

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

Play the 2007 North Shore Open Golf Classic on Tues., July 24th at Turner Hill Golf Club!



Call (978) 774-8565 to Reserve Your Foursome!

The North Shore Chamber of Commerce Presents

2007 NORTH SHORE OPEN
25TH ANNUAL GOLF CLASSIC

Tuesday
July 24th

6-MINUTE NETWORKING

Tuesday, August 7th



FINZ Seafood & Grill

**76 Wharf Street,
Pickering Wharf**

Salem, MA

5:30-7:30pm

\$25 / Members

\$50 / Non-Members

2007 MEMBERSHIP DRIVE TEAM CAPTAINS NEEDED!

GAIN RECOGNITION, WIN PRIZES AND TROPICAL GETAWAYS!

2007

MEMBERSHIP DRIVE

Team Captains Needed! The North Shore Chamber of Commerce is conducting its largest membership campaign ever on October 23, 24, & 25. The Chamber will contact over 25,000 North Shore businesses and become headquarters for an exciting outreach campaign to recruit new members.

One of the keys to making our Drive a success is having strong, regional business leaders involved. The Chamber is requesting 30 leading firms to “captain” a team and recruit 4 other people (senior management, peers, co-workers) to serve on their team for the Drive. The time commitment is a mere 3 hours.

Their team in turn will recruit 10 new members (2 new firms per team member). Special incentives are created for firms joining during the Drive. The goal is to again recruit 300 new members during the three-day campaign for the 7th year in a row!

Win Prizes! Team Captains and teammates will be rewarded for recruiting new members with prizes such as restaurant gift certificates, sporting, fair and theater event tickets, golf foursomes, bottles of wine and many more prizes donated by members

of the Chamber that make this Drive the best around!

Get Involved! The top 20 winners in number of new members will receive a either a trip to a Caribbean/Overseas destination or a Bed and Breakfast stay all across New England!

Gain Recognition for Your Firm! During the Campaign, your Corporate Team will receive public recognition in various publications - the North Shore Business Journal, newspapers, special events and more. With twenty-five thousand pre-mailed business prospects, we know this Campaign will be successful and profitable for all involved!

The Membership Drive also creates great networking opportunities for you to get to know other leading North Shore business executives.

To sign up immediately, call Erik Smith, Vice-President, at the Chamber to get involved at (978) 774-8565!

THE NORTH SHORE CHAMBER ... SHAPING POLICY & EVENTS

North Shore Transportation Briefing: Projects under Design



Municipality: Beverly 604369

Project: Reconstruction And Intersection Improvements, Interchange 19 On Route 128 (Brimbal Avenue, Sohier Road, Dunham Road, Otis Road) Includes Br# B-11-012

Status: Environmental documentation is being prepared

Cost: \$12,000,000 - estimate

Description:

The project includes improvements to Route 128, Brimbal Avenue, Sohier Road, Dunham Road, Otis Road, and the Interchange 19 ramp system.

It includes the construction of a series of new ramps and access roads that are designed to improve vehicular circulation for both businesses and residents in the area. The overall area of the project is approximately 42.3 acres. It is abutted by a variety of land uses, including commercial, light industrial, single-family residential, condominiums, municipal landfill, and a cemetery. The project is consistent with the ongoing comprehensive interchange improvement program along Route 128.

The recommended alternative retains three existing interchange ramps: the NC off-ramp at Sohier Road, the NC offramp at the Burger King rest area, and the SB on-ramp at Brimbal Avenue. The off-ramp at the rest area would continue beyond the rest area to form an on/off-ramp connection to the proposed overpass.

The new overpass would connect to the Norwood Pond and Dunham Road development area off Brimbal Avenue following the alignment of the existing Otis Road. New diamond type on/off-ramps would provide direct access to Route 128 in the SB direction and Dunham Road would be dead-ended just south of the proposed overpass location.

