

The Navigator

The Newsletter of the Greater Newburyport Chamber of Commerce & Industry

Vol. 15, Issue 12

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This newsletter sponsored by:



BREAKFAST FORUM SERIES

Thursday, December 4
7:30am at The Phoenix Room
19 Inn Street, Newburyport

Sponsored by:
Provident Advisory Group

Jeff Knight, Managing Director, Deputy Head of Investments, and Chief Investment Officer of Putnam's Global Asset Allocation team, will join us again for a discussion on the current economic situation we are all facing.

Registration Required

Breakfast admission:
\$20 for pre-registered members
\$25 for non-members and walk-ins

HOLIDAY MEMBER MIXER

Friday, December 5
5:30pm at The Phoenix Room
19 Inn Street, Newburyport

Enjoy a festive evening mingling at The Phoenix Room with Chamber friends and catch the holiday spirit! Then enjoy Invitation Nights strolling the downtown.

Cash bar • Hors d'oeuvres • Raffles
Admission: \$5 members, \$10 non-members

A Note from Chamber President, Ann Ormond



Welcome to the wonderful, magical month of December. I am really looking forward to the upcoming holidays and I hope you are as well. I know here at the Chamber we have a plethora of things for you, your business family, personal family and friends to take part in over the next month.

The Santa Parade and Tree Lighting on November 30th at 2:30 PM officially kicks us into high gear followed by the Chamber's annual holiday mixer on Friday, December 5 at 5:30 PM at The Phoenix Room. After the mixer head down to the streets below and enjoy and revel in the annual Invitation Night celebration. Santa's Workshop will be open from 12 – 4 PM on the Saturdays and Sundays before Christmas. Bring your little elves to the Workshop on Inn Street to have a free picture taken with Santa. Oh, and don't forget the final Invitation Night on Friday, December 12th. There is so much to do in Newburyport during the holidays. Create some holiday magic!

As many of you know, we have a robust slate of committees that help us achieve the goals of the chamber from educating us all through the Business Development Education Series planning committee, the non profit committee and the communications committee to name a few. This past month the communications committee decided that an update on what is happening on the retail side of the chamber was appropriate as we head into the holiday shopping season. I have had the great fortune of speaking in depth with a number of chamber members that are very busy gearing up for the upcoming holiday shopping season. While I could not talk to everyone, I did try to look for a nice cross section of retailers in different parts of town. Before I report to you below on the state of the retail community in Newburyport, I want to thank the following folks for taking the time to speak with me and giving me and you their honest thoughts.

Amy Tremblay, Amy Williams, LLC
Ted Hochheiser, Annie's
Lowell Blitt, Hyman's Pennyworth's
Kerim Kaya, Kaya Jewelers
Colleen Hughes, Newburyport Printmaker
Aaron Millett, Riverside Cycles, Inc.

Let me set the stage for you - As you may be aware the chamber is collaborating with the Newburyport Preservation Trust and Historic New England on an exciting project around increasing and marketing cultural heritage tourism. A group of volunteers have been

To register for events call 978-462-6680 or visit www.newburyportchamber.org/events.shtml

continued on page 2



A Monthly Newsletter for Chamber Members

Produced by:

The Greater Newburyport Chamber of
Commerce & Industry
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Essex National Heritage Commission

James C. Zampell

Custodial Partners, LLC

A Note from Chamber President

continued from page 1

meeting monthly since June to collect data, do assessments and gather “state of the field” reports from the retailers, restaurants and inns. This data will be used to apply for a planning grant from the MA Cultural Council. The data gathered in the past couple of months has been truly eye opening.

One of the questions asked to retailers was “what is the biggest challenge facing you as a business owner?” This is a perfect launching off spot for my article on the holiday shopping season.

During my interviews the first question I asked was “in terms of holiday selling, how are you doing things differently?”

Amy at Amy Williams said that she did not buy any “holiday” clothing such as velvet pants, taffeta skirts but did purchase items that were geared to more “year round” wear. She remarked that “she is not second guessing herself; she is staying the course and is remaining positive.” Colleen at the Newburyport Printmaker said she also is not planning on doing things differently, she said “she has seen a steady decline in the last year” but on the bright side, she said she “loves her shop and the business and we will be here next year.” Kerim at Kaya Jewelers he is producing more in house pieces, giving them the “Kaya look and feel.” Customer service is something all the retailers mentioned and Lowell at Hyman’s said “they have always specialized in service and they will not change this year.” He stated that a “merchant who runs his or her business they way they always have will be okay.” Aaron at Riverside Cycles said that are not doing anything differently either. They are being cautious; the holidays of course, are not his biggest time of the year. His business in the past “has weathered other economic downtimes.” He is looking at creative marketing ideas during this period as well. Ted at Annie’s has been in business since 1992, and has been in Newburyport since 1998. He deals with the downtimes by having inventory come in closer to the time they need it, and stated that this is the most challenging time he has seen.

What are the hot holiday items and are people shopping now?

All retailers feel people are shopping now for the holidays. As Colleen from the Newburyport Printmaker stated “not knowing what the future holds, we find people are picking up things now.”

