

CELEBRATING 88 YEARS OF SERVICE...

# CAPE ANN SOUNDINGS

The Newsletter of the Cape Ann Chamber of Commerce  
[www.CapeAnnVacations.com](http://www.CapeAnnVacations.com)   [www.CapeAnnChamber.com](http://www.CapeAnnChamber.com)   [www.RockportUSA.com](http://www.RockportUSA.com)

33 Commercial Street • Gloucester, MA 01930 • Tel. 978-283-1601 • Fax 978-283-4740 • [info@capeannchamber.com](mailto:info@capeannchamber.com)



## LOW TO LEAD CHAMBER IN 2010

Kathy Low is the new president of the Cape Ann Chamber of Commerce, taking over from Todd Tanger as the leader of the region's foremost business organization. Kathy is the owner of KMConsulting in Gloucester and has served on the Chamber Board of Directors for the past five years. Kathy has been a member of the Cape Ann Chamber of Commerce since 2001, and is the Co-Chair of the Membership Committee and past Co-Chair of the Businesswomen's Steering Committee.

Through her business, KMConsulting, Kathy has spent the last nine years helping small to medium size business owners effectively manage and enhance their human resources by policy and procedure development, staff development and creating and implementing procedures. Kathy has worked in Senior HR and Training positions for several global organizations, including hospitality and high tech sales.

As President, Low will preside over the 25-person Board of Directors, which is ultimately responsible for Chamber programs and positions. Serving as officers with Low are First Vice President Sal Frontiero of Frontiero Law Office, P.C., Second Vice President Mark Grenier of BankGloucester, Treasurer Jon Morse of Jon R. Morse, CPA, PC, and Chairman of the Board Todd Tanger of North Shore 104.9. Although her term officially began on January 1, Kathy will be formally inaugurated as President at the Chamber's Annual Dinner-Dance on Saturday, January 30.

## CHAMBER'S 88<sup>th</sup> ANNUAL DINNER-DANCE

The Chamber will kick off the new year at its 88<sup>th</sup> Annual Dinner-Dance at Cruiseport Gloucester on Saturday, January 30. The dinner will celebrate the installation of Kathy Low of KMConsulting to the office of President, and honor outgoing President Todd Tanger of North Shore 104.9. The social hour will begin at 6:30 p.m., followed by dinner and dancing to the music of Walker Creek Band. Tickets for the dinner-dance are \$85 per person and reservations can be made by contacting the Chamber office.



**Last Chance!** Don't miss your opportunity to advertise in the **2010 Cape Ann Guide**. Call the Chamber office immediately to reserve your space!

## 2010 ECONOMIC FORECAST BREAKFAST Is this a Real Economic Recovery?

The Chamber welcomes Frederick S. Breimyer for a timely presentation titled "**Is this a Real Economic Recovery?**" on Friday, January 8, at The Elks at Bass Rocks, 97 Atlantic Road, Gloucester. Frederick joined the FDIC as the New England Regional Economist in 2003. His background includes serving as Chief Economist for State Street Corporation (1984-2003), Financial Economist for the First National Bank of Boston (1976-1982), and Staff Economist for the Federal Reserve Bank of New York (1970-1976).

Currently, he is serving on the boards of the New England Economic Partnership and the Mass Insight Education and Research Institute. He also is a member of the Board of Economic Advisors of the Associated Industries of Massachusetts. Recently, he was appointed to the Bureau of Labor Statistics' newly formed Data Users Advisory Committee.

The Breakfast Club will also include such regular highlights as the introduction of new Chamber members, special salutes, and the chance to mix with business colleagues and elected officials. The meal will be served promptly at 7:30 a.m. and the program will conclude by 9:00 a.m. Tickets are \$20 and may be reserved by contacting the Chamber.

## CHAMBER BUSINESS EXCHANGE AT MAC FITNESS

The Chamber will hold the first Evening Business Exchange of 2010 on Wednesday, January 20, from 5:00 p.m. to 7:00 p.m. at MAC Fitness, Cape Ann's newest health and fitness club, located at 10 Whistlestop Way in Gloucester.

With ample free parking, and over 30 pieces of brand new cardio vascular equipment - most with their own personal televisions - a full line of state-of-the-art Matrix selectorized equipment and free weights, a dedicated functional training area, stretching area, men's and women's locker rooms with private showers, rental lockers, daily use lockers, and a full smoothie bar, MAC Fitness has all you need for your exercise program.

Attendees will have the opportunity to learn more about this member business, make new contacts, and connect with fellow business people. The cost is \$10 for members. For reservations and information, contact the Chamber office.

