01420.

## EXECUTIVE WOMEN'S NETWORK

*Summer Social*

11:45 a.m. - 1:30 p.m.

Reflection Garden  
HealthAlliance Hospital  
60 Hospital Road  
Leominster

June 5, Wednesday

## Annual Business Meeting

noon - 1:30 p.m.

Wachusett Village Inn  
9 Village Inn Rd., Westminster

June 13, Thursday

## Lunch 'n Learn

11:45 a.m.- 1:30 p.m.

Chamber Conference Room

June 18, Tuesday

## MegaNetworking Breakfast

8 a.m.

Holiday Inn  
Royal Plaza Drive, Fitchburg

June 7, Friday

## HRC

Human Resources Council  
noon-1:30 p.m.

Chamber Conference Room

June 19, Wednesday

## 'Emerge' Awards

5 - 8 p.m.

Hammond Student Center  
160 Pearl Street

Fitchburg State University

June 20, Thursday

## Business After Hours

Dirt Dawgs Baseball  
5 p.m.

Doyle Field

130 Priest Street, Leominster

July 18, Thursday

## All-Member Orientation & Reception

4 - 6 p.m.

Chamber Conference Room

August 29, Thursday

Return the entire following portion of this page, including address label. **Please include payment.**

date	event	#tix	members	non-members	total
6/5	EWN "Summer Social" Table Top	_____	\$30	\$50	_____
6/7	MegaNetworking Breakfast	_____	\$10	\$15	\$ _____
6/13	Annual Business Meeting	_____	\$30	\$45	\$ _____
6/18	Small Business Lunch 'n Learn	_____	-	\$10	\$ _____
6/19	Human Resources Council	_____	\$25	\$40	\$ _____
6/21	'Emerge' Awards	_____	\$20	\$20	\$ _____
7/18	Business After Hours w/Dirt Dawgs	_____	\$15	\$25	\$ _____
8/29	Chamber Orientation/Reception	_____	-	-	_____

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# CHAMBER UPDATES *— Recent Accomplishments*

**ADVANCED MANUFACTURING INITIATIVE:** The initiative committee reports that filming is complete and being edited for the first video being produced on manufacturing careers. The video clearly communicates the career potential from entry level on up, told by the employees themselves. Several tours of manufacturing plants are also being scheduled for students from Monty Tech, Leominster CTE, Fitchburg Alternate High, NCCES, and Nashoba Regional, as well as the Gear Up, Upward Bound and North Central Educational Talent Search programs administered through MWCC. Also in conjunction with MWCC, we're planning a summer tour for students enrolled in the summer youth programs.

**WORKFORCE TRAINING:** Discussions are continuing with the Leominster H.S. Center for Technical Education, MWCC and Quinsigamond Community College on bringing the Certified Production Technician designation program into these schools. This designation was developed by the Manufacturing Skills Standards Council and is recognized nationwide. Staff recently discussed this with Monty Tech as well and they are considering the program. Quinsigamond Community College is trying to create a path to college credit for those who complete this program, and that could lead to college credit for high school courses.

**CLOSING THE SKILLS GAP:** The North Central Mass. Workforce Investment Board (WIB) was successful in the joint application for a workforce training grant from Commonwealth Corporation. This is a multi-year, \$400,000 (an extra \$50,000 was requested and granted) grant for training. Partners include the Central Mass. WIB, MWCC, Leominster CTE, QCC, MassMEP, and agreements with multiple regional manufacturers to assess skills gaps in potential employees, train 60 people, and find them jobs in advanced manufacturing. Staff assisted in coordinating outreach to manufacturers in the North Central Region, and Nypro, Heat Trace, Micron, Ranor, SMC, and ACT Fastening Solutions have signed on as partners, as well as the CEO Roundtable and others. MWCC has a training program already designed, and set to run July 8 and again in September.

