

The New Bedford Area Chamber Focus

Business News for and about Members of the New Bedford Area Chamber of Commerce

March-April 2013

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State of the City Luncheon - March 21st

Mayor Jon Mitchell will deliver his State of the City Address over lunch on Thursday, March 21st from 11:30 a.m. to 2:00 p.m. at Greater New Bedford Regional Voc Tech High School located at 1121 Ashley Blvd., New Bedford. Each year, the Mayor delivers the "State of the City" address detailing past accomplishments, goals, planned policies and objectives for the largest city in the region for the coming year. Nearly 500 business, community, media, and political leaders are expected to attend this luncheon program.



The luncheon is sponsored by Webster Bank and hosted by the New Bedford Area Chamber. The cost, which includes a catered lunch, is \$45 per person, \$450 per table of ten, or \$475 for a Signed Corporate Table of ten which includes the company logo on a tabletop sign. Advanced reservations are required by Friday, March 15th.

For more information or to reserve your seat or table, visit www.newbedfordchamber.com or call the Chamber office at 508-999-5231.

Sponsored by:



■ The SouthCoast Women's Forum is quickly approaching. For more information on this popular event or learn how to become a sponsor or exhibitor turn to **page 5**.

■ The Connecting Activities program participates in Amp it Up! to assess current awareness, knowledge, and attitudes regarding Advanced Manufacturing careers. For more information turn to **page 14**.

■ Are you a new member or would like a reminder on all the benefits of being a Chamber member? Join the Chamber for a member orientation. More details on **page 14**.

SouthCoast Legislative Luncheon with House Speaker, Robert DeLeo - April 11th

The New Bedford Area Chamber of Commerce will bring Beacon Hill to the Greater New Bedford Area when it hosts the Honorable Robert DeLeo, Speaker of the Massachusetts House of Representatives as the keynote speaker at its 2013 SouthCoast Legislative Luncheon on Thursday, April 11, 2013. The event will be held at Cotali Mar Restaurant, 1178 Acushnet Avenue, New Bedford from 11:45 a.m. - 1:30 p.m. The event is sponsored by Southcoast Health System and Southern Mass Credit Union.



Robert DeLeo was elected Speaker of the Massachusetts House of Representatives in January 2009. A dedicated public servant to the constituents of the 19th Suffolk District, Speaker DeLeo has undertaken a number of important issues since elected to office. As a 19-year veteran of the House, DeLeo's vast knowledge of the legislative process and strong relationships with his fellow lawmakers have enabled him to lead the House to meaningful reform.

The SouthCoast Legislative Luncheon is an opportunity for business and community leaders to meet with legislators and hear first hand what is in store on Beacon Hill for the business community. Invited legislators include Senators Mark Montigny and Michael Rodrigues; Representatives Antonio Cabral, Robert Koczera, Susan Williams Gifford, Christopher Markey, Keiko Orrall, Paul A. Schmid, William M. Straus and others.

Speaker DeLeo previously served as chairman of the House Committee on Ways & Means. This critical experience prepared him to navigate the state budget through a challenging economy. Prior to that role, he chaired the House Committee on Bills in the Third Reading, the Joint Committee on Local Affairs, and the House Committee on Ethics. He served as chair of the Town of Winthrop's Board of Selectmen for nine years and as a Town Meeting member for more than 30 years. DeLeo is a graduate of Northeastern University and Suffolk University Law School.

Check-in for the event starts at 11:45 a.m., with the luncheon beginning at noon. The cost of the event is \$35 for members and \$45 for non-members, with tables of ten available. Advanced reservations are required by Thursday, April 4th and can be easily made by calling the New Bedford Area Chamber at 508-999-5231 or online at www.newbedfordchamber.com

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Chamber Update

A brief report on Chamber Activities from the President/CEO

Tourism is one of the largest industries in Massachusetts.

The industry is driving \$16.9 billion in direct spending, over \$1 billion in state and local taxes and supporting 124,700 jobs. In Bristol County alone it accounts for over 3,000 jobs and over \$400



Roy Nascimento, IOM,
President & CEO

million worth of industry-related revenue. It is also a growing industry. While employment in many industries is stagnant, jobs in the tourism industry are growing. Tourism also supports existing companies and stimulates new business development, diversifying the economy and attracting businesses who want a wide variety of amenities for their employees.

Unfortunately, our county's tourism efforts have suffered in recent years due to the economic downturn and loss of confidence in the county's convention and visitors bureau. This has resulted in the region losing out in state tourism funds that are available to support marketing our attractions and businesses. Recognizing the significant economic impact and potential for New Bedford, the Chamber has been actively involved in efforts to revive the region's tourism efforts. In today's highly competitive travel marketplace, our region needs to have a viable, working and productive marketing program to grow our share

of the tourism business. It also must be regional in scope, as resources are better leveraged when communities work together for the collective good. So over the last year, we have partnered with the other four chambers of commerce in our county to lead a regional effort to revamp and strengthen Bristol County's tourism efforts. We have met with state tourism officials, members of our legislative delegation, city and local officials, representatives of the media and we have hosted several forums with members in the hospitality and tourism industries from throughout Bristol County to gain their input.

Much work remains to be done, but I am confident that working together we can turn things around and have a successful and productive regional tourism effort in the county. The New Bedford Area Chamber of Commerce is committed to providing leadership on this issue and helping to shape the region's tourism initiatives in the future.

Your comments or feedback are always welcome at
roy@newbedfordchamber.com.

Best Regards,

Roy Nascimento, IOM
President & CEO

About the New Bedford Area Chamber of Commerce

With approximately 1,000 member businesses, the New Bedford Area Chamber of Commerce is committed to providing opportunities for members to advance their business and promoting a healthier business and economic climate for the region. The Chamber is here to help members – with trusted resources, a strong business network

and a support system to keep your business moving forward.

Our mission is to serve the interests of member businesses while advocating business advancement, economic growth and job creation for the benefit of New Bedford and the SouthCoast region of Massachusetts.