**Best Wishes for a Happy New Year & a Successful 2010!**

Bob Hastings • Rick MacDonald • Peter Webber • Judy Caulkett • Tracy Arabian • Susan Lucas

# MEMBERSHIP FEATURES

**Kimberly Collins Jermain, Architectural Color Designer**  
15 Apple Street, Essex  
978-768-7906, [www.kimberlycollinsjermain.com](http://www.kimberlycollinsjermain.com)



No one sets out to create a hodgepodge. Without a design plan, any architecture's interior or exterior can become "confused", function poorly, even lose appeal and market value. Kimberly Collins Jermain, an architectural color designer since 1989, has been helping clients create strategies to guide their choices for renovation and design, shaping their investment with selections for color

and surface treatments that provide cost effective atmosphere, comfort and quality.

You know what you would like your home or office to present to family, friends and the public. But do you know how to achieve a design that will complement the architecture's proportions, suit the landscape and deal with the project's inherent limitations? Working collaboratively with owners, architects and designers throughout New England, Kim offers guidance that results in award winning commercial spaces, sophisticated solutions for outdated architecture and creates distinctive homes that are warm and inviting. An architectural color design plan will organize your approach to maintaining your biggest investment while providing years of enjoyable living.

**Brenda Treuhaft, Tip-Top Branding**  
400 TradeCenter, Suite 5900, Woburn  
866-409-2926, [www.tiptopbranding.com](http://www.tiptopbranding.com)

Brenda Treuhaft of Tip-Top Branding has recently opened Tip-Top's Boston office at 400 TradeCenter off Rte. 128 in Woburn. Headquartered in Chicago, this expands Tip-Top's presence on the East Coast. Currently, they are one of the premier promotional marketing agencies, specializing in silkscreened and embroidered apparel and retail quality branded products, along with web stores and custom merchandise.



Brenda strives to strengthen her clients' brand image through the creative and cost effective use of promotional products. To remain on the front lines of new product development and unique ideas, Brenda attends all major industry trade shows and continually surfs hundreds of websites to keep you informed of the hottest and most current promotional merchandising trends.

Brenda has been a long standing member of the Chamber, serving on the retail committee for many years and now volunteering with various events throughout the year.

Brenda is located in Suite 5900 at the TradeCenter, and may be reached at 866-409-2926 or [brenda@tiptopbranding.com](mailto:brenda@tiptopbranding.com). [www.tiptopbranding.com](http://www.tiptopbranding.com)

## WELCOME NEW MEMBERS

From networking and referrals to discount programs and seminars, the Chamber is "the voice of business on Cape Ann." Please join us in welcoming our newest members and consider these businesses when seeking products and services.

Dona Lambert  
**ART HARBOR OF CAPE ANN**  
Rockport

Kimberly Collins Jermain  
**KIMBERLY COLLINS JERMAIN, ARCHITECTURAL COLOR DESIGN**  
Essex

Steve & Mike Spirdione  
**FIVE GUYS BURGERS & FRIES**  
Gloucester

Ruth & Robert Wall  
**FRIENDSHIP CARRIAGE TOURS**  
Salem

Judy Ashley, Anne Marie Anderson  
**OLSON LEWIS DIOLI & DOKTOR ARCHITECTS**  
Manchester by the Sea

Steve Clayton  
**ROCKPORT GOLF CLUB PRO SHOP**  
Rockport

Michelle McNamara  
**SENIORS RELOCATING**  
Magnolia

David Spaulding  
**USAI.NET, INC.**  
Haverhill

**Thomas Tirrell Riquier\*, CFP®, CLU**  
Certified Financial Planner™ Professional

39 Years Experience

978-777-5000

FAX 978-762-5551

[ttriquier@unitedplanners.com](mailto:ttriquier@unitedplanners.com)

[www.retirementctr.com](http://www.retirementctr.com)



## The Retirement Financial Center

10 Liberty St., Suite 316, Danvers, MA 01923 (Jct. Rtes. 128 & 62)

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[www.rockportnational.com](http://www.rockportnational.com)



16 Main Street, Rockport, MA 01966



37 King Street, Rockport, MA 01966



4 Parker Street, Gloucester, MA 01930

Serving the Cape Ann Community Since 1851

Three Full-Service Locations | Drive-Up Teller Windows at All Locations | Three Drive-Up ATMs | Five Walk-Up ATMs





The annual **Focus on Education Breakfast Club** featured the principals of the Cape Ann high schools (l-r) Charles Symonds, Rockport HS, Dan O'Connell, NS Technical HS, Senator Bruce Tarr, William Goodwin, Gloucester HS, and Business/Education Collaborative Chairman Patrick Thorpe, BankGloucester. Not shown: James Lee, Manchester Essex Regional HS.