The hot items are:

UGGs, UGGs and more UGGs, any North Face clothing – Hyman’s

Indoor trainers, night riding lights, and kids push bikes – Riverside Cycles

Any gift item for weddings, holidays – Annie’s

Old jewelry made into custom pieces – Kaya Jewelers

Comfort gifts – cashmere sweaters, Majorca pearls, and scarves – Amy Williams

Byers Choice items are always hot – Newburyport Printmaker

In closing, I want to thank the retailers that took the time to speak with me for this article. As you begin your holiday shopping consider shopping locally and supporting all the local businesses from the restaurants, retailer and service providers. You won’t be disappointed.

On behalf of the chamber staff, board of directors and volunteers – the warmest of the holidays to you and yours!



The Navigator is printed
on 100% recycled paper

EVENTS & PHOTOS



Nearly 50 members attended the kick-off event of Evolution 25/40 at the Grog. Representatives from Stonewall Kitchen addressed this group of young professionals and food donations were collected for the Pettengill House.



A full house- literally – had a wonderful time in the gorgeous model home at Ocean Meadow in West Newbury at the October mixer.



The Devil (Patty St. John, VP Membership Development) and Elvis (mixer host Dennis Cameron of Cameron Office Products) share a ghoulish laugh at the Halloween mixer.



Blue The Inn on the Beach was the setting for October's networking Eye Opener. It was a gorgeous sunny morning on Plum Island with clear blue skies.



New Members mix and mingle at the Annual New Member Mixer held at David's Tavern.



Laurie LaBrie of Integrated Staffing, Inc. presented to a full house on Negative Behavior in the Workplace at the November Educational Seminar sponsored by the Institution for Savings.

MEMBERSHIP NEWS

Welcome Aboard New Members!

These businesses have recently joined the Greater Newburyport Chamber of Commerce & Industry. **Welcome!** Due to The Navigator's printing deadlines, the listings for new and renewing members always reflect activity for two months prior to publication.

A to Z Method

Amanda Mulholland
40 Pleasant St., Newburyport, MA 01950
978-518-0901
www.atozmethod.com

A modern exercise studio created to transform the mind and body through a unique hybrid of strength training and stretching. Also offered at the studio are stretch and dance classes, massage and acupuncture and retail items such as Lululemon Athletica.

Best Home Care

Barry Hamm
45 Albion St., Wakefield, MA 01880
617-947-2229
www.bestmakesithappen.com

We are a private home health care agency dedicated to providing the best possible care. Owned and operated by nurses, Best Home Care understands the needs of our clients and their families. We realize that emergencies happen. Our clients know that we are on call 24 hours a day, 7 days a week. We only select the most qualified employees with the training and experience to provide the best care.

Capri Seaside Italian Grille & Bar

Kathy Aiello
3 Central Ave., Salisbury, MA 01952
978-462-7543
www.capriseaside.com

Capri Seaside Italian Grille & Bar offers a taste of the Mediterranean on the shores of Salisbury Beach with casual family dining.

Captive Media

Eileen Meskill
417 North St., Georgetown, MA 01833
978-352-8650
www.captive-media.com

Interested in gaining more exposure for your business? Have you been trying to find a low cost way to increase your company's visibility? If so, Captive Media can help. Combining the power of CBS, with the local touch of Shaw's Supermarkets, we have developed a high profile cost effective way for local businesses to gain much needed exposure. With 42" digital signs located in high traffic areas at Shaw's,

your message can broadcast over 75x each day, for just pennies a play! Contact me to find out how to reach potential customers in your area. Exclusive slots are still available.

The Coach Company

Benton Smith
11 Wentworth Ave., Plaistow, NH 03865
800-874-3377
www.coachco.com
Commuting service Newburyport to Boston 16 times daily; daily service to Foxwoods from Newburyport; charter coaches available for any outing or special occasion.

The Director's Cut Hair Salon

Amanda Valli
34 Market St., Newburyport, MA 01950
978-462-6556
Located downtown on a quiet side street, our serene salon offers a most relaxing hair cut experience. Our team of stylists use "cutting edge" techniques to create creative but classic hairstyles and cuts. Also offered; waxing, manicures, and a full line of products, including Wella and Sabastian.

East Commerce Solutions

Lisa Medeiros
22 Morris Ln., East Providence, RI 02914
800-527-5395
www.eastcommercesolutions.com
Credit card processing made simple. Guaranteed lowest rates & fees! Personal local service & support. Established over 14 years, we are Merchant Services to businesses throughout the country.

The Emotional Side of Retirement

Francis Larkin
53 Hill St., Newburyport, MA 01950
978-358-7860
www.franlarkin.com
We may have done the financial planning but 90% of us (according to the USA Today) have not done any planning for this Emotional Side of Retirement. I will develop a detailed plan with you on how to enjoy and live a happy, healthy, productive and meaningful next phase of your life.

Georgetown Insurance Agency, Inc.

