

# 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)

## June 6th Breakfast Forum, Robert Coughlin Undersecretary for Business Development



Robert Coughlin, Undersecretary for Business Development.

The Wednesday **June 6th** Breakfast Forum at 7:30 a.m. at the **Ipswich Country Club** will feature **Robert Coughlin, Undersecretary for Business Development.**

Robert Coughlin is the Undersecretary for Business Development of the Executive Office of Housing and Economic Development and serves as an ex-officio member of the Board of Directors as the Director of the Department of Business and Technology. He has been

a Principal at MC Solutions, a corporate consulting and capital management firm, and Susquehanna Capital Management, where he managed five portfolio companies. From 1991 to 1999, Mr. Coughlin worked for Clean Harbors Environmental Services, Inc., where he served as an Account Manager and eventually became a Regional Sales and Marketing Manager. Mr. Coughlin was president and co-founder of SportsAttire Incorporated, a technology company supporting the sports apparel industry.

Most recently Mr. Coughlin served as a two term legislator from the 11th Norfolk District representing parts of Dedham, Walpole, and Westwood. He served as Vice Chairman of the Joint Committee on Revenue, bringing stability to the tax code and working on legislation such as the economic stimulus bill and streamlined permitting package. Mr. Coughlin was awarded Boston's "Top 40 Under 40" by the Boston Business Journal in 2005.

Mr. Coughlin earned a B.S. in Marine Engineering from Massachusetts Maritime Academy in 1991 and is a Lieutenant in the U.S. Naval Reserve.

May 23rd  
Networking After 5



**NMTW Community Credit Union**  
110 Newbury St.  
Danvers, MA 01915  
5:00-7:00pm

Call 978-774-8565  
to Register  
or visit  
[northshorechamber.org](http://northshorechamber.org)



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

The North Shore Chamber of Commerce Presents

## 2007 NORTH SHORE OPEN

### 25TH ANNUAL GOLF CLASSIC

IN PARTNERSHIP WITH



JUNE 18th & JULY 24th

## POLICY ISSUES IMPACTING YOUR BUSINESS



### Aquaculture

The proposed act now before Congress holds great promise for securing the future of America's seafood supply. We now import more than 80% of our seafood and at least half of that is farm raised. Locally for example the haddock was imported from Norway and Iceland and the large crab legs were from Russia. Shrimp and other shellfish were all from South Asian sources.

This creates a seafood deficit

somewhere between \$8 billion and \$10 billion annually. The need will only grow, and with the current status of fish stocks off our shores a new source of all types of fish must be found. The source can be aquaculture--fish farming.

The technology exists and is already used through the world.

There is no reason why the United States should not be actively engaged in this proven method. We have the open ocean space, we have the technology, we have the need and we have the money. Time is of the essence. Please encourage your Legislator to act now. The North Shore Chamber of Commerce strongly supports this program.

### Capital Bond Bill - Route 128 Program

The Governor recently submitted a bill in the amount of \$1,469,500,000 which was passed by the General Court. This included \$809.4 million for improvements to highways and bridges, which will secure an additional \$985.6 million in federal grants. The funding for the 128 program may come from this money. At present, Phase one is in the 100% design stage, one house has been taken and the project is on the State Transportation Improvement Program for, the years 2007, 2008 and 2009. If all goes well we should see action in 2008.

### Conference Tables Found 30 Miles Out To Sea!



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.

Boasted Mark Manchester, Director of Sales,

*"We host some of the best meetings in New England. Thanks to our 100 spacious guest rooms, 4000 square feet of meeting space and complete resort amenities including the islands only indoor swimming pool. Not to mention free shuttle services."*

Asked how planners could get more information Manchester replied,

"Call 800-252-6858 or visit us at [www.nantucketinn.net](http://www.nantucketinn.net) and ask about our free info package & CD ROM."



NANTUCKET INN  
800-252-6858

27 Macy's Lane Nantucket, MA 02554  
[www.nantucketinn.net](http://www.nantucketinn.net)

Four Charming Country Inns. [millfalls.com](http://millfalls.com)  
One Historic NH Village - Meredith.

*Unforgettable*

Spectacular Lake Views • In-Room Fireplaces  
Private Whirlpools • 7 Fine Restaurants  
15 Shops • Cascade Spa • Indoor/Outdoor Pools

NH State Inn  
*Mill Falls*

312 Daniel Webster Highway  
Meredith Village, NH  
603-279-7006 • 800-622-6455

# ***Transportation Update: Route 128 Peabody And Danvers***

## ***Massachusetts Highway Department - Projects Division***

### ***Phase I: \$25,000,000 - Summer 2008***

#### **An Extended Description:**

This safety improvement project is on a section of Route 128, extending from the acceleration/deceleration lanes north of the Route 114 Interchange in Peabody and ending in the vicinity of the acceleration/ deceleration lanes just north of the Route 62 (Elliott Street) Interchange in Danvers.

