



Chamber recognized as finalist for national honor

In July, the North Central Massachusetts Chamber of Commerce was recognized as one of three finalists in its category for the 2017 Chamber of the Year designation, presented by the Association of Chamber of Commerce Executives (ACCE).

Chamber of the Year is the most prestigious and competitive award presented by ACCE and is the only globally-recognized industry award that honors top chambers of commerce for exemplary work in their communities. Our Chamber was the first chamber of commerce in Massachusetts or New England to have ever been selected as a finalist. Those honored with the designation have demonstrated organizational strength and made an impact on key community priorities, such as education, transportation, economic development and quality of life.

"While I am disappointed that we were not selected as the Chamber of the Year, just to be named a finalist for this award is an incredible honor. It



is a tribute to the innovation and passion of our member companies and the many business leaders that support our mission and that work so hard to build a stronger economy and quality of life in the communities that we call home here in North Central Massachusetts," said Chamber President & CEO Roy M. Nascimento. "I want to thank our staff, board leaders and all of our members for their support and dedication in helping us achieve this level of accomplishment."

Only 104 out of 7,000+ chambers nationally qualified to enter the Chamber of the Year competition. The rigorous award application requires written responses addressing all aspects of organizational operation and programmatic work. Applications are then scored by peer chamber executives to determine finalists. Winners are selected from among finalists based on an in-person interview before a panel of experienced chamber professionals.

Help our region compete in the economic development game!

This year, the North Central Massachusetts Development Corporation (NCMDC), the economic development arm of the North Central Massachusetts Chamber, is launching the **Economic Advancement Fund** to provide resources to help expand our existing economic development efforts. This new fund will help us take our economic development efforts to the next level by building off of our successful work in the past and making strategic new investments in the future.

This new fund has four major objectives:

1) Create, grow, recruit and retain businesses,

jobs and investment to North Central Massachusetts; 2) Develop a well-recognized, exciting brand and image for North Central Massachusetts; 3) Establish a business climate that supports growth; and 4) Develop and drive a competitive workforce and talent pipeline that invests in human capital for our region's high quality, high impact employers.

Whereas annual membership dues and sponsorships to the Chamber fund our daily activities to support members and programs, investments in this new fund are specifically targeted to implement and support our strategic economic development goals and expand our region's economy in a broader, forward thinking capacity.

We are looking to businesses and individuals to help support this effort with contributions to the Economic Advancement Fund. We have set a goal of \$350,000 over the next three years to help supplement the expansion of our economic development efforts. Please consider making a special contribution to this effort. This is a great way to make an impact and empower our communities to compete and win in the economic development game! To learn more or to invest in our Economic Advancement Fund, please visit www.ChooseNorthCentral.com/advancement-fund or contact Roy Nascimento at 978.353.7600 ext. 225.



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Continued on Page 3

Mark Freeman to chair Board of Directors for upcoming year

At the Chamber's Annual Business Meeting in June, Mark Freeman, president of Steel-Fab, Inc. was elected chairman of the Chamber's Board of Directors for 2017-18. Headquartered in Fitchburg, Steel Fab, Inc. is a national leader in the design and manufacture of water control gates, gate operating systems, and fixed cone valves for the hydro power industry. The company was originally founded in 1966 as a supplier to GE for their power generation products, but has evolved over the years to support a variety of industries ranging from energy to defense.



Mark Freeman

Mr. Freeman joined the family owned and operated business thirty years ago, after working for State Street Bank. He became president in 2005 and under his leadership the company has continued to grow. In addition to his involvement with the Chamber, Mr. Freeman is a member of Associated Industries of Massachusetts, the American Welding Society, and the National Hydropower Association. He has a bachelor of science degree in business management from Bentley College.

Mr. Freeman has served on the Chamber's Board of Directors for several years and is active on the Chamber's Manufacturing Executives Roundtable. He has been a champion of the Chamber's efforts to promote manufacturing careers and to better connect employers with schools in the region. As chair of the Chamber board, Mr. Freeman will work with the directors, Chamber staff, and membership to champion the Chamber in its mission to serve the region's business community.

"Mark has proven himself to be a tireless leader on many issues of interest to the business community in the region," noted Chamber President Roy Nascimento. "We look forward to advancing the interests of our members and promoting a strong business climate in North Central Massachusetts."

