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Affiliated Chambers of Commerce of Greater Springfield, Inc. is comprised of:
The East of the River 5 Town Chamber
Springfield Chamber of Commerce
Professional Women's Chamber

May 2014
e-Channels



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Upcoming Events

business @ breakfast
Making Chamber Connections

May 7, 2014
7:15-9 a.m.

President's Message

Signs of spring are everywhere (except in my backyard where the snow refuses to melt)! The Red Sox had their home opener (albeit a loss), the sun is shining brighter and the weather is getting warmer.



That also means that the legislative session is in its final months. In April, the House approved its bill that would increase the minimum wage to \$10.50 per hour, phased in over three years with no further increases tied to inflation but rather tied to Unemployment Insurance reforms. The House and the Senate also voted to continue the freeze on Unemployment Insurance rates - which is great news for our members! However, the House and the Senate still have some differences which they will hammer out in

conference committee, so we shall need to wait and see. They did, though, agree to an extension of the due date for the first quarter Unemployment Insurance tax payments from April 30 to May 30 as they work out the differences.

Speaking of the legislature, the ACCGS is hard at work finalizing the details of our bi-annual Washington Symposium September 16-18 on Capitol Hill, hosted by Congressman Richard Neal and presented in collaboration with the Worcester Regional and Berkshire chambers of commerce. More information will be forthcoming, but save the dates!

You also want to save the date for the ACCGS Golf Tournament on July 14 at the Ranch Golf Club. *LINKS Magazine* called it the "BEST, upscale, affordable public golf course in New England... a cerebral, sporty and tournament-worthy course." Reservations and sponsorships are available. Simply download the [brochure](#) today.

And while you have your daytimer, Smartphone, calendar app handy...be sure to join us at the ERC5/ACCGS Feast in the East on May 14 where culinary creations abound! We have also partnered with the U.S. Small Business Administration on its Capital Matchmaking/Business Coaching Event on May 21. And, of course, the PWC/ACCGS Woman of the Year event on June 3 honoring Carol Campbell, president, CEO and founder of Chicopee Industrial Contractors, Inc. You can find more details about all these events and so much more that is happening at the ACCGS and its affiliates further in this newsletter.

We are also starting to plan for the next Chamber season, which will kick off in September. If you attended our events, please watch your inboxes for a survey and please complete it. Your feedback is invaluable to us as we develop programs that meet your needs and that educate, engage and excite. In the meantime, I welcome your comments. You can reach me at (413) 755-1312 or by [email](#).

And lastly, your Board of Directors and those representing our affiliates are hard at work developing a strategic plan for the coming years. Subcommittees are looking at how we recruit and retain members, reviewing our membership marketing materials, identifying new benefits and cost-savings opportunities we can offer to our members and more. If you are interested in serving on a subcommittee, please let me know. The more input we have from our membership, the more value we can provide to you. Feel free to contact me by phone or [email](#).

Until next time, thank you for your investment in the Chamber, and we hope to see you at an upcoming event.

Celebrating Our Members

Chez Josef
176 Shoemaker Lane, Agawam
Handicapping the
Gubernatorial Election
with Political Consultant

Anthony Cignoli
Saluting:
Duct & Vent Cleaning of
America - 25th anniversary
Skoler, Abbott & Presser, P.C. -
50th Anniversary
A.G. Miller Co., Inc. - 100th
Anniversary



May 14, 2014
5:30-7:30 p.m.
Twin Hills Country Club
700 Wolf Swamp Road,
Longmeadow
*Culinary creations, beer and
wine tasting and informal
networking*



SBA Capital
Matchmaking/Business
Coaching
May 21, 2014
1-4 p.m.
La Quinta Inn & Suites
100 Congress Street,
Springfield
Reservations are
complimentary but required.
*Presented by the U.S. Small
Business Administration in
cooperation with the ACCGS*



Pastries, Politics and Policy
May 27, 2014
8-9 a.m.

In this [special supplement](#) to e-Channels, look for news from Sisters of Providence Health System, PeoplesBank, Develop Springfield, HCC and more!

We welcome *your* news. Simply send your press releases to:

Editor, Chamber Channels
1441 Main Street
Affiliated Chambers of Commerce of Greater Springfield
Springfield, MA 01103

Advertisers in this issue include: [Health New England](#), [Chamber Health Coop](#), [Envision Marketing Group](#)...

Advertising is available in both the print and electronic versions. Contact Nancy Creed by [email](#) or (413) 755-1309 for information.

Please Your Palate

More than a dozen local restaurants and caterers will showcase their signature dishes at the ERC5 Feast in the East, presented in partnership with the ACCGS, on May 14 from 5:30 to 7:30 p.m. at Twin Hills Country Club, 700 Wolf Swamp Road, Longmeadow thanks to Presenting Sponsor Monson Savings Bank, Silver Spoon Sponsor *The Republican*, and Entertainment Sponsor Go Graphix.



