

# 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)



Dr. Nancy Harrington, president, Salem State College

## CHAMBER SUPPORTS UNIVERSITY STATUS FOR SALEM STATE COLLEGE

### “DR. HARRINGTON GAINS GROUND”

The North Shore Chamber of Commerce Board of Directors voted at their February meeting to unanimously support University Status for Salem State College. Legislation is now under review in the House and Senate.

Salem State’s role as a regional steward will be strengthened by university status; it will enhance SSC’s capacity to attract state and federal grants and will provide additional resources to conduct applied research that benefits the region. Salem State College will become a Regional University.

Salem State is already a university in everything but name. It is the third largest public institution of higher education in Massachusetts, with 5500 undergraduate students in 35 majors, 2800 graduate students in 42 programs and 1800 continuing education and non-credit students.

*Continued on page 3*

## Chamber to Recognize 250 Top Scholars Businesses Get Free Advertising For Sponsoring



On Tuesday, May 8, 2007, a thirty-eight year old tradition of honoring the North Shore’s top graduating High School seniors continues as nearly 250 students are recognized for their academic achievements.

Sponsored by The North Shore Chamber of Commerce, the region’s largest business organization, the Annual Honor Scholars Recognition Dinner is among the most prestigious celebrations of scholastic excellence in

the area.

Hailing from twenty-six North Shore public and private secondary schools, the 250 scholars rank in the top five percent of their graduating classes. Each Scholar will be individually acknowledged and presented with awards in the presence of their parents, business leaders, school officials and government leaders.

In order for this program to be successful, business sponsors are needed! Each sponsor will receive recognition on many levels. Each sponsor will be noted in the North Shore Business Journal (2500 people) and in the Honor Scholars Night Program. Help business salute excellence in education. **Firms sponsoring 5 or more students receive free advertising in the Dinner Program Booklet.**

*Call 978-774-8565 for more info*

## State Treasurer - Timothy P. Cahill April 4th Public Policy Breakfast Forum



Timothy P. Cahill, State Treasurer

The North Shore Chamber of Commerce Economic & Public Policy Breakfast Forum at 7:30a.m. on Wed., April 4, 2007 at the Sheraton

County Treasurer, a post he assumed in 1997. He also served as a Quincy City Councilor from 1987 until 2003.

Since assuming the office of State Treasurer, he has provided numerous solutions to the Commonwealth’s fiscal challenges.

Developing and implementing a School Building Assistance reform plan with the Legislature that accommodates \$5.5 billion of contract assistance, \$6 billion of waiting list obligations and \$800 million of annual programming. This new plan also reduces waiting list payments for cities and towns from an average of 13 years to just 3 1/2 years.

Please call the North Shore Chamber at (978) 774-8565 to reserve.

Ferncroft Hotel will feature a talk by Massachusetts State Treasurer Timothy P. Cahill.

Timothy P. Cahill was sworn into office as Massachusetts State Treasurer and Receiver General on January 15, 2003. Prior to his election victory in 2002, Cahill served as the Norfolk

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# Policy Issues Impacting Your Business

## Open Enrollment for Health Insurance Programs Starts April 1st

We would like to remind members that April 1st, 2007 is Open Enrollment for Health Insurance Programs. This Open Enrollment is for Chamber Members and their employees who would like to take advantage of the Chamber's group discount Health Insurance Program or for existing participants to make changes to their group policy. Chamber members have until April 30th, 2007 to make plan changes. Open Enrollment is only available once per year.

If you are self-employed or a small business owner, that is currently not a member, this is a great opportunity for you to enroll onto the Health Insurance programs available as a member of the North Shore Chamber of Commerce. For more information please call Health Service Administrators at 1-877-777-4414.

## Business Beware - New Health Mandatory Health Care Law Take Effect July 1

The Massachusetts Health Care Reform Plan requires the participation of both individuals and employers. It mandates everyone in the state to purchase health insurance by July 1, 2007, and would impose financial penalties of up to 50 percent of the cost of a health insurance plan on those who do not via income tax filings. It also includes a requirement that employers with more than 10 employees provide health insurance coverage or pay a "Fair Share" contribution of up to \$295 annually per employee.

## Chamber works with Officials to ensure Route 128 Improvements

The Chamber continues to pursue the upgrading of Route 128 from Peabody through Beverly, particularly the off ramps at Endicott Street, Lowell Street, Route 114, Route 35, Route 62, and Brimbal Ave.