He succeeds Tony Mercadante, managing partner of Mercadante & Mercadante, CPAs, who now moves to the position of immediate past chair of the Board of Directors.

"It is an honor and privilege to have been elected chair of the Chamber, an organization that plays an important role in supporting businesses of all sizes in North Central Massachusetts," expressed Mr. Freeman, "I am excited to continue Tony Mercadante's efforts and work to make sure the Chamber remains a strong resource for the local business community."

In the same election, Stephen Mullaney Jr., PE, president of S.J. Mullaney Engineering, Inc. was voted vice-chairman and director Deborah Weymouth, president of HealthAlliance Hospital, Inc. was elected to the position of treasurer.

New board members elected for a three-year term were Henry Tessman, general manager of Great Wolf Resorts and Dr. James Vander Hooven, president of Mount Wachusett Community College. In addition, Matthew Fournier, president of Elite Construction & Design was elected to serve a one year term on the board.

New Members... Continued from Page 2

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- Board Member Profile -

Henry Tessman

As the general manager of Great Wolf Lodge in Fitchburg, Henry Tessman believes the North Central area “offers much opportunity for economic growth.” He was on the team that opened the unique, indoor, family resort almost four years ago, and is now responsible for overseeing 406 hotel rooms, a 68,000 sq.ft. waterpark, ten food and beverage outlets, five retail stores and 45,000 sq.ft. of play and entertainment space—with annual sales of \$46 million.



Born and raised in Albuquerque, N.M., Tessman worked at various independent restaurants before attending Johnson & Wales University in Providence where he earned a bachelor’s degree in hospitality management.

He spent subsequent years in various food and beverage positions and most recently, in Westborough as director of catering and director of sales, experiencing several brand transitions with Wyndham, Marriott and Hilton as well as several management companies.

He states, “Your largest and most important asset is your

associates.” He encourages his staff to, “Look at everything through the guest’s lens, be friendly and have fun doing it.”

He notes that the Chamber Board is in a great position to facilitate, “the potential we have (here) for growth in all industries. Community leaders are very supportive” of all business sectors. Having served on other chamber boards, Tessman says that what makes the North Central Chamber stand out is, “its strong staff and leadership group, and the general support (to members) that they offer.”

When not at work, he enjoys the outdoors: kayaking, biking, running and hiking with his wife and three daughters—and three dogs.



Owner Linda Tata celebrates the open house for her new Merle Norman Cosmetics studio on 13 Sack Blvd in Leominster, offering tips, tricks, and custom make-overs. Joining her here are Mayor Dean Mazarrella, Jeff Ardis of the Chamber, daughter Kayla, and other family members.



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breakfast and the Human Resources Council lunch series. Many who attend these programs often attend the full program year and thus, deserve a token of our appreciation for their program loyalty.

Season ticket holders are offered convenience and a discount on programming by purchasing the entire year up front. At a 20% discount and automatic registration for each event, season tickets are an economical and efficient purchase for business leaders in the community.

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the events.

The Good Morning North Central executive breakfast series is \$100 for five events while the Human Resource Council is \$150 for nine events (individual event pricing is \$125 and \$180, respectively).

Season Tickets can be purchased directly through our online calendar at the discounted rate or by contacting Maria McCaffrey at mmccaffrey@northcentralmass.com or 978.353.7600 ext. 235.

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Christopher McDermott selected for public affairs position

Christopher McDermott has joined the Chamber's professional staff as public affairs manager.

In this position, McDermott will be tasked with growing the advocacy and public policy efforts of the Chamber and increasing the visibility of the region's businesses and economy on Beacon Hill.

"We are excited to have Chris join our team and help contribute to the Chamber's work of improving the business climate and advancing the economy of North Central Massachusetts," said Chamber President Roy M. Nascimento. "Chris will be a great resource to our members in navigating government and staying informed of issues that impact the business community and region."

McDermott joins the Chamber after serving in administrative roles with the Town of Framingham's Community and Economic Development Division for two years. In his role with the town he



staffed its Economic Development Industrial Corporation (EDIC), and was responsible for the town's online branding efforts as well as the upkeep of six budgets. His experience in local government has positioned him on the frontlines of major policy initiatives and local issues as well as grant funding and distribution.

He holds a bachelor's degree from Assumption College and a master's degree in economic & social development of regions from the University of Massachusetts Lowell.