The reconstruction work within these limits will consist of the widening of Route 128 to include a 3.0 meter outside shoulder, two 3.75 meter travel lanes and a 1.75 meter inside shoulder for both the northbound and southbound roadways. A precast concrete median barrier installation will be provided to separate the northbound and southbound roadway.

This is a safety improvement project; the capacity improvements are secondary; however the capacity of the main-line will improve. Presently, vehicles avoid the right lane at High Street (Route 35) and Elliot Street (Route 62) because of the lack of acceleration/deceleration lanes. Once this project is built the right lanes will be back to full potential capacity.

#### **The major roadway elements of the project include:**

- Overlay and widening of 3,230 meters of Route 128
- Reconstruction of the two northernmost entrance/exit ramps for Rte 128 at the Rte 114 Interchange.
- Minor Reconstruction of four entrance/exit ramps for Route 128 at the Endicott Street Interchange
- Major Reconstruction of eight entrance/exit ramps for Route 128 at the (Route 35) High Street Interchange
- Major Reconstruction of six entrance/exit ramps for Route 128 at the (Route 62) Elliott Street Interchange

#### **The major structural elements of the project include:**

- Replacement of Bridge Number D-3-18, Route 128 over Waters River
- Replacement or Rehabilitation of Bridge Number D-3-20, Route 128 over MBTA
- Modification of Bridge Number D-3-21, Route 128 over High Street
- Modification of Bridge Number D-3-22, Route 128 over the Porter River
- Modification of Bridge Number D-3-25, Route 128 over Elliott Street



## DO BUSINESS WITH THE NORTH SHORE CHAMBER OF COMMERCE!



Shown at the April 4th Breakfast Forum are Chamber members: Mary Sarris, North Shore Workforce Investment Board, Beverly Mayor William Scanlon, Xavier Pixley, a student involved with the F1rst Jobs Program and Keynote Speaker, Treasurer Timothy Cahill. F1rst Jobs is a collaborative program with the North Shore Workforce Investment Board (WIB). F1rst Jobs provides summer employment for teens, ages 14-19, in nineteen North Shore communities.



Posing for a picture after the April 4th Breakfast Forum Breakfast at the Sheraton Ferncroft, from l to r, are: Ron Gauthier, TD Banknorth, 2007 Chairman, David LaFlamme, president of North Shore Bank and Kevin Malone, TD Banknorth. Thank you to all who attended. Be sure to sign up for the June 6th Breakfast Forum with Robert Coughlin, Undersecretary for Business Development. Tickets are on-sale now.



Discussing public policy at the April Legislative Affairs Council at North Shore Community College's Beverly Campus are from l to r, Beverly Representative Mary Grant, Dr. Wayne Burton, vice chair, legislative affairs and president of North Shore Community College and Senate Majority Leader Frederick Berry.



Over 40 business leaders participated in the April 19th, **6-Minute Networking** at the Lighthouse Port Room overlooking the ocean at Danversport Yacht Club. Many thanks to Paul DeLorenzo, owner, Danversport Yacht Club for hosting this stellar event. Check out the new Lighthouse Port Room - perfect for parties and functions!



Members of the Board of Directors were invited to a special dialogue, with the final candidate for the presidency of Salem State College, Dr. Andrew R. Bodman (r). Shown at the April 25th Board of Directors Meeting at the Enterprise Center at Salem State College from l to r are: Malcolm MacLean, David LaFlamme, Brian Cranney, Robert Bradford and William Tinti.



Dr. Richard E. Wylie, president of Endicott College was one of six area college presidents who spoke at the May 2nd Economic & Public Policy Breakfast Forum. Shown in the photo with Dr. Wylie are Dr. Wayne Burton, president of North Shore Community College (l) and David LaFlamme, president of North Shore Bank (r).

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



Dr. Nancy Harrington, president of Salem State College, received a round of applause for her over 50 years of service and leadership as Salem State's longest-standing and most influential president. Dr. Nancy Harrington is retiring from her presidency in June and the North Shore Chamber of Commerce would like to thank her for her many efforts towards improving the college and the North Shore as a whole. Thank you for your service Dr. Harrington!



Posing for a picture after the May 2nd Breakfast Forum at the Danversport Yacht Club, from l to r, is Gordon Alumni Eric Bergstrom, Morgan Stanley, Gordon College faculty Ashley Hopkins and Cyndi McMahon, Gordon College President Dr. R. Judson Carlberg and Rita Smith Dove.