Connecting businesses on the SouthCoast from Wareham to Westport

SourceOne to Provide Services to SouthCoast Electric Power Group

SourceOne, a nationally recognized energy consulting firm and a subsidiary of Veolia Energy North America, has been selected to perform energy advisory services for the SouthCoast Electric Power Group (SCEPG), an aggregation comprised of the Cities of New Bedford, Fall River and nearly 30 private companies in the area. The contract was awarded to SourceOne after a competitive public request for proposals for energy consultant services. The SCEPG is comprised of over 800 separate accounts with an aggregate annual electricity load of roughly 150,000,000 kWh, representing an estimated annual budget of approximately \$10 million.

“We are pleased to be working closely with SourceOne, and we selected them due to their proven energy expertise throughout the region and across the nation,” said Roy M. Nascimento, IOM, President and CEO of the New Bedford Area Chamber of Commerce. “During these tough economic times, it is extremely beneficial to have experts

to provide our group with the energy advisory services needed to help manage member costs over the next few years. We believe that our membership will benefit substantially from this partnership, providing greater access to competitive pricing along with valuable market guidance.”

The scope of energy services provided by SourceOne will include development of pricing alternatives, contract negotiation with electricity suppliers, ongoing management of the supply relationship and electricity market insight and forecasting. These services allow SCEPG members to have the information needed to make important electricity pricing decisions and to further reduce electricity costs.

“SourceOne is delighted to have been selected by SCEPG as its advisor and resource to help control the cost of electric supply for their members,” said Chris Barros, P.E., Vice President and

continued on page 5

Highlights from the 25th Annual Greater New Bedford Home Show



David W. Oliveira/The Standard-Times

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The New Bedford Area Chamber is Hosting Two Exciting Trips in 2013!

Trip to the Azores

September 10 - 17, 2013

Come join us as we explore some of the most popular places visited on the Azores. This 8 day excursion will offer two half day sightseeing tours; of Logao do Fogo and Sete Cidades and two full day sightseeing tours of Furnas and Nordeste; both of which include lunch. For a taste of the beautiful Island of S. Miguel Azores, please visit www.visitazores.com.

The total price of the trip is \$2,054 per person for double-occupancy (single rate please add an additional 399.00).

Price includes:

- Round Trip Transfers to and from Boston (leaving New Bedford; departure location TBD)
- Airfare from Boston to Ponta Delgada (S. Miguel Azores)
- Accommodations- 6 nights, 7 days at Hotel Marina Atlantico (Ocean View)

- Buffet Breakfast Daily
- Two half day sightseeing tours of Logoa do Fogo and Sete Cidades
- Two full day sightseeing tours of Furnas and Nordeste; both include lunch

We highly recommend that you purchase insurance (fees vary and can be purchased through the travel agent or you may contact your insurance company).

For contact info, please call the Chamber at (508) 999-5231 ext. 20 or you may email dbotelho@newbedfordchamber.com.

A deposit of \$250.00 will need to be made at the time of your reservation, and is non-refundable after June 30th. The Chamber is partnering with Fran's Travel and the Whaling Museum on this trip. *A valid passport is required.*



The Chamber trip to the Azores will include sightseeing tours of the Island of S. Miguel

Irish Splendor

November 6 - 13, 2013

Have you ever wanted to travel the world and experience something new and exciting? Then you do not want to miss the Chamber's trip to Ireland in November 2013! Don't miss this opportunity to explore the culture and arts of Ireland on our Irish Splendor tour.

This eight-day trip has an exciting itinerary including visits to some of Ireland's popular landmarks such as Guinness Storehouse, Blarney Castle, Cliffs of Moher, Ashford Castle and more. Also included are several meals of delicious authentic Irish cuisine. Some highlights of the trip include:

- Explore the Guinness Storehouse, Ireland's number one attraction.
- Travel Dingle Peninsula, one of the world's most beautiful coastal routes.
- Spend a night in Ashford Castle and experience old Ireland at its finest.
- Enjoy an evening of fun and Irish music at a local Dublin pub.

From evening of fun and Irish music at a local Dublin pub to the 700-foot-high Cliffs of Moher, this trip will leave you with a lifetime of Irish memories.

The cost is \$2,549.00* for double occupancy (deduct \$250.00 if deposit is received by May 6, 2013) which includes round trip airport-to-hotel transfers when purchasing Collette airfare with your tour, sightseeing, admission charges (as outlined in the itinerary), gratuities for bellmen, doormen and dining room wait staff are also included and accommodations at 4 and 5 star hotels.

Booking is limited so act now to reserve your space. For more information, please call the Chamber office at (508) 999-5231 ext. 20 or email dbotelho@newbedfordchamber.com. *A valid passport is required.*



The Chamber trip to the Ireland includes sightseeing tours of Ireland's popular landmarks.

SouthCoast Women's Forum - May 9th "Innovate & Communicate" at the 2013 Women's Forum

SouthCoast Women's Forum



This year's theme, "Innovate & Communicate", will focus on women run and led businesses that have used innovation and communication to face and overcome the many challenges presented to them. The program will feature a panel of women business leaders and entrepreneurs discussing the challenges and opportunities with running their business.

In addition, the Women's Forum will feature an interactive exhibitor showcase for women-owned or women managed businesses to profile their services and products. Because space is limited, registrations for exhibitor spaces are on a first come, first served basis. Members interested in exhibiting are encouraged to reserve their tables early to ensure a spot.



Participants in the 2012 SouthCoast Women's Forum had the opportunity to meet with exhibitors in the health care industry.

The SouthCoast Women's Forum offers an opportunity to network before, during and after the luncheon program. Registration, networking and exhibitor booth viewing will start at 11:00 a.m. The luncheon program starts at noon but we encourage guests to arrive early for networking and to visit with the exhibitors and sponsors.

This event has multiple sponsorship opportunities to showcase your business. Sponsorship opportunities include exhibitor space at the event, recognition in marketing materials and more. From small businesses to non-profits, this well attended event has something for everyone. Contact the Chamber today to find a sponsorship opportunity that works for you.

This year's event will be held at Hawthorne Country Club, 970 Tucker Road, Dartmouth, MA. Check the website for a complete list of speakers and an update on the program agenda. The cost is \$37 for members and \$45 for non-members with tables of ten also available. Pre-registration is required.

