

# C o n n e c t i o n s

Serving the Corridor Nine Business Community

June/July 2008

## Board of Directors 2008 - 2009

### EXECUTIVE COMMITTEE

### BOARD OF DIRECTORS

<b>Chairman of the Board</b> David D. Bagdon <i>Community Advocate</i>	Todd Alexander <i>Colliers Meredith &amp; Grew</i>	April Healey <i>Central One Federal Credit Union</i>
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	Morgan Duffy <i>Hayden Wood Insurance Agency</i>	Linda Sevier <i>Pagetender Web Services</i>
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	Mary Gallagher <i>ActionPact Coaching</i>	Mary Simone <i>Marlborough Courtyard by Marriott</i>
	Peter Gardner <i>Curry Printing</i>	Rod Stull <i>AstraZeneca LP</i>
	Giraud S. Gross <i>Amcomm/Verizon Wireless</i>	Henry Tessman <i>Doubletree Hotel</i>
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Paul Williams <i>Eastern Insurance Group</i>		
Robert L. Yale <i>ComVest Realty Service, Inc.</i>		

## Committee Chairs 2008 - 2009

### CORRIDOR NINE STAFF

### COMMITTEE CHAIRS

<b>President</b> Barbara Clifford	<b>Marketing</b> David D. Bagdon <i>Community Advocate</i>
<b>Vice President</b> Karen Chapman	<b>Road Race</b> David Jacobs <i>Office Depot</i>
<b>Membership Development</b> Chris Tzellas	<b>School/Business Partnership</b> Donna Cox <i>DYNAMX Financial Solutions</i>
<b>Member Services</b> Courtney Sousa	<b>Technology Co-Chairs</b> Joseph Barrett <i>AXiXA Corporation</i>
<b>COMMITTEE CHAIRS</b>	Linda Sevier <i>Pagetender Web Services</i>
<b>Ambassadors Co-Chairs</b> Jimmie Ames <i>Avidia Bank</i>	<b>Tourism/Destination</b> Mary Simone <i>Marlborough Courtyard by Marriott</i>
Lisa Phelps <i>Assabet Advisors LLC</i>	<b>PROGRAM CHAIRS</b>
<b>Membership</b> Steve Anderson <i>UniBank</i>	<b>Power Hour Group</b> Marcia Priestley <i>Priestley Marketing Group</i>
<b>Economic Development</b> Mark Donahue <i>Fletcher, Tilton &amp; Whipple, P.C.</i>	<b>Referral Group</b> Mark Paskell <i>The Contractor Coaching Partnership</i>
<b>Golf Tournament</b> Benjamin Colonero <i>The Willows at Westborough</i>	<b>Hype9</b> Dr. Paul Levine <i>Vision Care Specialists</i>
<b>Programs</b> Monique Rose <i>Central One Federal Credit Union</i>	

## Oscar Night: And the Winner is...

The Corridor Nine leadership team decided to shake up the Annual Meeting & Awards event a little and follow the stars from Hollywood! Between the paparazzi photographer Ron Bouley, champagne, the red carpet and our very own Mary Simone (General Manager of the Marlborough Courtyard by Marriott) functioning as "Joan Rivers" commenting on the evenings fashions-we knew we couldn't miss!!

The 29th Annual Meeting of the Corridor Nine Area Chamber of Commerce took place at White Cliffs in Northborough on May 14th. For the second year the theme of the event was "Corridor Nine's 2008 Academy Awards." Corridor Nine recognized all its members for their extraordinary contributions and support, and celebrated their achievements in business and service to the Chamber.

As in all Academy Award galas, we thank our sponsors:

**Presenting Sponsor:**  
DYNAMX Financial Solutions

**Supporting Sponsors:**  
Community Advocate,  
Fletcher, Tilton & Whipple, P.C.,  
Middlesex Savings Bank,  
PENTA Communications, Inc.

Chamber President Barbara Clifford told the 150 attendees, "it has been a very challenging year in which we continue our efforts to meet the needs

of our diverse membership. Of course who would have predicted at our annual meeting last year we would be paying \$3.70 a gallon for gas in May 08, adding to a faltering economy! More important than ever before is our vision for the future. We will continue striving to be the "go to" place for our members to seek credible and effective assistance and leadership. Our goal is to serve and engage in the arenas that are important to our business community. We wish to be your partner in all of the challenges we face today, so we may all emerge in a stronger position than ever before."

