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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

August 2013 e-Channels



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President's Message

Well, our 2013-2014 season is in full swing (pun intended!) as we kicked it off with another successful golf tournament - despite the high heat and humidity! A full wrap-up of the event can be found in the September print issue of *Chamber Channels* which will hit the newsstands September 1. Special thanks to all of our sponsors and all of our golfers. We could not have done it without you!



And thanks to all of our members who participated in our membership survey this past spring. We are still pouring over the data, but the feedback you provided has been extremely valuable to us as we develop programming for this season. Networking, networking and more networking was what our members told us they wanted from us.

Our breakfasts, which gained in popularity last season, will be back in full force. This season, you'll continue to see top notch, entertaining and interesting speakers, plus an opportunity to network before and after the event. Our September Business@Breakfast will jumpstart the season with "The Millennials Are Coming! Can You Hear the Flapping of Their Flip-Flops?"(see more information [below](#))

AND, we are pleased to announce Speed Networking! Our October 2013 and February 2014 Business@Breakfast will be solely

Upcoming Events


business @ breakfast
Making Chamber Connections

2013-2014 SEASON PASSES

NOW AVAILABLE FOR
PRE-ORDER!!

Save 10% over the individual
reservation price!

dedicated to this high-speed way of working the room.

We are also bringing back our **After 5** series every other month! We'll kick off the series September 11 from 5-7 p.m. with a Millfest After 5 at the Ludlow Mills, in partnership with our affiliate, the ERC5. See [below](#) and watch your inboxes for more details!

Our members also expressed interest in our legislative work , so for those political and policy junkies, we will debut **Pastries, Politics and Policy** on September 24 from 8-9 a.m. at the TD Bank Conference Center. Every other month, we'll bring a policy expert or member of state or local government in for breakfast and a roundtable discussion. Watch your email for more information.

What's more? We will expand our **Lunch 'n Learn** program to every other month, starting in October. We'll provide you with a boxed lunch and an hour of learning to make your business most successful!

And, of course, our schedule will include our successful "mainstays" of the event season along with events from our affiliates, the Professional Women's Chamber and the ERC5. Download a full list of the ACCGS events and save the dates!



In the meantime, enjoy your friends, family and the last few weeks of summer and get ready for a great September! Until next time, thank you for your investment in the Chamber.

Celebrating Our Members

In this [special supplement](#) to e-Channels, look for news from Big Y, The Gaudreau Group, Boys and Girls Club Family Center, Bacon & Wilson 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 Home & Auto @ Work Discounted Insurance](#).

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



September 4, 2013
7:15 a.m.

Springfield Sheraton
The Millennials are Coming! Can You Hear The Flapping of Their Flip-Flops?



ACCGS/ERC5 Millfest After 5
September 11, 2013
5 p.m.
Ludlow Mills, Ludlow
Live Music, Food, Fun and Networking!



Pastries, Politics and Policy
September 24, 2013
8 a.m.
TD Bank Conference Center,
Springfield



Nominations Wanted!

It is that time of year again to recognize our region's top-performing companies! Now in its 24th year, the ACCGS is seeking nominations for its Super 60 program to be held October 25, 2013 at 11:30 a.m. at Chez Josef in Agawam.



The program celebrates the success of the fastest growing, privately held businesses in the region which make significant contributions to the strength of the regional economy.

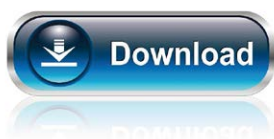
To be eligible, companies must be:

- Independent and privately-owned;
- Have revenues of at least \$1 million in the last fiscal year;
- Be based in Hampden or Hampshire Counties or a member of the ACCGS; and
- Have been in business for at least 3 full years

Companies will be honored for percentage of revenue growth over a full 3-year period OR total revenues for the latest fiscal year.

Companies may be nominated by financial institutions, bankers, accountants, attorneys or be self-nominated. Nominees must provide net operating revenues for the last three full fiscal years, verified and signed by an independent auditor. All financial information must be reported under generally accepted accounting principles, will be held and considered confidential and will not be released without prior approval.

Deadline for nominations is August 23, 2013. Download the nomination form and help us celebrate the strength of our region!



