

CONNECTIONS

Serving the Corridor Nine Regional Business Community

OSCAR NIGHT: AND THE WINNER IS...

Corridor Nine Area Chamber presented a Special Networking Breakfast & Oscar Awards ceremony on May 13th at Cyprian Keyes Golf Club. Corridor Nine recognized all its members, for their extraordinary contributions and support and celebrated their achievements in business and service to the Chamber. After the Oscar Awards, the New Corridor Nine Board of Directors & Presidents Council, as well as the Committee Chairmen were introduced to the membership.

Donna Cox of DYNAMX Financial Solutions, was inducted into the Chamber's Hall of Fame as the new 2010-2011 Chairman of the Board. Donna has been part of the organization for many years and has served as the Committee Chair of the School Business Partnership Committee for the last 14 years.

The 2010 Oscars were presented to the following Corridor Nine Members:

- Eli Whitney Award: Ed Lopes, Grafton Suburban Credit Union
- Business of the Year: Fletcher, Tilton & Whipple, P.C.
- Chairman's Award: Steve Anderson, Unibank
- Chamber Spirit Award: Dave Bagdon, Community Advocate
- Outstanding Volunteer of the Year: Tracy Sasseville, Marlborough Savings Bank
- Corporate Business of the Year: Doubletree Hotel
- President's Award: Mary Simone, Marlborough Courtyard by Marriott
- Lifetime Achievement Award: Joseph MacDonough, Avidia Bank
- Ambassador of the Year: Jimmie Ames, Avidia Bank



Corridor Nine thanks the following Supporting Sponsors of the event: Avidia Bank, Briarwood Continuing Care Retirement Community, Boston Sports Club, CentralMassNews.com, Fletcher, Tilton & Whipple, P.C., Great Clips, Landscaping Etc. Inc., Metrowest Business Advisors, LLC, Penta Communications, TD Bank, YMCA of Central Massachusetts.

Ed Lopes Receives Eli Whitney Award!

Ed Lopes, CEO of the Grafton Suburban Credit Union was the recipient of the coveted Eli Whitney award. This award has only been given to 12 entrepreneurs since 1989 when the award was first presented. The award is given as recognition of a business leader's perseverance in innovation, meeting business challenges and adversities, and significant expansion or revitalization of their existing business.

Ed Lopes took the helm of the Grafton Suburban Credit Union less than five years ago. He is a financial/banking management whiz and "turnaround consultant" rolled into one.

Over the course of several years, Ed made many difficult decisions and changes to create opportunities for his organization to grow and thrive. Ed's strong entrepreneurial spirit and

2010 Corridor Nine Award Winners

Chairman Donna Cox, DYNAMX Financial Solutions; Peter Tziahanas, Doubletree Hotel; Ed Lopes, Grafton Suburban Credit Union; Joseph MacDonough, Avidia Bank; Jimmie Ames, Avidia Bank; Mary Simone, Marlborough Courtyard by Marriott; Dave Bagdon, Community Advocate; Tracy Sasseville, Marlborough Savings Bank; Mark Donahue, Fletcher, Tilton & Whipple, P.C.; Steve Anderson, Unibank; Past Chairman Deborah Penta, PENTA Communications, Inc.



Ed Lopes, Grafton Suburban Credit Union, Recipient of the prestigious Eli Whitney Award



Photo by Ron Bouley

Dear Member,

We shook up our traditional formal May Annual Meeting program and recreated it into an innovative, exhilarating networking game show breakfast and our 190 attendees LOVED it!

It was fun, different and the reason we changed it so dramatically is because we were responding to our members clear desire for the change. They wanted to have more unique opportunities to engage with each other sharing the story of their businesses. Our goal is still to help our members grow and this continues to be our core mission each and every day.

We provided over 50 programs and events this past year, averaging 200 attendees at each. I believe that statistic is a testament to the uniqueness of our organization and the strength that is characteristic of Corridor Nine. We continue our evolution as a regional chamber with a membership of 700 businesses from 60 towns and cities representing all industry types and company sizes.

We offered New Programming to bring our members additional benefits for business growth: three new biz builder events, our new business program "Convert Your Networking Leads Into Measurable New Business" and three forums on Health Care Reform and the New Health Care Law.

This past year we have awarded \$18,500 in total to support education with scholarships for graduating high school seniors and grants for our local educators.

We were thrilled to have Corridor Nine selected as "10 to Watch" (Meet the movers & shakers who are making an impact on the local business scene- Metrowest 495BIZ Spring 2010) by the Worcester Business Journal.

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 get through these difficult times and emerge together- in a stronger position than ever before.

