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REGIONAL**

CHAMBER OF COMMERCE

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2015 Volume 2 • Business Advocacy Since 1924 • www.marlbroughchamber.org



MRCC AWARDS DINNER

Celebrate a successful 2014!



You are cordially invited to attend our

Business Awards Recognition Dinner

to be held on

Thursday, March 19, 2015, Reception at 5 PM, Dinner at 6 PM

at

*The Best Western Royal Plaza Hotel
181 Boston Post Road West, Marlborough, MA*

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Scan here to visit the MRCC website:





PRESIDENT'S UPDATE - MARCH 2015

Annually the membership, officers and staff of the Marlborough Regional Chamber of Commerce recognizes outstanding businesses and business people. This year on March 19th at the Annual Dinner and Business Awards Ceremony, we are recognizing the people and businesses who rise above in their contributions to your Chamber and the community as a whole. I am proud to announce the following award winners:

2014 Business of the Year - Quest Diagnostics who rehabilitated an empty corporate building and brought 1200 new jobs to Marlborough. Denis Gallagher, Vice President - Operations, also has a seat on the Chamber's Board of Directors. We truly appreciate Quest Diagnostics for choosing Marlborough as home.

2014 Small Business of the Year - Pascarella Multimedia. Michael Pascarella is a key person who leads the Chamber's Marketing Committee, designs many of the Chamber's event publicity flyers and invites, advises staff on marketing procedures as well as bringing music and supporting the arts all while helping many non-profits and businesses get the proper exposure for their services and products. Michael also is a Director for the board of the Marlborough Regional Chamber.

2014 Business Person of the Year - Rick Robinson, Capstone Home Inspections has volunteered his expertise to educate people by giving workshops on how to keep their home safe, and the best networking techniques. Rick connects people with potential clients and helps the Chamber educate the Rising Young Professionals on better ways to do business. Rick is a member of the Lions Club.

2014 Entrepreneur of the Year - Christian Dumais, DruMais Hair Salon has done an amazing job growing his business and adding to the community. He has dedicated his time to the Chamber's Rising Young Professionals and serving on the Board of Directors. He created an annual Spa Night which added to the Business After Hours program. Christian and his staff enhanced the Women's Business Council Annual Fashion Show by contributing his expertise. He has exemplified the true entrepreneurial spirit.

2014 Marlborough Pride Award - Doctors Express has made a positive impact on the Marlborough region by filling an empty storefront with an urgent care facility which provides alternative health options to the community.

2014 Marlborough Spirit Award is granted to the Marlborough Economic Development Corporation. MEDC has made a positive impact on the Marlborough region by recruiting many large companies to Marlborough. This has enhanced the economic health of Marlborough.

2014 Green Award - Savers has made a contribution to recycling clothing and housewares by taking used goods and reselling them at an affordable price to those in need. Donating to the Epilepsy Foundation helps to fund research to cure this condition.

♦ JOIN ME IN CONGRATULATING THESE OUTSTANDING BUSINESSPEOPLE. ♦

Susanne Morreale Leeber, CCE, IOM ♦ President & CEO

STAY INFORMED & KEEP IN TOUCH

The "It's Your Business" newsletter publication is from the MRCC: Marlborough Regional Chamber of Commerce. Celebrating over 90 years of service!

ADDRESS: 11 Florence St., Marlborough, MA 01752

PHONE: 508-485-7746

WEBSITE: www.marlbroughchamber.org

EMAIL: marlcham@marlbroughchamber.org



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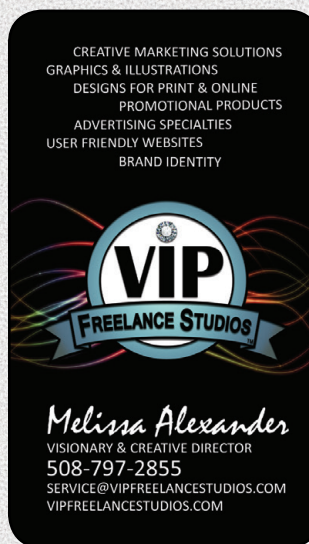


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~ *Melissa Alexander*
Creative Director
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MRCC ANNUAL AWARDS DINNER



Business Awards Recognition Dinner

The Marlborough Regional Chamber of Commerce cordially invites you to our Business Awards Recognition Dinner. Each year we honor members for their outstanding performance. Don't miss one of our most highly attended events. Join us for dinner, cash bar, and a great opportunity to network.

