

# 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)

## 6- Minute Networking



Tuesday,  
January 15th

**FINZ Seafood & Grille**  
76 Wharf St.  
Salem, MA

5:30 p.m. - 7:30 p.m.

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Please call  
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## Sign Up Today for Feb. 26th Biz Expo! Over 100 Booths & 2,500 Attendees

The 2008 North Shore Business to Business Expo will take place at the Sheraton Ferncroft Resort in Danvers on Tuesday, February 26th. The Business Expo will offer 100 booths to exhibitors on a first-come, first-served basis.

Technology companies, manufacturers, office suppliers, corporate apparel and advertising companies, banking firms, printers, and wireless companies are just a few types of businesses that will be showing their faces at the Expo. *Now is the time for your firm to be seen and heard!* National corporations as well as local prominent North Shore businesses will both be in attendance at this heavily trafficked 2000-person event.

Past exhibitors reserve last year's booth today by Jan. 11th! A Sell-Out is expected again for 2008!



**STAND OUT AT THE 2008 EXPO!**

2008 Exhibit Booths are 10'w x 6'deep for \$869 (after Jan. 18 booths are \$899). Many levels of Corporate Sponsorships are available. Please call Erik Smith, VP, North Shore Chamber at (978) 774-8565 information and to reserve your booth.

## Panel on Affordable Housing Feb. 6 Economic & Public Policy Breakfast Forum



The North Shore Chamber of Commerce Economic & Public Policy Breakfast Forum at 7:30a.m. on Wednesday, February 6, 2008 at the Salem Waterfront Hotel will feature a talk by panelists on the Affordable Housing Crisis and our Region.

The current scarcity of affordable housing at many price ranges hinders

the ability of North Shore employers to recruit qualified workers. The Chamber seeks to support projects and process which will lead to more such housing.

Americans are finding it increasingly difficult to afford housing in their communities. Housing prices are growing faster than incomes in some areas, in severe cases, pricing younger middle-income buyers out of the market.

The real estate boom of the last few years has caused housing prices to skyrocket, making it difficult for new families on the North Shore to purchase a home.

Affordability is a key component to retaining the North Shore's young, educated and skillfull workforce. It is a primary initiative for the Chamber for 2008. Please call (978) 774-8565 to reserve for this important meeting.

- 6-Minute Networking .....Jan. 15**
- Young Professionals Network.....Jan. 30**
- Affordable Housing Breakfast Forum.....Feb. 6**

## **POLICY ISSUES IMPACTING YOUR BUSINESS**



### **CASINOS**

The Massachusetts Taxpayers Foundation has issued a review of the Governor's casino proposal with emphasis on transportation funding. In sum casino revenues are neither a sufficient nor appropriate source for transportation funding, and in no way are an adequate replacement for an increase in the gas tax. The gas tax increase of 11.5 cents per gallon would raise \$345 million in 2008 and over \$2 billion over the next five years. Cost to the average motorist would be \$66 per car per year or \$1.25 per week. There has not been an increase in the gas tax since 1991.

### **UI RATE FREEZE**

The UI trust fund under the present rates will have \$1.1 billion at year end. In 2008 the fund will grow to \$1.4 billion. If the freeze bill is not passed, employers will see a 10% increase or \$154 million for all employers. The Chamber has been working with AIM to freeze the rates at schedule D. However the AfofL CIO has mounted an aggressive campaign to increase the rate. As of now the legislation is still in committee.

### **CHEMICAL BAN H2406**

The Senate moved to postpone discussion on this bill until next session. The Chamber has called Senators Berry, Tarr and McGee to express our opposition to this unnecessary legislation. This is a job killer for Massachusetts industries.

### **TRANSPORTATION BILL H4409**

The Governor has proposed a new total investment of \$4.8 billion in transportation system

improvements. It is made up of four major segments.

