



MARLBOROUGH REGIONAL CHAMBER OF COMMERCE

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2018 VOLUME 2

- 2 PRESIDENT'S UPDATE & STAY INFORMED
- 3 CHAMBER CEO
- 4 SUSANNE'S RETIREMENT PARTY PHOTOS
- 8 RIBBON CUTTINGS
- 12 NEW MEMBER LISTINGS
02/2018 - 05/2018



44th Annual Chamber Golf Tournament

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JULY 10, 2018

THRIVE
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president's update



Thank You for the Opportunity

As I reflect upon my 30+ years working at the Marlborough Regional Chamber of Commerce, I have strived to lead this Chamber with a focus on providing value to all our chamber members both large and small. Helping to provide greater opportunities for people has long been a major goal in my life.

In 1987 I took the job of Membership Director at the Marlborough Regional Chamber of Commerce. I wasn't sure what my goal was at the time, but I was determined to learn all facets of the organization. My business background, and the importance of building strong customer relationships that I learned at my father's business helped me to advance year after year. By 1991, I assumed the role of President and CEO.

Too often, we delude ourselves into believing we can only do one or two things well. We fear failure or the time it takes to master new skills, or set off in new directions. But I believe, and what I want each of you to believe – is that there is no restriction on what you can achieve. No boundaries to your human potential. No constraint to your success, and no limit to the opportunities that await you...as long as you have the courage, the determination, and the work ethic to turn your desires into reality. Do more than what is expected, and to help others to expect more from themselves.

Behind the scenes, the staff makes things work smoothly. I'd like to personally thank the people who support and assist me to make this Chamber the most effective organization for business. Linda Vissat, Membership Director, Jennifer Campbell, Office Manager and Bookkeeper, Michelle Murdock, Marketing Director, Joan Bertozzi, Events Coordinator, Norma Camara, Receptionist and Linda Warren, Membership Sales Associate. The Chamber has volunteers who assist the staff and members at the front desk each day. I would like to thank; Jim Chaffee, Diane Halper, Anne Marie Kennedy, Diane Mason, and Anita Veinotte, for all their help.

To quote Maya Angelo, "Your legacy is how you live your life and the people you have touched!"

You have all touched my life throughout the years and I have learned much from everyone I have met. As I had said at my retirement party, "You are all shining threads that make up the quilt of my career, I will wrap myself in the warmth of that quilt and carry it for the rest of my life."

With Sincere Appreciation,

Susanne Morreale Leeber, CCE, IOM
President & CEO

stay informed

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

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Marlborough Chamber CEO Retiring After 31 years

Susanne Morreale Leeber, retiring president and CEO of the Marlborough Regional Chamber of Commerce BY ZACHARY COMEAU

The longtime head of the Marlborough Regional Chamber of Commerce is retiring at the end of August.

Susanne Morreale Leeber joined the chamber in January 1987 as the membership director and has served as the president and CEO since 1991.

When she came aboard, there were only 165 member organizations and dozens of empty commercial spaces after Digital Equipment Corp. began selling off its many properties in Marlborough.

Now, there are 470 members, and the area is home to some of the largest biotechnology and pharmaceutical companies in the Northeast. The chamber, Leeber said, is in the best position it has been in over the last 20 years.

"So, it is time," she said. "I have family across the United States, and my grandchildren are growing up."

More than 80 applicants have applied to the chamber's board of directors to fill the vacant CEO position. Candidates are currently being screened, ahead of Leeber's August departure.

BOOMING MARLBOROUGH

Under Leeber, the chamber played an integral role in bringing Fidelity Investments to Marlborough and getting the Solomon Pond Mall project approved in the early 1990s.

She worked with Providence Bruins owner Larue Renfroe to see the approval of the New England Sports Center, an eight-rink ice-skating and hockey facility on 22 acres in Marlborough.

Construction on the facility began in 1994, and subsequent additions were completed as recently as December.

Thanks to Leeber's work alongside then State Sen. Paul Salucci, exit 23C on I-495 was built in 2000.

Off of that exit are some of the city's largest companies, including GE Healthcare, medical imaging device giant Hologic and corporate offices of retailer TJX Cos.

REGIONAL MARLBOROUGH CHAMBER OF COMMERCE

IN 1987 ONLY

165
MEMBERS

HAS GROWN TO

470
MEMBERS
IN 2018

Medical device giant Boston Scientific found its home in Marlborough in 2012 after moving from its former headquarters in Natick. The company operates four buildings on a 119-acre campus.

The city has become a biotech hub, including other large publicly traded companies like Sunovion Pharmaceuticals, Quest Diagnostics, RXi Pharmaceuticals and Oxford Immunotec.

"It was exciting to land those big companies," she said, recalling that Fidelity Investments was among the first of the large ones to come

to the city.

More recently, the chamber worked with developers of the Apex Center, a 475,000-square-foot hub of entertainment, dining and hotels off of Route 20 in Marlborough. All of the businesses in the center are members of the chamber.

"It's exploding," Leeber said of the development.

Currently, the chamber is working with Quinsigamond Community College and Framingham State University to open satellite campuses in the city to help boost the talent pipeline for the cluster of large companies in the city.