The event will feature culinary creations from Chez Josef and Captain Jimmy's Restaurant and Distillery of Agawam; Bentley's Bistro, Center Square Grill, Tao's Asian Cuisine, East Longmeadow High School Culinary Arts, Fazio's Ristorante & Pizzeria, Nadim's Fish & Grill, Pasquale's Restaurant & Tavern, and Passionate Pear Catering of East Longmeadow; Twin Hills Country Club and Primo's 2 Go of Longmeadow; Europa Black Rock Bar & Grill of Ludlow; The Magic Spoon Catering of Monson; Tokyo Asian Fusion of Springfield; and Pop's Biscotti & Chocolates, Dana's Grill Room and Abudanza Ristorante of Wilbraham.

Participating chefs will also vie for the title of "People's Choice," and Twin Hills will debut the "Feast-ini" - only available at this event!

Proceeds from the event will benefit the ERC5 Scholarship Fund and business development programs.

Restaurant sponsors include Chicopee Savings Bank, CMD Technology Group, Robert Charles Photography, Freedom Credit Union, Paul Federici, Acres Power Equipment, PeoplesBank, Reminder Publications, Pioneer Valley Financial Group and Glenmeadow.

Reservations are \$25 and may be made [online](#) or by [email](#).

Safety on Our Streets

TD Bank Conference Center
1441 Main Street, Springfield
Incoming Springfield Police
Commissioner John Barbieri

REGISTER



2014 Woman of the Year
June 3, 2014
5:30 p.m.

Castle of Knights
1500 Memorial Drive, Chicopee
Honoring Carol Campbell,
president, CEO and founder,
Chicopee Industrial
Contractors

REGISTER



June 4, 2014
7:15-9 a.m.

Springfield College
Richard B. Flynn Campus
Union
Inspiring a Creative Corporate
Culture

REGISTER



Welcome These New
Members!

[A.G. Miller Co. Inc.](#)
[American Cancer Society](#)
[Intelligent Energy Inc.](#)
[Latitude Restaurant &](#)
[Events](#)
[Precision Auto Repair](#)
[and Sales Inc.](#)

Congratulate These
Members on their
Chamber Anniversary!

Whether you live or do business in the city, work for one of its employers, visit its many restaurants, shops or attractions, public safety in the city of Springfield is top of mind to all.

Incoming Police Commissioner John Barbieri will be our featured guest at the May Pastries, Politics and Policy on May 27 from 8-9 a.m. at the TD Bank Conference Center, 1441 Main Street, Springfield, and will discuss his five strategic priorities upon taking the police department's highest post on June 1.



Photo by Michael S. Gordon, The Republican

Commissioner Barbieri joined the Springfield Police Department in 1988 after graduating first in his academy class. He was appointed Deputy Chief in May of 2009. His duties and assignments in this capacity included: administrative supervision of Sectors A,B,C,D and G; the entire Uniformed Division; the Records Bureau, the academy and the Street Crimes Unit, as well as oversight of Shannon Grant anti-gang police deployments and the expenditure of granted funds.

Commissioner Barbieri holds a master's degree in criminal justice from Western New England University. He is a graduate of the Springfield Technical High School, Springfield Technical Community College and Ana Maria College.

In addition to his formal schooling he has had specialized training in: weapons of mass destruction; firearms instructor; as well as F.B.I. courses in: crimes scene investigation; fingerprint identification, tactical response and entry team training; firearms and narcotics interdiction.

Commissioner John Barbieri is a resident of Springfield.

Reservations are \$15 for members, \$25 for general admission and includes a continental breakfast. Reservations may be made [online](#) or by [email](#).

Capital Matchmaking/ Business Coaching

The U.S. Small Business Administration and Common Capital, in cooperation with the ACCGS, will hold a Capital Matchmaking/Business Coaching event on May 21 from 1-4 p.m. at La Quinta Inn and Suites, 100 Congress Street, Springfield.



The event is designed to allow lenders and business service providers the opportunity to meet directly with business owners (or future owners) seeking financing and business advisement. The event will follow a "speed dating" format where entrepreneurs/

1 Year Anniversary
Emma G. Mesa-Melendez
Lisa M. Beauvais
Multilink Communications
Inc.
New Hampshire Motor
Speedway
Nicole Sweeney
Pasquales Restaurant
Performance Environmental
Services, LLC
Roca Inc.

5 Year Anniversary
Charter Business
Chicopee Savings Bank
Nadim's Downtown,
Mediterranean Grill
Springfield Armor
Underwood Photography

15 Year Anniversary
Chamber Publishing Group
Juvenile Diabetes Research
Foundation

20 Year Anniversary
Irene E. & George A. Davis
Foundation

30 Year Anniversary
YMCA of Greater
Springfield

40 Year Anniversary
Robert Charles
Photography

MEMBER BENEFITS



**Chamber
Health
Coop**



existing businesses will have the opportunity to meet up to 6 lenders and/or business service providers for 12 minutes each.