To register, call the Chamber at 508-999-5231, email ctapper@newbedfordchamber.com, or visit www.newbedfordchamber.com. For information on sponsorships and exhibit space, contact Caitlin Tapper at 508-999-5231 ext. 26.

SouthCoast Electric Power Group

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General Manager of Energy Management at SourceOne. "Municipalities as well as commercial and industrial customers are under increasing pressure to manage costs, and potential electricity cost reductions will have a positive impact to the bottom line. SourceOne is well suited to assist SCEPG by providing energy consulting services that will improve SCEPG member's financial health and environmental impact." The SCEPG has been in existence since 2002 and has an excellent track record of providing area members with benefits from the aggregation of their electricity spend. Using the buying power of the group, SCEPG members are able to maintain negotiating power that minimizes energy supplier margins and to access strong energy market consulting support on energy buying strategies.

The partnership with SCEPG will leverage SourceOne's extensive expertise in the economics of electricity supply and consumption.

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The Webster Symbol and Webster Bank are registered in the U.S. Patent and Trademark Office.

Good News!

Partridge Snow & Hahn LLP Announces Drew Colby and Jay Peabody have Become Partners of the Firm

Partridge Snow & Hahn LLP is pleased to announce that Drew W. Colby and Jay R. Peabody have become partners of the Firm. "We are delighted to have such talented individuals join the partnership as we begin the celebration of the Firm's 25th anniversary," said David M. Gilden, Managing Partner.

Mr. Colby is Co-chair of the Construction Group and a member of the Real Estate and Litigation Groups. He focuses his practice in the construction business representing owners, architects, engineers, general contractors, subcontractors, and vendors in areas including contracting, drafting and negotiations, subcontract performance issues, payment disputes, bid protest claims, mechanic's lien filings, insurance disputes, reservation of rights matters, and insurance coverage issues with respect to public, commercial and residential projects.



Mr. Peabody is a member of the Firm's Real Estate Group as well as the Commercial Lending and Corporate Groups. His practice involves representing owners, developers and lenders in connection with the purchase, sale, planning, development, leasing and complex financing of commercial, industrial, retail, large scale residential, and renewable energy projects.



St. Anne's Credit Union Employees Participated in Credit for Life Fair

The Credit for Life Fair provided students in the junior class an opportunity to take part in an interactive financial

literacy exercise covering the basics of budgeting

and managing credit. This was the first fair of its kind held at New Bedford Voc, and it was well received. Some of the booths the students were required to visit included insurance, vehicles, luxury items, groceries and several more. The students had to manage their money and make decisions based upon what their "income" was for the year. St. Anne's employees acted as "credit counselors" at the event – discussing the budgeting decisions that the students made throughout the course of the fair and providing the students guidance regarding their choices. Credit for Life is teaching students critical skills about budgeting that will increase their financial literacy and economic self-sufficiency before they are out on their own. This is the first fair of many that the Credit Union participates in over the course of the year.

Patriots Ty Law to Speak at UMass Dartmouth Center for Marketing Research Celebrity/Scholarship Dinner



The Center for Marketing Research at the University of Massachusetts Dartmouth is proud to announce former New England Patriots star Ty Law will be the celebrity speaker at their 13th Annual Celebrity/Scholarship Dinner on April 10, 2013 at the Venus de Milo Restaurant in Swansea, MA from 6:00 p.m. - 9:00 p.m.

Tajuan "Ty" Law is a retired National Football League cornerback who has played for the New York Jets, Kansas City Chiefs, Denver Broncos and



most importantly, the New England Patriots. Born on February 10, 1974 in Aliquippa, Pennsylvania, Law attended Aliquippa High School where he played football as a cornerback, wide receiver, safety and running back.

Guests will enjoy a full-course dinner and will have the opportunity to hear Ty Law speak about his life and career experiences. He will also take questions from the audience. Dinner tickets are \$75 each (\$750 for a table of 10). Pictures will be available for purchase and autographed by Law. There will be a silent auction of autographed Ty Law football memorabilia at the dinner. Photo opportunities will be available.

To purchase tickets, or obtain more information, please contact Ava Lescault by phone at 508-910-6435 or email to alescault@umassd.edu.

Tomlinson & O'Neil Insurance Agency, Inc. Announces the Recent Acquisition of Kiley Insurance



"Since 1984, Mary and Jerry Kiley have operated a first rate insurance agency," O'Neil states, "everyone at Tomlinson & O'Neil are thrilled to welcome the Kiley staff and clients to our family. We will continue business as usual at 838 Washington Street in Holliston and are very pleased to continue in the Kiley tradition of offering an array of great products and services." Clients at Kiley Insurance will soon enjoy the addition of several new and competitive products and companies along with a new interactive website and Facebook page. The agency is located at 271 Union Street, New Bedford, Ma 02740. They can be reached in New Bedford at 508-994-5678 or at Kiley Insurance, 838 Washington Street, Holliston, MA 01746 at 508-429-8411.

First Citizens' Opens its 17th Annual Scholarship Application Period



Applications are being accepted for the 17th Annual First Citizens' Federal

Credit Union's Barbara Whitehead Silva Scholarship & Champion Family Scholarship Program. In total thirteen \$1,000 scholarships will be awarded.

The program provides graduating seniors from ten local area schools with a \$1,000 scholarship awarded to them based on academic achievement, community service and financial need. In addition, one scholarship will be awarded in honor of Barbara Whitehead Silva, former President and Chief Executive Officer, for her 45 years of dedicated service to the institution. The remaining two \$1,000 scholarships will be awarded to immediate family of members with a Champion Checking Account. Champion accounts are exclusively available to teachers, EMT, police, firefighters and healthcare professionals. Applications are available at all First Citizens' branch offices or online at www.firstcitizens.org. Requirements state that the applicant or parent must be a member of First Citizens' and the applicant must be a high school senior accepted to a college or university for the 2013-2014 academic year. The application deadline is April 1st.