The Mass Highway Department outlined plans to improve these ramps, but to date little if anything has been done other than the taking of one property at Route 62. We continue to call the department and we have also enlisted the aid of Senator Berry and representatives Spiliotis, Speliotis and Grant. The highway design plan now 100% complete. The Chamber is working to ensure that noticeable improvements will begin in the late spring.



**North Shore Chamber of Commerce**

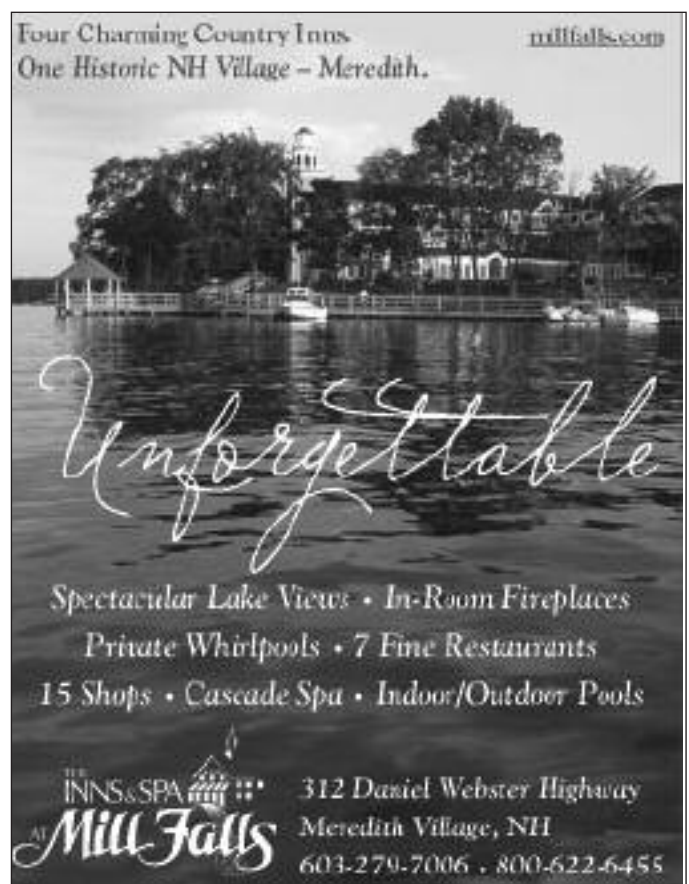
**Celtics Discount Nights**

- **%50 off all Balcony and Loge Seats**
  - Wednesday, February 14<sup>th</sup> vs. Milwaukee
  - Wednesday, March 14<sup>th</sup> vs. Atlanta
  - Monday, March 26<sup>th</sup> vs. Toronto
- **\$20 Off Loge, \$10 Off Balcony Seating**
  - Sunday, January 28<sup>th</sup> vs. Washington
  - Wednesday, February 28<sup>th</sup> vs. New York
  - Friday, March 9<sup>th</sup> vs. Seattle
- **\$10 Off Loge, \$5 Off Balcony Seating**
  - Monday, January 22<sup>nd</sup> vs. San Antonio
  - Wednesday, March 7<sup>th</sup> vs. Houston
  - Friday, April 13<sup>th</sup> vs. Milwaukee

**Balcony Pricing: \$30 or \$40**  
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\*All of the above discounts will be applied to the given prices.

To order, please send your request to [nschamber@celtics.com](mailto:nschamber@celtics.com) or call **Chris Sargent at (617) 854-8060.**



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# Salem State University Status *(continued from page 1)*

## Salem State = Comprehensive University

- Third largest public institution of higher education in Massachusetts
- Third largest graduate program in public institutions of higher education in Massachusetts
- 5,500 undergraduate students in 35 majors
- 48,000 current alumni; over 70 percent remain in Massachusetts contributing to the state economy
- 2,800 graduate students in 42 programs
- 1,800 continuing education and non-credit students
- 500 graduate degrees awarded in 2006
- 12 prestigious academic accreditations
- Nationally-recognized faculty
- Faculty fellowships from National Endowment for the Humanities, Fulbright and Mellon Foundations, Harvard University, National Institutes of Health
- \$1,809,275 in faculty grants in 2005
- Over \$4,000,000 in private gifts in 2005

## Salem State = Regional University

- Greater capacity to attract state and federal grants to region
- Additional resources to conduct applied research that benefits the region
- Enhanced programs to respond to rapid growth and diversification of global and creative economies
- Ability to meet growing demand for new credentialing and doctoral programs for the regional work force
- Enhanced role as center of collaboration with residents, businesses, government, schools, community and cultural organizations
- Improved ability to attract and retain outstanding students and professors
- Expanded access for students from traditionally underrepresented groups to pursue advanced degrees
- Increased appeal to international students