To register by phone, call **508-485-7746**

To register online, visit:
marlboroughchamber.org/registerfrm.php

When you register, please let us know your choice of entrée, either beef tenderloin, salmon, or vegetarian.

Thursday, March 19, 2015

The Best Western
Royal Plaza Hotel
181 Boston Post Road West
Marlborough, MA

Reception at 5 PM
Dinner at 6 PM

\$50 per person
Tables of 10 available for \$480
You must RSVP by March 17th

Our Award Winners for 2014:

- | | |
|--------------------------------|--|
| • Business of the Year: | Quest Diagnostics |
| • Small Business of the Year: | Pascarella Multimedia |
| • Business Person of the Year: | Rick Robinson |
| • Entrepreneur of the Year: | Christian Dumais |
| • Marlborough Spirit Award: | Marlborough Economic Development Corp. |
| • Marlborough Pride Award: | Doctors Express |
| • Green Award: | Savers |

We Thank Our Generous Sponsors:

- | | |
|-----------------------|--|
| Presidential Sponsor: | Avidia Bank |
| Executive Sponsors: | Boston Scientific, Hologic |
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| Award Sponsor: | Marlborough Savings Bank |
| Hospitality Sponsor: | Best Western Royal Plaza Hotel |
| Print Sponsor: | SD Visuals |
| Program Sponsor: | Metrowest Printing |
| Marketing Sponsor: | Pascarella Multimedia |

OPPORTUNITY WITH MRCC

Volunteer Receptionist Opportunity at the Marlborough Regional Chamber of Commerce

- 1) Do you have a few hours to spare each week?
- 2) Are you a people person?
- 3) Do you have computer skills?
- 4) Do you like fast-paced activity in a busy office environment?

Well, if the answer is yes, contact Linda at the Chamber office to find out more information and get started!
Linda Vissat: 508-485-7746 or lvissat@marlboroughchamber.org

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[Facebook.com/Aarikka.Foose](https://www.facebook.com/Aarikka.Foose)

T: (508) 405-1763
F: (781) 846-6555
C: (774) 280-2932
Afoose@AbacusPWM.com
[Linkedin.com/in/aarikkafoose/](https://www.linkedin.com/in/aarikkafoose/)

David J. DellaPenna
Partner /Senior Systems Engineer



David.Dellapenna@alttechgroup.com
Office: 617.674.2299 x803 | Cell: 781.361.1674 | Fax 617.674.2299
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E-mail: mitchf@jet-mail.com

Tel: (978) 567-6740
Cell: (774) 245-7877
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2015 CALENDAR OF UPCOMING EVENTS

MARCH 2015

March 11 (Wed) - Ribbon Cutting Ceremony at Silk Road Bistro, 150 Main Street, Marlborough to be held at 4:00 p.m. Free to members! Open to the public. Please come join us to welcome Silk Road Bistro on their opening!

March 12 (Thurs) - St. Patrick's Day Business After Hours Party, 5:30 - 7:30 PM, Hosted by Holiday Inn & Suites, 265 Lakeside Ave., Marlborough. Members: included in your Membership; Guests: free. Cash Bar, Complimentary Lite Fare, appetizers, & Dessert.

