

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

Serving the Corridor Nine Business Community

November/December 2008

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	<b>Hype9 Co-Chairs</b> Dr. Paul Levine <i>Vision Care Specialists</i>
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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](mailto:events@corridornine.org). Your input will be helpful to us as we continually assess and make improvements to this publication.

### Connect with Us...

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## Celebration Time: Fall Membership Drive Reaps 73 New Members!

In mid-September, Corridor Nine launched its fall membership drive and with the incredible support of our members, we are thrilled to welcome 73 new members to Corridor Nine as of November 13th! Tucked inside the newsletter you will find a list of the new members.

**Congratulations to our Heavyweight Champion of New Member Sales: Jimmie Ames, Branch Manager of Avidia Bank, for successfully recruiting 24 new members on his own!** Jimmie has broken all records in the history of membership drives for signing up the most number of new members ever as one individual. YOU ROCK!!

Along with Jimmie's tremendous recruiting success, we want to thank all the volunteers that participated

in the drive. We appreciate all your recruitment efforts to help this Chamber grow and prosper.

**We are proud to recognize the following 27 Members** as top producers of our fall membership drive:

Jimmie Ames, *Avidia Bank*  
Steve Anderson, *UniBank*  
Peter Allen, *SCORE & Peter Allen Consulting*  
Dave Bagdon, *Community Advocate*  
Paul Baker, *Cold Harbor Associates*  
Joe Barrett, *AXiXA Corporation*  
Alexandra Bavosi, *Sterling National Country Club*  
Allison Chisolm, *Choice Words*  
Donna Cox, *DYNAMX Financial Solutions*  
Carole Donovan, *Image Boosters*  
Catie Foertsch, *Our Town Productions, LLC*

Liz Gallagher, *Web Image Designs*  
Mary Gallagher, *ActionPact Coaching*  
Gerry Gross, *Amcomm Wireless, Verizon Fios*  
Barbara Heisler, *Heisler & Mattson Properties*  
Meghan Liddy, *Middlesex Saving Bank*  
Ed Lopes, *Grafton Suburban Credit Union*  
Scott McCarthy, *Citizens Bank*  
Betsy Moquin, *YMCA Boroughs Family Branch*  
Jim Noble  
Mark Paskell, *The Contractor Coaching Partnership*  
Ron Pallisco, *In The Black*  
Bruce Reilly, *Topix*  
Tracy Sasseville, *Marlborough Savings Bank*  
Dan Verrico, *Co-Card Systems*  
Adam Winter, *Swiftec IT, Inc.*  
Jeanne Worrick, *Flynn Petroleum*



L-R: Vinny Morla of Vinny's Handyman; Patrick Hurley of Channel Sun Solar Power Systems; Big Winner Jimmie Ames of Avidia Bank; Corridor Nine Chairman Dave Bagdon of Community Advocate, Jayashree Paranjape of iVirtual Solutions and Pamela Hurley of Sun Solar Power Systems.

# A Letter from Barbara Clifford

Photo: Ron Bouley



Dear Member,

The day after Election Day I attended an outstanding Post-Election Economic Briefing presented by Middlesex Savings Bank. Their guest speaker was David Wyss, chief economist of Standard & Poor's and 400 attendees turned out in Newton to listen to him at 7am in the morning! According to Mr. Wyss, this is a modest sized recession similar to 1991-2 and although the worst is yet to come, we should begin moving out of recession the middle of 2009.

As we move past the election and approach the upcoming new year, we see, hear and experience a lack of confidence and trust in our world. Now more than ever, connecting with and supporting each other seems to be the wisest action to take. We plan to continue to offer programs that can assist our member businesses in moving forward to better times. It is in that spirit that we will again offer our January Legislative Panel Discussion Breakfast with our 8 Corridor Nine Delegates and on February 26th our Ultimate Networking Breakfast, where we will help you build long lasting relationships through a deeper form of networking.

According to Stephen M. R. Covey in his best selling book "The Speed of Trust":

"Trust impacts us 24/7, 365 days a year. It affects the quality of every relationship, every communication, every work project, every business venture, every effort in which we are engaged. It changes the quality of every present moment and alters the trajectory and outcome of every future moment of our lives- both personally and professionally. Trust is the key leadership competency of the new, global economy. I am also convinced that in every situation, nothing is as fast as the speed of trust."

I hope to see you in December and wish you and your staff and family a peaceful new year.

