

# NORTH SHORE BUSINESS JOURNAL

North Shore Chamber of Commerce • 5 Cherry Hill Drive, Suite 100 • Danvers, MA 01923 • (978) 774-8565 • Fax (978) 774-3418 [www.northshorechamber.org](http://www.northshorechamber.org)

## May 2nd Breakfast Forum - Economic & Social Impact Presentations from Six North Shore College Presidents



Shown in the photos from left to right are college presidents, Dr. Richard Wylie, Endicott College, R. Judson Carlberg, Gordon College, Dr. Ghazi Darkazalli, Marian Court College, Stan Trecker, Montserrat College of Art, Dr. Wayne Burton, North Shore Community College, and Dr. Nancy Harrington, Salem State College.

The Wednesday **May 2nd** Breakfast Forum at 7:30 a.m. at the **Danversport Yacht Club** will feature presentations by college presidents from six North Shore schools.

The forum will feature college presidents **Dr. Richard Wylie, Endicott College, R. Judson Carlberg, Gordon College, Dr. Ghazi Darkazalli, Marian Court College, Stan Trecker, Montserrat College of Art, Dr. Wayne Burton, North Shore Community College, and Dr. Nancy Harrington, Salem State College.**

The six college presidents will address the economic and social impact their colleges have on the North Shore. In addition they will have an opportunity to discuss what makes their college unique.

The North Shore Chamber of Commerce believes that a college educated workforce is essential to a strong economy and an above average quality of life. An educated workforce equates to greater achievement in the workplace.

With the the benefit of operational

expenditures and the dollars spent by the students during their time here, our colleges have a direct impact on our local economy.

These schools of higher education make the North Shore a "smart" place to work and live. Join us at this informative presentation on May 2nd at the Danversport Yacht Club.

Breakfast reservations must be made in advance for this annual event. Contact the North Shore Chamber to reserve at (978) 774-8565 or at [www.northshorechamber.org](http://www.northshorechamber.org).

## PROMOTE YOUR FIRM WITH AN AD, SUPPORT A 2007 HONOR SCHOLAR FOR \$100 & UP



Corporate Sponsors of the 2007 Honor Scholars Recognition Dinner on May 8th will be recognized in the Program Booklet, the North Shore Business Journal, Online and in Media Announcements.

The Honor Scholars Recognition Program is part of the innovative business-education partnership formed by

the North Shore Chamber of Commerce, Inc., to honor Excellence in Education.

This is the 39th annual program to honor scholastic achievement by senior class students in public and private secondary schools in twenty-seven. The keynote speaker for the event is **Dr. Richard Wylie, president, Endicott College.**

Each Scholar needs a sponsor for this very special occasion. Sponsorship begins at only \$100 per scholar.

*For more information on Sponsorship Opportunities see Page 2 in the business journal or call the Chamber at (978) 774-8565.*

### UPDATE: FULL HEALTHCARE RULES PUT OFF



**Full implementation of the state's health insurance law was delayed to the start of 2009, pending a final vote in June.**

July 1, 2007 - Everyone is required to have some coverage.

Jan. 1, 2009 - New Insurance plans must be in place.

*See Full Story on Page 3*

# MAY 8, 2007 HONOR SCHOLARS RECOGNITION DINNER

***Sponsor an Honor Scholar and Receive a Free Ad  
in front of 1000 parents and students in the Program Booklet!***

**\$5000 Lead Sponsor (3 max) - Two Page Center Spread (50 Students)**

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Meeting planners were shocked to learn of conference tables and a full array of meeting facilities at the Nantucket Inn and Conference Center on Nantucket Island, Massachusetts some 30 miles off the coast of Cape Cod.

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# **Policy Issue - Impacting Your Business**

## **“Full Healthcare Rules Put Off” continued Board votes to Delay stringent New Rules**

*Written by Alice Dembner, Boston Globe Staff, March 21, 2007*

A state board voted unanimously to require drug coverage as part of draft rules for the minimum insurance that everyone older than 18 must have, under the state's universal health insurance law. The rules apply unless residents obtain a waiver or have other qualifying insurance, such as Medicaid, Medicare, or health savings accounts.

