

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

SEPTEMBER 6TH - NORTH SHORE STATE OF THE REGION PRESENTATIONS FROM MUNICIPAL LEADERS

The Annual State of the Region Address by Municipal Leaders from larger North Shore Communities will take place on Wednesday, **September 6, 2006** at 7:30am at the Danversport Yacht Club.

Municipal Leaders will have an opportunity to discuss goals for the future of their communities with regard to Regional and Collaborative Efforts.

The State of the Region Address will offer a unique opportunity to get the big picture of what is happening on the North Shore.

The North Shore Chamber of Commerce meets regularly with local, state and federal elected officials and others from throughout the region.

Please call the North Shore Chamber to reserve your seat for this highly anticipated meeting at (978) 774-8565 or visit our website at www.northshorechamber.org.



Shown in the photos from left to right are invited municipal leaders: Beverly Mayor William Scanlon, Salem Mayor Kimberley Driscoll, Lynn Mayor Edward "Chip" Clancy, Peabody Mayor Michael Bonfanti, Gloucester Mayor John Bell, Danvers Town Manager Wayne Marquis, Newburyport Mayor John Moak and Amesbury Mayor Thatcher W. Keezer III.

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North Shore Bank President To Chair 2006 Membership Drive



Shown in the photo above is David J. LaFlamme, president and COO of North Shore Bank and the 2006 Membership Drive Chairman for the North Shore Chamber of Commerce.

David J. LaFlamme, president and COO of North Shore Bank will chair the **Annual Membership Drive on October 17th, 18th and 19th, 2006.**

According to David LaFlamme, "The Membership Drive enables corporate business leaders to communicate and promote a number of important issues

that are critical to the economy and quality of life on the North Shore to a wide range of business leaders. Everyone benefits from a strong business organization working full-time for a vibrant economy."

During the Campaign, 30 Corporate Teams of senior executives will receive public recognition and corporate branding for their firms. The Drive will include 150 business leaders throughout the Region.

Prizes include trips to the Caribbean, vacation weekends, and getaways to Bed & Breakfast Inns throughout New England as well as other tiered prizes, such as Dinner gift certificates, movie and sports passes and other gift certificates.

Team Captains and volunteers are needed! The time commitment for a volunteer is only three hours on one day.

To get involved, call **Erik Smith, Vice President of Sales & Marketing** at the North Shore Chamber of Commerce (978) 774-8565.

POLICY ISSUES IMPACTING YOUR BUSINESS

Prepared by: Albert J. Foisy, Vice President of Legislative Affairs



Universal Health Care Coverage

Massachusetts and Vermont have enacted legislation that establishes universal health care coverage for currently uninsured citizens.

Highlights of the Massachusetts law are as follows;

- All residents are required to have health insurance by July 1, 2007.
- All employers are required to offer insurance or contribute up to \$295 a year for each uninsured employee.
- Fines for residents and businesses not complying—except individuals unable to find “affordable” policies, or businesses with 10 or fewer employees.
- The Connector links individuals and companies with under 50 employees to a choice of “affordable” private health plans paid out of pretax dollars.
- Health insurance obtained through the Connector is portable when the enrollee changes jobs.
- Subsidized premiums on a sliding scale for enrollees with incomes of up to 300 percent of the federal poverty level.

The plan is not without its critics.

Some say it will force you to purchase either something you can't afford or something you can afford but which will be nearly useless in the actual coverage it offers. Time will tell.

Hospital Staffing Mandate

H4988 would require the Department of Public Health to establish specific nurse staffing ratios for the Commonwealth's hospitals.

The Chamber in conjunction with other major business organizations opposes this legislation on the basis that hospital managers not state regulatory agencies, have the knowledge, skill and experience to make staffing decisions, and bear the responsibility for providing competent care for their patients.

At present the bill is in the Senate and may not be reported out before the session ends July 31, 2006.