Lafrance Hospitality Remembers Newtown, CT

Bar proceeds and tips from the Lafrance Hospitality



Employee Holiday Party held at Bittersweet Farm were donated to the United Way of Western, CT for the Sandy Hook School Support Fund. The United Way is committed to providing support and resources where and when they are needed. The Western CT chapter's website states that "as people from our area and beyond respond to this heartbreaking tragedy, they are turning to the United Way looking for ways to help. In response, United Way of Western CT, in partnership with Newtown Savings Bank, has created the 'Sandy Hook School Support Fund' that will be able to provide support services to the families and community that has been affected." LHC was pleased to help and greatly appreciates all the employees in attendance. Thanks to our employees we contributed \$785.

Good News!

Team Noah Foundation Donates New Transport Van to the Schwartz Center for Children



The Team Noah Foundation has designated funds raised from their First Annual Wine Tasting toward the purchase of a new transport van for the Schwartz Center for Children. Over 400 tickets were sold for the Wine Tasting on March 1st.

The Team Noah Foundation was formed in honor of Noah Fernandes. Noah was diagnosed with a progressive and degenerate form of mitochondrial disease. Up until July of 2012, Noah attended the Schwartz Center for Children. Noah's mother Christine Fernandes stated, "What this school has done for Noah and my family is not repayable and that is where my dream comes in. For the last two years, I have been obsessed with starting a foundation in Noah's name in order to help other children and families in similar situations...in essence to pay it forward. My deepest desire is to make Noah's name live on long after his life allows, and for years to come for children to be supported and nurtured all because of my courageous little boy and the dream he placed in our hearts."

Mr. Fernandes added that they hope to raise enough funds through the Team Noah Foundation to pay off the van before the end of the year. The new van has been delivered and was on site at the Wine Tasting.

For more information about the Schwartz Center, visit www.schwartzcenter.org or call (508) 996.3391.

Intertwining Expertise to Achieve Excellence: Introducing Farland Corporation, Inc.



Thompson Farland, Inc. is pleased to announce their sister company Farland Corporation, Inc. started by Christian A. Farland, P.E., LEED AP and his wife Elizabeth R. Farland. Farland Corp. is a full service site contracting company specializing in residential and commercial site development for the private and public sector. Farland Corp. is located at 398 County Street, New Bedford, MA.

Christian, who is a professional civil engineer and also owns Thompson Farland, Inc. along with Elizabeth, has always dreamed of owning his own site construction company. He believes his extensive knowledge in the construction industry and his expertise in the civil engineering profession will be combined to provide his clients with the most cost effective approach to their projects. Farland Corp. is dedicated to providing their clients with high quality workmanship and cost-effective solutions delivered on-time and in-budget. Each project is handled and reviewed by a competent team of professionals committed to their strategic approach to problem solving. Please contact Rasa St. John at (508) 717-3479 or Jay Lanagan at (508) 717-3480 for more information.

Back to the Roots International Travel Show

The goal of the exhibition "Back to the Roots International Travel Show" is to bring together tourism operators in the United States to help propel tourism packages designed to promote the return to ancestral lands and facilitate the reunion with one's culture, history and nature. The exhibition will be held at the Raynham Dog Track, 1958 Broadway in Raynham, MA, from Friday, May 24th to Sunday, May 26th. The venue is located at the heart of several key immigrant communities in New England.

Back to the Roots International Travel Show wants to motivate tourism based

on family values, history and culture, while exploring the resources of music, dance, cooking, religion, architecture, sports, etc.

A specific goal of the project Back to the Roots International Travel Show is to develop a tourism program designed for the U.S. market and aimed at Cape Verdeans/Americans, Portuguese, Brazilian, Angolan, Guinean, Caribbean-Americans, Native Americans, Jews / Americans, among other migrant Africans, Europeans, Americans and Latinos. These are not limited and we welcome any and all ethnicities.

A detailed program and sponsorship opportunities will be available soon and sent to potential participants. For more information contact: info@backtotherootstravelshow.com or call (508) 996-1332

Rotary Club hosts Annual Food and Wine Festival

The Rotary Club of New Bedford will host RotaFest, a food and wine festival, on Thursday, April 25th from 5:30 - 9 pm at the Seaport Inn in Fairhaven. Partnering with Rotary to make this event a huge success are Wines and More of Wareham and local restaurants that include Cotali Mar, the Waterfront Grille, Texas Roadhouse, Fays, Milk and Honey, and Wicked Kickin' Cheesecakes. Proceeds raised will benefit various charitable causes and organizations in the greater New Bedford area.

Guests will sample delectable wines from throughout the world, with wine experts available at each station. Entertainment will be provided by The Chris Richards Trio, one of the area's most popular bands. There will also be live and silent auctions.

Tickets are \$50 per person, and can be purchased at the Wamsutta Club, corner of Union and County St., in New Bedford or by contacting Paula Freitas at (774) 451-1617 or Ron Keirstead at (508) 642-1407. A limited number will also be available at the door that night.

Sensational Advertising Rewards Program

SouthCoast Media Group is announcing a sensational advertising rewards program to help local businesses boost sales. This is a special three month offer from March through the month of May that affords businesses an opportunity to earn generous bonus advertising. The SouthCoast Media Group is proud that its publications reach 64% of the SouthCoast market; with households from Westport to Wareham and up to Middleboro. For more information call Chris Lodge at 508-979-4483 or Denise Tudino at 508-979-4352.

SouthCoast Restaurant Week is Returning April 11- 19th

The objectives of Restaurant Week are to boost business for restaurants during a traditionally slow time of year and to encourage consumers to dine out more often and try new restaurants, as well as increase area exposure- thus economic impact! The prix-fixe meal prices of \$12.13 for a 2 course Lunch and \$20.13/\$30.13 for a 3 course dinner have been designed to accommodate both casual pub style restaurants and fine dining restaurants and to provide real value for the consumer. This exciting event will be held April 11 - 19th at restaurants from Seekonk to Bourne.

Participating Restaurants are asked to donate a percentage of Restaurant Week sales to the United Way's Greater New Bedford Hunger Commission. United Way's Hunger Commission of Southeastern Massachusetts is the only local program that coordinates food distribution to emergency food pantries and kitchens, working with 50 locations in Bristol County. For more information contact Todd Philie, 508-400-3468 todd@smgnewengland.com

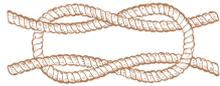
Do you have good news to share?