Barbara Clifford  
President



- **Car Wash and Detailing of Westborough** for the Grand Re-Opening and Ribbon Cutting as the first solar powered carwash in New England!
- **New Life Health & Wellness**, owned by Sandy Condon, located in the Marlborough Courtyard by Marriott Hotel.
- **Flooring America, Westborough** celebrates in September with grand reopening led by owners Jenney Cocuzo and Joan Cocuzo with help from friends and family.
- **Algonquin Regional High School** Grand Opening Ribbon Cutting in September!
- **YMCA Boroughs Family Branch** Groundbreaking for their 8,000 square foot expansion!
- **Marlborough Courtyard by Marriott** for the latest phase of renovation of Marlborough's Masterpiece- the celebration of their redesigned meeting rooms!
- **Cindy Ide, Secretary to the Grafton Town Administrator**, recipient of the Thomas Green Public Service Award, recognized by The Research Bureau.



Cindy Ide of Town of Grafton receives Thomas Green Award presented by Barbara Clifford.



Car Wash and Detailing of Westborough celebrated the Grand Re-Opening and Ribbon Cutting with owner Bruce Forrestall in center cutting the ribbon.



YMCA Boroughs Family Branch Groundbreaking! L-R: Kathy Hunter, President/CEO of YMCA Central Massachusetts; State Rep. Karyn E. Polito, Barbara Clifford of Corridor Nine and Bob Maynard, Chair of YMCA Board of Directors.



Algonquin Regional High School Grand Opening Ribbon Cutting in September.



Grand Opening & Ribbon Cutting Celebration of New Life Health & Wellness located inside the Marlborough Courtyard by Marriott Hotel. Owner Sandy Condon and her husband John and family cut the ribbon.



Flooring America, Westborough Celebrates! Jenney Cocuzo (center with scissors) cuts the ribbon.



Membership Development Staffer Chris Tzellas with Babara Cantwell of Edward Jones and Dave Frem of Cyprian Keys Golf Club.



Membership Campaign Volunteers Steve Buchalter of Enterprise Cleaning, Scott Landry of Marlborough Savings Bank, Dr. Paul Levine of Vision Care Specialists and Scott McCarthy of Citizens Bank.



Speed Networking with Sandra Miller, Marlborough Courtyard by Marriott; Paul Williams, Eastern Insurance Group, Mary Gallagher, ActionPact Coaching and Mark Paskell, The Contractor Coaching Partnership.



Membership Campaign Volunteers- Dan Verrico of Co-Card Systems, Carol Sexton of Sovereign Bank and Carole Donovan of Image Boosters.



Webster Five Cents Savings Bank, Shrewsbury: 200 wall to wall members pack the September Business After Hours.



Speed Networking Table Changes.



L-R Lindsay Sousa, Courtney Sousa, Dave Farreh.



Denise Banach of the Sheraton Framingham and Tom Caraceni of Liberty Mutual, volunteers at the Chamber booth at Heritage Day in Soughtborough.



Renee Curran and Tracy Sasseville of Marlborough Savings Bank at September Ultimate Networking Breakfast.



Jean Newton, Ambassador Christopher Egan, guest speaker & Ed Newton, Westborough Postmaster at August Membership Breakfast.



Karen Chapman of Corridor Nine, Rebecca MacKenzie of Sovereign Bank, Mary Simone of Marlborough Courtyard by Marriott and Dave Frem of Cyprian Keys Golf Club connecting at Tatnuck Booksellers.



Networking at the Grafton Inn! Business After Hours sponsored by The Grafton Inn, Grafton Suburban Credit Union and WB Smith Companies. L-R: Barbara Clifford, Corridor Nine, Bill Smith of WB Smith Companies, Ed Lopes of Grafton Suburban Credit Union, Dave Bagdon of Community Advocate, Dan Verrico of Co-Card Systems and Kate Loughan of the Grafton Inn.

## Ultimate Networking: Corridor Nine's Newest Success Story!

Corridor Nine Chamber has added another dynamic success story to its repertoire of new programming events! Ultimate Networking was launched at the Doubletree Hotel on September 25th with 170 attendees. The new networking program was designed to help C9 members build long lasting relationships with each other. The overall goal of Ultimate Networking is to engage members in a deeper form of networking that unearths the "common link" that occurs when one digs a little deeper.

Let's see what a few attendees had to say:

*Steve Sycks of Fidelity Bank said: "I found the Ultimate Networking to be fun, informative, and very productive! The structured format allowed participants to get to know each other on a personal*

*basis while learning about each others business. It was time well spent!"*

*According to Betsy Moquin of the YMCA Boroughs branch: "At Ultimate Networking we had the opportunity to build new, solid relationships. I left feeling like I really had an appreciation for the products and services these members offered. More importantly, I felt like I had a chance to really connect with others in my group, which is the first step toward building long-term relationships. I have spoken with several attendees since the event and they have all had nothing but praise for this new program format".*

We will offer Ultimate Networking again in February 2009, so make sure you attend!