The 2008 Oscars were presented to the following Corridor Nine "Stars":

**Chairman's Award:**  
Maureen McDowell of Fletcher,  
Tilton & Whipple, P.C.

**Corporate Business of the Year:**  
AstraZeneca LP

**Business of the Year:**  
Grafton Suburban Credit Union

**President's Award:**  
PENTA Communications Team

**Ambassador of the Year:**  
Davis Cox of DYNAMX Financial Solutions

**Chamber Spirit Award:**  
Dave Jacobs of Office Depot

**Outstanding Volunteer of the Year:**  
Dave Glispin of Sunshine Sign Company

Following the awards presentation, Pam Sager of Sager & Schaffer LLP, Chair of the Nominating Committee introduced the new Corridor Nine Board of Directors and also the new President's Council, comprised of past presidents of Corridor Nine for the purpose of utilizing the institutional knowledge, wisdom and leadership abilities of the past leaders, as a resource for current chamber strategic planning and leadership development.

Dave Bagdon, publisher of the Community Advocate, was inducted into the Chamber's Hall of Fame as the new 2008-2009 Chairman of the Board.

And so it goes....a new Corridor Nine program year begins...a combination of recognizing the achievers, honoring the past and envisioning the future...that's what the Oscars are all about, aren't they?



### Connect with Us...

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### FEEDBACK/Comments?

Connections strives to give its members useful news and information. If you have any suggestions or questions, please e-mail events@corridornine.org. Your input will be helpful to us as we continually assess and make improvements to this publication.

# A Letter from Barbara Clifford

Photo: Ron Bouley



Dear Member,

Congratulations to our award winners who were recognized with Oscars for their significant achievements in business and service at our May Annual Meeting event! The Corridor Nine Chamber is so fortunate to have so many wonderfully dedicated volunteers and active members who have contributed so much of their talent, time, and resources to the Chamber. We truly believe it is our cadre of committed members who make us such a unique and unusual Chamber of Commerce! Many thanks to all of our members who participate in our dynamic events on a regular basis throughout the year.

We have a pretty busy and exciting summer here in the land of Corridor Nine! Although we know you have many business events and family vacations- we are hoping you will join us for some of our summer events. You will find that they combine the two elements most valued by our members- they are both interesting and fun!

June 25th is our Member Orientation Breakfast—although it is designed to be especially valuable for new members, it is also a great refresher for long-time members who want to become more active. Plus- Mary's Hotel (Marlborough Courtyard by Marriott) sure knows how to prepare and serve a great breakfast!

Our 6th Annual Summer Sizzle will be held on July 24th at Teamworks in Northborough where the fun and games begin! The teams just love winning and that creates an atmosphere of intense competition that has hilarious results. Don't miss it!

On August 20th former Board Member Chris Egan, Ambassador of the USA Organization for Economic Cooperation and Development will be our guest speaker at Cyprian Keyes Golf Club, in Boylston. Ambassador Egan has been at his new position in Paris for the last year, but has agreed to give us all an update on the economy as viewed by his 30-country organization. On June 5th the OECD reported "Since the darkest days back in March, things have improved...It's at the middle of next year when we expect that credit conditions will normalize," according to Chief Economist Jorgen Elmeskov of OECD, who also stated, "The US economy is weak and will move side-ways till the end of this year." Join us in August to hear Chris Egan discuss the economy further- it will be an outstanding breakfast event that you will not want to miss!

Enjoy the summer,

Barbara Clifford  
President



- **Cyprian Keyes Golf Club**, Boylston for the Grand Opening & Ribbon Cutting of New England's only Callaway Performance Center.
- **Marlborough Savings Bank**, Westborough for the grand opening of their new location on East Main Street, adjacent to Baystate Commons.
- **Mark Donahue**, Fletcher, Tilton & Whipple, P.C. in recognition of his 2008 Greater Northborough Good Scout Award for his service to both the Boy Scouts and the Northborough Community.
- **Courtney Sousa, Member Services**, a new team member to the Corridor Nine Chamber staff! Courtney has experience in event planning and is a 2007 graduate of Bryant University. Welcome Courtney!
- **Hanover Theatre of Performing Arts**, celebrating it's electrifying Grand Opening of in March, adding a wonderful and unique treasure of a theatre that is right here in our region!
- **Karen Chapman**, recipient of the Girl Scouts 2008 Women of Distinction. Congratulations Karen!
- **SteinMart**, Westborough Grand Opening at Baystate Commons Grand Opening in April- their first store in New England!
- **Planet Fitness**, Marlborough for celebrating it's Grand Opening and ribbon cutting in May.
- **Citibank**, Marlborough for it's Grand Opening at it's new location in Marlborough.
- **Keith Ledoux**, appointed Assistant Vice President at Fallon Community Health Plan. Congratulations Keith!



