



Currents

The Newsletter of the BEVERLY CHAMBER of COMMERCE

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Beverly Chamber of Commerce Mission Statement....

To support and enhance the business community, by providing an environment that cultivates business-to-business relationships and educational programs benefiting our members and to play a leading, visible role in our community with a strong voice on business issues which affect our members.

October, 2011

www.beverlychamber.com

Calendar of Events for October

Thursday, October 6th—After Hours—4:30—6:00pm—**Wine and Beer Tasting at Henry's Wine Cellar**, 588 Cabot Street, Beverly. Join us for networking, appetizers and, of course, wine and beer at this new Chamber member's unique store.

Thursday, October 13th—8:00am to 9:00am **Coffee Connection at the Girdler House**, 78 Lothrop Street, Beverly. Join us at this oceanfront Home for Women for coffee and refreshments.

Tuesday, October 18th—8:00am to 9:00am. **Kim Stone, of Stone Digital Productions**, welcomes us to her home and office at 280 County Way (behind Henry's) for coffee, refreshments, and networking.

Thursday, October 27th— More details will follow, but mark your calendars for 6:00pm for the annual **Halloween Spooktacular**, hosted by **R&L Associates**. Beverly and Peabody Chamber members are all invited for this fun event. Great food and prizes for best costumes.

Thursday, November 10th—After Hours hosted by Paul Ventresca, of **Paul Ventresca Diamonds**, at **Acapulcos**, 900 Cummings Center from 4:30 to 6:00pm. Food and cash bar.

Please RSVP to all of these events to rfoster@beverlychamber.com or call the Chamber office at 978.232.9559.

New Member Reception and Welcome

On **Tuesday, October 25th**, the **Beverly Chamber of Commerce** will be hosting a New Member Reception for all new members who have joined this year at the **Beverly Depot Restaurant**. We will also be formally recognizing the new President of our Board of Directors, **Jason Maxwell, of MassPay**. Jason served as Vice President of the Board, but has recently stepped up to the role of President, formerly held by Bob Mangan. We hope you will join us from 5 to 7pm for appetizers, cash bar, and door prizes. Please RSVP to rfoster@beverlychamber.com.

New Members

Please welcome this month's new members. Check our website at www.beverlychamber.com for their complete contact information.

**Prudential Financial—
Zach Fortin**

**Beverly Auto & Truck
Repair**

**Law Office of Matthew
Martin**

Panera Catering

Resolution Partners

The Salem Trolley

Appleton Rentals

Cranney Home Services

Tech Group Training

Sprint

Explore Mars

Gibely Tuxedos

Happy Nest

A New Leaf

The Lorenzi Group

**Re-Max Advantage—
Margaret Belmonte**

Members News

Charles Galligan has joined **Beverly Cooperative Bank** as Residential Loan Officer. Most recently, he was an Account Executive at Plaza Home Mortgage in Wakefield. A graduate of Springfield College and Suffolk University, Mr. Galligan resides in Boxford.

The Medical Psychology Center in the Cummings Center welcomes three new clinicians to their staff. **Janice Tedford**, a licensed Psychologist, and **Maria Lucci and Julia James**, licensed mental health counselors, bring a wealth of experience and work with children, adolescents and adults. For more information, visit their website at www.medicalpsychologycenter.com

Fitness Together, located at the Cummings Center, is now offering a new group training program and monthly memberships to make working out with professionals more cost efficient. Contact Derek for more information at 978-922-3636 or derekmaxfield@FitnessTogether.com

Beverly and Addison Gilbert Hospitals and Beth Israel Deaconess Medical Center will host their fifth annual “**Conversations on Cancer’s Changing Landscape: An Evening with the Experts**,” on **Wednesday, October 12th**, from 5:30pm to 8:00pm at **CoCo Key Hotel & Water Resort**, 50 Ferncroft Road, Danvers. (formerly Sheraton-Ferncroft). Experts in the fields of breast, lung, prostate, and colorectal cancers, as well as medical, lymphoma and radiology oncology and nursing will present. This free program includes a buffet dinner and those attending are welcome to bring a guest. Seating is limited and pre-registration is required by calling 888.253.0800 or beverlyhospital.org/RSVP by October 6th.