Existing members or businesses interested in learning more about the Chamber's public service positions can reach Christopher at 978.353.7600 ext. 224 or via email at cmcdermott@northcentralmass.com.



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Congressional Luncheon Scheduled for October 6

The Chamber is hosting a special congressional luncheon on Friday, October 6, 2017 featuring the Honorable Jim McGovern, U.S. representative for the 2nd Congressional District and the Honorable Niki Tsongas, U.S. representative for the 3rd Congressional District of Massachusetts. The program runs from 11:30 a.m. to 1:30 p.m. at the Great Wolf Lodge, 150 Great Wolf Drive, Fitchburg.



Jim McGovern

This event will provide Chamber members the opportunity to hear directly from members of the U.S. House of Representatives regarding business issues and critical matters facing the nation. Attendees will also be afforded a unique forum for networking and questions with two members of North Central's federal delegation.

Currently serving his ninth term in Congress, McGovern serves as the second ranking Democrat on the powerful House Rules Committee, which sets the terms for debate and amendments on most legislation; and is a member of the House Agriculture Committee. Before his election to Congress, McGovern spent 14 years working as a senior aide for the late U.S. Rep. John Joseph Moakley (D-South Boston).

He was born in Worcester, the son of two successful small business owners. His two sisters are elementary school teachers in Worcester's public school system.

McGovern earned his B.A. and master of public administration degrees from American University, working his way through college as an aide in the office of U.S. Sen. George McGovern (D-SD).

Congresswoman Niki Tsongas was elected to the U.S. House of Representatives in a 2007 special election, becoming the first woman in 25 years to serve in Congress from Massachusetts. Tsongas holds the same seat that was held three decades earlier by her late husband, former Congressman, U.S. Senator and

presidential candidate Paul Tsongas. Her congressional district spans across portions of Essex, Middlesex and Worcester counties.

Tsongas serves as a senior member on the prestigious House Armed Services Committee, and previously served in a leadership position as the top Democrat on the subcommittee for Oversight and Investigations. She formerly served as a dean at Middlesex Community College, practiced law, and raised her three daughters all in the region she now represents.



Niki Tsongas

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.

Pre-registration is required and is easy. Simply call the Chamber at 978.353.7600 ext. 235, email mmccaffrey@northcentralmass.com.



Masis Staffing Solutions was proud to open their new office right on Monument Square in Leominster. Representing Masis at the event were Frankie Vaccaro, Richard Ferraioli, Sue Boffoli, and Lynne Palazzi, along with Lisa Marrone and Melissa Tasca from the City of Leominster; Scott Percival from the North Central Career Center; and Jeff Ardis with ambassador Brendan Gallagher of the Chamber.

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7

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River Styx Brewing celebrated its new location at 166 Boulder Drive, Suite 112 in Fitchburg recently. Pictured cutting the ribbon are owners Scott & Jackie Cullen with Mayor Dinatale. Also attending the event were Representative Stephan Hay, Melissa Ahola, Senator Flanagan's office, Councilor Michael Kushmerek, Chamber staff including President Roy Nascimento, David Ginisi, Sandie Cataldo & Norman Vigeant, Chamber ambassadors Tim Johnson, Tom Littlepage, Christine Roy & Kim Kunce and other guests.

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Chamber to host Legislative & Candidates Reception

Premier networking event, sponsored by MWCC, connects elected officials with community leaders

The Chamber presents its Legislative and Candidates Reception on September 14, 2017 from 5 – 7 p.m. at the Chocksett Inn on 59 Laurelwood Road in Sterling. “This is a great opportunity for our business and community leaders, as well as our public officials, to gather for an evening of networking and collegial discussion,” said Chamber President Roy Nascimento. “We look forward to joining our legislators at a unique venue such as the Chocksett Inn.”

The Legislative and Candidates Reception is one of the Chamber’s



Posing with “George” at last year’s event are Kathryn Weldon from Village Mortgage and Mark McCaffrey from Geronimo Properties.

major events of the season, with over 125 federal, state, and local elected officials invited. Mount Wachusett Community College is the primary sponsor for the event. “At Mount Wachusett Community College, we understand the importance of engaging with the region’s business and legislative communities. These connections and insights help guide the college in various areas such as programming and outreach,” said MWCC

President James Vander Hooven. “It is vital for our region’s business leaders, legislators, and policy-makers to meet and network so that they can engage and learn from each other. I am happy to support this important event.”