**YOUNG PROFESSIONALS AWARDS:** The nomination period completed on April 1st, for the EMERGE Awards for outstanding representatives (under age 40) of the region's businesses and institutions. Ten winners were selected by the EMERGE committee at the beginning of May. The Sentinel & Enterprise will be the Media

Sponsor while Fitchburg State University will host and provide refreshments in the newly renovated Hammond Building. The Awards event will be held on June 20th from 5 - 8 pm with presentations of all winners.

**SMALL BUSINESS LENDING:** The Development Corporation's initiative to achieve financial sustainability by hiring a full time lender and calling on local banks, charitable foundations and corporations to supplement operations for the next two years is having successful results. With Donna Comeau on board, the campaign is nearing the \$50,000/year for 2013 and 2014 (the goal is \$60k) with commitments from: Rollstone Bank and Trust, Workers' Credit Union, Fidelity Bank, Leominster Credit Union, IC Credit Union, North Middlesex Savings Bank, The Crocker Foundation, and Avidia Bank.

**RECENT LOANS:** Since January 1st, 2013, the Development Corporation has originated loans to seven local businesses, from a barbershop and a bakery to a logging operation. Two of the loans complemented financing by their banks (Leominster Credit Union and North Middlesex Savings bank). In addition through these loans we expect the retention of 13 jobs and the creation of six.

**TOURISM MARKETING:** This winter, JATA partnered with Mt. Wachusett Ski Area and five area hotel properties on a "ski and stay" campaign of co-op advertising. The "Ski more, Drive less" promotion ran in the Providence Journal, Boston.com, and the Boston Globe.

## *New Members....Cont. from Page 2*

### **Susan Cronin Draperies**

Fitchburg, MA 01420  
Ms. Susan Cronin  
(978) 343-7008  
DRAPERIES - WINDOW  
TREATMENTS

### **Warmer Winters**

22 Hill Top Drive  
Leominster, MA 01453  
Ms. Judy Gentry  
(508) 254-0003  
SOCIAL & HUMAN SERVICES

### **UTZ Quality Foods, Inc.**

783 Water Street  
Fitchburg, MA 01420  
Mr. Barry Krysiak  
(800) 551-5539  
FOOD MANUFACTURERS

### **Welcome Wagon**

31 Cushing Lane  
Lunenburg, MA 01462  
Ms. Laurie Cooney  
(978) 407-5477  
MAILING SERVICES

### **Viewpoint Massage**

65 St. Peter Street  
Fitchburg, MA 01420  
Ms. Nancy Denaro  
(978) 342-2125  
MASSAGE THERAPY

### **Welset Americas Inc.**

106 Carter Street, Suite 21  
Leominster, MA 01453  
Mr. Venkat Appaji  
(978) 406-7056  
PLASTICS - RAW MATERIALS

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Mr. Richard DeLibertis  
(508) 393-3287  
MARKETING CONSULTANTS

### **YP.com**

106 Turner Road  
Townsend, MA 01469  
Mr. Jon Cross  
(393) 204-8653  
MARKETING CONSULTANTS



Middlesex County Foundation, Inc.

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Camp Middlesex is available for functions during April, May, September & October each year! Call us to see how we can help you with your next retreat, reunion, or event!

# CHAMBER UPDATES ...CONTINUED

**COMMUNITY LEADERSHIP:** Community Leadership Institute has completed almost the full program year with the last session taking place on June 13th directly before the Annual Business Meeting. Since January 1, the students have completed programming in Healthcare, Non-Profit Governance, Law & Justice, Government Affairs, Arts & Culture, Economic Development and the Environment. In particular, the 23 students visited the State House on March 13th complete with tour, discussion with Senator Flanagan and presentations from Mayor Lisa Wong and Ben Forman of Mass Inc. The application period for the 2013-2014 class will open in May and be completed in August. The Overnight Retreat has been booked at the The International Golf Club & Resort in Bolton on October 23rd.