March 13 (Fri) - Women's Business Council Luncheon, 11:30 a.m. to 1:30 p.m., Embassy Suites Hotel, 123 Boston Post Road West, Marlborough. Cost: \$28 per person. Guest Speaker: Mary Gianakis, Voices Against Violence, will speak about both domestic violence and discuss how employers can support their staff while ensuring a safe working environment. Registration requested. Please call 508-485-7745 or visit our website www.marlbroughchamber.org.

March 19 (Thurs) - 2014 Business Awards Recognition Dinner. Reception starts at 5:00 PM. Dinner starts at 6:00. The Best Western Royal Plaza Hotel. 181 Boston Post Road West, Marlborough, MA. Price \$50 per person. Reservations required. Please call 508-485-7745 or visit our website www.marlbroughchamber.org

March 20 (Fri) - Third Friday Eye Opener Networking, 8:00 AM - 9:00 AM, Chamber Conference Room, 11 Florence St., Marlborough. The Chamber hosts an orientation to the Chamber. Existing, new and prospective members come together to learn about the many benefits and opportunities that the Chamber provides and hear a new networking topic each month. Members: included in your Membership; Guests: free.

March 26 (Thurs) - Professional Development Series, Social Media, Now What? with Emily Stout of Venly, 6:00 - 7:30 PM, Chamber Conference Room, 11 Florence St., Marlborough. Learn social media best-practices, develop your professional business brand, and gain valuable SEO insights. Cost: Members: \$15 Non-Members \$25. Registration required. Please call 508-485-7745 or visit our website www.marlbroughchamber.org

March 30 (Mon) - President's Luncheon, 12 noon - 1:00 PM, Chamber Conference Room, 11 Florence St., Marlborough by invitation only.

APRIL 2015

April 2 (Thurs) - Rising Young Professionals (RYP) Beer Tasting & Networking Hosted by Vin Bin, 91 Main Street, Marlborough, 5:00 PM-7:00 PM. Members: Included in your Membership. Guests Free. Registration requested. Please call 508-485-7745 or visit our website www.marlbroughchamber.org

April 6 (Mon) - Professional Development Series, The 6 Key Design Considerations for the Right Retirement Plan with Aarikka Foose of Abacus Private Wealth Management, 6:00 - 7:30 PM, Chamber Conference Room, 11 Florence St., Marlborough. Cost: Members: \$15 Non-Members \$25. Registration required. Please call 508-485-7745 or visit our website www.marlbroughchamber.org

April 7 (Tues) - First Tuesday Business Talks. 9:00 AM-10:30 AM, Main Street Café, 182 Main St., Marlborough. This small networking opportunity gives the attendee time to talk about their issues and to find out what connections and resources can be utilized through the Chamber and its members. Members: included in your Membership; Guests: free, Coffee free with breakfast purchase - compliments of Main Street Café.

April 17 (Fri) - Third Friday Eye Opener Networking, 8:00 AM - 9:00 AM, Chamber Conference Room, 11 Florence St., Marlborough. The Chamber hosts an orientation to the Chamber. Existing, new and prospective members come together to learn about the many Benefits and opportunities that the Chamber provides and hear a new networking topic each month. Members: included in your Membership; Guests: free.

April 30 (Thurs) Joint Business After Hours with Corridor Nine Chamber, 5:30 PM - 7:30 PM, Hosted by Whitney Place Assisted Living, 238 West Main Street, Northborough, MA. Registration required. Call 508-485-7746 or visiting our website www.marlbroughchamber.com.

You are cordially invited to attend!

To register for any of these events, find out more information, or get directions, please call or email the Chamber.





**BUSINESS
AFTER
HOURS**

SAINT PATRICK'S DAY PARTY

THURSDAY • MARCH 12 • 2015 • 5:30 PM TO 7:30 PM

HOSTED BY:  **Holiday Inn
& Suites**

HOLIDAY INN & SUITES
265 Lake Avenue, Marlborough, MA 01752

\$ CASH BAR \$

COMPLIMENTARY LITE FARE, APPETIZERS, DESSERT AND COFFEE

THIS FABULOUS EVENT IS FREE TO CHAMBER MEMBERS & GUESTS!