New Tax Bill Approved

The Massachusetts Legislature has approved legislation that will raise taxes \$500 million in taxes to invest in transportation and infrastructure in the Commonwealth.

What does that mean to you? Among the changes that will take effect on July 31, 2013 are:

Gas tax: A 3 cent per gallon increase, raising that tax to 24 cents per gallon, the indexed to inflation on January 1, 2015 and yearly after that.

Cigarette Tax: Retailers will see the cost of a pack of cigarettes increase by \$1, raising that tax to \$3.51 per pack. In addition, taxes will increase on smoking tobacco, cigars and smokeless tobacco products.

Computer and software services: This is a new tax that expands the sales tax onto computer system design and to modification, integration, enhancement, installation or configuration of standardized or pre-written software.

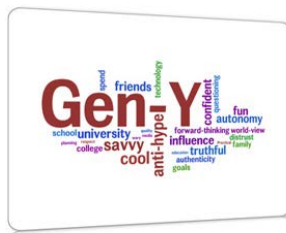
While the ACCGS recognized the vast amount of infrastructure needs, having to look no further than the \$ 450 million project to rebuild the elevated section of I-91 through Springfield, the Chamber supported a reasonable bill. However, the computer and software services tax in the final bill is troubling to the ACCGS and work is underway to have the language corrected.

The ACCGS believes that the final language is so broad that it will hit virtually every sector of technological services and especially those involved in the innovative sectors of our economy. The Department of Revenue (DOR), who collects these taxes, has a track record of broadly interpreting legislation, and we fear this will happen again. Even the agency's own Web site notes the agency is struggling with making sense of the issue and that final regulations may not be written until October.

The ACCGS encourages members to get involved in this issue and welcomes your feedback. To learn more about this new tax, visit the DOR's [Web site](#). To make your voice heard, contact Jeffrey Ciuffreda, ACCGS President, at (413) 755-1312 or by [email](#).

Business@Breakfast

Some label them narcissistic, ungrateful and entitled, while others note them as tech savvy, family-centric and achievement-oriented. No matter the label, the Millennial/Generation Y worker is the fastest growing segment of today's workforce. As businesses compete for available talent, employers cannot ignore the needs, wants and attitudes of these young professionals.



Join us September 4 at 7:15 a.m. at the Springfield Sheraton for our kick-off Business@Breakfast for "The Millennials Are Coming! Can You Hear the Flapping of Their Flip-Flops?" featuring Charles Schewe, Ph.D., professor of marketing at the UMass Isenberg School of Management. Dr. Schewe will take you on an entertaining journey through the generations to help you better understand the characteristics and values of today's generation and how you can adapt your business to successfully integrate these workers into your workforce.

We'll also salute Friends of the Homeless on its 25th anniversary, welcome Kelly Services to the neighborhood as it moves into its downtown Springfield location and introduce you to Audrey Szychulski, the new executive director at the Springfield Symphony Orchestra.

Sponsorships are available for all budgets by downloading the form below or by contacting Cecile Larose by [email](#) or at (413) 755-1313.



You don't want to miss this one, so make your reservations today!



ACCGS/ERC5 MillFest After 5

We're bringing the After 5 networking events back bigger and better than ever! Join us September 11, 2013 at 5 p.m for a MillFest at Ludlow Mills in Ludlow, presented by Chicopee Savings Bank with support from gold sponsors HealthSouth and Westmass Area Development Corporation.



We'll have live music, great food, lots of fun and, of course... networking, networking and more networking!

Sponsorships are available - as low as \$150!! Download the sponsorship benefits sheet or contact Cecile Larose by email or at (413) 755-1313.



And don't forget your reservations!! Reservations are \$15 for members, \$25 for general admission. Proceeds benefit the ERC5 Scholarship Fund.



ACCGS Tabletop Showcase

Join us for the 16th annual Tabletop Showcase and Business Networking Event " Rake in the Business" on October 1 from 4:30-7:00 p.m. at Castle of Knights in Chicopee, presented in partnership with the Greater Chicopee, Holyoke and Westfield chambers of commerce. Exhibitor space and sponsorships as low as \$100 are now available! But hurry, deadline is September 2, 2013!

Take advantage of this unique event to showcase your products and services by downloading the sponsorship benefits sheet or contact Cecile Larose at (413) 755-1313.