New Corridor Nine Member Services Team Member Courtney Sousa



Grand Opening Ribbon Cutting, Marlborough Savings Bank in Westborough



L-R: Nel Lazour, Troy Siebels of Hanover Theatre discuss opening with Barbara Clifford



L-R: John Polanowicz of Marlborough Hospital presents Good Scout Award to Mark Donahue, Fletcher, Tilton & Whipple, P.C.



L-R: Jonathan Epstein and Brian Kablik at the Grand Opening of Planet Fitness, Marlborough



April Breakfast Speed Networking attendees change tables at a power-packed program!



Expo Corporate Sponsor Deborah Penta, of PENTA Communication Inc. with Media Sponsor Joe Flynn of WSR5/WTAG.



L-R: Kathy Hunter, President & CEO of YMCA and business spotlight presenter at April breakfast, presents three month membership to YMCA prize winner



Expo Hosting Sponsor: The Doubletree Hotel Team



EMC- Title Sponsor of Corridor Nine 22nd Annual School/Business Partnership Golf Tournament! L-R: Ben Colonero, Chairman of Golf Tournament; Lisa Ferdenzi of EMC; Corridor Nine Chairman Dave Bagdon of Community Advocate; Karen Chapman & Barbara Clifford of Corridor Nine; Dan Fitzgerald of EMC



Thank you Ben! Outgoing Chairman Ben Colonero receives his "Leading Man Award" and honorary director's chair from Corridor Nine.



2008 School Business Partnership Scholastic Award recipients at March 2008 Breakfast.



"Mary on the Mat" (Mary Simone of Marlborough Courtyard by Marriott--our very own Joan Rivers on the red carpet) asking Raghu Nandan, of Soltrix Technologies Solutions what designer he is wearing at the Oscars!



L-R: Presenting Sponsor, DYNAMX Financial Solutions team of Gary Yi, and Davis and Donna Cox at Corridor Nine's 29th Annual Meeting & Business Awards Celebration!



Mark Forkey of Certified Home Inspections wins a gift basket at Sterling National Country Club poolside business after hours.



L-R: Barbara Clifford & Chris Tzellas of Corridor Nine, Alexandra Bavosi of Sterling, Dave Bagdon of Community Advocate and Courtney Sousa of Corridor Nine at the Sterling National Country Club Poolside Business After Hours.



Wall-to-Wall networking at the 2008 Corridor Nine Open for Business Expo!

## Corridor Nine Welcomes New Board of Directors!

The 2008-2009 Board of Directors were introduced at the Chamber Annual Meeting and Awards Program in May. Dave Bagdon, new Chairman of the Board of the Chamber and Publisher of the Community Advocate, welcomed eight new directors to the Board:

- Steve Anderson**  
UniBank
- Armand Diarbekirian**  
MetroWest Financial Partners, LLC
- Morgan Duffy**  
Hayden Wood Insurance Agency

**Mary Gallagher**  
ActionPact Coaching

**Giraud Gross**  
Amcomm/Verizon Wireless

**April Healey**  
Central One Federal Credit Union

**Randy LeBlanc**  
TD Banknorth

**Meghan Liddy**  
Middlesex Savings Bank

Please note that the entire Board of Directors is listed on the back page of this newsletter.



L-R: Meghan Liddy of Middlesex Savings Bank, Gerry Gross of Amcomm/Verizon Wireless, April Healey of Central One Federal Credit Union, Mary Gallagher of ActionPact Coaching, Armand Diarbekirian of MetroWest Financial Partners, LLC and Steve Anderson of UniBank.

Note: New Board members Morgan Duffy of Hayden Wood Insurance Agency and Randy LeBlanc of TD Banknorth not in photo.

## A Letter from Dave Bagdon, Chairman of the Board



I would like to let you know how pleased and proud I am to be the new chairman of the Corridor Nine Board.