Jon Kingsdale, the board's executive director, called the vote a landmark. "All the [minimum] requirements are significant steps in setting precedents for what other states are going to be looking at," he said after the meeting.

The Commonwealth Health Insurance Connector Authority also voted to give residents until Jan. 1, 2009, to comply with the stringent new rules. All individuals who do not obtain a waiver must buy some insurance by July 1 or face a tax penalty in 2008.

The postponement of the more stringent requirements was designed to allow businesses more time to voluntarily improve their health insurance plans and give insured individuals time to upgrade. The rules, which the Connector Authority board has been debating since last fall, will be the topic of public hearings in May and will be approved in final form in June.

The minimum requirements would also make the state the first to require nearly all individuals to have insurance plans with no limits on annual benefits or on payments for any specific disease, Kingsdale said. Also unique is the \$2,000 annual limit on deductibles for individuals and a \$5,000 limit on out-of-pocket spending. Both limits apply only to spending within the health plans' networks of doctors and hospitals.

The board declined to support a last-minute plea from business leaders and insurers to allow plans without drug coverage and to extend the deadline to July 2009.

In the end yesterday, even the business representative on the board voted for the requirements.

The minimum standards allow plans to charge an additional deductible for drugs of up to \$250 for an individual. In June, the board plans to consider a less-expensive requirement for drug coverage that might allow higher deductibles, but that would provide drugs that prevent disease or treat chronic illness before the deductible applies. The board hopes that alternative would add no more than 5 percent to the premiums of health plans. A typical drug plan adds about 15 percent.

Until the stringent rules go into effect, people can maintain or buy any health insurance plan that meets current state or federal rules to avoid the penalty included in state law. **To meet the January 2009 deadline, however, individuals who get their insurance through work will have to start buying upgraded policies by February 2008, since most companies only allow workers to change their insurance once a year.**

While businesses are required to offer insurance or pay their own penalty under the law, they do not have to offer coverage that meets the new standards. Kingsdale said the board would consider exemptions for individuals whose employers do not offer coverage that meets the new minimums.

## **6- Minute Networking**



**THURSDAY.,  
APRIL 19TH**

**DANVERSPORT  
YACHT CLUB**

**Lighthouse Point  
Room**

**5:00 p.m. - 7:00 p.m.**

**\$25 / Member  
\$50 / Non-Member**

**Please call  
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among the 50 allocated.**

**SELL OUT EXPECTED!**

**Make more Contacts in  
one night than you  
will in the next 6  
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## DO BUSINESS WITH THE NORTH SHORE CHAMBER OF COMMERCE!



Shown welcoming guests to the March Legislative Affairs Committee is John Hall II (r) from Salem Five. Also pictured above from left to right are: Salem Mayor Kimberley Driscoll, vice chair of legislative affairs, Dr. Wayne Burton and Representative John Keenan. Thank you Salem Five for hosting this important meeting.



Gathered for a photo in the lobby of Salem Five after the March Legislative Affairs Committee are: Stan Cahill, Salem State College, Mary Sarris, North Shore WIB, Annie Harris, Essex National Heritage Comm., Julie McConchie, North of Boston CVB, Rinus Ooesthek, Salem Chamber, Rep. John Keenan, Mayor Driscoll, John Hall II, Salem Five, Dr. Wayne Burton, North Shore Community College and Patricia Zaido, The Salem Partnership.



Amesbury Mayor Thatcher Keezer (l) is shown discussing regional cooperation with other North Shore Municipal Leaders at the March Board of Directors Meeting. Over 40 Directors attended this crucial meeting to discuss ways to encourage regional collaboration for North Shore communities. Also shown in the photo is Beverly Mayor William Scanlon (center) and David LaFlamme, 2007 Chairman of the North Shore Chamber of Commerce and president of North Shore Bank.