Stacey Mollohan
10 West Main St., Georgetown, MA 01833
978-352-8000

www.GeorgetownInsurance.com
A full service independent insurance agency providing personal and commercial insurance for individuals, families and businesses in Northeastern Massachusetts and Southern New Hampshire since 1937.

Ipswich Ale Brewery

John Thebeau
23 Hayward St., Ipswich, MA 01938
978-356-3329
www.ipswichale.com
Located in historic Ipswich, Massachusetts, Mercury Brewing Company emerged in 1999 when Rob Martin, then Director of Operations for Ipswich Brewing Company, purchased the brewery and renamed the company Mercury Brewing and Distribution Company. While continuing production of Ipswich Ale, Martin expanded the company with Stone Cat Ales and Lagers, Mercury Premium Sodas, and numerous contract brewing agreements.

G. Mello Disposal Corp.

Jason Mello
95 Tenney St., Georgetown, MA 01833
978-352-8581
www.mellodisposal.com
G. Mello Disposal is a 30 year old family-owned and operated solid waste disposal and recycling corporation headquartered in Georgetown. The company offers residential, commercial and industrial disposal and recycling services and also operates The Georgetown Transfer Station which is open to the public.

Merrill Lynch Global Wealth Management

Michael F. Thomassen
125 High St. 19th Fl, Boston, MA 02110
617-946-4031
www.ml.com
Financial advisors.

New Members, continued on page 5

New Members, continued

Panda Dry Cleaners

Kevin Yu
155 State St., Newburyport, MA 01950
978-499-1735
Dry Cleaning & Shirt Service.

Plum Island Coffee Roasters, Inc.

Joyce Coady
54R Merrimac St.
Newburyport, MA 01950
978-465-1444
www.plumislandcoffeeroasters.com
Serving specialty coffees from around the world, we are a family owned and operated small business. We are Newburyport's only Coffee Roaster and as such, we take freshness seriously and roast weekly in only small batches. Situated on Newburyport's Historic Waterfront, we offer a relaxed atmosphere, great music, free WiFi, a local artist showcased monthly, delicious treats baked daily by local bakers, and a cozy fireplace or outside seating. Come on down and relax. Sip a spectacular coffee and enjoy a spectacular view.

Plum Island Technology Partners

Jeff Krumrine
180 Merrimac St., Ste 2
Newburyport, MA 01950
978-255-2395
www.pitechpartners.com
Plum Island Technology Partners specializes in providing technology consulting services to medium and small sized businesses as well as the Home/Office professional. We have developed a vast array of services that range from the drafting of detailed "Existing Systems Analysis" and "Future Needs Assessment" documents to the hands-on installation, upgrade and maintenance of networking hardware, servers, workstations and application software.

Potential Horizons Realized

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617-694-2420
www.dorisroach.com
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Riverside Café

Yvonne Mimmo
260 Merrimac St.
Newburyport, MA 01950
978-225-6999
Cozy café and restaurant open for breakfast and lunch and soon to be opened for dinner. Situated on the banks of the Merrimack River with outdoor dining seasonally. Full catering service available.

Wynne and Mintz Photography

Diana MacArthur and Brad Mintz
50 Water St., Mill #1, Suite 14
Newburyport, MA 01950
978-463-8120
www.wynnemintzphoto.com
We are two professional wedding photographers serving all of New England and based in the historic seaport town of Newburyport, Massachusetts. Using both traditional and photojournalistic styles, we proudly offer the highly unique service of telling your wedding day story from a male and female point of view.

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*EMBARRAS*SED by your body when you get out of the shower or pass by a mirror?

INTIMIDATED by crowded gyms and exercising in a public setting?

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MEMBERSHIP NEWS

This listing reflects information two months prior to publication.

A special **Thank You** to the following members for **RENEWING THEIR MEMBERSHIP!**
 Each month we will list renewing members according to how long they have been members of the Chamber.

Over 20 years

Arthur S. Page Insurance
 Chase & Lunt Insurance
 Historical Society of Old Newbury
 Johnson Building & Construction, Inc.
 The Newburyport Five Cents Savings Bank

15-19 years

Coastline Construction
 Greenskeepers
 Jeffrey C. Kirpas & Company, P.C.
 Mark J. Guay, P.C.
 Northeast Planning

10-14 years

American Marine & Boat Sales, Inc.
 Amesbury Industrial Supply
 Cameron Office Products
 Diane M. Teed, CPA
 Dunkin Donuts
 Starbucks Coffee Co.
 The Traveling Chef

5-9 years

Another Atmosphere
 B & G Cabinet, LLC
 Darling Consulting Group
 Department of Training & Development
 Elder Law Solutions
 Emmith Business Solutions
 Flatbread Company
 Greg Nikas Photography
 Kevin Wallace - Stone Ridge Properties
 Mark A. Hogan & Son Construction, Inc.
 Newburyport Insurance
 Pawsitively Best Friends
 Pert Lowell Co., Inc
 Port Plaza Cleaners
 Racquet Club of Newburyport, Ltd.
 Regal Limousine Service
 Seacoast Property Management
 TCS Communications Corp.
 The Purple Onion
 The Talking Phone Book
 Transaction Resources, Inc.
 Valentine's
 WXRV - 92.5 The River