TRADESHow GRAPHICS • SALES SHEETS • POSTCARDS  
 CATALOGUES • NEWSLETTERS • BUSINESS CARDS • LETTERHEAD • SALE  
 COLLATERAL • DIRECT MAIL • BROCHURE DESIGN • WE DESIGN  
 ANNUAL REPORTS • LOGOS • NEWSLETTERS • LOG  
 DESIGN • BUSINESS CARDS • COLLATERAL • DIRECT MAIL • BROCHUR  
 DESIGN • TRADESHOW GRAPHICS • ANNUAL REPORTS • SALES SHEETS  
 POSTCARDS • CATALOGUES • NEWSLETTERS • LOGO DESIGN • BUSINESS CARDS • LETTERHEA  
 SALES COLLATERAL • DIRECT MAIL • BROCHURE DESIGN • TRADESHOW GRAPHICS • WE  
 DESIGN • NEWSLETTERS • LOGOS • MAIL  
 LOGO DESIGN • DIRECT MAIL • BROCHURE DESIGN • TRADESHOW GRAPHICS • WE  
 DESIGN • NEWSLETTERS • LOGOS • MAIL

## blue monkey

Graphics and Art Design

*The North Shore's Creative Solution!*

[www.bluemonkeybiz.com](http://www.bluemonkeybiz.com) 978-762-5577



Planning to  
sell or buy a home?

Call me for a  
personal consultation!

John Laffy

(978) 273-1113

**MACK** REALTY GROUP  
 YOUR KEY TO NORTH SHORE LIVING  
 Peabody, MA 01960

[www.mackrealtygroup.com](http://www.mackrealtygroup.com)

*DiVirgilio*  
 Financial Group

Visit us for all of your Insurance and Retirement Planning Needs  
 "We Help Change Lives" – Call us for your appointment

(781) 592-5220 [www.dfgedge.com](http://www.dfgedge.com) [www.divirgilioinsurance.com](http://www.divirgilioinsurance.com)

Al DiVirgilio

Matt DiVirgilio

Brian Thomas

Securities Offered Through Investors Capital Corporation – Member NASD/SIPC 270 Broadway Lynn, MA 01904 (781) 592-5220  
 270 Broadway Lynn, MA 01904

# Members in the News...

**QUADRANT HEALTH STRATEGIES** - a provider of excellence in Occupational Health Services, is pleased to announce its new HEALTHY HABITS: WEIGHT MANAGEMENT PROGRAM. This summer, "EAT MORE AND WEIGH LESS" while enjoying delicious HMR Shakes, Entrees, Benefit Bars, and add your own favorite Fresh Fruits and Vegetables. For more information contact Diane Talbot, Quadrant Health Strategies, 27 A Centennial Drive, Peabody, MA, 01960, TEL: (978) 532-2428, Ext 3007, EMAIL: dianet@quadranths.com.

**IN MEMORANDUM** - In honor of Brian Schwartz, the Masconomet High School student, who was killed by an avalanche this past February, the golf team he captained is holding this event to collect toys for children that he worked with at the Inn Between in Peabody. On Saturday May 12, starting at 2:00 in the parking lot next to the Masconomet Regional High School fieldhouse, the golf team is going to collect toys to donate to the Homeless Shelter where Brian Schwartz worked with his mother, Wendy. Suggestions as provided by the shelter: Kitchen area: play food, play pots/pans/dishes, Dress-up: new dress up clothes for young children, sturdy rattles or simple infant toys. Donations can also be dropped off at 24 Willowdale Road, Topsfield.

**DISTRICT ATTORNEY BLODGETT** - Recognizing that many parents find it difficult to get out in the evening to take advantage of informational presentations on issues of concerns, District Attorney Jonathan Blodgett's Office is now offering "Lunch Break Info Sessions" to local employers. "There are a lot of demands on parents' time and yet, now more than ever, parents need to be informed about the dangers of the Internet, drugs, gangs, and dating violence just to name a few," Blodgett said. "In an effort to expand our outreach, we will now make these presentations available to local employers in a shorter format." The District Attorney's Community Awareness and Prevention Team is available to give presentations on Identity Theft, Keeping Kids Safe Online and Drugs, Alcohol and Safety: What Parents Need to Know. Written materials related to the issues covered in the presentations will be provided. Employers interested in arranging a one-hour session on any of these issues should contact Carrie Kimball Monahan on the District Attorney's Community Awareness and Prevention Team at 978-745-6610 ext. 5079. These sessions are offered to employers in Essex County free of charge.