“Gaining access to legislators and those who seek public office

is just as important for small business owners as it is for CEOs in the region,” said Ken Gurge, Esq., Chamber director and chair of the Government Affairs Committee.

Government affairs and public policy advocacy are key components to the Chamber’s efforts to promote a healthy and active business climate throughout the region. The business community and legislators are partners in economic vitality and growth.

The event will feature an open bar and gourmet appetizers and hors d’oeuvres. Cost for members is \$20 and non-members is \$30. Registration is available online at www.northcentralmass.com. Please contact Maria McCaffrey at 978.353.7600 ext. 235 or mmccaffrey@northcentralmass.com for more details.



The Chamber helped cut the ribbon recently for a new Village Mortgage office at 114 Merriam Avenue in Leominster. Pictured are Brieanna Kelly w/ scissors, Kathryn Weldon (far left), and Denise Peach (arms raised) of Village Mortgage, along with Chamber Ambassadors Christine Roy and Brendan Gallagher (right) with Amanda Landry (2nd from left).



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* \$100.00 promotional offer is for activating direct deposit (of at least \$25.00) or signing up for online banking and conducting 5 debit card transactions using your bankHometown debit card within the first 60 days of account opening (\$100.00 will be credited to the account by the last day of the statement cycle following the 60th day the account has been open). \$50.00 promotional offer is for making 5 bill payments using bankHometown e-Pay within 60 days of account opening (\$50.00 will be credited to the account by the last day of the statement cycle following the 60th day the account has been open). \$50.00 loyalty bonus will be paid after the account has been open for 12 months (\$50.00 will be credited to the account by the last day of the statement cycle following the 365th day the account has been open). Bonuses are for new customers and limited to one account per customer. Bonuses are reportable for tax purposes. For consumer accounts only. Accounts must be in good standing and have a positive balance at the time the bonus is paid. The Annual Percentage Yield (APY) of 0.2% is accurate as of September 28, 2016. Minimum balance to obtain the APY is \$0.01. Minimum balance required to open the account is \$10.00. This is a variable rate account and the rate may change after account opening. May not be combined with other promotional offers. This is a limited time offer subject to change at any time without notice.

Where will you find employee gifts?

Gift Local Gift Cards

give you a fast, easy and meaningful way to reward your employees for a job well done!

The North Central Massachusetts Gift Local Gift Cards can be purchased at the Chamber Office, the Johnny Appleseed Visitors' Center (Route 2 West, Lancaster) or online and a list of current participating members is provided with each purchase. The recipient can then redeem it at any participating Chamber business listed!

- We'll have your Gift Local Gift Cards ready when you want them.
- Cards can be ordered in any denomination.
- Simply call, fax, email or mail us your order
- Every Gift Local Gift Card you buy stays in our community and grows our economy!



Great for:

Employee Incentives
Retirement Packages
Safety Awards
Administrative Professionals Day
Employment Anniversaries
Bonuses

The list is endless!

For more information or additional questions, please contact
Jeff Ardis at 978.353.7600 x. 234 or jardis@northcentralmass.com



Bulk Purchase Order Form

To place your order:

Call: 978.353.7600 ext. 222

Fax: 978.353.4896

Email: lgoulet@northcentralmass.com

Mail: NCMCC, 860 South Street, Fitchburg, MA 01420

Company Name: _____

Phone: _____

Contact Name: _____

Fax #: _____

Email: _____

Needed by: _____

Signed by: _____

Date ordered: _____

**Legal Notice: By signing this form, you acknowledge that you are responsible for full payment of requested gift cards on this order form. Your order will not be processed until signed confirmation is received. All sales are final. No returns or exchanges.*

Denomination of gift card		Number of Gift Cards	Total Purchase
Example \$20	x	5	\$100
	x		
	x		
	x		

Payment Method:

☐ Check Enclosed *(please make payable to NCMCC)*

☐ Invoice Me *(payment due upon pickup of Gift Local Gift Cards)*

☐ Credit Card

Name on card: _____

Card Number: _____

Expiration Date: _____

Processing fee \$1 per card: _____

Billing Zip: _____

Final total: _____

***For orders more than \$2,000, please allow at least 2 business days for processing.**

If you do not receive a confirmation email or phone call within 2 business days, please contact us at 978.353.7600 ext. 222.