An Environmental Notification Form (ENF) was filed 8/11/04. An Environmental Impact Report (EIR) will be required. The project was listed in the 1997 and 2004 Transportation Bond Bills with earmarked amounts of \$5,000,000 and \$15,000,000 respectively. MassHighway is assisting the community by funding a portion of the preliminary design and environmental documentation through a reimbursable agreement for \$900,000.

Municipality: Gloucester 604797

Project: Bridge Preservation, G-05-017, Route 128 over Annisquam River

Status: 1st Structural review is complete (75% design stage)

Cost: \$14,000,000 - estimate

Description:

This bridge is also known as the A. Piatt Andrew Bridge. The project is a bridge preservation project which will include bridge painting, lighting, deck resurfacing and concrete and other structural and mechanical repairs.

MassHighway is working with the City and the State Preservation Officer on the elements associated with a suicide deterrent fence that would not negatively impact the historic value of the structure or the panoramic views of the area.

MassHighway presented a proposal on this matter to the City on March 7, 2007. The project design is expected to be ready for advertisement in early fall 2007.

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.

July - Individual Responsibility for Health Care

As of July 1, 2007, all residents of the Commonwealth must obtain health insurance coverage. Individuals for whom there are not affordable products available will not be penalized for not having insurance coverage. A sliding “affordability scale” will be set annually by the Board of the Connector.

The purpose of this “Individual Mandate” is to strengthen and stabilize the functioning of health insurance risk pools by making sure they include healthy people (who, if not offered employer-sponsored and paid insurance, are more likely to take the risk of not having insurance) as well as people who know they need regular health care services (and therefore are more likely to go to great lengths, and expense, to obtain insurance.)

The financing of the bill is based on redirecting some of the public

funds we currently spend on “free care” provided through hospitals, to provide subsidized health insurance to the uninsured. The mandate is another way to make sure people do not rely on “free care” for their health care, but that they get comprehensive insurance.

Beginning this month, Massachusetts residents will be required to have health insurance. Residents will confirm that they have health insurance coverage on their state income tax forms filed in 2008. Coverage will be verified through a database of insurance coverage for all individuals.

The Department of Revenue will enforce this provision with financial penalties beginning with a loss of the personal exemption for tax year 2007 and then increasing to a portion of what an individual would have paid

toward an affordable premium for subsequent years.

The bill creates a “Fair Share Contribution” that will be paid by employers who do not provide health insurance for their employees and make a fair and reasonable contribution to its cost.

The contribution, estimated to be approximately \$295 per full time employee (FTE) per year, will be calculated to reflect a portion of the cost paid by the state for free care used by workers whose employers do not provide insurance.

Currently, a portion of the payments made by employers who do provide health coverage go towards free care costs, and this new contribution will help level the playing field.

The Fair Share Contribution requirement will only apply to employers with 11 or more employees who do not provide health insurance or contribute to it, as defined by the Division of Health Care Finance and Policy, and will be pro-rated for employers with seasonal or part-time employees.

Health Care Reform is Massachusetts’ plan to reduce the number of people in our state who have no health insurance. Before Health Care Reform, there were nearly 500,000 people without insurance.

Government, employers and citizens must all do their part to expand health coverage. Health Care Reform has already worked to insure thousands of Massachusetts residents.



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POWERFUL NORTH SHORE NETWORKING AT THE SPEED OF BUSINESS...



Shown in the photo above from l to r at the June 6th Economic & Public Policy Breakfast Forum at Ipswich Country Club are Todd Clark, president of Axis New England, guest speaker, Robert Coughlin, Undersecretary of Economic Development, Commonwealth of Massachusetts and North Shore Chamber of Commerce Chairman, David LaFlamme, president, North Shore Bank. Over 200 attended this important forum on Economic Development.



Also pictured above, from left to right, at the June 6th Economic & Public Policy Breakfast Forum are past chairman, Malcolm MacLean, MacLean Holloway Doherty Ardiff & Morse PC, Julie McConchie, executive director, North of Boston Convention and Visitor's Bureau, and Al Gettler, the new publisher for the Eagle Tribune Newspaper Company. Thank you Eagle Tribune Publishing for sponsoring this breakfast!