Ribbon Cutting

Help the ACCGS welcome Kelly Services to the neighborhood on September 10 at 9 a.m. at an Open House and Ribbon Cutting at their new location, 1550 Main Street, Suite 108, Springfield!



Kelly Services was established in 1946 and today offers a comprehensive array of outsourcing and consulting services including recruitment, human resource management, vendor management and outplacement services, as well as temporary, temp-to-hire and permanent placement staffing.

All Chamber members are welcome to attend!

Photo Gallery

- **ACCGS Annual Meeting:** The Chamber capped its 2012-2013 season at its Annual Meeting in June. Special thanks to our speaker sponsor MGM Springfield; outgoing ACCGS Board Chair Glenn Welch, president of Hampden Bank, and our featured speaker Jim Brett, president and CEO of the New England Council! And congratulations to Steve Mitus, executive vice president and chief financial officer for Balise Motor Sales Company, this year's ACCGS Richard J. Moriarty Citizen of the Year! View our online [photo gallery](#) to see what you missed!
- **ACCGS Golf Tournament:** Golfers came out in full force! Special thanks to our fore sponsor Pioneer Valley Financial Group; our luncheon sponsor MassMutual Center; our reception sponsor TD Bank; our putting contest sponsor Columbia Gas, and our birdie sponsors Bacon Wilson, P.C., Chicopee Savings Bank, United Bank, Moriarty & Primack and Berkshire Bank View our online [photo gallery](#) to see what you missed!

Our Condolences

On June 26, 2013, Dorothy Goldthwaite (Dottie to us) passed away. Dottie was a long time employee of the ACCGS, serving as our executive assistant from 1959 to 1999. Dottie served under several executive directors, including Paul Greeley, Bob Schwarz, Jim Shriver and Russ Denver.



Dottie (4th from left) with members of the Greater Springfield Chamber of Commerce at a dinner dance.

In recalling Dottie, Jim Shriver called her a "grand ole gal" and lady of her time. Chuckling, Jim recalled that he knew who really ran the Chamber... Dottie! Ever grateful for the little things in life, Jim remembered the Chamber's move from its Tower Square location to the now former Bank of Boston building. "She thanked me for having a window by her desk. She said in all the years she worked for the Chamber, she never had a window. It was the little things that mattered to Dottie and that is what made her so unique and special."

Even as the times changed and technology changed, Dottie's spirit remained the same - ever polite, ever kind, shying away from the spotlight, willing to adapt with the world and always with a spirited nature. Today's staff wonder in amazement at the Chamber archives - the handwritten minutes of board meetings that Dottie had taken with impeccable accuracy; the financials typed out not on a computer but an old-fashioned typewriter; the notes she would make on documents as shining examples of her genteel nature and her sense of humor.

And on her 40th anniversary at the Chamber, Dottie was typical Dottie - all we were able to do to commemorate the occasion was a picture in *Chamber Channels* and, even that, she shied away from.

We are saddened at her passing and will remember Dorothy Goldthwaite fondly. At her family's request, the ACCGS has made a donation in her memory to the Dakin Humane Society.



Dottie celebrating 40 years at the Chamber!

Deadline Nears for Cuba Trip

Have you ever pictured yourself strolling the cobblestone streets of Old Havana enjoying the beat of the bongos coming from the street musicians, stopping for a bite of ropas vieja with platillo moros y cristianos, and watching in wonder as old-world architecture blends with modern skyscrapes?



Well, look no further than the ACCGS! We've partnered with Chamber Explorations to offer our members an exclusive people-to-people cultural exchange - an eight day, seven night trip to Havana. Our local Cuban guide will introduce you to the history, music and culture of this mystifying city. You'll learn about Cuba's history, experience both the city and the rural countryside, tour Hemingway's farm, sample authentic Bocoy Rums, and much more!

October 31, 2013 - September 7, 2013*

\$3,999 per person, double occupancy

includes round-trip airfare from Bradley International Airport and air departure taxes and fees, baggage handling, motorcoach transportation in and around Cuba, required travel visa and health insurance, all admission fees, hotel accommodations, 16 meals, daily bottled water and all

gratuities.

Download the Cuba brochure and learn more!

Deadline for reservations is August 17, 2013.



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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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