1-4 years

At Your Service
 Blatman, Bobrowski & Mead, LLC
 Captain Edward Casazza - Sailing
 Cedar Tree Development, LLC
 Cognitive & Behavior Therapies
 Essex National Heritage Area
 Healthcare Complete, P.C.
 Jen Wright Signs
 Kenneth A. Woods, PE Ltd.
 Mark Richey Woodworking
 Mazonson, LLC
 Newburyport Candle Company
 Newburyport Literary Association Inc
 Odd Fellows of Newburyport
 Palmisano & Associates, P.C.
 People's United Methodist Church
 Proforma / Just Ask Promotions
 R.D. Connors Corp.
 Servpro
 The Computer Doctor
 Tokyo Joe's
 Universal Shredding, LLC
 Ward Associates

FREE MONTHLY BUSINESS SEMINAR! Business Development Education Series

Wednesday, December 3 7:45-9:30 AM
 at the Institution for Savings Loan Center
 93 State Street, Newburyport

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- Future tax laws now being considered?

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Presented by Steve DeGuglielmo CPA
 Fritz DeGuglielmo LLC, Certified Public Accountants

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Register online at: www.NewburyportChamber.org
 or call Patty at 978-462-6680 x 14 for more information.

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 Stylist/Owner
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 Newburyport, MA 01950
 978-462-6556

SPOTLIGHT ON MEMBERS

C-10 Research & Education Foundation

Tell Us about C-10 Research & Education Foundation.

C-10 Foundation is a non-profit Citizen's organization under contract with the Commonwealth to provide a continuous, real-time airborne radiological monitoring system in the six communities that are within the ten-mile radius of the Seabrook nuclear reactor. Believing that citizens have a right to know if any facility using radiation is adversely impacting their health and safety, the MA Department of Public Health's Radiation Control Program began a partnership with the C-10 Foundation in 1993. A network of fifteen monitoring sites in our community schools, businesses and private homes provides radiological and weather data to the Commonwealth 24 hours a day.

The prototype, developed by C-10, records airborne emissions, tracks radioisotopes and documents dispersal patterns. It is the only system of its type in the United States.

Why is independent monitoring important?

The Nuclear Regulatory Commission does not require continuous, real-time monitoring of plant emissions at the plant perimeter or anywhere in the 10-mile radius around the Seabrook reactor. C-10 provides this service to the communities.

C-10's mission is threefold:

1. Monitor radiological emissions from the Seabrook nuclear reactor for use in assessing the impact on health and the environment.
2. Research and advocate for the safest possible on-site storage of Seabrook's nuclear waste.
3. Lead in educating the public about clean, safe and sustainable energy alternatives to nuclear power.

How has C-10 Foundation benefited from being a Chamber member?

The Newburyport Chamber has provided the opportunity to share development strategies with a variety of other non-profit organizations. The Chamber provides an additional forum in which to educate the public about C-10's radiological monitoring program. The monthly breakfast meetings provide an additional opportunity to learn about local business and governmental initiatives.

For more information, contact C-10 at 978-465-6646 or visit www.c-10.org.

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SPOTLIGHT ON MEMBERS

Petit Bijou

Tell us about Petit Bijou.

Petit Bijou, located at 10 State Street in Newburyport, is a women's jewelry and accessories boutique. We opened our doors on July 5th of this year, though with minimal inventory we were welcomed by locals and tourists. Since then we have introduced additional jewelry designers from local artists and from all over the world. We have also added different women's accessories that can be for personal use or can make great gifts. We proudly support both local and world wide artists and designers.

What makes Petit Bijou different?

All jewelry designers are selected for their unique creation and inspiration, all from different cultures, bringing whimsical to art deco to original and everyday-wear artful pieces. We also carry many practical items, such as handbags, all handmade, some from local artists or from other destinations. Included in our items, we have wallets, belts, scarves, gloves, hair accessories and much more. Our store can help you accessorize any outfit for any occasion. And if you're looking for a gift we can help you with that also.

Our staff is friendly, helpful and knowledgeable about all items we carry. We take great pride in creating a personal interaction with all of our customers. This helps in decision making and maintains customer satisfaction.

Why the name Petit Bijou?

Petit Bijou means "Little Jewel" in French, as the boutique is a dream come true for me. As the owner of the boutique (Brigitte Coco), I've always dreamt of opening up a boutique in the area.

What's new at Petit Bijou?

With us being actively current in the fashion world, Petit Bijou is always striving to bring you nothing but the best and current styles from Europe and the U.S. You can expect us to carry our designers' latest jewelry collections, hand bags and accessories to complete your style and keep you looking fresh. If we don't have it on hand we will rush deliver and make it one of our items. Since almost all of our items are unique and handmade you will find things in our store that you will not be able to find anywhere else. We also have an email update list to keep all of our customers up-to-date on our latest sales and new items.

Why did you join the Chamber?

