



MERRIMACK VALLEY CHAMBER OF COMMERCE



MEMBERSHIP MATTERS

Fall 2009

A news magazine for members of the Merrimack Valley Chamber of Commerce. Joseph Bevilacqua, President Wil Carpenter, Vice President/Editor

2009 SMALL BUSINESS RECOGNITION AWARDS

Pictured (l-r): Richard Dewhirst, Chairman, Joe Bevilacqua President/CEO Merrimack Valley Chamber of Commerce;



Guest Speaker Robert H. Nelson, Mass. District Director, U.S. Small Business Administration and Program Sponsor Kenneth Del Rossi President/CEO, NMTW Community Credit Union.

(r-l) Robert H. Nelson, U.S. Small Business Administration,



presents the New England and Massachusetts Entrepreneurial Success Award to Salvatore Lupoli, Riverwalk Properties/Salvatores; the National Phoenix Award to Juan and Luis Yopez, Mainstream Global; and the Mass. Director's Award to Joe Bevilacqua MVCC President/CEO.

Our Annual Small Business Day Award recipients assemble for a photo opportunity with the Chamber and the media. In addition to receiving the MV Chamber's Small Business Recognition Awards, our award recipients were honored with special recognition from our cities and towns, the Mass. House of Representatives and Senate and the U.S. Congress.



MV Chamber members came to listen to Robert H. Nelson, Mass. District Director U.S. Small Business Administration and to congratulate the following recipients of the MVCC Annual Small Business Recognition Awards: Business Assistance: Small Business Administration (SBA) and Valley Works Career Center; Cultural/Tourism: Lowell Gentlemen Songsters and Lazer Craze; Minority Owned Business: Donovan's Trophy and Attorney Wendy Estrella Law Office; Manufacturing: Cortron, Inc. and Techprint, Inc.; Discovery/Education: GLCAC Headstart Program and Middlesex Community College/Northern Essex Community College; Innovative: Nexamp, Inc. and Merrimack Valley Hospice; Young Professionals: Courtney Conlon and Bill DeLuca IV; Media Advocate: Eagle Tribune Weathering The Storm and Haverhill Community Television; Retail: Butcher Boy Market Place and Paper Potpourri; Service: DeLuca Fence Company, Inc. and FPMSI-Fulfillment, Print & Mail Solutions; Non-Profit: Arc of Northern Essex County and Essex County Community Foundation; Wholesale: Bagel Boy, Inc. and Boston Coffee Cake; Women in Business: Orit Goldstein and Roseanne DiStefano; and Family Owned Business: Faro Family, Multigrains Bakery/Joseph's Trattoria; Hatem & Geha Families, Michael's Function Hall/Phoenician Restaurant; Minicucci Family, Minco Corp.; Salafia Family, Advertising Management Services Inc.; and Sheehan Family, Sheehan's Towing LLC.

What a Difference THIS Chamber Makes !

Investing in the Health of Our Region- Now and for the Future



Thank You to the Community and Our Donors for Their Support

Our Latest Initiatives:

- Joint Angioplasty Program.
- New MRI and PET/ CT Site Located in North Andover at Merrimack Valley Health Services, 100 Andover Bypass, Rt. 125.
- Epilepsy Institute at Lawrence General.

Future Plans:

- A New Diagnostic Imaging Center at the Hospital.



MVCC Programs At Work

MVCC 2009 GOLF SPECTACULAR



(l-r) Bill DeLuca III of Woodworth Motors and Paul Finn

of Bank of New England. It was a wonderful day with perfect "Chamber of Commerce weather" for the Merrimack Valley Chamber's 2009 Golf Spectacular on Monday, July 20th at the beautiful Indian Ridge Country Club. MVCC members benefited from a great day of golf, a fantastic luncheon and dinner, and fun filled Live and Silent Auction, all in the spirit of MV Chamber camaraderie. Thank you to our Title Sponsor, Bank of New England; Dinner Sponsor, Wheelabrator, North Andover; Breakfast/Lunch Sponsor, Fallon Community Health Plan; Carts Sponsor, Holy Family Hospital; Putting Green Sponsor, East Coast Auto Works; \$5,000 Putting Contest Sponsor, American Training Inc., and thank you to all of our Green & Tee Sponsors, and Auction Item Donors.

THE FUTURE OF HEALTHCARE/BIO-TECH



(l-r) Guest Speaker Robert Coughlin, Pres./CEO Mass. Biotechnology Council; Program Host Sal Lupoli, Pres. River-walk Properties and Salvatores'; and Joe Bevilacqua

President, Merrimack Valley Chamber.