L-R: Ultimate Networking Winning Scholars: Lori Bastien, YMCA, Cindy Beatrice, Westborough Courtyard by Marriott, Jonathan Shapiro, Computer Care Associates, Matthew Krumsiek, Shepherd & Goldstein, Scott Landry, Marlborough Savings Bank, Scott McCarthy, Citizens Bank - Sitting - L to R - Willie Bobe, Affordable Limousine, Liesl Oberreit, Dolphin Resource Group, Alice Lowe, Marlborough Courtyard by Marriott.

## November Chamber Orientation: 100 Attendees!

The Marlborough Courtyard by Marriott generously hosted the November Chamber Orientation Breakfast with 100 members and prospective new members in attendance. Marriott General Manager, Mary Simone, welcomed the group to the breakfast and shared the excitement of the completion of the magnificently renovated meeting room space at the hotel.

The quarterly Orientation Program is intended for new Chamber members, new employees, prospective new Chamber members or existing members who simply need a brush up course on what the Chamber has to offer. The Orientation Program now includes a "NINE- New Interactive Networking Experience" training component in the program, led this time by Carole Donovan of Image

Boosters. This segment of the orientation gives tips on the best techniques in networking and how to learn to network better by building relationships. The program also provides some insight and tools to work with and challenges the participants to accomplish some goals that will help the member feel more comfortable at Chamber events.



One of the best parts of the program is the self-introduction of the attendees, with the 100 diverse businesses from 28 different towns and cities in Central Massachusetts. Corridor Nine members hail from a total of 59 towns and we believe the attraction is the uniqueness of the Chamber due to its very enthusiastic members and our well attended events!

## Holiday Event at White Cliffs!

Have you ever been to White Cliffs in Northborough in December? If you are in business and have never attended the Corridor Nine Holiday Business After Hours at White Cliffs- you are in for a big treat on December 4th! It is THE holiday party of the season each year and it is an amazing full buffet with carving and pasta stations and a dessert bar! There is music and there are more than 50 fabulous raffle prizes donated by Corridor Nine members.

This event has increased dramatically to more than 300 people attending each year. The generous sponsors of the Corridor Nine holiday event are White Cliffs and the Willows at Westborough!

Corridor Nine Chamber will continue for the fourth consecutive year to donate \$1,000 to the local area food pantries and the Chamber is encouraging the over 300 members and guests to include a donation when they send in their reservation or when they attend the festive event on December 4th. It is especially meaningful and important this year to actively participate by "giving back" to those who are in dire need in these challenging times.

Don't miss this special evening to mingle with friends and build some new business relationships at the most festive event of the season!



L-R: Corridor Nine 2007 Holiday Event at White Cliffs! Sponsors of the Holiday Event (L-R) Phyllis Joseph and Michael LoPresti of White Cliffs, Ben Colonero of The Willows of Westborough and Steve Holbrook of White Cliffs.

## Record Turnout in Applefest Road Race

More than 400 runners competed in Corridor Nine Chamber's Applefest 5K Road Race, a key component of Northborough's Applefest Celebration. The major sponsors of the race were AstraZeneca and the Community Advocate. It was a magnificent fall day-perfect for the runners, which contributed to an additional 100+ runners registering at the door!

Northborough with a time of 16:08, and first place woman was Megan Murphy of Northborough with a time of 19:24. Corridor Nine also awarded a trophy to the winning Boy's and Girl's Cross Country teams with the fastest time. The boys track team from Hopkinton High School took home the trophy for their team and Algonquin Regional High School was the winner for the girls team.

The Race Committee, led by Dave Jacobs, Corridor Nine Board Member and business development director for Office Depot in Marlborough worked with a committee comprised of Betsey Cummings of AstraZeneca, Paul Williams of Eastern Insurance Group, Carol Campomizzi of Car Wash and Detailing of Westborough and Corridor Nine staff members Karen Chapman and Courtney Sousa.



The Road Race Winners! Overall winners and First Place Division Winners.



5th Year in a row Road Race winner Chris Benestad of Northborough.

The winner of the race for the fifth year in a row was Chris Benestad of

## Ghost, Goblins and HYPE9

### Helping Young Professionals Engage in Corridor Nine

HYPE9 held its first Halloween Bash on October 29th at Cyprian Keyes in Boylston, and this epic party is surely now to become an annual tradition!