Endicott College’s School of Visual & Performing Arts announces their annual faculty exhibition for 2011. This year’s exhibit is titled “Sightlines: Selected Works by Barbara Burgess Maier, Diane Giardi, Taylor Harnisch and Cynthia Roberts. The exhibit is now through October 28th in the Center for the Arts, 376 Hale Street. For times or other information, contact Kathleen Moore at kmoore@endicott.edu.

Celebrate International Conflict Resolution Day by attending the Open House at new Chamber member **Resolution Partners, LLP** at the offices of Gilmore & Jacobowitz, Three Ellis Square, Beverly, on Thursday, October 20th from 8-9am. Join them for coffee and to learn more about how they are “making conflict work” for individuals, families and businesses. RSVP ros.cresswell@Makingconflictwork.com.

If you are **Fed Up With Cancer**, please mark your calendars for **MassPay’s** second annual **Fed Up With Cancer** fundraiser on Wednesday, November 9th at the Danversport Yacht Club from 5:30-9:00pm. Their 2011 goal is to raise \$25,000 that night to support the North Shore Cancer Center. Local restaurants will be providing samples of their food, and there will be live music, a cash bar and silent auction items. Tickets to the event are \$30 in advance and you can purchase them at <http://fedupwithcancer2.eventbrite.com>.

Members News Continued

Bruno's Jewelry & Antiques, 202 Rantoul Street, is proud to announce their all new Romance Diamond Bridal Collection from exclusive designers such as Kwiat and Diana Classic. They have a large selection of styles including rings, earrings, necklaces and more, and if they don't have exactly what you are looking for, their JBT Registered Jeweler and GIA Graduate Gemologist can create a stunning custom design just for you. Visit their Bridal Center. They offer a wide selection of wedding and engagement rings and their consultants can assist you in finding something that's a perfect fit for you.

On Wednesday, October 19th, **Essex Park Rehabilitation and Nursing Center** will offer a talk by Jason Archibald, MD, on "Repair of Fractured Hips for the Laysperson". Registration at 4:30, and talk from 5-6pm. Seating is limited. RSVP by October 17th to 978.927.3260.

Essex Park Rehabilitation and Nursing Center, 265 Essex St, Beverly, will offer a roundtable Q&A on October 17th on Hip Surgery, session led by physiatrist Papaiah Gopal, MD, of New England Orthopedic Specialists. This is FREE and open to the public. To reserve your seat, call 978.927.3260 today.

On Wednesday, October 26th, **Spectrum Adult Day Health Programs** will host its annual fundraising event at Mandrake Restaurant in Beverly. Tickets are \$20 and all proceeds from the event will directly benefits their clients in Beverly and North Andover who struggle with Alzheimer's disease and dementia. The event is from 5:30-8:30 pm and will include a raffle and live auction. For more information and to RSVP call Linda at 978.921.5020 x 215.

The Chamber Works.....

"My first month as a member of the Beverly Chamber I signed 3 new annual clients for marketing coaching services from chamber members. Three years later, Beverly Chamber continues to be one of the best investments I have made for my company, Purple Diamond.

Being active in the organization, attending as many events as possible and following-up with other members after events is all part of the success I have had as a member."

*Charlene St. Jean
Purple Diamond*

If you'd like to tell us how the Chamber works for you, contact Robin at 978.232.9559 or email her at rfoster@beverlychamber.com.

From the Executive Director...

Dear Members,

The Beverly Chamber of Commerce is in the process of organizing our 2012 Membership Directory and Resource Guide. Our directory is a great referral source and advertising tool for your business. **Please refer to the last page of this newsletter to review the order form for prices and specifications. Prices have not gone up.**

NEW – The 2012 Directory will be posted on our website giving your business more exposure and being a direct link to your business website. This is a great advertising opportunity for your business and recognizes your commitment to the Beverly business community.