Enjoy the summer,

Barbara Clifford
President, Corridor Nine

Marlborough Hospital - received the prestigious Betsy Lehman Patient Safety Recognition Award for their efforts in reducing health care-associated infections while also promoting a culture of safety throughout their institution.

Centech Park East - Shrewsbury, celebrating the June groundbreaking of a collaborative effort between the Worcester Business Development Corporation (WBDC) and the town of Shrewsbury.



June Groundbreaking for Centech Park East, Shrewsbury

Curry Printing - Westborough, named the 2010 Small Business of the Year by the Worcester Business Development Corporation. The award is based on a company's success and proven commitment to the region.

Knights Airport Limousine Service - celebrating its 25th Anniversary this year!

HYPE9 PLANTING NEW SEEDS

HYPE9 members will return to the Brigham Hill Community Farm in North Grafton on June 25 and August 27 to volunteer their time to plant and harvest for the Community Harvest Project. The Community Harvest Project is a nonprofit, volunteer farming organization. They are one of the few sources of fresh vegetables for the Worcester County Food Bank (WCFB). 100% of the vegetables that they grow are donated to hunger relief in central Massachusetts through the WCFB.

Last summer, due to the hard work of the **HYPE9** members, 800 plants (summer squash and butternut squash) were put in the ground. According to the Brigham Hill Farm experts, an average plant feeds a family of four. As a result of HYPE9's volunteer spirit, their planting efforts could feed approximately 3,200 people.



HYPE9 is open to young professionals between the ages of 21-40 years old. To join **HYPE9** or to learn more information about this group, contact the Corridor Nine Chamber office at 508-836-4444.

Corridor Nine Welcomes 6 New Directors to the Board for 2010-2011!



New Directors with Donna Cox, Chairman of the Board

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

- Mike Allard**, Avidia Bank
- Dick Urato**, Grafton Suburban Credit Union
- Peter Dennis**, PMD Sales Training & Consulting
- Noel Sior-Woodard**, Woodard Interiors
- Donna Cox** (Chairman of the Board)
DYNAMX Financial Solutions
- Patrick Royce**, Webster Five Cents Savings Bank
- Steven Lacerte**, AstraZeneca LP

Letter from Chairman of the Board

Dear Fellow Members of Corridor Nine,



I have always said that one of the hallmarks of the Corridor Nine Chamber is its inclusiveness, and the fact that a person who represents the tiniest of small companies can rise to the position of Chairman of the Board is testimony to that inclusiveness. This is not, and never has been, to borrow a phrase from Oldsmobile, your father's Chamber of Commerce, and that is a fact of which we can all be justly proud.

As Chairman of the Board this year, I am issuing a challenge to all Corridor Nine members to patronize the businesses of fellow members, be they brick-and-mortar retail, restaurants, local banks or service providers. As always, our Chamber is working hard behind the scenes to give all of us opportunities to network with each other, get to know each other better, and build our businesses. People do business with people they know and respect, so get involved, come to events, and get to know your fellow members. When you need products or services or a meal or night out, get them from C9 members! If we all do this, we can make the economic recovery start right here and grow our Chamber at the same time. I can think of no better recruitment incentive or retention vehicle than knowing that people do business with you because you're a C9 member!

I look forward to my year as your Chair, working toward achieving our common goals, and I welcome your input. Best of luck to all current C9 members and to those that will join us as new members in the coming year.

Donna Cox, DYNAMX Financial Solutions
Chairman of the Board, Corridor Nine

Congratulations to the Ambassadors of the Month!

**November 2009,
February, March &
April 2010:**

Jimmie Ames,
Avidia Bank

**January 2010:
David Oles**,
American Alarm



Jimmie Ames receives Ambassador Awards from 2009-2010 Chairman Deborah Penta



David Oles & Jimmie Ames receive Ambassador Awards from 2009-2010 Chairman Deborah Penta

SAVE THE DATES!

- **Thursday, July 22: 8th Annual Summer Sizzle.**
Put on your Sneakers and Join Us for an Evening of Great Networking, Fun & Games!
Location: TEAMWORKS, Northborough
Time: 5:00 p.m. till we Sizzle!
- **Wednesday, August 18: Summer Membership Breakfast**
Location: Doubletree, Westborough
Time: 7:15-9:00 a.m.
- **Wednesday, September 15 Business After Hours**
Sponsored & Hosted by: Marlborough Hospital
Location: UMassMemorial at Southborough, Marlborough Hospital Specialty Care
Time: 5:00-7:30 p.m.

HEATH CARE FORUMS

Corridor Nine held three FREE informational forums during the last year for Corridor Nine members. The first two were about Fair Share Contribution regulations that were having a negative impact on businesses such as staffing agencies, restaurants and hospitality industry businesses. The third and most recent forum in May was an informational session to assist members to better understand the new health care law. Bill Fields, President of Healthplan Solutions was the presenter of this forum that covered the following critical topics:

- How to take advantage of tax credits and other pending programs
- How to set your group plan to maximize benefits for your employees and
- Learn about the new "HIRE" program.