## Salem State = University for the North Shore

- Salem State has a unique mission to serve the North Shore:
- Key economic stimulator and primary educational resource in north of Boston region
- Home to the Enterprise Center, a business incubator for 33 small companies
- Between 1995-2005 the Small Business Development Center serviced 10,000 clients, created 1,200 jobs and facilitated \$46 million in small business loans
- SSC Series brings internationally-known speakers such as former Presidents Bush and Clinton to the area
- 39 percent of Salem State alumni remain in Essex County contributing to the regional economy
- \$347.2 million consolidated economic impact of Salem State community on Massachusetts for fiscal year 2005; \$189.9 million directly to Essex County
- 2005 economic impact: 3,427 jobs created in Massachusetts; 1,969 jobs created in Essex County



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# OVER 2000 ATTEND 2007 NORTH SHORE BUSINESS EXPO ON FEB 27



After the Expo Breakfast with Congressman Tierney, from l to r are: Title Sponsor David LaFlamme, North Shore Bank, Lead Sponsor Charlie Chivakos from Verizon, Congressman John Tierney, Corporate Sponsor Rosalin Acosta, Sovereign Bank, Lead Sponsor Mark Primeau, Eastern Bank and Title Sponsor Fran Dichner, R&L Associates.



Shown discussing public policy at the Expo Breakfast are from left to right Keynote Speaker Congressman John Tierney, 2007 Chairman, David LaFlamme, North Shore Bank, Thomas Alexander, Alexander & Femino and Lead Sponsor, Mark Primeau, Eastern Bank. Over 2,000 business leaders attended the Expo.



Keynote Speaker Congressman Tierney stressed the importance of workforce development and job retraining programs as one of the points in his powerful address to the Expo Breakfast attendees.



This year's Expo was the most successful because of the number and quality of the Sponsors. The Expo surpassed last year's numbers of over 2,000 attendees throughout the day. We thank Verizon and all Sponsors for their generous support. Shown in the photo above is Lead Sponsor Verizon, Charlie Chivakos and staff.



We would also like to thank our other Lead Sponsor, Eastern Bank for helping to make this year's Expo the best to-date!



Shown above in the photo is Title Sponsor North Shore Bank's professional staff. Nearly 100 Exhibitors displayed their goods and services at this year's Expo. Businesses spanned the range from banks, to software development, sports, doctors, medical, computer science, staffing firms, newspapers, lawyers, accounting firms, and banquet and food services.

## BUSINESS EXPO RATED “BEST EVER” BY EXHIBITORS & ATTENDEES



Shown in the photo above is Title Sponsor Bruce McDonald and members of the management team at the The Eagle Tribune Publishing Company and The Salem News. Thank you to all Sponsors who made this year's Expo the very best!



R&L Associates' Fran Dichner, (center) CEO and President, and her staff were a Title Sponsor this year's Business Expo. Thank you for your support! Shown above from left to right is Candace Clark, Fran Dichner, and Pam Moore.



Shown discussing the future of Microsoft in Beverly, before the Expo Luncheon, are from left to right are Beverly Mayor, William Scanlon, David LaFlamme, president of North Shore Bank and Brian Neirby, New England Area General Manager, Microsoft.



Brian Neirby, Area GM, Microsoft, presented facts and figures of how much Microsoft gives back to Massachusetts in his Economic Impact section. Neirby was followed by Tara Hadley who did an overview and demo of Vista and Office 2007 followed by William Aboujaoude who presented Groove. Thank you Microsoft!



Shown after the Expo Luncheon from Microsoft are: Brian Burke, Brian Neirby, Tara Hadley, (Steve Drohosky, Cummings Center) and William Aboujaoude, Microsoft.



Pictured at this year's Expo is Corporate Sponsor Stuart Erbstein and his staff at Century Bank. Thank you again Sponsors! For a complete list of sponsors please go to [www.northshorechamber.org](http://www.northshorechamber.org) and click on "2007 North Shore Business Expo" and go to "Sponsors". For an Expo Slideshow go to Flickr.com and search for "North Shore Business Expo".

# Members in the News...

**THE ROSEWOOD GROUP AT SMITH BARNEY** – Bradley W. Small, Vice President – Wealth Management, of The Rosewood Group at Smith Barney, in the Danvers, MA branch office, has been recognized for his outstanding achievements as a financial advisor within the firm's wealth management group. Mr. Small was designated a Senior Investment Management Specialist by Consulting Group, the managed money unit of Citigroup's Smith Barney division.