Consumers would get another chance to take part in a tax-free shopping spree next month under a bill approved Wednesday by

Consumers get a chance to

SALES TAX HOLIDAYS APPROVED - NO TAX AUGUST 12 & 13, 2006

Consumers get a chance to take part in another **tax-free** shopping spree on August 12-13 under a bill recently approved the Senate. The North Shore Chamber of Commerce supported this important benefit to business and consumers.

The new bill suspends Massachusetts' 5 percent sales tax on purchases of \$2,500 or less for the weekend of Aug. 12-13. This will give the state's economy a boost during one of the slowest months of the year... August.

The first tax-free day in August 2004 generated \$400 million in sales while costing the state about \$10 million in lost tax revenues.

MISSION STATEMENT: The North Shore Chamber of Commerce is dedicated to shaping policy and events so that decisions by business and government result in an improved economy and quality of life for the region.

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WED. SEPT. 13TH
5:00-7:00PM
LEGAL SEAFOODS



NETWORK AT THE SPEED OF BUSINESS

On **Wednesday, September 13th**, from 5:00-7:00pm at **Legal Seafoods in Peabody**, the North Shore Chamber of Commerce will offer to its members a program called **6-Minute Networking®**. Through this exciting new process, 40 attendees will be matched with participants in the top 5 industries that they would like to meet.

This program will work in a similar nature to the already popular “**speed dating**” where attendees have the opportunity to **quickly meet with a number of business professionals** to see if there is a mutual connection between them. Attendees will then have the chance to meet each other, one-on-one, for six minutes before moving on to another 6-minute “mini-meeting” with the next person for up to 20 people.

Members can explain what their business does, their professional needs, exchange business cards and gain referrals for friends and colleagues. **This way, you pick who you want to network with.** In one session, everyone in the room will have met 20 new business contacts!

After a **6-Minute Networking®** Event, a member/attendee can log onto the Chamber’s website (www.northshorechamber.org) which keeps track of who meets who at each **6-Minute Networking®** event and **provides contact information** for each person there.

Time is a precious commodity. We think members will best be able to maximize their relationship building opportunities in this new, fast-paced session. A webpage will soon be available for members to register on and designate the **top 5 industries you want to be ‘matched’ with.**

Cost to members of the North Shore Chamber is \$25 and non-members \$40. **Please call the Chamber in advance at (978) 774-8565 to reserve your spot among the 40 allowed.**

As the Chamber continually looks for effective ways to retain and recruit business members, **6-Minute Networking®** will add value to our Chamber membership, while **helping many of our smaller businesses to grow.**

NORTH SHORE CHAMBER SUPPORTS **F1rstJobs**

F1rstJobs™



The First Jobs program at the North Shore Career Center with the North Shore Workforce Investment Board, is wrapping up the 2nd successful year with participation of several Chamber businesses.

Through F1rstJobs, employers receive screened and prepared teens to hire for the summer months. You interview and make decisions just as you would any position – and, you only hire if you find someone you like! In its second year, F1rstJobs is

developing a successful reputation for moving teens into the work world and helping local companies meet their temporary and/or seasonal labor needs.

Last year F1rstJobs successfully placed over 130 teens in quality work situations, and had over 500 teens apply! This year's program is proving to be even more successful with 200 teens hired and counting!

We would like to extend a huge "Thank You" to all North Shore Chamber members who have hired a teen so far this year:

- Beverly Cooperative Bank**
- Beverly National Bank**
- Beverly School for the Deaf**
- City of Lynn**
- Eastern Bank**
- Endicott College**
- Essex National Heritage Commission**
- Girl Scouts**
- Girls Inc.**
- HAWC**
- Kernwood Country Club**
- North Shore Bank**
- North Shore Community College**
- NS Workforce Investment Board**
- Project Adventure**
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- Wakefield Distribution Systems**
- YMCA of the North Shore**

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Members in the News...