Please send your press releases with photos to focus@newbedfordchamber.com

Due to space limitations, we can not guarantee each article will be printed. We do try our best to t as much member news in as possible.

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Chamber Tourism & Travel Update



New Ferry Excursions:

Seastreak, LLC is developing an exciting new day trip package for summer vacationers on Martha's Vineyard to visit New Bedford. The excursions would include a roundtrip ferry ride, admission to local attractions, and discounts to local restaurants and shops. The goal is to utilize the ferry trips to bring tourists from Martha's Vineyard to New Bedford. Restaurants and shops interested in participating in offering special discounts to these tourists should contact John Silvia of SeaStreak at 1-800-262-8743 Ext. 2203.

Photos Wanted:

The Massachusetts Office of Travel & Tourism (MOTT) has asked for our assistance in acquiring royalty-free, color images to promote the state and region to visitors. This is a good opportunity to promote your business to prospective customers! Please contact Roy Nascimento, President & CEO of the New Bedford Area Chamber at roy@newbedfordchamber.com for more information.

New Tourism Website:

The Massachusetts Office of Travel & Tourism is creating a new website in an effort to recharge and induce tourism to Bristol County. This new website will promote tourism to the region by focusing on lodging, attractions, restaurants, retail and special events. The office is welcoming the listings of these types of businesses on the website. To find out how to get your business listed for free, please visit the Chamber website or contact Roy Nascimento, President & CEO of the New Bedford Area Chamber at roy@newbedfordchamber.com

2013 New Bedford Cruise Schedule:

The City of New Bedford has become a regular port of call for ships of the

American Cruise Lines and Blount Small Ship Adventures. Vessels will start arriving at the State Pier this year on Sunday, May 19th and continue through October 20th. For a complete schedule of the cruise ship visits for 2013, please visit the Chamber's website or contact the New Bedford Harbor Commission at (508) 961-3000.

AAA Travel Marketplace:

The New Bedford Area Chamber of Commerce recently partnered with the New Bedford Office of Travel & Tourism and four other chambers of commerce in Bristol County to promote New Bedford and the region to prospective travelers at the AAA Travel Marketplace. Over 17,000 travelers participated in the show. Thank you to all the member attractions and businesses who contributed brochures and marketing collateral for use at the show!

Tourism Information Wanted:

State tourism officials are looking for what's new in the tourism industry for 2013 and 2014 for their international marketing efforts. They compile the information from across the state and send quarterly updates to their international vendors to use in press releases, e-newsletters and as talking points. The information is also used at various international trade shows to promote visitation to Massachusetts. They are looking for information relevant to the international market such as new hotels or renovations coming up in the next year; new tours; new or unique events/festivals; venue/attraction news; new museum exhibits; historic anniversaries; or anything else that might be of interest to international audiences. The deadline to be included in their next update is April 1, 2013. For more information email roy@newbedfordchamber.com



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ENTERPRISING MINDS

by Joanne Rego, Supported Employment Network Coordinator

An Ambitious and Dedicated Employee Provides an Outstanding Job Performance to Three Local Businesses

Each week, Jestan Epps works three jobs for three different businesses. Epps began working at King Kuts Barber Shop



Jestan Epps provides cleaning services at his three jobs.

approximately 7 years ago. Epps is an unusually ambitious employee and he was looking for other employment opportunities. Epps reputation as a skilled and dedicated employee was evident to not only his program staff but also to the people who saw him working in the community. When an opportunity arose to clean an office building at least one day a week the first name that came to mind was Jestan's. The employer was informed about Epps' dedication, his excellent work ethic and remarkable

attention to detail. An interview was set up and Epps was hired to clean an office at Borden House. Within a short time, Jestan was working independently and socializing with his new co-workers. Soon the owner of the Borden House office building was recommending Jestan to work for her hair dresser at DeAraujo Salon. She let the owner of the salon know how much she enjoyed Jestan working at Borden House and shared her own experiences. She told DeAraujo Salon what a great job Epps was doing when cleaning the Borden House office. DeAraujo Salon asked if she thought Epps would be interested in another cleaning job because he was having trouble finding someone who could clean the job to his standards. An interview was set up with DeAraujo's Salon and once again, another business owner was so impressed with Epps that the employer hired him on

the spot. Jestan was entrusted with the key to the salon and hired to clean on days when the salon was closed. Jestan continues to do an outstanding job at all three businesses.

Epps takes pride in his work and is prepared to ask for help from the program provided job coach when he needs a little assistance. To stay on top of his skills, Epps has attended two employment trainings in the past year. Epps is always looking to improve his employment skills and consequently he has a great work ethic and is a reliable and exemplary employee.

If you have any questions about the Supported Employment Network or are interested in hiring a person with disabilities, please call Joanne Rego at the New Bedford Area Chamber at 508-999-5231 extension 28.

Nominations Sought for 2013 Small Business of the Year Award



Nominees for the 2012 Small Business of the Year award were recognized at the Good Morning SouthCoast! breakfast sponsored by BankFive.

The Chamber recognizes the contributions smaller businesses make to the creation of new jobs and economic opportunities in the SouthCoast region. We would like to commend small businesses for their valuable contributions to our communities by awarding the 2013 Small Business of the Year Award. Nominees do not need to be members of the Chamber, but must be

a for-profit business. Businesses must also have 50 or less full-time equivalent employees (two part-time employees equals one full-time employee) and have been in business more than three consecutive years under the current ownership.

You may nominate your own business or any other business that has exhibited

growth and social responsibility in your community. Submit a summary of your reasons for the nomination, based on employment/staying power, growth, innovation and social responsibility along with a completed nomination form.

Call the Chamber office for nomination forms; 508-999-5231 or email ctapper@newbedfordchamber.com.

Winners will be selected by the Chamber's Award Selection Committee and will be announced at the June Good Morning SouthCoast! Nominations are due by April 5th.