**THE REMODELING COMPANY** – recently hired David Van Der Carr as a carpenter. Prior to joining The Remodeling Company, Mr. Van Der Carr operated his own residential remodeling business. The Remodeling Company is an award-winning, full-service remodeler that works closely with architects, designers and homeowners to create living spaces prized for their fine workmanship, authenticity, and beauty. The company was featured on HGTV's program, "Before & After." More information about the Remodeling Company is available at [TheRemodelingCo.com](http://TheRemodelingCo.com).

**WOODMAN'S OF ESSEX** – Save the date, Friday, May 4th, 2007, for the 19th Annual Taste of Essex, to help support one of the highest endowed scholarships on Cape Ann, The L.D. Woodman Scholarship. We're gearing up for another successful year of fundraising and event plans are under way! This year we're paying homage to The Good, the Bad and the Ugly, High Plains Drifter, and Urban Cowboy in all of us. Please call for tickets and join us for an evening of Amateur Rodeo Events, Two-Steppin' Entertainment, and Vittles & Moonshine from the areas finest restaurants and saloons. Mark your calendars now for our two major fundraising events: Taste of Essex Friday, May 4th -tasting from 5:00-9:00, dancing 9:00-11:00 and Deck's Day for Dubbers Golf Tournament - Monday May 14th shotgun start at 1:00. Taste of Essex will be held at The Essex Room, on Friday May 4th, 121Rear Main St. Essex. Deck's Day for Dubbers Golf is at Bass Rocks Golf Course, 27 Beach Rd. Gloucester 1:00 shotgun start. Call for details 1-800-649-1773 or email [scholarship@woodmans.com](mailto:scholarship@woodmans.com)

**GOLFERS BOOK YOUR CALENDAR** – The North Shore Chamber of Commerce's first Golf Tournament takes place Monday afternoon, June 18th, at Ipswich Country Club. Practice those swings and invite your clients early!

## Thank You February Chamber Renewals

ADCCO, Inc.  
American Capital  
Axis Computer Networks, Inc.  
Beverly National Bank  
Brighton Gardens of the North Shore  
Cabot Money Management, Inc.  
Carroll Realty Management Corp.  
Christopher Smallhorn Executive Recruiting, Inc.  
Clemenzi Industrial Park  
Community Newspaper Company  
Connolly Brothers, Inc.  
Dan Cross Assoc., LP WP Realty, Inc. (Agent)  
Danvers Community Access Television, Inc. "DCAT"  
Danvers Ford Company  
Danvers Industrial Packaging Corp.  
DiVirgilio Financial Group  
E.A. Stevens Company, Inc.  
Eastman Gelatine Corporation  
Essex County Newspapers  
Extra Space Storage LP  
Fallon Community Health Plan  
Fantastic Sams International  
G.A. Blanco & Sons, Inc.  
Gorton's Seafoods  
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Hrdy Electrical Services, Inc.  
Instant Signal and Alarm Co., Inc.  
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Community Partnership

Lyons Ambulance Service  
M.D. Oil & Burner Service, Inc.  
McGlynn & McGlynn, Attorneys at Law  
McLaughlin Construction Co. of Peabody, Inc.  
Metropolitan Credit Union  
Murphy & Raymond LLP  
North Atlantic Air, Inc.  
North Shore Bank  
North Shore Magnetic Imaging Center, Inc.  
Northeast Health System  
O'Keefe Chevrolet, Inc.  
Princeton Crossing Apartments and Furnished Suites  
Project Consulting Services, Inc.  
Robert D. Murphy Associates, Inc.  
Ruberto, Israel & Weiner, P.C.  
Schwartz Hannum PC  
Shetland Properties  
Spinelli's Conference and Function Facility  
Suez LNG NA LLC  
Sunnyside Bowladrome  
Tache Real Estate  
The Entrepreneur's Source  
The North Shore Salvation Army  
Thomas W. Bates & Associates, CPAs  
Urethane and Silicone Castings, Inc.  
Vinwood Caterers  
Watson Carbonic Gas & Syrup Co., Inc.  
Wayside Trailers  
William A. Berry & Son, Inc.

## Welcome Feb. New Members!

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Harbor Appraisal  
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**L. Dexter Woodman Scholarship Fund**

**Taste of Essex 2007**  
*The Essex Room, Friday, May 4, 2007*

**Deck's Day for Dubbers**  
*Bass Rocks Golf Course, Monday, May 14, 2007*

*Mark your calendars and join us in our 19th year of fundraising!*

**Call to Reserve Tickets 978-768-2559**  
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