PLEASE REGISTER

• marlbroughchamber.org • 508.485.7746 • Fax 508.481.1819 •



Upcoming Event Sponsored by
Rising Young Professional's

**RYP invites
you to attend
the following
event to help
grow your
business and
connections.**

"Beer Tasting & Networking"
Thursday, April 2, 5:00PM - 7:00PM

- Join RYP at The VIN BIN in Marlborough for a Beer Tasting and Networking
- THE VIN BIN located at 91 Main St. Marlborough, MA
- Cost: Members and Guests - Free
- Registration is required.

The mission of the Rising Young Professionals (RYP), is to network and socialize with like-minded young professionals (21-40) from the Metro West and surrounding areas, to create long-term relationships and to encourage professional development.

Marlborough Regional Chamber of Commerce
11 Florence Street
Marlborough, MA 01752
Phone: 508-485-7746
E-mail: marlcham@marlbroughchamber.org

Pre-registration required Register by email:

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Or call 508-485-7746

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mark@colonialpowergroup.com

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www.colonialpowergroup.com

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www.baypath.org

Christine E. Alessandro
M.S., M.Ed.
Executive Director

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Bruce Saluk P.E., P.L.S.
President
576 Boston Post Rd E
Marlborough, MA 01752

Tel: 508-485-1662 ext 11
Fax: 508-481-9929
Bruce@Salukassoc.com
Salukassoc.com

CW Law Group, P.C.

Jeremy A. Cohen, Esq.
Attorney and Counselor at Law

188 Oaks Road
Framingham, MA 01702
Toll Free (844) 275-2856
Phone (508) 309-4880
Fax (508) 597-7722
Jeremy@cwlawgroup.com



Marlborough Regional Chamber of Commerce Professional Development Series 2015

People, Ideas, Information... Everything you need to succeed!

Professional Development, a program of the Marlborough Chamber of Commerce, is a series of workshops developed and taught by our members to provide the latest skills for the successful running of the attendees' business.

The workshop content being delivered will be presented in a classroom type setting. Enrollment is on a first-come basis.

UPCOMING WORKSHOPS

Thursday, March 26th
Social Media, Now What?
Emily Stout, Venly
6:00 - 7:30 PM

Monday, April 6th
**The 6 Key Design Considerations
for the Right Retirement Plan**
Aarikka Foose, Abacus Private
Wealth Management
6:00 - 7:30 PM

Members: \$15 per person — Non Members: \$25 per person

SIGN UP TODAY

Phone: (508) 485-7746

Email: marlcham@marlboroughchamber.org

WHEN YOU CALL OR EMAIL PLEASE HAVE THE FOLLOWING READY:
Name • Company name • Workshop Choice • Phone number/Email • Participants • Payment method

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Fletcher Tilton^{PC}
Attorneys at law

Nelson L. Santos

TEL 508.532.3525
FAX 508.532.3125
nsantos@fletchertilton.com
FletcherTilton.com



Louis M. Corapi

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WHAT YOU GET:

Your name, business card, or company logo displayed on the large poster beside the MRCC Business Card Wall for only \$75 for one month. Also, your business card featured in the special Chamber Staff business card area.

WHY YOU SHOULD:

It increases the visibility of your business and its name. Shows you are an active member of MRCC. Increases potential for new business from people walking into the Chamber office. Fantastic way to promote and publicize your business and get referrals. For more information contact the Chamber office: 508-485-7746.



RIISING YOUNG PROFESSIONALS EVENT AT DRUMAIS SALON



Pictured above from the top left, is the **RYP STEERING COMMITTEE**: Patrick Harvey, Kristyn Galante, Nelson Santos, Diana Fernandes, Aarikka Foose, and Christian Dumais.