The Beverly Chamber Membership Directory contains business membership information, municipal information including phone numbers and addresses for City departments, schools and utilities and is distributed free to thousands in the Beverly area including businesses, government agencies, prospective members, Chamber members, new residents and area colleges and institutions. In addition, the Directory is a great resource used by many Chamber members to introduce themselves to other businesses in Beverly and to locate products and services from companies they can trust. Distribution: 2,000 copies Ad rates start at \$295, for more information or to reserve your space. Please refer to the attached Advertising Order Confirmation Sheet or call John at 978-232-9559 email jsomes@beverlychamber.com. Deadline for is November 19th, 2011.

Down by the Sea

On September 16th, the Beverly Chamber of Commerce held its largest fundraiser of the year. This very successful, SOLD OUT event with the theme, Down By The Sea, was a casual, lively, and fun party. Held at the Beverly Lynch Park Carriage House with music by Ray Novack and Nick Consone, 120 people dressed in casual cruisewear, enjoyed good company and delicious food provided by The American BBQ, Desserts from Henry's Market and beer/wine from Depot Liquors and North Shore Bartending. We also were entertained by our M/C Don Kelly from Wayside Trailers. Coldwell Banker sponsored the Salem Trolley, which provided a short ride to and from the parking lot. This event will support the Chamber's efforts on behalf of business in Beverly. In addition, the Chamber is pleased to donate a portion of the proceeds to the Beverly Historical Society and the Carriage House Restoration Project.

The support of our many sponsors, donors, Chamber members and other individuals and businesses was exciting and a testimony to the strength and commitment of the Beverly business community. Beverly Hospital was the Fleet Admiral Sponsor and we are grateful for their ongoing support. We extend our sincere thanks to all event sponsors: North Shore 104.9FM, Salem Five Bank, Marblehead Bank, Eastern Bank, People's United Bank, Twin Perks Floral and Garden Design, FWWebb, Beverly Cooperative Bank, Leslie Ray Insurance, Temkin Financial, R & L Associates, Anything Balloons, Inc and Appleby and Wyman Insurance Agency.

Thank you to the generous individuals and businesses who donated items for our live and silent auctions: LIVE: Mayor Bill Scanlon, Leighton O'Connor, North Shore 104.9 FM, John Archer, Boston Red Sox, Jonathan Arst, Twin Perks Floral and Garden Design, and the Somes Family. SILENT: Bruno's Antique and Jewelry, North Shore Community College, Montserrat College of Art, Endicott College, Thomas Lannon Sail, Sensational Travel, Hargidon Architecture + Design, Casual Catering, Topside Detailing, Liberty Hotel, Yankee Leisure Holdings, American Red Cross, Stoneham Theatre, Tryst Restaurant, American BBQ, Ipswich Clam Bake, Beverly Historical Society, Terrace by The Sea, Wild Blueberry Restaurant, Ogunquit Playhouse, Mary Kay Massage, Dr. Beverly Shafer's Clinic, Paula's Day Spa, Olive Garden, Creative Yarns, North Coast, CVS, Organic Café, TD Bank, Beverly Garden Suites, Danvers Ford Rentals, Salem Waterfront Hotel, Salem Ferry, Peabody Essex Museum, Ryan and Wood Distillery, Ragged Mountain, Gibley's Tuxedo's, North Shore Music Theatre, Rockport Inn, Shalin Liu, Ski Bradford and Cranmore Mountain.

In addition, we would like to thank those individuals and businesses who donated items as prizes for our fabulous Wheel of Fortune: Sun 'n Air Golf, Amesbury Sports Park, Kelly's Roast Beef, Beverly Depot, Not Your Average Joe's, Depot Liquors, Casa De Moda, Aqua Hair Salon in Salem, Starbucks, and Rawbert's Organic Café.

And our thanks to Beverly Chamber "Down By The Sea" committee members: Chair, Fay Salt, Coldwell Banker Residential Brokerage; Elaine Champagne, North Shore Community College; Maureen Safer, East Boston Savings Bank; JoAnn Gillette, North Shore 104.9; Nancy Loring, Essex Park Rehabilitation and Nursing Center; Doreen Lucido, Eastern Bank; and Charlene St. Jean, Purple Diamond, LLC; also the Beverly Chamber of Commerce staff members Robin Foster, Mark Pecukonis, Susan Standley and members of the Chamber's Board of Directors.

This was truly a night to remember and we look forward to seeing everyone again next year. Your ongoing support is truly a testament to the important work the Chamber does to support its business members and our community.