HEALTHCARE FINANCING

Rep. Harriett L. Stanley Chairwoman, Healthcare Financing Committee Mass. House of Representatives recently presented before MVCC members on this timely topic. (l-r) MVCC Pres./CEO, Joe Bevilacqua, Rep. Harriett Stanley and our Program Sponsor Bob Ingala, Gr. Lawrence Family Health Center.



Mark your calendar for the MVCC's next Health Care Program, October 16, 2009.

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North Andover • Methuen • Haverhill • Lawrence • Plaistow, NH

MVCC Programs At Work

REGISTER NOW!
MVCC 2009
FALL BACK TO BUSINESS
EXPO & JOB FAIR
THURSDAY, OCTOBER 1, 2009
11:00 AM - 4:00 PM
ANDOVER COUNTRY CLUB
EXPO LUNCHEON
SPECIAL GUEST SPEAKER
MASS. SECRETARY OF EDUCATION
PAUL REVILLE
12:00 NOON - 1:15 PM
AFTER EXPO
BUSINESS NETWORKING MIXER
5:00 - 7:00 PM

MVHRA PROGRAM "SECRETS TO PLAYING WELL WITH OTHERS"

MV Chamber members got to fine tune their "people skills" in a workshop which also added to their HR tool-



box. With 30 years combined experience, Dr. Debra LeClair and Heidi Page, MSW, of Platinum Principle Training & Development LLC, introduced members to the Peopemap™ System, which helps people learn how to relate more effectively with others.

Save the dates for the MV Chamber's next two MVHRA Programs, Sept. 17 & October 22, 2009.

MVCC SPEED NETWORKING



The MVCC 's Speed Networking program recently hosted by the Bollywood Grill was a sell out. Speed Networking "Bollywood Grill Style"

was filled with MVCC members eager to promote their businesses.

Mark your calendar for the MV Chamber's next Speed Networking Program, Sept. 24, 2009.

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Enjoy exclusive access to some of the region's most sought after commercial properties, including:

- **Osgood Landing**, North Andover, Mass.
- **Heritage Place**, Lawrence, Mass.
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MVCC: Your Business Networking Connection and More



“Garden Party” Business Networking Mixer was hosted

by Lenzi’s Catering and Function Facilities, Dracut.

“Anniversary Celebration” Business Networking Mixer was



hosted by the Tewksbury Country Club and co-sponsored by Merrimack Valley Radio WCAP.



“Let Us Entertain You” Business Networking Mixer was hosted by the Lowell Memorial Auditorium.

“By the Riverside” Business Networking Mixer was hosted



by Jackson’s Restaurant, Methuen, and co-sponsored by Metro Credit Union.

“Anchors Away” Business Networking Mixer



was hosted by the Blaire House of Tewksbury.



“Lets Play Ball” Business Networking Mixer was hosted by New Hampshire Fisher Cats,

Manchester, NH, and co-sponsored by Sheehan, Phinney, Bass & Green PA.

“Tee Time” Business Networking Mixer hosted by Merrimack Valley Golf Club/Celebrations Gourmet Catering and Boxwood Grill, Methuen.



“Historic & Hip” Business Networking

Mixer was hosted by Ten Center Restaurant & Pub, Newburyport, and co-sponsored by The Savings Bank.

THE MVCC’S MERRIMACK VALLEY BUSINESS DEVELOPMENT SUMMIT

October 23, 2009 7:30 to 9:15 AM

Salvatore’s Riverwalk Conference Center

Featured Speakers: Rep. Brian Dempsey, Chair, Econ. Dev. & Emerging Technologies Cmte.; Steven L. Antonakes, Commissioner of Banks, Commonwealth of MA; Robert H. Nelson, Mass Director, US Small Business Administration; Peter Milano, Regional Director, MA Office of Business Development; Chris Jennings, Former Pres., Mystic Conn. Coast & Country Travel Industry; Robert O’Brien, Pres./CEO AdviCoach Business Advisors.

REGISTER TODAY!

MVCC 2009 ANNUAL MEMBERSHIP DRIVE

October 20, 21 & 22 9:30am - 2:30pm

COME & JOIN THE FUN!

Professional sales training courtesy of Sandler Sales Institute...
Command recognition, as you help your Chamber grow!

Benefit from business networking & Win fabulous prizes!

Location: MV Chamber Building
264 Essex Street, Lawrence, MA 01840

MVCC Programs At Work

ANDOVER CHAMBER DIVISION OF MERRIMACK VALLEY CHAMBER



Senator Susan Tucker congratulates the Andover Chamber's 2009 Community Service Award recipients (l) James Sutton, and (r) Donald

Schroeder in recognition of their outstanding service towards the betterment of the Town of Andover.