Regional cooperation and collaboration among our cities and towns is a leading priority for your Chamber of Commerce. Shown above from left to right are Stephen Crowder, North Shore Chamber, Kevin Bottomley, Danversbank, Dan Koziski, Senator Berry's office, Diane Stringer, Hospice of the North Shore, David Gendall, National Grid, Dr. Richard Wylie, Endicott College, Mike Bruno, Keyspan and Attorney Jim Smith.



Shown above in the photo after the March 28th Board of Directors Meeting is Don Fournier (l), Beverly National Bank, Salem Mayor Kimberley Driscoll and Jack Meaney, YMCA of the North Shore. Thank you again Elected Officials and Board of Directors for making progress towards regional solutions for our area. Together we can move the North Shore forward!



On March 28th, Governor Deval Patrick met with local business & municipal leaders at the new Cruiseport Gloucester, a new function hall that overlooks scenic Gloucester Harbor. Shown in the photo above from left to right is Gloucester Mayor John Bell, Ian Bowles, Secretary of Environmental Affairs and Governor Deval Patrick.

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# Members in the News...

**COCO KEY WATER RESORT** - is currently under construction at the Sheraton Ferncroft Resort in Danvers, MA. New England's first & largest indoor water park promises to be a major tourism destination for families, groups and vacation travelers. A virtual tour is available at [www.cocokeywaterresort.com](http://www.cocokeywaterresort.com) **Fast facts:** \$20 Million – that's what it takes to build New England's largest indoor water resort Over 65,000 square feet of tropical fun – including 4 thrilling water and raft slides totaling 1,252 feet; adventure river; dip-in theater with full size movie screen; wave beach; parrot perch play structure with 3 twirling slides; Coral Reef Cavern activity pool; Palm Grotto Whirlpool; snack bars; lounge; interactive arcade; spa facilities; private cabanas and birthday/group party rooms. **84 degrees** – Our winters can be harsh, but the temperature inside CoCo Key Water Resort is a balmy 84°, making it the perfect retreat from the winter chill, spring's rain and summer's heat Save the Date – for the CoCo Key Water GRAND OPENING late May 2007 – about 60 days away!

**WOODMAN'S OF ESSEX** – Tickets are now on sale for two of Cape Ann's most popular events—the Taste of Essex and Deck's Day for Dubbers! All proceeds from the two fundraisers benefit the L. Dexter Woodman Scholarship Fund, which has awarded more than \$481,500 in scholarships to local students over the past 18 years. Taste of Essex, North Shore's premier food- and wine- tasting gala, with over 35 food and beverage vendors will be held on Friday, May 4, 2007 from 5:00 p.m. – 9:00 p.m. (dancing from 9-11 p.m.) at The Essex Room, 127R Main St. in Essex. The theme for this year's Taste of Essex is "Fistful of Dollars – for Scholars." We'll be paying homage to The Good, the Bad, and the Ugly, the High Plains Drifter, and the Urban Cowboy in all of us. So grab your partner, put on your best "bib and tucker" and join us for this "rip-roarin' ho-down" – featuring amateur rodeo events, two-steppin' entertainment, and vittles and moonshine from the areas finest restaurants and saloons. It's sure to be a night as "fine as cream gravy." So "gitty-up" and buy your tickets now by calling 978-768-2559 or 800-649-1773 or you can email us at [scholarship@woodmans.com](mailto:scholarship@woodmans.com). Deck's Day for Dubbers, the much anticipated golf tournament, will be held Monday May 14, 2007, at Bass Rocks Golf Course in Gloucester. The entry fee is \$200 per person, which includes 18 holes, lunch on the course, prizes, as well as a world famous Woodman's Clambake Dinner. Make your reservations today by calling 978-768-2559 or 800-649-1773.

## Thank You March Chamber Renewals

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North Shore Business Journal (USPS 004-785) is published monthly, 12 times a year by North Shore Chamber of Commerce, 5 Cherry Hill Drive, Suite 100; Danvers, MA 01923 Periodicals Postage Paid at Danvers, MA 01923. POSTMASTER: Send Address changes to North Shore Business Journal, 5 Cherry Hill Drive Suite 100; Danvers, MA 01923