I have been part of this organization for over 20 years. But, like many members, I spent many years standing on the sidelines thinking all these great benefits would come my way just because I paid my member dues. Although I was a member of the board even before we became Corridor Nine...I was only half committed. Then one day, it all changed, I got a call from a dear friend on the

board, Nancy Carlson and she put it to me: "So what's it going to be" She said...are you in or not?" I remember it very well... "I said I'm in!... I feel like I have something to offer this Chamber." From that day on I have done my best to contribute...but to my surprise, I have received much, much more in return. The friendships, the business contacts, the visibility and the professional growth have far exceeded my expectations. So it is from this personal lesson that I draw a major goal for my upcoming term...the goal of Engagement. My case is not unique, because we hear it repeated over and over again. Engaged members get more out of the organization, they form deeper business relationships, their business begins to grow and they renew because their membership works.

Recently, I've also had an opportunity to consider the things that make an organization succeed over the long haul. I realize that an organization, like an individual, needs to learn from the past and to grow from its experiences. The announcement of the newly formed President's Council, comprised of past Corridor Nine Presidents, is a wonderful example of how Corridor Nine shows reverence for its past and that we know enough to value the wisdom and experience of those who helped get us here.

Successful organizations also need to focus on the present with competent leaders and volunteers, as well as committed leadership at the Board and Committee level. Those who know our organization know that we are very fortunate in this regard.

Any organization that plans to be around for the long haul also needs to have vision. Vision is one of those intangible things that's impossible to teach, but easy to recognize and those who know our organization, surely recognize its presence. For Corridor Nine, vision means staying one step ahead of the rest, it means identifying and grooming future leaders and above all, exceeding our member's expectations by providing them with membership in the most valuable business organization in Central Massachusetts.

Dave Bagdon,  
Publisher, Community Advocate  
Chairman of the Board, Corridor Nine Chamber

## Huge Success - Business Expo 2008!

The Open for Business Expo 2008 was once again the region's most successful business-to-business trade show. This jam-packed marketplace featured more than 117 businesses showcasing their latest products, services, and technologies. Over 1,000 attendees discovered they:

- Built Strong Relationships with Key Decision Makers
- Generated Qualified Business Leads
- Enjoyed a Sampling of Award-Winning Regional Cuisine
- Won Thousands of Dollars in Prizes

Corridor Nine Chamber thanks the following sponsors:

**Corporate Sponsor:**  
PENTA Communications, Inc.

**Media Sponsors:**  
Community Advocate, The Buzz, Worcester Business Journal, WSR

**Hosting Sponsor:**  
DoubleTree Hotel Westborough

**Supporting Sponsors:**  
Curry Printing, Fallon Community Health Plan, Fletcher, Tilton & Whipple, P.C.

Penta Communications Inc., Corporate Sponsor Deborah Penta says, "The Corridor Nine Open for Business EXPO has proved to be an effective lead generator, consistently creating new business for exhibitors. This dynamic and progressive show is a regional powerhouse, offering companies an unprecedented opportunity to make connections, build awareness and increase market share."

# EMC Sponsors Sold Out Golf Tournament

Corridor Nine will present its 22nd Annual School/Business Partnership Golf Tournament on June 19, 2008 at Juniper Hill Golf Course in Northborough with a 9:00 am tee off. EMC is the title sponsor of the tournament for the past three years and it has been a sold out event each year. This annual tournament truly brings the business community together in a fun-filled, exciting atmosphere of good-hearted competition, to benefit local education. The proceeds raised will support scholastic awards for graduating high schools seniors and grants for teachers in the Corridor Nine region.

Not only will participants enjoy a great day of golf but the event also includes hole-in-one contests, breakfast, lunch provided out on the course, delicious hors d'oeuvres, and opportunities to win fabulous prizes! The raffle table will include over \$5000 in prizes and there is a live auction featuring an autographed photo of Boston Bruin Ray Bourque and Red Sox tickets.