The forum was attended by over 50 businesses and a lively Q&A session followed with many questions on how to navigate and understand the new law. Watch for the evolution of the next program regarding critical issues facing our business members.

OPEN FOR BUSINESS EXPO 2010: HUGE SUCCESS!

On April 7th, Corridor Nine highlighted the economic power of this region's business community with the most successful business-to-business trade show at the Doubletree Hotel in Westborough. This 4-hour power-packed marketplace featured more than 125 businesses from the Corridor Nine region showcasing their latest products, services, and technologies. Once again, this year's show provided unparalleled networking opportunities for exhibitors and attendees alike with over 1,200 visitors attending the show. Show visitors were treated to samplings of award winning cuisine from local restaurants, caterers, and businesses along with a chance to win thousands of dollars in prizes.

The Expo Corporate Sponsor was PENTA Communications, Inc. for the fifth year and the Premier Sponsor was Citizens Bank. The Doubletree Hotel was the Hosting Sponsor and Fletcher, Tilton and Whipple PC was the Supporting Sponsor. The

Media Sponsors were Community Advocate, Worcester Business Journal, and WSRS & WTAG. Special thanks to the following members for their expo support: Knight's Airport Limousine, Curry Printing, and Sunshine Sign Company.



Premier Sponsor Citizens Bank Left to right: Citizens Bank Senior Vice President Mary Beth Parker being interviewed by Westborough TV's Tim Novak

WELCOME NEW STAFF MEMBER!



Welcome to new Corridor Nine team member, Kristen Whalley, Event & Service Coordinator. Kristen is a recent graduate of Bentley University with a BS in Management.

Kristen is currently a part time event associate for American Girl Boston and has held positions as both a restaurant event coordinator and event sales in New Hampshire. Kristen was a Director for the Town of North Hampton, NH Recreation, designing a new camp, overseeing counselors, training staff and planning and executing all activities.

In addition to her many event management positions, Kristen served as a former Executive Board Leader for Gamma Phi Beta, was a Citizen's School Teacher, was active in Service Learning and spent a semester abroad studying in Spain.



Expo Corporate sponsor PENTA Communication Inc. Left to right: Deborah Penta, CEO PENTA Communications, Inc. with Corridor Nine staffers Jane Williams, Kristen Whalley and Intern Emily Keane, Holy Cross College



Business Expo hosting sponsor Doubletree Hotel: Director of Sales Henry Tessman at exhibitor booth.



Left to Right: Pagetender owner Linda Sevier and team member David Maloney



Left to right: Anthony Valletta and Tatiana Ciccone of Tavalino Restaurant serving antipasto at Expo!



Referral Group Honors Mark Paskell of The Contrator Coaching Partnership at a dinner of appreciation for his 3 years of leadership as Referral Group Chairman.


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2010 CORRIDOR NINE SCHOLASTIC & CHAMPION OF EDUCATION AWARDS

The Corridor Nine Area Chamber of Commerce honored its 2010 Scholastic and "Champion of Education" award recipients at its monthly membership breakfast at the Doubletree Hotel on March 31st. Corridor Nine awarded \$11,000 in total to 16 scholastic award recipients. The awards were granted on the basis of scholastic achievement, community and school involvement, work experience, financial need, appearance of application, and an interview.

A portion of these funds were made available by a trust fund in the name of the Robert J. Lemieux Memorial Scholarship. Mr. Lemieux grew up as an only child and he lived in the MetroWest area. Mr. Lemieux worked for Raytheon Company as an Engineer without the benefit of a college education. He established a trust fund to afford high school students the opportunity to pursue their college education.

Corridor Nine also presented three Champions of Education awards to members for their exemplary leadership in supporting the local schools. The Champions of Education awards were presented to:

- Central One Federal Credit Union** (Corporate Award)
- Margaret E. Donohoe, Fannie E. Proctor Elementary School** (Outstanding Volunteer Service)
- Carol A. Sexton, Sovereign Bank** (Outstanding Volunteer Service)



2010 Scholastic Award Recipients



Champion of Education Award Winners

Left to right: Margaret Donohoe of Proctor Elementary School, David L'Ecuyer of Central One Federal Credit Union, Carol Sexton of Sovereign Bank

24TH ANNUAL SCHOOL/BUSINESS PARTNERSHIP GOLF TOURNAMENT

Corridor Nine held its 24th Annual School/Business Partnership Golf Tournament on June 17, 2010 at Juniper Hill Golf Course in Northborough with a 9:00 am tee off. Fallon Community Health Plan was the title sponsor for the second consecutive year. The proceeds from the golf tournament supports scholastics awards for graduating high school seniors and grants for schools in the core towns of Corridor Nine.