CHALLENGES FOR SUCCESSOR

Going forward, Leeber said she wants her successor to bring more public transportation to the city. Currently, the MetroWest Regional Transit Authority operates a fixed-route bus route, stopping at six locations in the city.

"I'd love to see a public transportation system," Leeber said. "I don't know how far off that will be, but I think that would be a boon, especially to future employees who don't have vehicles."

The lifelong business advocate is still planning to work with nonprofits.

"That's where my heart lands usually," she said. "I enjoy helping out."

Reprinted from The Worcester Business Journal



Through the Years



Longtime Marlborough Chamber of Commerce CEO to Retire

MARLBOROUGH – After 31 years, and on the heels of a year that brought more than 40 companies to the city, Marlborough Regional Chamber of Commerce CEO Susanne Morreale Leeber is calling it quits.

“I think it’s time,” Leeber said Monday.

In the past few years, Marlborough has seen empty storefronts filled as the vacancy rate has plummeted. There have also been new builds, including the massive Apex Center of New England complex off Rte. 20.

“I think that the chamber is the best that it’s ever been, as far as our services, and our membership is growing like crazy,” Leeber said. “I’m very proud of the services that this chamber gives to its membership.”

Leeber emphasized the services the chamber provides to business in town, recognizing the Marlborough Economic Development Corporation for encouraging business growth. Corporation Executive Director Meredith Harris gave Leeber more credit.

“She’s been a pillar of the community for 30 years,” Marlborough Economic Development Corporation Executive Director Meredith Harris said, “instrumental in both helping bring business in and retain business in the community.”

Leeber said her members are very active, and the chamber has a meeting or event every week.

“The culture that I have set for this chamber is a very welcoming culture,” she said. “We kind of envelop them like they are family. We make sure that they feel welcome and they feel optimistic about doing business here in Marlborough.”

Services provided by the chamber include networking, education through seminars and the Small Business Development Center at Clark University, and legislative advocacy, including connecting Marlborough to the wider, regional business community. The chamber is also a source of knowledge and other resources for local businesses.

“She’s just phenomenal. We’re going to miss her terribly,” Harris said. “It’s in her blood to be part of the community.”

Leeber said part of the reason she’s leaving is to give her more time with her four grandchildren, who are between the ages of 7 and 14. Two live on the West Coast, she said.

“I have grandchildren who are growing up in California that I want to see. It’ll give me some more flexibility.”

Leeber won’t disappear from Marlborough. The longtime business advocate will remain committed to local nonprofits and organizations, such as the MetroWest Economic Research Center at Framingham State University.

“I’m really and truly devoted to things like that,” Leeber said. “I’ll just cut my hours down from 50 to at least a decent 20, 30.”

The search is already underway for Leeber’s replacement, she said. More than 85 people applied.

Leeber said she hopes to see someone in the job by June or July, and that she’ll likely stay until August to assist in the transition.

Reprinted from The Metrowest Daily News



Save the Date for the
Summer Luau and BBQ

LONGFELLOW'S WAYSIDE INN, SUDBURY
WEDNESDAY AUGUST 15TH, 2018



Friends and family of Susanne were in attendance to celebrate her retirement.







welcome new members

1 Susanne welcomes Kim Craig of KC Bookkeeping Solutions **2** Ambassador Karen Paquette welcomes Kelsea Benoit and Maria Ambach from The International **3** Ambassador Nina Sable welcomes Frank Parzych from Burton's Grill **4** Ambassador Maria Bentley welcomes Able Fence **5** Ambassador Darlene Trainor welcomes Lisa Carter of Drinkwater Marketing

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6 Ambassador Kristin Culver welcomes Goldfish Swim School **7** Ambassador Steve Lutch welcomes DeMilton Coelho from Middlesex Cleaning Services, Inc. **8** Ambassador Lucy Servidio welcomes the management team of IC Federal Credit Union **9** Ambassador Steve Lutch welcomes Heather and Jay Johnston from Kits for Kids **10** Ambassador Kelley Borer-Miller welcomes Kevin Lister of Paradigm Strategies **11** Ambassador Nina Sable welcomes Dave Zou of Syo Japan **12** Ambassador Nina Sable welcomes Brenee Walter of Red Roof Inn **13** Ambassador Steve Lutch welcomes Sanjay Ahuja of Sunbelt



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Richard Murray
Assistant Vice President, Branch Manager
NMLS ID #706659
RMurray@AlignCU.com
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Tatiana Mojica
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tatiana.mojica@goldfishss.com
43B Apex Drive | Marlborough, MA 01752
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Bruce Saluk P.E., P.L.S.

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576 Boston Post Rd E
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Salukassoc.com

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446 Main Street Worcester, MA 01608

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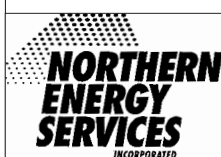
Christy M. Christo
Business Manager
christy@christodrivingschool.com

180 Main Street
Marlboro, MA 01752

Office: 508.481.6384

Fax: 508.303.6355

www.christodrivingschool.com



Paul A. Mallet
President

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