Meet your local and state elected officials at the North Shore Chamber of Commerce's Economic & Public Policy Breakfast Forums! Representative Bradford Hill (l) and Representative Mary Grant (r) pose with Pat Scanlon, McGlynn & McGlynn Attorneys at Law, also at the June 6th Breakfast Forum.



Thank you to the over 100 professional business men and women who attended the June Business Networking After 5 at Red Oak Winery in Middleton. Thank you to owner Frank Spadafora for hosting this extremely successful after hours. Networkers - be sure to sign up for our 6-Minute Networking, which takes place Tuesday, August 7th at FINZ Seafood & Grill on Pickering Wharf in Salem. Only 40 spots are available for this fast-paced networking session, so be sure to sign up early!



Shown golfing at the North Shore Chamber of Commerce's June 18th Ipswich Country Club Tournament is one of two Citizens Bank Foursomes. Shown above from Citizens Bank are Mike McAuliffe and Chris Wickles, with their clients Walter Dow and John Morrison, Dow Industries. Bring your clients out for an afternoon of golf at Turner Hill Golf Club on Tues. July 24th!



First Place Foursome at the June 18th Ipswich Country Club Golf Tournament are winners: Tom Friel, Neil Kavanaugh, Eli Morse and Jim Bryant of One Communications. Congratulations! Thank you to all who played with the North Shore Chamber of Commerce on this beautiful sunny 75 degree day. See you next at Turner Hill on July 24th!

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



CALLING ALL PROFESSIONALS UNDER THE AGE OF 40!

On Thursday, September 20th, the North Shore Chamber of Commerce is launching a new program designed for the North Shore's Young Professionals, the "under-40 crowd". The goal of this group is to provide a developmental program aimed at introducing your company's young professionals to the North Shore's many opportunities and resources for business!

Participants will be able to engage in conversation with ambitious peers within their age bracket. The YP's will 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. It takes the pressure off, by assimilating peers of the same age and providing a comfortable and cool atmosphere to do business in. The Young Professionals Network helps its YP's 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. See you in September!

Thank You June Chamber Renewals

ACT ONE Mailing List Services, Inc.
Allen & Major Associates, Inc.
American Red Cross Blood Services
Bay Financial Associates, LLC
Beverly Hospital Hunt Center
Budget Pools
C.G. Johnson Engineering, Inc.
Cherry Farm Creamery
CleanTech Systems Inc.
Cranney Companies
Daylight Communications, Inc.
ED-Venture, Inc.
G & D Tool Company Inc.
George Kaplan, PC
Great Expectations Child Care Center
Henry's Foods, Inc.
KeySpan
Kortec, Inc.
Landmark School
Law Offices of George A. Herbster

Lawrence & Co., Inc.
Longview at Georgetown
Looney & Grossman LLP
Marian Court College
Neighborhood Health Plan (HMO)
North Shore Business
Printers, Inc. dba Sir Speedy
North Shore Workforce Investment Board
Occupational Performance Concepts
Rice Rental Center
Roof Tech Sales
Salem State College
Sea Change Systems, Inc.
Simon Property Group Liberty Tree Mall
SMITH BARNEY
Spider Equity Research, Inc.
Staples, Inc.
Terrace Estates/Brickpoint Properties, Inc.

Welcome June New Members!

100 Monkeys Typing and Company
Adoption Connection
Attorney Lynn M. Murphy
Boxford Community Store, Inc.
Brightview Danvers
Brookwood Management Partners, Inc.
Cartridge World Greater Boston, LLC
Cinema Service & Supply, Inc.
Cruiseport Gloucester
Donna Delone, LICSW
MassPay Payroll Services
Miller Service Co., Inc.
Nicholas B. Martorano & Associates
O'Connell Insurance Group, Inc.
ReMax Property Shoppe
Sullivan Tutoring Center

Members in the News...