Congratulations to **Tracy Gothie of Coldwell Banker Residential Brokerage** for winning the Membership Drive Grand Prize—a six night stay with airfare for two to the Azores. Tracy won the grand prize by bringing in the top number of new members during the Membership Drive in November. The second and third prizes, a four night Las Vegas stay, went to **Don Sudbay, Jr. of Sudbay Motors** and **Bob Gillis of Cape Ann Savings Bank**.



Holiday receptions were held in the four Cape Ann communities for friends and members of the Chamber, including the Lucky 9 Raffle Drawing shown here at **The Landing at Seven Central** in Manchester.

## 2010 BOARD OF DIRECTORS

President Kathy Low, **KMConsulting**  
 First Vice President Sal Frontiero, **Frontiero Law Office**  
 Second Vice President Mark Grenier, **BankGloucester**  
 Treasurer Jon Morse, **Jon R. Morse, CPA, P.C. \***  
 Chairman of the Board Todd Tanger, **North Shore 104.9 FM**

### Directors:

Tim Adler, **Gorton's Seafood \***  
 Donna Ardizzoni, **Circle Consulting**  
 Greg Bover, **C.B. Fisk**  
 Jan Bordinaro, **Atlantis Oceanfront Inn**  
 Joe Ciaramitaro, **Captain Joe & Sons, Inc.**  
 Ed Collard, **House Doctors Handyman Service**  
 Kathy Cuddyer, **Stone Leaf**  
 Meredith Fine, **Law Office of Meredith Fine \***  
 John Fitzgerald, **Sally Webster Inn**  
 Barbara Koen, **The Dress Code**  
 Laurie Lufkin, **Click Marketing \***  
 Sue Lufkin, **Essex Marina \***  
 Christine Marek, **Den Mar Rehabilitation & Nursing Ctr. \***  
 Donald Mosher, **Mosher Gallery**  
 Amy Beaton Ruitter, **Beaton Real Estate \***  
 Bill Scott, **Scott Oil \***  
 Chris Shea, **The Landing Restaurant**  
 Dave Singleton, **David R. Singleton Plumbing & Heating**  
 Peter Souza, **Varian Semiconductor Equipment Associates**  
 Lex Towle, **Bank of America Home Loans**

Many thanks to these individuals for their commitment to the Chamber.


Thank you to outgoing members of the Board of Directors: Peter Anderson of **Rockport National Bank**, Heidi Jackson Dean of **First National Bank of Ipswich**, Charles Foster of **Foster from Gloucester**, Howard Frisch of **Horvitz & Frisch, P.C.**, Steve Kaity of **Strong Group, Inc.**, Matt Muniz of **Gorton's of Gloucester**, and Tom Spittle of **Roy Spittle Associates, Inc.**

\* *New to the Board of Directors in 2010*

## Member to Member Savings Connection

List of member-to-member savings at: [CapeAnnChamber.com/m2m.pdf](http://CapeAnnChamber.com/m2m.pdf)

Auto Home **Business** Marine



**Protecting The  
Cape Ann Business  
Community  
Since 1867**

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Since 1867

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Rockport 978.546.3778

insurancehelp@cksteele.com  
www.cksteele.com



## CAPE ANN WINTER BIRDING WEEKEND

A special treat is in store for all who visit the Elks at Bass Rocks on Saturday, February 6, during the **Cape Ann Winter Birding Weekend**. Naturalist Marcia Wilson and photographer Mark Wilson will present "Eyes on Owls" at 2:00 p.m. Mark and Marcia are a charismatic team who teach, study, photograph and share their passion for the natural world.

They will share the field marks, signs and naturalist's skills that you can use to find wild owls without disturbing them and introduce you to live owls up close. For more information about the Cape Ann Winter Birding Weekend and a full schedule of events go to

[www.capeannchamber.com/birdingweekend](http://www.capeannchamber.com/birdingweekend).



## 2010 LEGAL HOLIDAYS

|                             |                               |
|-----------------------------|-------------------------------|
| Friday, January 1, 2010     | New Year's Day                |
| Monday, January 18, 2010    | Martin Luther King Day        |
| Monday, February 15, 2010   | Presidents' Day               |
| Monday, April 19, 2010      | Patriots' Day                 |
| Monday, May 31, 2010        | Memorial Day                  |
| Monday, July 5, 2010        | Independence Day <sup>4</sup> |
| Monday, September 6, 2010   | Labor Day                     |
| Monday, October 11, 2010    | Columbus Day <sup>1</sup>     |
| Thursday, November 11, 2010 | Veterans' Day <sup>2</sup>    |
| Thursday, November 25, 2010 | Thanksgiving <sup>3</sup>     |
| Saturday, December 25, 2010 | Christmas <sup>3 4</sup>      |

Daylight Savings Time: Begins: March 14  
Ends: November 7

<sup>1</sup> All commerce restricted before 12 noon. Local police permit required to operate before 12:00 noon.