The event included a costume contest, blind candy tasting contest, and networking fun where members gathered in small groups to spend time sharing entertaining tidbits about their past Halloween memories and tell more about their businesses.

Even the rich and famous such as Paris Hilton, Nicole Ritchie, and Silent Bob and

Jay, stopped by to enjoy the festivities of this ghoulish event.

HYPE9 continues to offer events that are different, new and creative to help build business relationships for the under 40 generation. The group is packed with professionals who are genuinely seeking the benefits of a quality referral and as peers they can relate to each other about the same challenges and successes they experience.

HYPE9 events are hosted at popular venues throughout the Corridor Nine

region and venue ideas under consideration for 2009 are: Trivia Night at Canyon Café in Westborough, Worcester Sharks Game and the Dodge Ball tournament at TEAMWORKS. HYPE9 is an initiative driven and supported by the Corridor Nine Area Chamber of Commerce, which recognizes the critical value that young professionals bring to our communities. Any member from 21-40 years old that would like to join HYPE9, please contact the Chamber office.



L-R: Dave Frem, Cyprian Keyes Golf Club, Kristine Duntun, Venturi Staffing Partners, Jeff Belisle, CitiBank, Nick Cantrell, New York Life, Liesl Oberreit, Dolphin Resource Group.



Best Costume Winners: Silent Bob aka Scott Landry of Marlborough Savings Bank and Jay aka Morgan Duffy of Hayden Wood Insurance Agency.



That's Hot Girls! Denise Kapulka (Paris Hilton) of Knight's Limousine Service, Kelly Hebert-Sallhofen (Nicole Ritchie) and Richard Hebert of Colonial Candies.

## Corridor Nine Awards \$7,000+ in Mini-Grants

The Corridor Nine Chamber's Mini Grant Program is one of the ways that we recognize educators who are holding the fabric of our public schools together.

Corridor Nine provides grants of up to \$400 each on a competitive basis for special and worthy projects that benefit students from Kindergarten to Grade 12. This program is designed to support the development of innovative teaching ideas and increase student motivation and enthusiasm by providing funds for instructional experimentation and enrichment activities.

Since the mini-grant program's inception, 234 grants have been awarded totaling over \$59,920. Funding for the grants is dependent upon donations from Chamber members. Donations have been made from private individuals, businesses and corporations in our community.

Due to the generosity of our member businesses this year, the Chamber awarded 20 mini grants totaling \$7,774 at our annual recognition breakfast on November 20th.

Special thanks to the following grant sponsors:

### Gold Sponsors

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Mirick O'Connell  
PENTA Communications, Inc.

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New England Coaching  
Residence Inn by Marriott Westborough  
St. Mary's Credit Union  
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Tech S Corp.  
Webster Five Cents Savings Bank  
The Willows at Westborough

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Goodfellas Construction  
Horizon Information Group  
Inland Survey  
Middlesex Savings Bank  
Rep. Karyn E. Polito  
Polito Development Corporation  
Sovereign Bank

## Ambassadors of the Month



L-R: Chairman Dave Bagdon of Community Advocate recognizes July Ambassador Adam Winter, Swiftec IT and August Ambassador Mike Whitman of The Whitman Agency at the September Breakfast.



Davis Cox of Dynamx Financial Solutions receives Ambassador Award for May & June from Dave Bagdon.



Jimmie Ames of Avidia Bank receives September Ambassador Award from Chairman Dave Bagdon.

## Save the Date!

**Wednesday, January 14:**  
**Business After Hours**

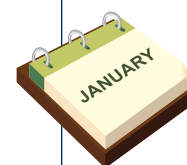
Sponsored & Hosted by: Avidia Bank

**Location:** Avidia Bank, 100 East Main St., Westborough

**Thursday, January 22:**  
**Legislative Panel Discussion**

**Location:** Doubletree Hotel, Westborough

**Time:** 7:15 - 9:30 a.m.  
(Note: Meeting is ending at 9:30 for this month only.)



**Wednesday, January 28: Success Express Workshop**

Topic: Hiring Independent Contractors

Presenter: Pamela H. Sager, Esq., Partner, Sager & Schaffer, LLP

**Location:** Corridor Nine Area Chamber of Commerce

**Time:** 8:30 - 11:30 a.m.

## Outstanding Volunteer



Dave Jacobs of Office Depot receives October Outstanding Volunteer Award from Chamber Chairman Dave Bagdon.

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