Petit Bijou joined the Chamber of Commerce because we strive to be involved with our community and fellow business neighbors as much as possible. The Chamber has the best resources that help us accomplish that. The Chamber has been the biggest help with referrals, business opportunities, and marketing. Most of our employees that currently work with us, have found us through the Job Finder listing on the Chamber's website.



58 Macy St. (Rt. 110)
Amesbury, Massachusetts
978.834.7830
www.unityontheriver.org

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❄️ Children are encouraged to attend the earlier service.



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33 Main St. Amesbury, MA www.powowrivergrille.com

SPOTLIGHT ON MEMBERS

Port City Laundromat

What distinguishes Port City Laundromat from the rest?

We have the best Laundromat in town!! In a nutshell, we are clean, serene (only soothing music played), with the best prices, the best service, the best parking, spotless restrooms, an on-site owner and we provide curb side laundry assistance. Every day, we strive to be number one in friendly, quality laundry service.

This summer we had a visit from photojournalists from France who were traveling in an RV on assignment and stopped in to do their laundry. They both commented “this is the nicest laundromat we have ever been in!”

We love laundry!! But most people don’t – laundry is a weekend eater, something they leave until the last possible minute. Our wash/dry/fold service can free up hours of time. Did you know that to have Port City wash/dry/fold a large basket of laundry is only about \$15 and we offer 24 hour turn-around service?

What services do you provide?

We offer two services: First, we are a traditional self-service, coin-op Laundromat. We have more than 60 machines, including large capacity washers and dryers.

The other service is the wash/dry/fold business where we do laundry for individuals and businesses. For our larger accounts we even offer pick-up and delivery service. We know we are doing a great job because our wash/dry/fold business has doubled in the last year!

Where is Port City Landromat located?

We are conveniently located on Route 113 in Newburyport, right in Market Basket Plaza! We are open Monday-Friday 7 AM - 7 PM and on weekends 8 AM to 6 PM.

How is the Chamber able to help?

With many marketing opportunities available to us, we are confident that our membership with the Chamber will help us get the word out that if you have laundry - either commercial or personal, we are the best place in town for quality and customer service.

We love laundry, so bring some down and give us a try!! Contact us at 978-463-3002.

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Ask about pick-up and delivery!

Port City Laundromat
Rt. 113 Newburyport, in Market Basket Plaza

978-463-3002

SPOTLIGHT ON MEMBERS

Skip Kelley Associates

Skip Kelley Associates has recently launched HOME-ANALYSTS.com. What exactly does HOME-ANALYSTS offer to its customers?

We offer a Home Analysis Service to help homeowners increase the value of their home, maintain optimal air quality levels and streamline operating costs. Consider a Home Analysis a periodic physical exam for the home. We help our customers nip maintenance problems in the bud, save between 10% - 50% on home operating costs, ensure a healthy air quality environment and save time and money on home maintenance.

How do you do that?

We conduct a thorough analysis of a home from top to bottom. The home's structural components and major systems are carefully examined and a detailed report and 5-Year Maintenance Plan is produced. Additionally, we can check on radon, mold and lead levels to ensure they are within safe limits and ensure uninvited guests like rodents and insects are not damaging the home.

Specifically, what things should homeowners be concerned about?

They need to ensure they are not "throwing money out the window" with old inefficient heating units and energy leaks which

produce drafts and raise utility bills significantly. Often small changes produce very large and immediate savings.

Also, air quality is a tremendous concern, particularly for people with asthma or other respiratory conditions. Most people understand the hazards high levels of mold can cause in the home, but very few homeowners understand that Radon is a major health hazard and represents the 2nd greatest cause of lung cancer in this country. In our area, 1/3 of all homes have Radon levels higher than EPA safe limits. Both mold and radon levels can be mitigated quite easily to bring air quality to optimal levels. Since people typically spend 90% of their time indoors, air quality is of the utmost importance to a family's health.


How has your business benefited from Chamber membership?

We have been Chamber members for over 20 years and have received many referrals and made valuable connections with other Chamber members. Marketing opportunities presented by the Chamber are fantastic and our business has benefited greatly from our association with the Chamber.

For more information, please visit HOME-ANALYSTS.com or call us at 978-462-2862.

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BUSINESS BRIEFS

All members are invited to submit a Business Brief for publication in *The Navigator*!

Submittals should be 75 words or less and must be received by the 1st of the previous month. They will be published in the order they are received. Send via email to lcontrino@newburyportchamber.org. *The Navigator* reserves the right to edit.

Carl Berry, President, and Alan Berry, Vice President of **C.P. Berry Construction Company**, Topsfield, MA, announced that the company is the honored recipient of the 2008 Best Overall Community Design – Silver Award – Large Community, for the company's Caldwell Farm community in Newbury, MA as awarded by the 50+ New England Housing Council of the National Association of Home Builders. For more information, call C.P. Berry Homes at 978-807-2954 or visit www.CPBerryHomes.com.