Traditional and non-traditional SBA lenders and other funding sources will be in attendance including sources such as Common Capital, Florence Savings Bank, MassDevelopment, Westfield Bank, Bay Colony Development Corp. and Accion.

Registration is free but required. For business or lender registration or more information, contact Oreste Varelas at the U.S. Small Business Administration at (413) 785-0484 or by [email](#).

Save on Credit Card Transactions



Save on dental insurance for businesses with as little as 1 employee!

Woman of the Year

The Professional Women's Chamber has named Carol Campbell, president of Chicopee Industrial Contractors, as its 2014 Woman of the Year!



The Woman of the Year award is presented annually to a woman in the western Massachusetts area who exemplifies outstanding leadership, professional accomplishment and service to the community.

Campbell founded her business in 1992 which specializes in rigging, millwrighting, heavy hauling, plant relocations, concrete pads and foundations. The company is certified by the Commonwealth of Massachusetts as a Women Business Enterprise. Campbell holds an undergraduate degree from the University of Massachusetts-Amherst and holds a Massachusetts Construction Supervisor's License, a Massachusetts Real Estate Salesman License and a license from the Massachusetts Highway Department.

She sits on the boards of directors for the Associated Industries of Massachusetts, Chicopee Chamber of Commerce (where she was a past president), WestMass Area Development Corporation, Women's Fund of Western Massachusetts (where she also serves as the board's clerk) and serves on the audit and finance committee for the Community Foundation of Western Massachusetts.

Campbell is also a member of the International Maintenance Institute, Specialize Carriers and Rigging Association, Professional Women's Chamber, Women's Business Enterprise National Council, Women-Owned Business Alliance and the Women's President Association.

She has been a recipient of numerous honors including a Super 60 in growth from the ACCGS, Business of the Year from both the Chicopee Chamber of Commerce and Chicopee Savings Bank, and was named to the Babson College Study Top 100 Women-Led Businesses in Massachusetts three straight years.

A celebration in her honor will be held on June 3, 2014 at 5:30 p.m. at the Castle of Knights, 1599 Memorial Drive, Chicopee.

Reservations are \$55 and may be made [online](#) or by [email](#).

Women-Owned Business Grant

The Eileen Fisher Company is offering a funding opportunity for women-owned businesses that are:

- 100 percent women owned
- Innovative
- Have three full years of financials by June 2014
- Poised for the next phase of growth
- Offering products that enhance the environment and/or the well-being of their community
- Operating as a traditional for-profit business or as a social enterprise (for-profit/nonprofit hybrid)



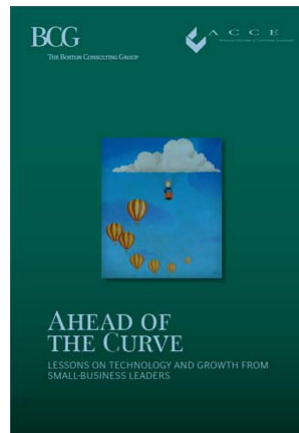
As well, a successful applicant typically connects strongly with the Eileen Fisher Company's [mission](#) and [leadership practices](#).

Applications are being accepted through 11:59 p.m. EST on May 31, 2014. The application information is available on the Company's [Web site](#).

Ahead of the Curve

Small and midsize enterprises are critical to fueling economic growth and job creation around the world. Their success matters.

To gain further insight into the factors that enable growth among this demographic of businesses and the role that technology plays, Microsoft commissioned The Boston Consulting Group to prepare an independent report.



Through our partnership with the American Chamber of Commerce Executives, the ACCG is pleased to provide you with this complimentary copy of their findings for [download](#).

Photo Gallery

- **ACCGS March After 5:** Chamber members "got in the swing of things" at Crestview Country Club, sponsored by Hampden Bank, Best Fitness, Jiminy Peak, Driscoll Photography, Inspired Marketing and Comcast Business. View our online [photo gallery](#) to see who won the putting contest and more!

- **PWC March Luncheon:** Health New England's Maura McCaffrey, Smith & Wesson's Anne Bruce and Columbia Gas of Massachusetts' Andrea Luppi were featured at the lunch, "Three Professional Women. Three Lessons Learned" and talked about their journey to the top. View our online [photo gallery](#) to see what else you missed!
- **ACCGS April Breakfast:** It was a 1-2-3 punch at our Mayor's Forum with first-term Mayor Edward Sullivan of West Springfield, second-term Mayor Alex Morse of Holyoke and third-term Mayor Domenic Sarno of Springfield, moderated by abc40's Dave Madsen and sponsored by Speaker Sponsor F.I.T. Solutions and table sponsor Spherion Staffing. View our online [photo gallery](#) to see the selfie that went viral (in the Chamber world, that is) and more!

**Be sure to forward this to your colleagues.
Chamber membership extends to all employees!
*Just another benefit of Chamber membership!***



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413-787-1309

We welcome your feedback on this issue and any communications concerns you may have! Simply drop me a [line](#)!

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