Businesses can also inquire about co-branding the cards for large bulk orders.

Internal Use Only:

_____ Confirmed _____ Ready for Pick Up _____ Invoice/Check _____ Picked up
_____ Packaging _____ Paid

Sign for pick up: _____

NCMCC Employee: _____ Date: _____

Help grow the Chamber by referring a new Member!

Your Chamber is an 800+ member strong business community of people who want to do business with other people they know and trust. The larger our community, the better the marketplace for goods and services, the more ideas we share, and the louder the Chamber's voice becomes as we advocate for the interests of your business and North Central Massachusetts.

We need your help to grow! From September 25 through October 20, 2017 we will be hosting a special New Member Referral Campaign. When a business or organization that you referred to us joins the Chamber during that period, you will receive a \$25 Gift Local Gift Card that can be used at many of the finest restaurants, shops and attractions in the region.

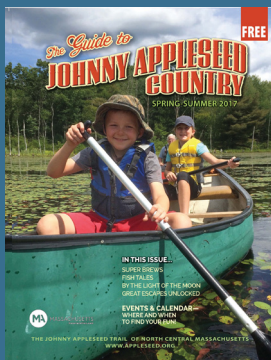
How does it work? Just identify a business, vendor, or acquaintance who could benefit from Chamber membership and then submit your referral either online or via our printed referral form to the Chamber. If your referral joins the Chamber during the campaign period, and pays for one full year of membership, you will receive a gift card to use. At the end of the campaign, we will also honor the top individual member who successfully referred the most new members with a special prize of a getaway to North Carolina's Outer Banks that was contributed to the Chamber.

There is no limit to the number of referrals you can make, but

you do have to submit the referral form to be eligible to receive the gift cards. When we contact the referred business, we will mention you or your company as the referring business. If a referral is submitted more than once, the Chamber will honor the first referring party only. Also, the referring member must be in good standing with current dues fully paid.

You've had a positive experience with the Chamber, and you probably know other businesses who would find value in membership. Why not invite them to join?

For a referral form or for a complete list of the terms and conditions, please visit www.northcentralmass.com/member-referral-program or contact us at 978.353.7600 ext. 234 or ext. 240.



An advertisement in *The Guide to Johnny Appleseed Country* reaches thousands of residents, tourists and visitors to the region. Chamber members receive special ad rates. Find out how you can spotlight your business in the area's most comprehensive tourist & visitor publication. Contact David Ginisi at 978.353.7600 x240 or dginisi@northcentralmass.com

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Coming Events

View all events, register and pay online:
northcentralmass.com

For more information, contact Maria McCaffrey at
978.353.7600 ext 235 or mmccaffrey@northcentralmass.com

September 7: HYPE: CEO Unplugged
September 13: Sales Leads, Chamber Office
September 13: Women's Leadership
Connection, Chamber Office

September 14: Legislative & Candidates
Reception, Chocksett Inn

September 19: Small Business Roundtable,
Chamber Office

September 20: Human Resource Council,
Chamber Office

September 22: Good Morning North Central
Breakfast, DoubleTree by Hilton

September 26: Chamber Orientation,
Chamber Office

September 27: Sales Leads, Chamber Office

September 28: Small Business 101, Chamber
Office

October 3: Retailers Workshop: Making Most of
the Holiday Season, Chamber Office

October 3 & 4: QuickBooks, Chamber Office

October 5: Flu Clinic, Chamber Office

October 6: Congressional Luncheon, Great
Wolf Lodge

October 11: Sales Leads, Chamber Office
October 11: State Vendor Fair, Chamber Office
October 17: Small Business Roundtable,
Chamber Office

October 18: Human Resource Council,
Chamber Office

October 25: Sales Leads, Chamber Office

November 2: Chamber Orientation, Great Wolf
Lodge

November 2: Seven-Chamber Business After
Hours, Great Wolf Lodge

November 8: Sales Leads, Chamber Office

November 10: Good Morning North Central
Breakfast, DoubleTree by Hilton

November 14: Small Business Roundtable,
Chamber Office

November 15: Human Resource Council,
Chamber Office

Save the Date:

December 7: Business After Hours, Sterling
National Country Club