**BUSINESS AFTER HOURS:** The 2013 Membership Drive included two additional Business After Hours events this program year. The Membership Drive Kick Off Celebration was hosted at Rye & Thyme on January 31st with 84 attendees. The Wrap Up Celebration was hosted at Apple Hill Farm & Country Club on March 14th with 91 in attendance. In addition, Chamber staff has been told that members continue to be impressed with the Business After Hours events, not only programmatically, but also in attendance and ease of registration and billing.

**SALES LEADS and DOLLARS & SENSE:** Attendance has steadily grown to average 41 members at the twice-monthly Sales Leads meetings, under the leadership of Greg Aldrich, ETR Labs. Dennis Mannone, Schooley Mitchell Telecom Consultants, chairs the Tuesday afternoon Dollars & Sense meeting, at which attendance ranges from 15-20 people. Quarterly, a guest speaker is brought in to the meetings. Past speakers include: Jeffrey St. Laurent, True You!, and Paul Brown, Leadership Dynamics.

**LUNCH 'N LEARN:** Our small business workshop series has been a huge hit in 2013. Rollstone Bank & Trust has sponsored these events on the third Tuesday of each month. Content has included a variety of topics including business planning, marketing and Facebook usage. These classes have been so popular that the April class was closed for registration due to space constraints.

**RIBBON CUTTINGS:** Ribbon cuttings for new area businesses continue. With the help of our Ambassador Committee and the cities of Fitchburg and Leominster, we are bringing positive press to all parties involved. Ribbon cuttings, since January, include Sharky's Seafood & BBQ Restaurant, CRM Home Services, The King's Greenhouse, GFA Federal Credit Union, Brother's Barber Shop, and

American Mobile Detailing. Most of the ribbon cuttings were featured in the *Sentinel & Enterprise*.

**EXECUTIVE WOMEN'S NETWORK:** EWN has had a successful program year, thus far, with numbers increasing over the course of the last few sessions. The February, March and April meetings averaged 75 attendees each, forcing an additional move, this program year, to the Boys & Girls Club for May's programming. Topics have included organization for productivity, dressing appropriately, and health and wellness. Tabletops have also been increasing with seven tables in May and five already registered for June.

**AMBASSADORS:** The Ambassador Committee is comprised of 16 Chamber members who make proactive calls to members to ensure that we are meeting their expectations and educating them on their member benefits. In addition, they contact new members to welcome them to the Chamber, and assist with educating the "not yet" members on the Chamber. Ambassadors also attend ribbon cuttings and Chamber events (meet & greet). New to the team is Keith Lanzilotti, Well-Being Total Home Care, Inc.

**HUMAN RESOURCES COUNCIL:** 30 people attended the March HRC session (OSHA regulations), 42 attendees at the April session (a half day special program regarding the Affordable Health Act), and 30 attended May's session on Wellness Program Tax Incentives.

**PUBLIC RELATIONS:** Ongoing efforts include populating Facebook, LinkedIn, Twitter, Telegram.com, WBJ, Sentinel & Enterprise, and WPKZ with Chamber information such as upcoming events/meetings, ribbon cuttings, new member announcements, and other updates as needed. Last year we started a weekly "Chamber Chat" show on WPKZ radio (FM 105.3), Monday mornings approx. 8:10-8:30 a.m. Yasmin Loft, staff member services manager, talks about upcoming events/programs for that week and features a guest member each week.

## Get Connected...

Power up your prospects and exchange leads at the Chamber Sales Leads Group or Dollars & Sense. These dynamic sessions are open to all members... and you may bring a guest.



Sales Lead Group – 2nd & 4th Wednesday @ 8 a.m.  
Dollars & Sense – 1st Tuesday @ 4 p.m.

Meetings are held at the NCM Chamber. Participants will:

- Grow business relationships
- Pass along qualified sales leads
- Share 60 seconds about your business
- Hear 10 min. member presentations / break-out sessions
- Experience a 'Marketing Moment'

For more information, contact Yasmin Loft at 978-353-7600 x234, [loft@massweb.org](mailto:loft@massweb.org)



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