The AJH Aid Association invites you to their annual Tree of Light Ceremony on Tuesday, December 9 at 5 PM. The tree is on the front lawn near the Highland Avenue entrance and each light on the tree represents a donation made to the Aid Association in the memory of or in honor of a loved one. Submitted names will be listed on the Tree of Light Scroll displayed at the main entrance of the hospital and will be published in *The Daily News*. The Newburyport High School Varsity Chorus will perform. All attending are invited to the Higgins Room for refreshments following the ceremony.

YWCA Greater Newburyport helps you shop worry-free! Enjoy Newburyport's Holiday Invitation Nights worry-free while your child enjoys a night of swim, pizza and a movie at the YWCA Greater Newburyport! For children grades 4-6, Friday evenings December 5th & 12th, 5-8 PM. On Saturdays, December 6th, 13th and 20th, enjoy the same stress-free shopping afternoons from 1-4 PM. Register your children grades K-3 for an afternoon of swim, pizza and a movie. Visit the YWCA membership desk today at 13 Market Street for rates and to register, or call 978-465-9922.

Opportunity Works is excited to announce its 25th annual Lend-A-Hand Auction that will take place on Saturday, February 21, 2009. This live, televised event is our principal fundraiser and is an important source of operating revenue which supports the agency's mission to enhance the lives of people with developmental disabilities. 2009 will be a landmark year whereby Opportunity Works will be celebrating its 35th year of exemplary service. We truly appreciate the support of our community which has been vital to the success of the auction each year! Presently, we are receiving auction sponsorships and item/gift certificate donations. Many volunteer opportunities are available between now and auction day. For more information please contact Lisa Sutton at 978-462-6144, ext. 234.

For the second year, **The Kane Company** and employees have joined forces with Samaritan's Purse, an international relief agency (samaritanspurse.org) that sponsors the Operation Christmas Child Program. Since 1993 the volunteers of Operation Christmas Child have packed and shipped more than 61 million decorative, gift-filled shoe boxes to boys and girls in desperate circumstances across the globe. In a company-wide effort, over 50 boxes were shipped. National Collection Week was Nov. 17-24, but boxes are accepted year-round at Operation Christmas Child, Samaritan's Purse, P.O. Box 3000, 801 Bamboo Rd, Boone, NC 28607.

Skip Kelley Associates announces the expansion of their business to include Home Analysis services to help homeowners increase the value of their homes while streamlining operating costs. A Home Analysis includes a thorough analysis of a home from top to bottom and a 5-Year Maintenance Plan. Clients say they recoup the cost of their home analysis well within the first year – and savings just continue to build after that. For more information, visit www.HOME-ANALYSTS.com.

Park Place Real Estate is collecting hats, mittens, gloves, scarves, new and slightly used winter coats from infant to adult to be donated to the Pettengill House. Last year with community support 606 coats, hats, mittens and gloves were collected and distributed. Drop off all items at Park Place offices located at 23 Green St. in Newburyport or 7 Broadway, Salisbury. Park Place can pick your items up if necessary. Call Gail Mastrangelo at 508-265-4900.

CURRIER & Associates received the prestigious "Best Overall Facility Design" award for its creation of the Stafford Hill Assisted Living community in Plymouth, MA at the 50-Plus New England Housing Council at its "Best of New England Awards Gala" last month. CURRIER contributed to the successful major re-development of this former nursing home into an 85-apartment, state-of-the-art community with dedicated Alzheimer's unit by creating interiors based on a nautical theme, which captured the warm and welcoming feel of life in a New England town.

Four Star Limousine was recently recognized at the Limousine-Digest Show in Atlantic City, NJ as one of the top three limousine companies in class. The list of qualifications was long and with approximately 100 entries, Four Star Limousine was honored to be among the best in the industry. With a fleet of ten vehicles and having a reputation for on time professional service Four Star Limousine is indeed a leader in quality chauffeured transportation. For more information visit www.fourstarlimo.com.

The Plum Island Foundation, a citizen's group dedicated to preserving Plum Island, announces the release of its 2008 annual report. The organization's accomplishments and future plans are included. All contributions, grants and bequests to the Plum Island Foundation, formed in 2008, are tax-deductible. To join the effort to save Plum Island, please visit www.plumislandfoundation.org.

The Institution for Savings has been named one of the Top Places to Work in Massachusetts in *The Globe* 100's Top Places to Work magazine, published in the *Sunday Globe* on November 9th. Top Places to Work recognizes the most progressive companies in the state based on employee opinions about company leadership, compensation and training, diversity/inclusion, career development, family-friendly flexibility, and values and ethics. "Our employees are our greatest assets, and we take great pride in providing them with generous benefits, solid job training, and a dynamic, supportive and inclusive environment in which they can be successful. To be recognized by our own employees for this distinction is very gratifying" said President Mark Welch in announcing the award.

Spreading Holiday Cheer (economically of course)

By SARAH H. PIKE

Ah, the company holiday party – it's as much a part of our holiday tradition as bad fruitcakes, tinsel and the 10 gallon bin of caramel corn. Across the country co-workers get decked in their best holiday garb, celebrate a job well done, and enjoy a few lighthearted moments around a platter of crudités (ok, and perhaps a beverage or two)! Yet as businesses across the country feel the effects of a "slowed" economy, hard decisions are often made to keep balance sheets in check. A holiday party might be viewed as an indulgence...but we'd argue a little Yuletide cheer might be needed now more than ever.