THE PERFECT IMAGE PHOTOGRAPHY - would like to announce it has moved its offices to 102 South Main St in Middleton. The Perfect Image has been in business for over 20 years providing quality photography and videography for weddings, retirement parties and other special events. They also offer commercial photography and video in their studio or on location. For more info call (978) 774-2946 or visit www.pefectimagephoto.com.

THE MASSACHUSETTS MOTORCYCLISTS SURVIVOR'S FUND, INC – is hosting its 8th Annual Nelson's Ride and AMA New England Road Riding Rally August 24-26 at Salisbury Beach. The American Motorcyclists Association (AMA) New England Road Riding Rally, which begins Friday, August 24 at noon and runs through Sunday's Ride. Regional "poker" rides to local businesses, skills competition, food eating contests, vendors and more. Funds raised from the weekend charity event are donated to local families of riders killed or seriously injured in accidents and to programs to help promote motorcycle safety and awareness to reduce accidents. The non-riding public is invited.

APPLEBY & WYMAN INSURANCE AGENCY, INC. – with offices in Beverly, Dedham and Westford hosted an open house in their new office location at 152 Conant Street, Beverly on Wednesday evening, June 20th. Owner, Carmen Marciano opened the new office space to colleagues, clients, vendors and other Beverly community associates. This catered event was attended by over 125 guests who enjoyed the evening and views from the new spacious third floor office suite.

THE CAPE ANN WALDORF SCHOOL - Join us for a Summer Story Hour on Tuesday mornings (July 3, 10, 17, 24, 31) and for Puppetry on Thursday mornings (July 5, 12, 19, 26), both from 9:30 a.m. – 10:30 a.m.. We will gather for refreshments, play in the kindergarten playground, and join a Waldorf teacher for a story or puppetry. Suggested ages for children are from three to seven years old. Free of charge. Pre-registration not required. The Cape Ann Waldorf School is located at 668 Hale Street in Beverly Farms. For more information, please phone 978-927-1936.

Camp Summershine is a nature-based Waldorf day camp held at the beautiful Moraine Farm on Route 97 in Beverly. The emphasis is on being outdoors, non-competitive games, and FUN! Children are guided in songs and movement, nature crafts, activities, and exploration by camp counselors and aides who are Cape Ann Waldorf School alumni and students.

The camp runs for five weeks from July 10 through August 9 on Tuesday, Wednesday, and Thursday, 9 a.m. – 1 p.m. Campers choose a minimum of any two weeks during that timeframe. Spots fill up quickly, so please register early! For more information, please call 978-927-8811.

BEVERLY COOPERATIVE BANK - Bill Howard, President of Beverly Cooperative Bank, recently recognized seven bank employees for their long service and commitment to the bank and its customers. Those honored included Jeanne Hussey, Loan Servicing Officer, who has been with the bank for 15 years. Recognized for having been with Beverly Cooperative Bank for five years were: Denise Blanchette, Loan Operations Officer; Pauline Bloomer, Assistant Manager of the North Beverly Plaza office; Taryn Killam, Human Resources Officer; Don MacQuarrie, Vice President/Commercial Lending; Alan Reid, Operations Assistant; and Gloria Stoneham, Assistant Manager of the Salem office.

THE NORTH SHORE UNITED WAY- has doubled the funding for student assistance programs in the Gloucester and Beverly middle schools by leveraging new dollars from the Ludcke Foundation, announced North Shore United Way President Margo Casey. For the second consecutive year, the North Shore United Way awarded a \$20,000 Community Impact Grant to Health and Education Services (HES) to provide on-site substance abuse services at Briscoe Middle School in Beverly and O'Maley Middle School in Gloucester. Funding for the 2007 – 2008 academic year has been doubled with a \$20,000 grant from the Boston-based Ludcke Foundation.



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North Shore Business Journal (USPS 004-783) 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



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