Andover Chamber Division Chairwoman Nancy Hargreaves Pierce, congratulates the 2009 Outstanding Young Citizen Award recipients S. David Daniels, Theodore Lederfine-Paskal and Megan Moynihan.



Ruberto, Israel & Weiner is pleased to announce that



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MVCC: Your One Stop "Valley" Network Connection

LAWRENCE'S NEW LEGACY APARTMENTS

Economic growth is seen on Marston Street, Lawrence by the construction of the new Legacy Park Apartments (l-r) Jonathan Cox, Principal, Legacy Apartments; MVCC President/CEO Joe Bevilacqua; Lawrence Mayor Michael Sullivan and Jonathan Rauch, VP, Legacy Apartments.



AMERICAN RED CROSS BLOOD DRIVE



At the American Red Cross in Methuen to kick off their "Mayors's Week Blood Drive", (l-r) Georgia Cirillo of American Red Cross, Maureen Campaiola of Methuen - Salem Rotary, Methuen Mayor William Manzi III, State Rep. Linda Dean Campbell and MVCC President/CEO Joe Bevilacqua.

At the American Red Cross in Methuen to kick off their "Mayors's Week Blood Drive", (l-r) Georgia Cirillo of American Red Cross, Maureen Campaiola of Methuen - Salem Rotary, Methuen Mayor William Manzi III, State Rep. Linda Dean Campbell and MVCC President/CEO Joe Bevilacqua.

ESSEX STREET REVITALIZATION

Launching Phase 2 of the revitalization of Essex Street in Lawrence are (l-r) Mayor Michael Sullivan, Sam Facella of Flametech Steels, Sam Branco of Branco The Florist and MV Chamber President/CEO, Joe Bevilacqua.



L.A. SALON GRAND OPENING

Celebrating the Grand Opening of L.A. Salon at 206 Primrose Street, Haverhill (l-r) L.A. Salon owner Lois Calabrese; Haverhill Mayor James Fiorentini and MVCC President Joe Bevilacqua.



Welcome

New Members To The Merrimack Valley Chamber

Aegis Financial Strategies, Inc., Haverhill, MA
Aireco Mechanical Contractors, Inc., Tewksbury, MA
Airemaster, Haverhill, MA
Balance with Grace, North Andover, MA
Beyond Business Solutions, LLC, Andover, MA
Boston Medical Center HealthNet Plan, Boston, MA
Brissonte', Lawrence, MA
Broadleaf Profit & Recovery, LLC, Billerica, MA
Communities Together, Lawrence, MA
Dahn & Leahy, LLP, Andover, MA
Days Hotel & Conference Center, Methuen, MA
Doherty Law Offices, Lawrence, MA
Philip B. Fogarty Construction, Windham, NH
H & R Block, Manchester, NH
Jim Mooradian & Associates, Boston, MA
Jocelyn's Mediterranean Restaurant, Salem, NH
L. A. Salon, Haverhill, MA
Legacy Park Apartments, Lawrence, MA
LeTip International, Andover, MA
Maaco, Lawrence, MA
Showcase Cinemas Lawrence, Lawrence, MA
Nexcelom Bioscience, LLC, Lawrence, MA
Barry T. O'Connell Insurance Agency, Inc., Methuen, MA
Orchard Material Technology, LLC, No. Andover, MA
Photography by Linda, Andover, MA
Re/Max Prestige/Team Fulford, Pelham, NH
Renaissance Golf Club, Haverhill, MA
RTN Federal Credit Union, Waltham, MA
Ruberto, Israel & Weiner, Boston, MA
SendOutCards, Billerica, MA
Sperling Interactive, Salem, MA
Timelinx Software, LLC, North Andover, MA
The Law Office of Justin St. James, Andover, MA
The Fig Tree Group, Andover, MA
United Party Rental, Lawrence, MA
We Lead Now!, North Andover, MA

**THANK YOU FOR JOINING &
FOR RENEWING YOUR
MERRIMACK VALLEY CHAMBER
MEMBERSHIP, THE BEST INVEST-
MENT FOR YOUR BUSINESS!**

Merrimack Valley Chamber of Commerce
264 Essex Street
Lawrence, Massachusetts 01841
Tel: (978) 686-0900 • Fax: (978) 794-9953
email: thechamber@merrimackvalleychamber.com

Mark Your Calendar!
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October 1, 2009
Andover Country Club
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Allison Gorski, MD, Medical Director
Anesthesiology/Pain Management

Residency: Caritas St. Elizabeth's Medical Center
Education: Boston University School of Medicine

Joined by...

Kristine Walker, MS, RN, Executive Director
Judy Baxter, RN, Nurse Manager



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