While few business owners have escaped the reality of our current economic climate, a persistent misconception is that the holiday party needs to be a lavish affair. Simple, tasteful and fun are all that is required to forget about responsibilities for a bit and revel in the spirit of the holidays. To this end, we've compiled a few tips for keeping it economical, fun and in the spirit of the holidays:

- Get out of the workplace. If a weekend evening is too much for the wallet, often a weeknight or lunch venue will provide a less expensive option.
- Consider limiting alcoholic beverages to beer and wine. A signature cocktail is also an option (who knows, someone from finance might have an award winning recipe for Rum Punch!) and would allow for a more economical cocktail hour.

- Keep it to the employees and their families – we don't recommend including clients. This is a time to recognize your staff and set the tone for the New Year. If clients are in attendance, your employees will be working.

- If funds are really limited, consider potluck and have a sign up as to avoid duplicate dishes. You can provide the linens, beverages & mistletoe. Actually, scratch the mistletoe. That's an HR violation waiting to happen!

- Consider having your party in January – many companies opt for this and enjoy reduced rates.

- Drop off catering is also an option – many companies (including one new to the scene here in Newburyport –ahem!) will also offer customized menus for your gathering, but without servers and staff.

The holidays should be a time of cheer, good times and as much generosity as your financials will allow. Just remember to skip the long speeches, leave the reindeer sweaters at home, and please, don't order the fruitcake.

Chamber member Sarah Pike is a Newburyport resident and owns locally owned and operated Good Tastes Kitchen, a catering & meal-delivery business serving the Greater Boston area. Visit www.Good-Tastes.com (or call 978-518-5300) to learn more about corporate & private catering services, weekly office meal delivery & more!



Thank you to The Candle Shoppe at Partridge in a Bear Tree for decorating Santa's Workshop this year!

Santa's Workshop returns to Inn Street!

Every Saturday & Sunday
12 - 4 PM
December 6 - 21

Special thanks to the following Downtown Newburyport businesses for making Santa's Workshop possible this year!

Abraham's Bagels & Pizza	Nazarian Jewelers
Boston Chowda	Peter Mark
Brass Lyon	Pottery Isle
The Candle Shoppe at Partridge in a Bear Tree	Simply Sweet
The Dragon's Nest	Soak
Gentry's Consignments	The Studio
Life is good	Ten Center Street Restaurant
Michael's Harborside	The Upper Crust

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Opportunities for Giving

By MARY ANNE CLANCY

High fuel costs. Growing unemployment. Skyrocketing grocery costs. As we enter the 2008 holiday season, the growing strains on the economy are forcing many to say 'Bah humbug' this December. When the economy takes a turn for the worse, we all worry about our wallets. But there's one segment of the community that needs support more than ever this year: the non-profit and community service organizations of the greater Newburyport area.

If you think you're having difficulties making ends meet, just imagine what is like to want for a winter coat, a warm meal, or a welcome bed. This year, non-profits are preparing to provide assistance to an unprecedented number in our communities. And you can help. Here just a few ways you can give this holiday season, both as a business or individually. Call and see how you can help, as an individual or as a business. And remember: while financial donations are extremely appreciated, the gift of your time is also very much welcome:

• **Boys & Girls Club of the Lower Merrimack Valley**

(978-462-7003). Jim Keenan and his staff work wonders with few resources, and now face state cut-backs on already meager funding. Consider donating money and time to this tremendous organization for our children.

• **Community Service of Newburyport** (978-465-7562). This selfless organization does everything from collecting food for the neediest of Newburyport to organizing gift programs for the holidays. Best way to figure out how you can help? Call them.

• **DARE Family Services** (978-465-3834). This non-profit social services agency provides foster care, care for the mentally disadvantaged and other support to needy families. And around the holidays, the need is great.

• **Jeanne Geiger Crisis Center** (978-465-0999). When the economy goes down, domestic violence, unfortunately, increases. This amazing organization provides shelter, counseling and assistance 24/7, and could use donations of any size, along with volunteers and more. Call them.

• **Opportunity Works** (978-462-6144). For nearly 35 years, this non-profit has been empowering individuals with developmental disabilities in the greater Newburyport area.

• **Our Neighbor's Table** (978-388-4863). This incredible organization serves meals on Wednesday and Sunday evenings as well as operates a food pantry and can use donations of food and funds. They also operate a sleeping bag program.

• **The Pettengill House** (978-463-8801). This selfless organization provides virtually everything a needy individual or family could need: food, clothing, coats, shelter. And because it is bound to increase this winter, they will need much more of everything—including funds.

• **Salvation Army** (978-465-0883). Ring a bell for donations, volunteer at their Thursday evening supper, sponsor a clothing drive in your business, Adopt-A-Family this holiday season, and provide other types of assistance.