## Thank You April Chamber Renewals

A-Team Collaborative  
Advanced Biz Video  
American Plate & Auto Glass Co., Inc.  
American Renal Associates, Inc.  
Anthony & Dodge, PC  
Bay Colony Development Corp.  
Bradley Litman CPA  
Calitri's Restaurant  
Century Bank  
Chadman Inc.  
Clear Water Industries  
Comcast Government Affairs  
Costco Wholesale  
Cummings Properties, LLC  
D'Alelio Construction  
DataMarks  
DataProducts USA  
Eastern Copy Fax, Inc.  
Ecosys Consulting  
Encore Images, Inc.  
Fast Frame  
Hannah Engineering Inc.  
Hawthorne Hotel  
Ipswich Country Club  
John J. Walsh Ins. Agency, Inc.  
Klemmer Associates  
Laser Leasing, Inc.  
Legal Seafoods  
Liberty Group Benefits  
Maple Street Congregational Church U.C.C.  
McDougall Interactive

McLean Information Systems, Inc.  
Metapoint Partners  
Metroswift Sprinkler Corp.  
MicroData Group, Inc.  
North of Boston Convention & Visitor's Bureau  
North Shore Music Theatre  
Ock Computer Corp.  
Peabody Essex Museum  
Peabody Municipal Light Plant  
PetEdge  
Prime Landscape Contractors, Inc.  
Profile Research  
Regal Fabrics, Inc.  
Republic Building Contractors, Inc.  
Rich May, P.C.  
Sail Systems, Inc.  
Salem Plumbing Supply/Designer Bath  
Sheraton Ferncroft Resort Danvers  
South Essex Sewerage District  
Stantec  
The Green Company, Inc.  
The Mega Group, Inc.  
Tinti, Quinn, Grover & Frey, P.C.  
Totalcom Solutions, Inc.  
Tufts Health Plan  
United Power Corporation Electrical Contractors, Inc.  
Velocity Print Solutions  
Vernon A. Martin, Inc. Realtors  
Wal-Mart  
Wilson Electric

## Welcome April New Members!

A Better Chance Masconomet  
American Driving Academy, Inc.  
Art Corps  
Celebrations Gourmet Catering  
Game Winning Shots Photography  
Home Away – North Shore Vacation Rentals  
Home and Land of Boston's North Shore  
Ian Dent Management Consultants  
Keith Kidger Carpentry  
Kyndl Corporation  
Meadowview Construction, LLC  
Ocean States Investigative Group, LLC  
Poppo Brands  
Proforma Print Design  
Red Oak Winery, LLC  
Safety Partners, Inc.  
TRAVELHOST of Greater Boston  
Waddell & Reed, Inc.



SPEND MORE QUALITY TIME  
AT THE BEACH.

From a 24-hour casino to an 18-hole golf course to countless dining and nightlife opportunities, this vacation has everything but a high price. Three hotels share the best beach in the Bahamas, the destination known as Cable Beach Resort. How very bright. To learn more, visit [www.cablebeachresorts.com](http://www.cablebeachresorts.com) or call 1.800.936.6855.  
Wyndham Nassau Resort • Nassau Beach Hotel • Radisson Cable Beach Resort

**Cable Beach**  
RESORT  
Crystal Palace Casino  
CABLE BEACH. VERY BRIGHT



Cummings Foundation, Inc.

## 2007 McKeown Scholars

### \$5,000 Beverly Winners

(clockwise from top)

Nicole M. Acciavatti  
Christian G. Hurst  
Meaghan E. Lyons  
Darcy A. Milburn



Presented by **Cummings Foundation**, four McKeown Scholar awards of \$5,000 each have been given in Beverly each year since 1997 in fond memory of James L. McKeown, late president of Cummings Properties. A well-known business and youth leader, Mr. McKeown was widely respected for his outstanding professional acumen, unwavering integrity, and far reaching desire to provide opportunities for others, particularly young people. See all winners on [www.cummingsfoundation.org](http://www.cummingsfoundation.org).



# Elliot Whittier

## INSURANCE

[www.ElliotWhittier.com](http://www.ElliotWhittier.com)

57 Putnam Street  
Winthrop, MA 02152  
Phone (617) 846-5000  
Fax (617) 846-4735

3 Centennial Drive  
Peabody, MA 01960  
Phone (978) 977-4884  
Fax (978) 977-0850



### Good Time Favorites

Personalized  
Legal  
Services  
Focused on  
Timely  
Solutions

### The Law Office Of ARTHUR P. SKARMEAS, LLC

*Focusing on the areas of Estate Planning,  
Elder Law, Real Estate Law and  
Corporate Law*

[www.skarmeaslaw.com](http://www.skarmeaslaw.com)

447 Boston Street  
Topsfield, MA 01983  
978.887.0093

## VANGUARD

MODULAR BUILDING SYSTEMS

### Temporary or Permanent Modular/Construction Solutions

For More Information Call or Email Bob D'Angelo  
**877-490-9390**  
[bdangelo@vanguardmodular.com](mailto:bdangelo@vanguardmodular.com)

*"Award Winning Space Solutions"*