- 1) \$1.3 billion for improvements to highways and bridges which will leverage an additional \$1.8 billion in federal grants.
- 2) \$500 million - chapter 90 grants
- 3) \$700 million for mass transit
- 4) \$75 million for Fitchburg commuter rail

The funding for Rte 128 improvements will have to come from number one. Ear marking in the committee will not start until early 2008. Senator McGee is a key factor. The Chamber continues to work closely with the senators office.

### **SALEM STATE UNIVERSITY**

We anticipate action on the proposal in early 2008. None in 2007 as the legislature is not in formal session. We continue to work with rep John Keenan and president Pat Meservey to make this happen.

## **North Shore Chamber of Commerce Economic & Public Policy Breakfast Forums**

# **BREAKFAST FORUM SEASON TICKETS**

***Pro-Rated January 2008 - December 2008***

**TIME TO RESERVE YOUR BREAKFAST TABLES FOR 2008!**

Keep abreast of the important happenings of the region, state, and nation for your business in 2008! Don't deal with monthly bills, waiting in line, or never being guaranteed a seat for an important speaker. Call (978) 774-8565 or fax back at (978) 774-3418. Speakers have included: **Former Governor Mitt Romney and Former Lt. Governor Kerry Healey, Governor Deval Patrick and U. S. Congressman John F. Tierney, and Senators Ted Kennedy and John Kerry.** One cannot put a price tag on information.

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**Season Tickets are only \$20 per Breakfast!  
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# 2008 NORTH SHORE BUSINESS EXPO

Tuesday, February 26, 2008

8:00am — 4:00pm

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## HIGH QUALITY NETWORKING WITH NORTH SHORE BUSINESS LEADERS



Dr. Wayne Burton assumed the role of Chairman at the 2007 Annual Dinner. Dr. Burton is shown above leading the December 12th Economic & Public Policy Breakfast Forum at Ipswich Country Club. Dr. Burton along with other past chairs are busy developing new vision, long-term strategic goals and short-term objectives for the North Shore Chamber of Commerce for the next year establishing benchmarks to measure our success. The Chamber's focus will be economic development, workforce development, job creation, regionalism, education, housing, the creative economy and any other topics deemed important.



The North Shore Chamber of Commerce honored the top three winners of the 2007 Membership Drive at the December 12th Economic & Public Policy Breakfast Forum at Ipswich Country Club. From left to right are 2nd Place Winner, Al Temkin, Temkin Financial Group, 3rd Place Winner, Frances Wetterlow-Thibeault, Hospice of the North Shore, Grand Prize donor Maria de Deus DeFigueiredo, Azores Express and 1st Place Winner, Gordon Massey, Salem Five. Congratulations!



Shown at the December 19th North Shore Chamber of Commerce Board of Directors Meeting at North Shore Technical School from left to right are: new board member, Karen Andreas, publisher, The Salem News, Danvers Town Manager Wayne Marquis, State Senator Thomas McGee, Chairman Dr. Wayne Burton, president of North Shore Community College, and new board member, Mary Sarris, executive director of the North Shore Workforce Investment Board.



The Board of Directors discussed regional solutions to getting legislation passed for the creation of a new North Shore Technical High School. Shown in the photo above are Board of Directors members; Greg Klemmer, president, Klemmer Associates and Brian Cranney, president, Cranney Companies.



Pictured above after December 19th North Shore Chamber of Commerce Board of Directors Meeting at North Shore Technical School, are State Representative Mary Grant discussing public policy with State Senator Thomas McGee, co-chair of the Northeast Legislative Caucus.



Also networking and continuing dialogue after the December 19th Board Meeting are Karen Andreas, publisher, The Salem News and Danvers Town Manager Wayne Marquis. Both are heavily involved in legislative affairs and are helping lead the effort to create the new regional technical high school.



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# Do You Know Someone in Your Company that belongs in the Young Professionals Network?