Chamber Staff Spotlight

Pam Marrese - Special Events and Tourism Coordinator

What is your position at the Chamber? I am the Special Events & Tourism Coordinator. My responsibilities include the implementation of member and community events. You can find me busy with the planning and logistics in hopes to achieve a smooth and successful end result. I'm also responsible for the marketing and publicity of special events and assist in soliciting sponsorship. As for the tourism aspect of my job, I have the pleasure of promoting Newburyport as a tourist destination.

How long have you been with the Chamber? Just a few weeks! A native of Vermont, I recently moved to town by way of Boston, where I was working at the Museum of Science. As a coordinator in

Human Resources, I planned staff events and workshops for the several hundred people working there. And before my days in Beantown, I was living in downtown Portsmouth, working at Strawberry Banke Museum coordinating special events. As for the past few weeks at the Chamber, I've been busy getting acclimated, but I am so happy to have landed in such a fantastic spot!

What can we find you doing on your day off? Cooking and baking up a storm in my kitchen, reading a great book, working on any of my various craft projects and you can always find me on the search for the next great restaurant with my husband.

What music would we find in your iPod library? There are too many to list, but to name a few that I've been listening to lately: Brandi Carlile, Ray LaMontagne and Keith Urban. I'm especially looking forward to listening to my favorite Nat King Cole Christmas CD. The holidays are right around the corner!

If you could travel anywhere in the world, where would you go? I was lucky enough to visit Fiji this summer and as amazing as it was, my next trip will be somewhere with a much shorter flight! I'm thinking of visiting wine country next fall.

Tell us something that most people don't know about you. I love peanut butter on frozen yogurt (so good, try it!), I'm addicted to HBO's The Sopranos, I'm lost without my day planner and I'm always in the mood for a good Belgium white beer.

DECEMBER 2008

Chamber of Commerce Committee Meetings & Events

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 8:00 AM Business Circle Comm. at Carry Out Cafe 10 AM-2 PM SCORE	2 7:45 AM Business Dev. Ed. Series at IFS 12:00 PM Economic Dev. Council at NBPT Five	3 7:30 AM Breakfast Forum Series at The Phoenix Room	4 5:30 PM Holiday Mixer at The Phoenix Room 6:00 - 9:00 PM Holiday Invitation Nights	5 12:00 - 4:00 PM Santa's Workshop on Inn Street
7 12:00 - 4:00 PM Santa's Workshop on Inn Street	8	9 8:00 AM Finance Comm. 10 AM-2 PM SCORE	10 7:30 AM Executive Comm. Office Closed 12 - 2 PM	11	12 6:00 - 9:00 PM Holiday Invitation Nights	13 12:00 - 4:00 PM Santa's Workshop on Inn Street
14 12:00 - 4:00 PM Santa's Workshop on Inn Street	15	16 9:00 AM Cult. Heritage Comm. at Library 10 AM-2 PM SCORE	17 12:00 PM Non-Profit Meeting	18 8:00 AM Communications Comm.	19 7:30 AM Board Meeting at AJH	20 12:00 - 4:00 PM Santa's Workshop on Inn Street
21 12:00 - 4:00 PM Santa's Workshop on Inn Street	22	23 10 AM-2 PM SCORE	24 Office Closing at 3:00 PM	25 Office Closed	26 Office Closed	27
28	29	30 10 AM-2 PM SCORE	31 Office Closing at 12:00 PM Happy New Year!			

All committee meetings are at the Chamber Office unless otherwise noted.

Holiday Member Mixer

Friday, December 5
5:30 PM

Enjoy a festive evening mingling at The Phoenix Room with Chamber friends and catch the holiday spirit! Then enjoy Invitation Nights strolling the downtown.

Cash bar • Hors d'oeuvres • Raffles
\$5 members, \$10 non-members

Register online at:
visit www.newburyportchamber.org
or call 978-462-6680 for more info.

Invitation Nights

Friday Evenings
December 5 and 12
6 - 9 PM

Enjoy merchant hospitality, live entertainment and the spirit of the holidays throughout Downtown Newburyport & The Tannery.

Performing live in Market Square:

December 5th
The Uncalled Four Sax Quartet

December 12th
*Pentucket Regional High School
Mallet Keyboard Ensemble*

Santa's Workshop

Every Saturday and Sunday
December 6 - 21
12 - 4 PM

Come visit Santa's Workshop on Inn Street in Newburyport this holiday season!

Thanks to our generous sponsors, (please see sponsor list on page 12) each child will receive a free photo with Santa Claus!

For more information
visit www.newburyportchamber.org
or call 978-462-6680.

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Invitation Nights!

Friday Evenings
December
5th & 12th

Enjoy merchant hospitality, live entertainment and the spirit of the holidays!

Downtown Newburyport & The Tannery.
6-9 PM

* Live in Market Square!	* December 5th The Uncalled Four Sax Quartet
* December 12th Pentucket Regional High School Mallet Keyboard Ensemble	

The Navigator

The Greater Newburyport Chamber of Commerce & Industry

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