The 2nd Annual
"Night At the Spa"
was a huge success. This event was sponsored by the Chamber's Rising Young Professionals and hosted by DruMais Salon in February 2015.

Attendees were treated to an evening of spa activities including chocolate facials, paraffin treatments, chair massages and hair consultations.

As they relaxed and enjoyed all that Christian and his team offered, they sipped chocolate martinis and delightful desserts while socializing throughout the event.



MEMBER SPOTLIGHT: MATT TUCKER



As an Agent with New York Life Insurance Company for over 4 years now. I have been in the Insurance Industry for 20 years. My areas of specialization are family protection, retirement planning, estate planning, and working with small businesses (succession planning, key-man, buy-sell, and retirement benefits). I am licensed in MA, NH, & CT.

Involved with several community organizations such as Nobscot Valley Softball Umpires Association, the Hudson Economic Development Committee, and the Rotary of Nashoba Valley.

I have recently achieved Executive Council for 2013. Members of the Executive Council are among the most successful of New York Life's elite sales force of 11,900 licensed agents.

PROTECT YOUR GREATEST BUSINESS ASSET: ***YOUR EMPLOYEES!***

As a small business owner, you know how important your employees are to your success. You depend on their knowledge, experience, talent, and loyalty to keep your company running smoothly and efficiently.

But, like many businesses, you may have been hit hard by the recession, and trying to keep expenses down—making cuts, freezing payrolls, and streamlining operational costs—means your employees may be assuming heavier workloads, longer hours, and broader responsibilities, often for the same paycheck.

So, in these tough economic times, how can you show your workers just how much they're appreciated? Small gestures, like movie tickets or a night at a local restaurant, can help improve morale; but, if you're looking to offer something more substantial, consider supplementing your employees' benefits package with life insurance through a voluntary payroll deduction program.

Voluntary payroll deduction is one of the simplest ways employees can purchase permanent life insurance to protect their loved ones, and a smart way to supplement the benefits you already offer them. It can usually be set up using your existing procedures for payroll deduction, and, best of all, there is virtually no direct, out-of-pocket costs to the employer.

Remember, when you invest in your employees, you invest in your business. That's just good business sense.

Note: Employee participation in a payroll deduction insurance program is completely voluntary. Since this program is not intended to be subject to the Employee Retirement Income Security Act of 1974 (ERISA), employers cannot contribute to, or endorse, this program.

This educational, third-party article is provided as a courtesy by Matt Tucker, Agent, New York Life Insurance Company. To learn more about the information or topics discussed, please contact Matt at 978-996-0626 or mtucker@ft.newyorklife.com

MATTHEW TUCKER

Financial Services Professional
New York Life Insurance Co
Boston GO • 201 Jones Rd • Waltham MA 02541
978-996-0626

NEW MEMBERS & AMBASSADORS NOVEMBER 2014 - FEBRUARY 2015



Ambassador Nelson Santos welcomes new member, Aarikka Foose of Abacus Private Wealth Management



Ambassador Maria Bentley welcomes new member, Debbie Baker of Details Picture Framing



Ambassador Steve Lutch welcomes new member, David DellaPenna of ALT Tech Group



Ambassador John Raughtigan of Waddell & Reed welcomes new member, Gerald Lodge, of Tufts Healthcare



Ambassador Jay Paranjape welcomes new member, CW Law Group



Ambassador Sandi Barrett welcomes new member, Middlesex Savings Bank

MEMBER EXPERIENCE

CAPACCIO's mission is "helping industry and the environment prosper." We fulfill our mission by helping companies comply and go beyond compliance with environmental, health and safety and engineering requirements. Becoming an active member of the Marlborough Regional Chamber of Commerce has supported this mission. We quickly discovered that the more involved we became in the Chamber, the greater benefits we realized. As a member of the Chamber's Board of Directors, CAPACCIO fostered relationships with local companies such as Boston Scientific and Quest Diagnostics, which both fall under one of our primary practice areas, Medical Devices. We also gained greater access to local bank officers to discuss our site assessment services. Over the past year, Marlborough has attracted some world class companies. Being a part of the Chamber's Ambassador team has facilitated introductions to these new businesses. If you are a service firm like ours, you should consider joining the Chamber. As a member, you will not only increase your business to consumer opportunities, but will find that it can also open up business to business opportunities for your firm.