For a full listing of upcoming events or to register online for an event visit:
www.newbedfordchamber.com

Recent Chamber Events



1. Featured speakers at the February Good Morning SouthCoast! the Honorable William R. Keating, United States Representative & Dr. Divina Grossman, Chancellor of the University of Massachusetts Dartmouth were presented with a gift by Jim Ratray, Chair-Elect.

2. Mayor Jon Mitchell was the keynote speaker at the January Good Morning SouthCoast! held at the New Bedford Whaling Museum

3. Featured speaker at the February Good Morning SouthCoast! breakfast, the Honorable William R. Keating, United States Representative

4. Marc Bianco, United Alliance Services Corporation presented an introduction to OSHA for owners and managers of small to mid-size businesses.

5. The January Good Morning SouthCoast! breakfast

held at the New Bedford Whaling Museum

6. The 2013 STEP Grant Program Regional Briefing held at the Chamber office.

7. Featured speaker at the February Good Morning SouthCoast! breakfast, Dr. Divina Grossman, Chancellor of the University of Massachusetts Dartmouth

8. Jeremy Stieb, Port Director, Harbor Development Commission (HDC) was a featured speaker for the January Good Morning SouthCoast!

9. Will Gardner, Alma Del Mar Charter School & Nancy Wood Dupont, Bristol County Savings Bank at the January Business After Hours

10. Guests at the January Business After Hours hosted by Alma Del Mar Charter School.



Business After Hours

Wednesday, March 27, 2013

5:00 p.m. - 7:00 p.m. at
Hampton Inn Fairhaven
One Hampton Way
Fairhaven, MA 02719

Sponsored by:



Wednesday, April 10, 2013

5:00 p.m. - 7:00 p.m. at
BayCoast Bank
95 William St.
New Bedford, MA 02740

Sponsored by:



Register online for upcoming Business After Hours by visiting www.newbedfordchamber.com or calling (508) 999-5231.



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Calendar of Chamber Committee Meetings

Contact the Chamber office for more information on any of these committees.

March

Supported Employment Network - Wednesday, March 6th - 9:00 a.m.
 Government Affairs Committee Meeting - Friday, March 8th - 8:30 a.m.
 Women's Forum Committee Meeting - Tuesday, March 12th - 8:30 a.m.
 Ambassadors Council Meeting - Thursday, March 14th - 11:45 a.m.
 SouthCoast Human Resources Council - Wednesday, March 20th - 8:00 a.m.
 Young Professionals Leadership Team Meeting - Friday, March 29th - 8:30 a.m.

April

Supported Employment Network - Wednesday, April 3rd - 9:00 a.m.
 Ambassadors Council Meeting - Thursday, April 4th - 11:45 a.m.
 Government Affairs Committee Meeting - Friday, April 12th - 8:30 a.m.
 Executive Committee - Tuesday, April 9th - 3:30 p.m.
 SouthCoast Human Resources Council - Wednesday, April 24th - 8:00 a.m.
 Board of Directors - Thursday, April 25th - 8:30 a.m.
 Young Professionals Leadership Team Meeting - Friday, April 26th - 8:30 a.m.

May

Supported Employment Network - Wednesday, May 1st - 9:00 a.m.
 Ambassadors Council Meeting - Thursday, May 2nd - 11:45 a.m.
 Government Affairs Committee Meeting - Friday, May 10th - 8:30 a.m.
 SouthCoast Human Resources Council - Wednesday, May 22nd - 5:30 p.m.
 Board of Directors - Thursday, May 23rd - 8:30 a.m.
 Young Professionals Leadership Team Meeting - Friday, May 31st - 8:30 a.m.

Affordable advertising in the Chamber Focus

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 or visit www.newbedfordchamber.com

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March - April Featured Member Discounts

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email: melanie@melicious-media.com
website: www.crushfinewines.com

To set up your discount or to view a complete list of discounts currently available to Chamber members, please visit www.newbedfordchamber.com or call 508-999-5231

SCYPN CEO Unplugged: Keith Hovan, President & CEO of SouthCoast Health System

You are invited to attend the SCYPN's CEO Unplugged series on Friday, March 15th from 7:45 - 9:00 a.m. at SouthCoast Health Systems, St. Luke's Hospital, 101 Page Street, New Bedford, MA.



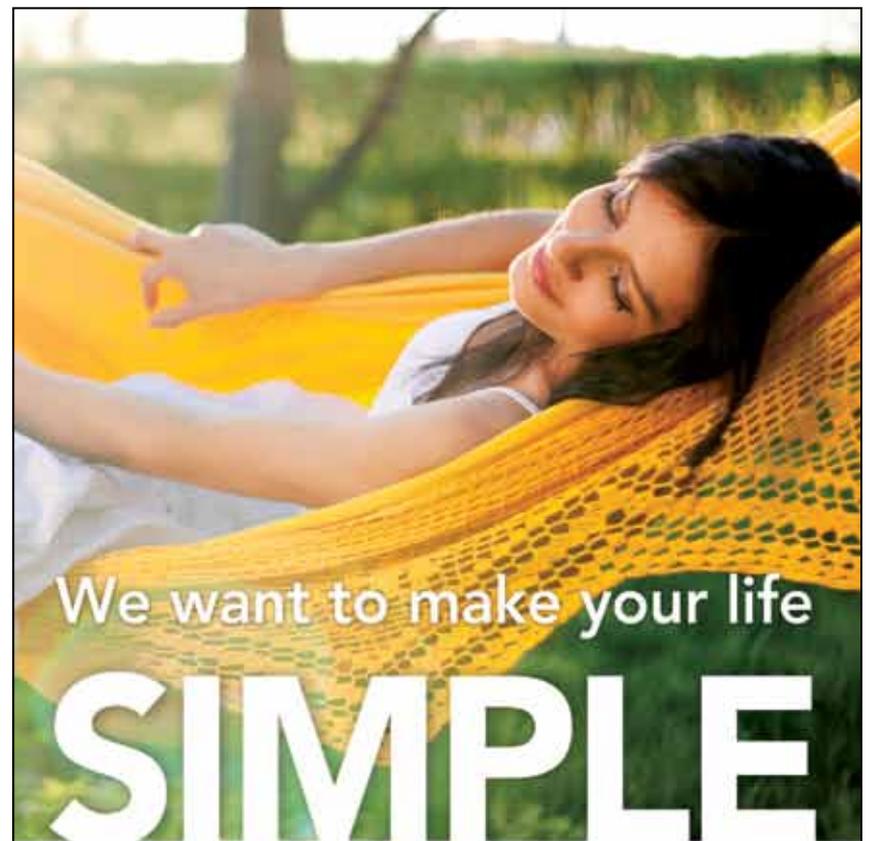
ing first in his class with the Award for Academic Excellence and a Bachelors of Science in Nursing. He is a member of the American College of Healthcare Executives.