<sup>2</sup> All commerce restricted before 1 p.m. Local police permit required to operate before 1:00 p.m.

<sup>3</sup> All commerce restricted all day. Local police permit required to operate.

<sup>4</sup> All holidays falling on Sunday must be observed on Monday, under state law. Saturday holidays are observed on Saturday.

# SAVE THE DATE



# HOME & GARDEN SHOW

CAPE ANN CHAMBER OF COMMERCE

**March 27-28, 2010**

Gloucester High School Field House

The Cape Ann Chamber of Commerce  
Businesswomen Invite You to Attend Our

## Holiday Wine Down

Emerson Inn By the Sea  
One Cathedral Avenue, Rockport  
Monday, January 11  
5:00 p.m. - 7:00 p.m.

Beverages & Hors d'oeuvres

\$25 per person

RSVP

978-283-1601 or [info@capeannchamber.com](mailto:info@capeannchamber.com)



## BUSINESSWOMEN'S HOLIDAY WINE DOWN

Unwind after the holidays at the **Businesswomen's Holiday Wine Down**. The Emerson Inn By-the-Sea, One Cathedral Avenue in Rockport, will host the Annual Wine Down on January 11, from 5:00 p.m. to 7:00 p.m. This is an opportunity for all area businesswomen and friends to make new contacts and learn more about the Chamber Businesswomen's Division. Welcome in the New Year at one of the areas most elegant locations.

The cost of the Wine Down is \$25 per person and includes two complimentary glasses of wine and a variety of appetizers. Reservations are suggested. For information or to reserve your space, contact the Chamber office.

## ACTIVATING YOUR ENTREPRENEURIAL SPIRIT SMALL BUSINESS START-UP SEMINAR

The Chamber will offer its annual day-long seminar for new and prospective business owners on Saturday, January 23, from 8:30 a.m. to 4:00 p.m. at Rockport Inn and Suites, 183 Main Street, Rockport. This seminar has graduated over 800 people in its 22 year history many of whom have gone on to become successful business owners in their communities. Special corporate support for this program is being provided by **Rockport National Bank**.

"Activating Your Entrepreneurial Spirit" will feature eight speakers, all experts in their field, who will provide a comprehensive overview on all aspects of starting and running a business. Topics to be addressed include: financing, accounting and record keeping, elements of a business plan, lease negotiations, insurance and deductible retirement plans, marketing, and legal considerations. The cost for the seminar is \$60, which includes a continental breakfast and lunch. Early reservations are recommended. For more information or to reserve a space, contact the Chamber office.

## Accountants You Can Count On.

For over 30 years, individuals and small business owners have counted on our team for tax and business advice. So can you.

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Brian N. Wall, CPA, EA  
Josephine Scuderi

Mary Lou Balbo  
Sharon Cody

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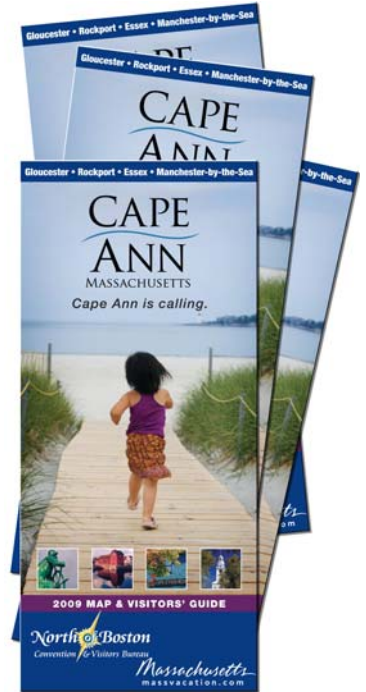
128 Main Street, Gloucester 978.281.2639 cpa@horvitzfrisch.com

## 2010 CAPE ANN VISITORS' MAP *Important promotional piece now in production.*

The Chamber has begun production of the 2010 Cape Ann Visitors' Map. The Visitors' Map is the Chamber's primary fulfillment piece for all advertising initiatives. 200,000 full color brochures are produced and widely distributed. They will be available in kiosks throughout New England, displayed in visitor centers and in establishments throughout Cape Ann, distributed at travel shows, and mailed in response to inquiries.