Sincerely,

Fay Salt, Beverly Fall Gala Chair
Board of Directors
Coldwell Banker Residential Brokerage

and

John Somes
Beverly Chamber of Commerce
Executive Director
jsomes@beverlychamber.com

To see some pictures of this event, go to our website at www.beverlychamber.com.

BEVERLY CHAMBER *of* COMMERCE

2012 Membership Directory ADVERTISING ORDER CONFIRMATION

Company Name: _____ # of Employees _____

Address: _____ City: _____

State: _____ Zip: _____ Phone: _____ Fax: _____

Email: _____ Website: _____

Contact: _____ Signature: _____ Date: _____

ADVERTISING SPECIFICATIONS & RATES

Please make your ad selection by checking the appropriate box below

NEW***Directory Will Be Posted On Our Website*****NEW**

FULL PAGE - FULL COLOR

(first come first serve basis)

- Back Cover \$2,000
- Add your logo to the front cover \$500
- Inside Front Cover \$1,800
- Inside Back Cover \$1,700
- Opposite Table of Contents \$1,600
- Full Page \$1500
- Center Page Right \$1650 **NEW**
- Center Page Left \$1650 **NEW**

GENERAL ADVERTISING

- | | Width/Height | Black/White | Color |
|--|-----------------|----------------------------------|----------------------------------|
| <input type="checkbox"/> Full Page | 7 1/2" x 10" | <input type="checkbox"/> \$1,250 | <input type="checkbox"/> \$1,500 |
| <input type="checkbox"/> 1/2 Page | 7 1/2" x 5" | <input type="checkbox"/> \$700 | <input type="checkbox"/> \$850 |
| <input type="checkbox"/> 1/4 Page | 3 3/4" x 5" | <input type="checkbox"/> \$450 | <input type="checkbox"/> \$550 |
| <input type="checkbox"/> 1/8 Page | 3 3/4" x 2 1/4" | <input type="checkbox"/> \$365 | <input type="checkbox"/> \$400 |
| <input type="checkbox"/> Boxed name in listing with logo | | \$295 | |
| <input type="checkbox"/> Clip Out Coupon | 3 3/4" x 2 1/4" | \$89 | |

Advertising Policy: Digitally prepared ads are required. The following formats are acceptable: jpg, tif, pdf, eps. Email to: jsomes@beverlychamber.com

Deadline/Proofs/Payments: Ads must be received by November 19th. Payments accepted by check (made payable to the Beverly Chamber of Commerce), MasterCard, Visa, Amex or Discover.

DEADLINE: NOVEMBER 19th, 2011

Complete this form and fax to the Beverly Chamber of Commerce at 978-232-9372
 Or mail to: Beverly Chamber of Commerce, 28 Cabot St., Beverly, MA 01915
 Or scan form and email to jsomes@beverlychamber.com Telephone: 978-232-9559

Beverly Chamber of Commerce
 28 Cabot Street
 Beverly, MA 01915
 Phone: 978.232.9559
 Fax: 978.232.9372
 E-Mail: rfoster@beverlychamber.com

STAFF

John Somes - Executive Director
 Robin Foster - Assistant Director
 Mark Pecukonis - Membership Associate



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Member to Member Discounts

New Member **Panera Bread Catering** is offering Chamber members a 10% discount on their catering orders. Contact Brooks at 978.998.6860 or 978.476.0477.

VIP Fitness, a new Chamber member located at 196 Cabot Street, is offering 10% off all Personal Training Packages starting at six sessions. Call 978.921.LIVE today to book your complimentary fitness assessment.

If you would like to offer a Member to Member Discount, send the information to me at rfoster@beverlychamber.com.

Medication Disposal Day
Saturday, October 1st
9—11 am
Beverly Senior Center
(Parking Lot in Back of Building)
90 Colon St., Beverly

Accepted items include prescription and over the counter medications, vitamins, medication samples, veterinary medications, narcotics and liquid medications.

Not accepted are sharps, thermometers, IV bags, bloody or infectious waste, inhalers, hydrogen peroxide or personal care products.

For more Information,
Call 978.921.8591