Seats are limited to 20-25 members of the SCYPN. The event is free for members of the SCYPN, but pre-registration is required. Registrations are on a first come, first served basis. Registration is available online at www.newbedfordchamber.com or call 508-999-5231.

The mission of the SouthCoast Young Professionals Network is to work with local and regional leaders, Chamber members and other young professionals groups to attract and retain young talent in the SouthCoast region while also establishing our next generation of business and community leaders. For more information about the SCYPN or to join, contact Rebecca Viera at 508-999-5231 or visit www.newbedfordchamber.com.

The March edition of the CEO Unplugged will feature Keith Hovan, President & CEO of SouthCoast Health System. Hovan joined SouthCoast as President & CEO of SouthCoast Hospitals Group in June 2008. He became President of SouthCoast Health System in October 2010 and added the title of CEO of SouthCoast Health System in July 2011.

Prior to joining SouthCoast, Hovan was Executive Vice President & Chief Operating Officer at Danbury Hospital. Hovan is a graduate of Sacred Heart University where he earned both a Masters of Science in Nursing, graduat-



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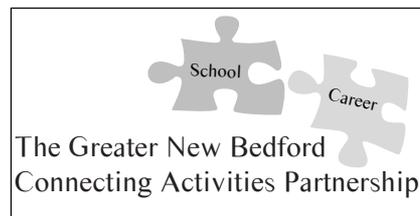


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Connecting Activities

AMP IT UP! GRANT TO AID LOCAL MANUFACTURING INDUSTRY

Connecting Activities Staff to help facilitate initiative



The Greater New Bedford Workforce Investment Board (GNWIB) was recently awarded a grant from Mass Development's AMP It Up campaign. The GNWIB, in collaboration with the New Bedford Area Chamber of Commerce, New Bedford Public Schools, Bristol Community College, the United Interfaith Action (UIA) and several local manufacturing companies, are currently distributing surveys throughout the local community to assess current awareness, knowledge, and attitudes regarding Advanced Manufacturing careers.

The purpose of this initiative is to help change many common perceptions and stereotypes regarding careers in advanced manufacturing.

These surveys will be geared toward both educators and adults throughout the community and will be available at the offices of all our participating partners. The results of these surveys will be used to inform the AMP It Up! New Bedford project partners and to shape program activities, such as: job shadowing, roundtable discussions, industry-leader presentations, career fairs, tours of manufacturing sites and teacher externships.

Participating local manufacturing companies include: Precix, Five Star Manufacturing, Acushnet Company/Titleist and Lockheed Martin.



All information collected is confidential and reported at the aggregate level (i.e., no individual teacher or schools are named in our reporting.)

If you would like more information about this project, or would like to participate by taking one of our surveys, please contact New Bedford Area Chamber of Commerce Employer Specialist Ian Abreu at (508) 999-5231, ext 24, or by e-mail at: iabreu@newbedfordchamber.com.

AMP it up New Bedford! is supported by the Greater New Bedford Workforce Investment Board, Inc. with funding provided by the Commonwealth Advanced Manufacturing Futures Program administered by MassDevelopment

About the Connecting Activities Partnership
The Greater New Bedford Connecting Activities Partnership, a collaboration of the City of New Bedford Office of the Mayor, the Greater New Bedford Workforce Investment Board and Youth Council, Bristol Community College and the New Bedford Area Chamber of Commerce, promotes the connecting of academic and workplace learning through Connecting Activities workplace internships. Area employers assist High School seniors to make more informed decisions about their future education and career choices. Currently we service students at Dartmouth High School, Fairhaven High School, New Bedford High School, and Old Rochester Regional High School. More information about the partnership is available at www.newbedfordchamber.com or by calling (508) 999-5231.

DCAMM Vertical Construction Certification Workshop for Public Bidding - March 27th



On Wednesday, March 27th, from 8:30-10:30 a.m. learn about the DCAMM certification process for public bidding. This workshop is geared to assisting the MBE/WBE and Small Contractor community in becoming DCAMM-certified. This program will cover the DCAMM Certification Application requirements and the process for becoming certified as a Prime Contractor & Filed Sub-bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the Commonwealth. Additional information will be

provided on the bidding process and requirements. DCAMM presenters will include Deputy General Counsel Susan Goldfischer and Public Information Manager Suzzette Waters.

DCAMM Certification is required on public bids that fall under M.G.L. c. 149, §44A. It covers the construction, reconstruction demolition maintenance or repair of a vertical building that its estimated total cost is over \$100,000. For more information contact Suzzette Waters at suzzette.waters@state.ma.us.

Chamber Member Orientation



Member Orientation held at Alma Del Mar Charter School in January

The Chamber will be hosting quarterly membership orientations for those interested in joining, members who have joined throughout the year and existing members interested in learning more

about the benefits of their membership. Join us Wednesday, March 27th from 4-5 p.m. at the Hampton Inn Fairhaven, One Hampton Way, Fairhaven for our next member orientation. The Chamber's monthly business after hours immediately follows the member orientation. The Business After Hours provide an opportunity for members and non-members to mingle and build business relationships in an informal, relaxed business setting. For more information or to register, call 508-999-5231 or visit www.newbedfordchamber.com.

Tax Credits for Advanced Energy Manufacturers

The U.S. Energy & Treasury Departments have announced \$150 million in tax credits for advanced energy manufacturers. This tax program is focused on strengthening America's global competitiveness in clean energy manufacturing, increasing our energy security and creating new jobs and opportunities for American workers.