The Cape Ann Chamber of Commerce is seeking digital photographic images for the map and guide. Shots that capture the beauty of Gloucester, Rockport, Manchester-by-the-Sea and Essex, as well as the wealth of attractions and activities available to visitors year round will be considered. Submitting photographers and/or organizations will be credited in the printed piece.

Advertising space in this key publication is available to chamber members. Space is limited. For more information about how you can take advantage of this important marketing opportunity contact the Chamber office.



## *Skill and Compassion*

Nestled on the campus of Addison Gilbert Hospital, Seacoast Nursing and Rehabilitation Center is Cape Ann's premier choice for short-term rehabilitation, complex medical care and skilled nursing services. Since 1993, residents of Cape Ann and the North Shore have counted on the professionals at Seacoast Nursing and Rehabilitation Center to provide the very best care to their loved ones, neighbors and friends.

### The Seacoast difference includes:

- Longstanding, highly seasoned management and interdisciplinary team
- Specialized rehabilitation programs tailored to meet each individual's unique needs and goals of care
- Access to a wide range of healthcare professionals, including a dedicated respiratory therapist and dieticians
- State-of-the-art equipment and technology
- Compassionate care for the memory impaired, provided by experienced staff specially trained and certified by the Alzheimer's Association
- Award-winning culinary program



*"I want to tell you how grateful I am for the outstanding care provided to my wife. The attention to her needs was most compassionate and tender. To have a loved one receive care at Seacoast is to know that they are receiving the very best."*

- George Monbourquette,  
Ipswich



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**Seacoast Nursing and Rehabilitation Center**  
292 Washington Street, Gloucester

*Call us for more information or to arrange a tour of our facility.*

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[www.seacoastrehab.com](http://www.seacoastrehab.com)

# Chamber Calendar

January , 2010

- January 8 **Economic Forecast Breakfast Club**, The Elks at Bass Rocks, Gloucester, 7:30 a.m.
- January 11 **Businesswomen's Wine Down**, Emerson Inn by the Sea, Rockport, 5:00 p.m.
- January 20 **Evening Business Exchange**, MAC Fitness, Gloucester, 5:00 p.m.
- January 23 **Activating Your Entrepreneurial Spirit Business Start-up Seminar**, Rockport Inn & Suites, Rockport, 8:30 am. 4:00 p.m.
- January 30 **Annual Dinner Dance & Installation of Officers**, Cruiseport Gloucester, 6:30 p.m. Cocktail Hour

## Save the Date:

- February 5-7 **Cape Ann Winter Birding Weekend**  
February 17 **Evening Business Exchange**



January Evening Business Exchange  
MAC FITNESS ♦ 10 Whistlestop Way, Gloucester  
Wednesday, January 20, 5:00 p.m. - 7:00 p.m.

Make new business contacts ♦ Exchange business cards  
Socialize in a relaxed atmosphere ♦ Meet other Chamber members  
Information & Reservations: 978-283-1601 ♦ [info@capeannchamber.com](mailto:info@capeannchamber.com)



## A LITTLE LESS CONVERSATION

## A LITTLE MORE ACTION

### SAVE THE DATE

Join us for a very Special Evening  
Kicking Off the Chamber's 88<sup>th</sup>  
Anniversary Year and Featuring:

### INSTALLATION OF 2010 PRESIDENT

*Kathy Low*

### RECOGNITION OF 2009 PRESIDENT

*Todd Tanger*

### INTRODUCTION OF 2010 BOARD OF DIRECTORS

**WALKER CREEK BAND**  
*For Your Dancing Pleasure*

**SATURDAY, JANUARY 30, 2010**  
*Cruiseport Gloucester  
Gloucester, Massachusetts*

**6:30 p.m. COCKTAIL RECEPTION**  
*Dinner • Program • Dancing*



The Cape Ann Chamber of Commerce  
with the support of  
Rockport National Bank  
presents

## Activating Your Entrepreneurial Spirit . . .

### A Business Seminar for New and Prospective Small Business Owners

This seminar will provide valuable information that  
will affect your business:

- ♦ Financing
- ♦ Legal Considerations
- ♦ Elements of a Business Plan
- ♦ Banking & Finances
- ♦ Accounting and Record Keeping
- ♦ Business Insurance
- ♦ Lease Negotiations
- ♦ Marketing and Business Promotion

**When:** Saturday, January 23, 8:30 a.m. - 4:00 p.m.  
**Where:** Rockport Inn & Suites, 183 Main Street, Rockport  
**Fee:** \$60.00, which includes continental breakfast,  
lunch, and seminar materials



**For Reservations, call the  
Cape Ann Chamber of Commerce  
at 978-283-1601**