Participants enjoyed a great day of golf and the event included hole-in-one contests, breakfast, lunch provided out on the course, delicious hors d'oeuvres, and opportunities to win fabulous prizes! The raffle table included over \$7,000 in prizes and there was a live auction for game tickets for the Red Sox, New England Patriots and seats to Jersey Boys in Boston.



Fallon Team: Andre Gabryjelski, Julia Lebrun, Chris Riche, Molly Herbert, Keith Ledoux, Mike O'Leary, Beth Helenius, Beth Evans-Fauth

Corridor Nine thanks the following generous sponsors for their tremendous support:

Title Sponsor: Fallon Community Health Plan; Supporting Sponsors: AstraZeneca, Digital Federal Credit Union, EMC Corporation, TD Bank, The TJX Companies, Inc., Unibank; Partnership Sponsors: Ball Financial Services, Central One Federal Credit Union, HealthPlans, Gray, Gray & Gray, LLP, St. Mary's Credit Union, Whittier Rehabilitation Hospital; Breakfast Sponsor: Marlborough Savings Bank; Lunch Sponsor: The Willows at Westborough; Beverage Sponsor: Rep. George Peterson; 19th Hole Sponsor: Avidia Bank; Hole-in-One Contest Sponsors: Glick Nissan, Boston Westborough Residence Inn by Marriott; Grand Raffle Prize Sponsors: Carruth Capital, LLC, The YMCA of Central Massachusetts, Westborough/Marlborough Courtyard by Marriott, and DirectAir. The tournament brochure was designed courtesy of Penta Communications and the printing was donated by Fletcher, Tilton & Whipple, P.C.

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"Smarter Than Fifth Graders" winning team at the Ultimate Networking Breakfast: Left to right: Vicki Griffin, Confetti Gifts & Chocolate; Talya Perron, the Law Office of Yaylaian & Perron; Sandy Condon, New Life Health & Wellness; Paul Levine, Vision Care Specialists; as well as (back , l to r) Sue O'Dell, Town Crier Publications; Bill Scher, Sandler Training & Adventus Inc.; Kevin Leone, Leone's Landscaping & Construction; Steve Tannuzzo, Watson Printing Company; and Aaron Hutchins, Hutchins Law



Chamber Presidents Barbara Clifford & Dick Kennedy welcoming 400 attendees to MegaNetworking at the Beechwood Hotel



January Biz Builder event features the winning networking team- the Monkeys!



January Legislative Breakfast: Left to Right: Corridor Nine President Barbara Clifford, Corridor Nine Vice President Karen Chapman, US Congressman Jim McGovern, Senator Harriette L. Chandler, Representative Danielle Gregoire, Senator Michael O. Moore, Representative Carolyn C. Dykema, Senator James Eldridge, Representative Karyn E. Polito, Representative Harold Naughton, Representative George Peterson, Chairman Deborah Penta of Penta Communications, Panel Discussion Moderator Mark Donahue of Fletcher, Tilton & Whipple, P.C.



January Legislative Breakfast: Karen Chapman, Deborah Penta of PENTA Communications, Inc., Moderator Mark Donahue of Fletcher, Tilton & Whipple, P.C. and Barbara Clifford.



Changing Tables at Speed Networking Breakfast



The Winning Team Networking in the Round After Hours: Deborah Penta, PENTA Communications, Inc.; Michelle Panagian, PENTA Communications, Inc.; Tracy Bartucca, Marlborough Savings Bank; John Ellis, Accela Graphics; Ed Murphy; Linda Abusamra, Boston Business Advisors; and Dave Bagdon, Community Advocate; and (back, l to r) Andrew Davis, Massport/Worcester Regional Airport; Julie White, Francis Harvey & Sons; Ann DeBiasio, Eastern Insurance; Joe MacDonough, Avidia Bank.



Town of Westborough Expo Booth: Town Attorney Greg Franks and Town Manager Jim Malloy



Chairman Donna Cox of DYNAMX Financial Solutions, Jessica Strunkin of 495 Metrowest Partnership and Representative George Peterson at January Legislative Breakfast.



Tracy Sasseville of Marlborough Savings Bank gathers her "Purple Group" to compete at Networking in the Round!



First Place Winners of the 2010 School Business Partnership Golf Tournament: Glick Nissan Team (left to right) Mark Roche, Ted Budzyna, Golf Chairman Ben Colonero of The Willows at Westboro and Peter Kelly.



190 Members & Guests Attended the Special Networking & Oscar awards breakfast at Cyprian Keyes Golf Club

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