## 3RD NETWORKING SOCIAL FOR NORTH SHORE'S YOUNG PROFESSIONALS NETWORK!

On **Tuesday, January 30th**, the North Shore Chamber of Commerce is holding its 3rd networking event for the new program designed for the North Shore's Young Professionals at **MANDRAKE Bar & Bistro on Cabot St. in Beverly from 5:30-7:30p.m.** YPN provides a developmental program aimed at introducing your company's young professionals to opportunities and resources for business in the region!

Participants will be able to engage in conversation with ambitious peers. They will also hear the region's best speakers on good business practices covering a range of topics. The program will help to improve its young professionals' networking skills and expand their contacts. The Young Professionals Network helps its participants get involved in the regional business scene, as they are the future leaders of our North Shore Region! Please call Erik Smith, Vice-President, at (978) 774-8565 or email at [ERIK\\_SMITH@NORTHSHORECHAMBER.ORG](mailto:ERIK_SMITH@NORTHSHORECHAMBER.ORG) for more information. See you at the end of the month!

## Thank You December Chamber Renewals

Alden Building Company  
All Care Visiting Nurse Association & Hospice  
Benevento Companies  
Beverly Cooperative Bank  
Beverly Teachers Association  
BF Construction Inc.  
BPM Productions, Inc.  
Brooksby Village Retirement Community  
C.P. Berry Construction Co.  
Capone Iron Corp.  
Clear Skys Travel  
Coastal Telecommunications  
Combined Properties  
Comcast Government Affairs  
Comfort Inn North Shore  
Community Enterprises, Inc.  
Connors Farm, Inc.  
Continuity Family Business Consulting  
Danversport Yacht Club  
Demeo & Associates, P.C.  
Electric Connection  
Eltiv Travel, Inc.  
Enterprise Center at Salem State College  
Essex National Heritage Commission  
Finneran & Nicholson, P.C.  
Fisher & George Elec. Co., Inc.  
Geller Microanalytical Lab  
General Computer Resources, Inc.  
Greater Lynn YMCA  
Griffin Engineering  
Hall Sheet Metal  
Handly, Cox & Moorman, P.C.  
Hunt Nursing & Retirement Home  
International Floors, Inc.  
Jacqueline's Wholesale Bakery  
Jasmin Defense, Inc.

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Landry Home Decorating  
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LeTip International  
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Smith, Levenson, Cullen & Aylward, P.C.  
Spectra Energy  
Sylvan Street Grille  
T Ford Company, Inc.  
The North Shore Salvation Army  
The Paper Store of Beverly  
Topsfield Fair Grounds  
Tufts Health Plan  
Velocity Development Group, LLC  
Verizon

## Welcome Aboard December New Members!

A Fresh Coat Painting & General Contracting  
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Angelena Joseph's Boutique, Inc.  
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Atlantic Geothermal, LLC  
Atlantic Tambone  
C.R. Lyons & Sons  
Circle Furniture  
Comfort Inn North Shore  
Community Phonebook Company  
Cornerstone Realty Consultants, Inc.  
Credible Housing Solutions  
David P. Sinclair Tax Preparation & Accounting Services  
EBSCO Publishing  
Enterprise Fleet  
Essex Agricultural & Technical High School  
Essex Park Rehabilitation & Nursing Center  
Expressive Web Solutions  
First Church in Wenham  
Flagship Motorcars  
Ipswich Clambake Co.  
Jefferson at Salem Station  
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Kavanagh Advisory Group, LLC  
Liberty Tax Service of Saugus  
Lynn Cancer Association, Inc.  
MSA Mortgage LLC  
North Shore Builders, Inc.  
O'Connor, Camathan & Mack, LLC  
Peabody Glen Health Care Center  
RPB Systems & Services  
Salem Harbor Community Development Corporation  
Shamrock Transportation Services  
Sperry Tents Seacoast, LLC  
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**JAMES M. SEARS**  
 Attorney At Law  
 LL.M. in Taxation

7 Federal Street, Suite 17    Tel. (978) 777-2104  
 Danvers, MA 01923        Fax. (978) 750-6940

E-Mail : [SearsandSears@aol.com](mailto:SearsandSears@aol.com)  
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