Corridor Nine thanks the following generous sponsors for their support:

**Title Sponsor:**  
EMC Corporation

**Corporate/Cart Sponsors:**  
Avidia Bank, Fallon Community Health Plan, Fletcher, Tilton & Whipple, P.C., Sovereign Bank

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**Breakfast Sponsor:**  
National Grid

**Lunch Sponsor:**  
The Willows at Westborough

**Beverage Sponsor:**  
Whittier Rehabilitation Hospital-Westborough

**Hole-in-One Contest Sponsors:**  
Glick Nissan, Wagner BMW of Shrewsbury, Boston Westborough Residence Inn by Marriott

**Grand Raffle Prize Sponsors:**  
PEAK Financial Services, Inc., The YMCA of Greater Worcester, and Westborough/Marlborough Courtyard by Marriott

## Save the Date!



### July 24th: 6th Annual Summer Sizzle

**Date:** July 24, 2008  
**Location:** Teamworks Sports Center, Northborough  
**Time:** 5:00 pm 'til we Sizzle!

Networking • Barbecue and fun activities!  
T-Shirt sponsorships available.

### August 20th: Ambassador Christopher F. Egan

**Date:** August 20, 2008  
**Location:** Cyprian Keyes Golf Club, Boylston

**Time:** 7:15-9:00 am  
**Guest Speaker:** Christopher F. Egan,  
Ambassador of the USA Organization  
Economic Cooperation and Development

# HYPE9 Takes the Work Out of Networking!



HYPE9 (Helping Young Professionals Engage) began with an explosive launch last fall guided by one simple ambition: To enrich our region by connecting with the younger generation (21-40 years old) and engaging them in networking, professional development and community involvement. In less than one year, our mailing list includes over 295 young professionals

from a wide range of industries, backgrounds and interests.

Since last fall, HYPE9 has presented three fun, interactive networking events at some of the hippest spots in the region such as the February Freeze at Jillian's Billiards in Worcester to the Cinco de Mayo Party at the Doubletree Hotel in Westborough which included a hula hoop and hot sauce eating contest. This coming fall will feature a glow ball golf tournament at Cyprian Keyes Golf Club.

Their "Lunchbox Series" have been hugely popular and well attended featuring regional experts addressing professional development topics on: what you need to

know when networking, how to follow up on your business leads, and how to generate leads online.

HYPE9 is also committed to giving back to the communities they live and work. At their February networking event, they raised \$1,000 on behalf of the American Heart Association.

We have an energetic board of volunteers who are all passionate about this program and its impact on our region. The Chamber fully supports the active young professionals movement in our community and is proud to include HYPE9 on its roster of programs serving the Corridor Nine region.

# "Champions of Education" Awards for 2008

At the Chamber's Annual Scholastic and Business Awards Recognition Breakfast in March, Corridor Nine presented 25 scholastic awards totaling \$16,350 to graduating high school seniors from the region. The awards were granted on the basis of scholastic achievement, community and school involvement, work experience, financial need, appearance of application, and an interview.

Corridor Nine also presented three Champions of Education awards to members of the Chamber for their exemplary support in forging school/business partnerships. The School/Business Partnership Committee of Corridor Nine works hard to build strong, viable partnerships between area businesses and the public schools in

Westborough, Northborough, Southborough and Shrewsbury.

The following members were recognized for their outstanding contributions of time, talent and/or resources to our schools:

**Champion of Education:**  
**The Community Advocate**  
Represented by Dave Bagdon, Publisher

**Champion of Education:**  
**Central One Federal Credit Union**  
Represented by Mike Rooney

**Outstanding Volunteer Service:**  
**Central One Federal Credit Union**  
Represented by April Healey



**L-R: Honored by Corridor Nine with its Champion of Education Awards:**  
Donna Cox, Chair of School/Business Partnership Committee, Chairman Ben Colonero, award recipients Dave Bagdon of Community Advocate, Mike Rooney of Central One Federal Credit Union, April Healey of Central One, and Chamber VP Karen Chapman.

## Congratulations Ambassadors of the Month!

**January, March:**  
**Jim Ames**  
Avidia Bank

**April:**  
**Davis Cox**  
DYNAMX  
Financial Solutions

**February:**  
**Donna Cox**  
DYNAMX  
Financial Solutions



Ambassador of the Month Jimmie Ames of Avidia Bank received the award from Ben Colonero, The Willows of Westborough



Donna Cox of DYNAMX Financial Solutions receives Ambassador Award from Ben Colonero

## Congratulations Outstanding Volunteers!

**March:**  
**Dave Glispin**  
Sunshine Sign Company

**April:**  
**Rick Roberge**  
Dave Kurlan & Associates



Dave Glispin of Sunshine Sign Company received Outstanding Volunteer Award from Chairman Ben Colonero



Rick Roberge of Dave Kurlan & Associates received Outstanding Volunteer Award from Karen Chapman and Ben Colonero

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