- **2006-2007 MEMBERSHIP DIRECTORY CORRECTION** - The General Manager of the Cummings Center in Beverly at 181 Elliot Street is Stephen Drohosky. Stephen Drohosky can be reached at (978) 922-9000. We apologize for the error.
- **CHEBACCO DESIGN & COMMUNICATIONS, LLC** - has been contracted to name a new handy man company and develop corporate identity and advertising, including logo, stationary and direct mail. Chebacco Design & Communications has named the fledgling company Hired Hands. HiredHands is located in Beverly, MA and is available for home repairs. Chebacco Design & Communications, LLC is an advertising, design and marketing firm with locations in Swampscott, MA and Lakewood Ranch, FL The company provides solutions in branding, corporate identity, logo development, brochures, literature systems, and print advertising.
- **ONE COMMUNICATIONS** - introduced its new brand to the business marketplace, unveiling a strengthened commitment to service and advanced telecommunications solutions. Building on the customer orientation and value of the three service providers from which the new company is formed, One Communications was recently formed by the combination of CTC, Choice One and Conversent Communications. One Communications is the largest privately-held competitive communications provider in the United States with \$800 million in annual revenue. The telecommunications network of One Communications spans from Maine to Maryland and West Virginia to Wisconsin. The company maintains substantial operations centers in Rochester, NY; Waltham, MA; Marlborough, MA; and Charleston, WV in addition to dozens of regional offices in local business communities throughout their service area.
- **ACT ONE MAILING LIST SERVICES, INC.** - a.k.a. ACT ONE LISTS, a full-service mailing, telemarketing, fax, and email list compilation, brokerage, and management firm headquartered in Beverly, Massachusetts, has been selected to manage 29 directory-based business and executive files. For further information, or a complete datacard, please contact ACT ONE Mailing List Services, Inc., 100 Cummings Center, Suite 434J, Beverly, MA, 01915. Their telephone number is 800-ACT-LIST (228-5478), fax number is 781-639-2733, and email address is info@act1lists.com. Their complete catalog web site is www.act1lists.com.

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Powerful North Shore Networking at the Speed of Business...



Shown golfing at the North Shore Chamber of Commerce, Turner Hill Golf Club Tournament on July 25th is Greg Klemmer, Klemmer Associates and his foursome: Ted Geary, Peter Brown and Tim Brodigan. Over one-hundred members participated. The next Golf Tournament is on Monday, August 12 at 7:30am at Ipswich Country Club. For information call (978) 774-8565.



Posing for a picture is the Suburban Publishing Foursome at the 18th hole. Shown in the photo is Richard Ayer, Suburban Publishing, Steve Leary, Thomas Ford, Bill Donovan, Screen Print Dow and and Rick Cohen, Tri City Sales. Suburban Publishing has had a Foursome in every Tournament sponsored by the North Shore Chamber of Commerce since 1986!



Robert Verdonck (2nd from left), president of East Boston Savings Bank and his foursome including Leonard Suida, Tom Chatellier, Phil Freehan are shown posing for a photo at the 18th Hole. We thank East Boston Savings Bank for their active participation and support of North Shore Chamber of Commerce events and meetings.



At the Awards Reception, following the Turner Hill Golf Tournament, in the Club Lounge are from left to right: Jacob Segal, Ronan, Segal & Harrington, Cynthia McGurren, Salem State College, Thomas Alexander, Alexander & Femino and David Lops, Mortgage Financial Services.



Shown at the July After Hours at the Harbor Room are Elaine Champagne, North Shore Community College (ICTT) and Nancy Loring HealthBridge Management.



Also networking with guests at the July Business After Hours at the Harbor Room is Margaret Re (center), Boston Business Journal. Margaret circulates good news and is a great ambassador for the North Shore Chamber by bringing new members to Chamber Events and is actively involved in the Chamber's Membership Drive scheduled for October 17, 18, & 19. Thank you Margaret!

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