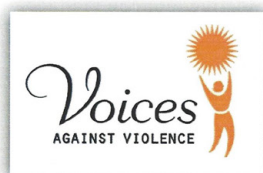


Lucy Servidio

Senior Vice President ♦ Capaccio Environmental Engineering, Inc.
508-970-0033 Ext 114 ♦ lservidio@capaccio.com

WOMEN'S BUSINESS COUNCIL EVENT

THE WOMEN'S BUSINESS COUNCIL



Friday, March 13, 2015
Embassy Suites
123 Boston Post Rd West
Marlborough MA 01752
11:30 AM - 1:30 PM
Cost \$28 pp*
*includes luncheon buffet



This month's speaker is:
Mary Gianakis
Director of Voices Against Violence

Mary Gianakis is the Director of Voices Against Violence, a domestic violence and rape crisis center serving the greater Framingham and Marlborough regions. Mary began her career as a police officer in Florida and served in a variety of capacities in law enforcement both in Florida and Ohio including 6 years as a victim advocate at the University of Central Florida. In addition to her work at Voices, Mary serves on the board of directors for Jane Doe, Inc., the Massachusetts Coalition Against Sexual and Domestic Violence and is a past board Chair. Mary will be giving an overview of domestic violence and how employers can support their staff while ensuring a safe working environment.



To register for this event, please call 508-485-7746,
email marlcham@marlboroughchamber.org or
online at www.marlboroughchamber.org

HAVE YOU CONSIDERED BEING A WOMEN'S BUSINESS COUNCIL SPONSOR?

Our chamber holds quarterly luncheons on the second Friday of the month at the Embassy Suites, 123 Boston Post Road West, in Marlborough. The Women's Business Council provides support for the personal and professional development of women in business through education and networking opportunities.

Luncheon Sponsors give a 5 minute presentation at the event and are recognized on all the Chamber's marketing venues such as event flyers, weekly email blasts, newsletter, and on the MRCC website. Luncheon sponsors can distribute brochures and other information about their company at the event, and have a reserved seat at the table with the guest speaker and complimentary lunch. Placards displaying your company name as sponsor will be put on each table. The cost is \$195 to sponsor two (2) luncheon meetings.

What a wonderful low cost opportunity to introduce your company to a terrific group of women, and enjoy a delicious lunch at the same time. For more information contact the Chamber office at 508-485-7746.

RIBBON CUTTING: Details Picture Framing



CONGRATULATIONS & WELCOME!

Member: Details Picture Framing
Owner: Debbie Baker
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detailsframing@gmail.com



LIST OF NEW MEMBERS: NOVEMBER 2014 - FEBRUARY 2015

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Aarikka Foose
45 Lyman St. Ste 14
Westborough MA 01581
www.abacuswealthmanagement.com
or 508-405-1763
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Armor Online Solutions

Brian Burke
19 Eaton Drive
Hudson MA 01749
www.armoronlinesolutions.com
508-525-5704
Internet Website Developers

Bay Path Elder Services, Inc.

Christine Alessandro
33 BPR West
Marlborough MA 01752
508-573-7200
Elder Care/Geriatric

Brewitt & Domke

Fred Brewitt
488 Boston Post Road
Marlborough MA 01752
508-485-6700
Accountants

Colonial Power Group, Inc

Brian Murphy
277 Main St
Marlborough MA 01752
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Energy Services

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Alex Washkowitz
188 Oaks Road
Framingham MA 01702
www.cwlawgroupcpc.com
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