Manufacturers may qualify if they produce energy products associated with solar, wind, geothermal, electric grids, fuel cells, microturbines, energy storage, electric or hybrid vehicles, efficient lighting and more. Concept papers must be submitted to the Dept. of Energy by April 9, 2013. For more information visit energy.gov.

Welcome New Members

American Engineered Fabrics, Inc.
1 Coffin Avenue
New Bedford, MA 02746
Phone: (508) 993-9622

Bristol District Attorney
C. Samuel Sutter
888 Purchase Street
New Bedford, MA 02740
Phone: (508) 997-0711
www.bristolda.com

Burgo Basketball Association Inc.
101 Slocum Road
Dartmouth, MA 02748
Phone: (508) 951-3796
www.bbabasketball.com

Collette Vacations
180 Middle Street
Pawtucket, RI 02860
Phone: (401) 261-9233
www.ColletteVacations.com

Crush Beverage Co., Inc.
801 Purchase Street
New Bedford, MA 02740
Phone: (774) 206-1855

E.J. Pontiff Real Estate
13 Hamilton Street
New Bedford, MA 02740
Phone: (508) 961-1671
www.pontiffre.com

FlipKey Vacation Rentals
179 Lincoln Street, Suite 405
Boston, MA 02110
Phone: (857) 366-6061
www.flipkey.com/south-shore-massachusettsbuzzards-bay-vacation-rentals/g1553680/

Foundation Management
Associates LLC
1213 Purchase Street
New Bedford, MA 02740
Phone: (781) 248-5759
www.fm-associates.com

The Herald News
207 Pocasset Street
Fall River, MA 02722
Phone: (508) 676-2560
www.heraldnews.com

Hope Health
765 Attucks Lane
Hyannis, MA 02601
Phone: (508) 957-0200
www.hopehealth.org

InsideOutsource Payroll Services, Inc.
43 Tower Drive
New Bedford, MA 02740
Phone: (508) 990-1479
www.insideoutsource.com

Luzo Fishing Gear
126 MacArthur Drive
New Bedford, MA 02740
Phone: (508) 996-8042
www.luzofishinggear.com

Melicious Media
165 Bayview Street
New Bedford, MA 02744
Phone: (774) 992-7454
www.melicious-media.com

New Bedford Housing Authority
P.O. Box 2081
New Bedford, MA 02740
Phone: (508) 997-4806
newbedfordhousingauthority.org

True Bounce
56 Conduit Street
New Bedford, MA 02745
Phone: (508) 999-3020
www.truebounce.com

Riquinha Landscaping
198 Branscob Street
New Bedford, MA 02745
Phone: (774) 202-3953
carlos@riquinhalandscaping.com

Rockett Real Estate Investments, LLC
36 N. Water Street, 2nd Floor
New Bedford, MA 02740
Primary Phone: (774) 202-2904

Rob Levine & Associates
34 Commercial Street
New Bedford, MA 02740
Phone: (508) 529-1222
www.roblevine.com

Savers
1014 Kings Highway
New Bedford, MA 02745
Phone: (508) 998-3899
www.savers.com

Sullivan and Cogliano Training Centers
460 Belmont Street
Brockton, MA 02301
Phone: (508) 584-9909
www.sctrain.edu

TUS Technologies, Inc.
46 Gifford Street
New Bedford, MA 02744
Phone: (508) 997-3200
www.tustech.com

Urban Grille
774 Purchase Street
New Bedford, MA 02740
Phone: (508) 990-9900
www.urbangrillenb.com

Wells Fargo Home Mortgage
111 Washington St.
Plainville, MA 02762
Phone: (508) 695-8263
www.wfhm.com/john

Whaling City Clippers
70 Morgan Street
New Bedford, MA 02742-8827
Phone: (508) 617-3736
www.whalingcityclippers.com

Interested in Joining?

Contact the Chamber
(508) 999-5231 or join online at
www.newbedfordchamber.com



Wednesday, March 20, 2013 - 8:00 a.m.

Rachel's Lakeside
950 State Road
Dartmouth, MA 02747

Topic: Wellness Programs that Help the Bottom Line including Round Table Discussion
Cost: \$23

Wednesday, April 24, 2013 - 8:00 a.m.

Venus de Milo
75 Grand Army Hwy
Swansea, Massachusetts

Topic: Update on Federal Reform 2013 & 2014
Cost: \$25

For more information or to register, contact Dorothy Botelho at
dbotelho@newbedfordchamber.com or 508-999-5231 ext. 20.

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New Bedford Chamber Calendar - Upcoming Events

State of the City Luncheon

Thursday, March 21st
12:00 p.m. to 2:00 p.m.
(Registration begins at 11:30 a.m.)
Greater New Bedford Regional Voc-Tech High School- Field House
1121 Ashley Blvd.
New Bedford, MA 02745
\$45 Members; \$450 for a table of ten; \$475 for a corporate signed table

Member Orientation

Wednesday, March 27th
4:00 p.m. - 5:00 p.m.
Hampton Inn Fairhaven
One Hampton Way
Fairhaven, MA 02719
Free

March Business After Hours

Wednesday, March 27th
5:00 p.m. - 7:00 p.m.
Hampton Inn Fairhaven
One Hampton Way
Fairhaven, MA 02719
Members - Free
Non-Members - \$15

April Business After Hours

Wednesday, April 10th
5:00 - 7:00 a.m.
BayCoast Bank
95 William St.
New Bedford, MA 02740
Members - Free
Non-Members - \$15

Legislative Luncheon

Thursday, April 11th
11:45 a.m.-1:30 p.m.
Location:
Cotali Mar Restaurant
1178 Acushnet Avenue
New Bedford, MA 02746
Members: \$35
\$350 Table of Ten
\$450 Corporate Signed Table
Non-Members: \$45
\$450 Table of Ten
\$550 Corporate Signed Table

SouthCoast Women's Forum

Thursday, May 9th
11:00 a.m. - 2:00 p.m.
Hawthorne Country Club
970 Tucker Road
Dartmouth, MA 02747
Members - \$37
Non-Members - \$45

To register for any event, or to view a calendar of upcoming Chamber events, visit www.newbedfordchamber.com



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