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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*

## July 2014 e-Channels



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**Upcoming Events**

## President's Message

Well our 2013-2014 Chamber season has come to a close, capped off by a great Annual Meeting on June 27. We had much to be proud of this Chamber season. Here are just a few successes in case you missed the event:

Despite an economy still recovering, our membership remained stable at 912 strong, and the percentage of members that remain with the chamber year after year is above the national average for chambers of our size and demographics.

We launched four new programs to meet the niche needs of our members, reinvigorated our After 5's and beefed up our Business@Breakfasts - and all met with overwhelming success.



With education and workforce development critical to our region, our affiliate, the ERC5, provided \$14,000 in financial support to assist the schools and students in the five communities it serves, and our PWC affiliate provided scholarships to non-traditional women returning to college to empower them and provide increased opportunities for career advancement.

We successfully advocated for the continuation of the health insurance cooperative, allowing small businesses to band together as one to reduce the cost of purchasing health insurance. To that end, our Springfield Chamber affiliate launched a new fitness benefit with the newest downtown Springfield business, 180Fit Gym at a savings of 30%! And ERC5 members can save an Alexander Hamilton - or \$10 - off the monthly fee at the East Longmeadow Healthtrax.

We once again were successful in retaining a single tax rate in all five of the ERC5 communities and a fair split in the City of Springfield.

The Springfield Chamber reintroduced its recommendation for a mayoral salary increase, which will allow the City to be able to effectively draw and compete for the highest caliber of mayoral candidates - experienced individuals with a proven talent in solving the most complex problems and making critical and, at times, unpopular decisions. That recommendation passed and was enacted January 1.

Once again, we were successful in our advocacy for a freeze in the unemployment insurance tax rate, preventing a 30% increase in rates in 2014 which would have added an estimated \$500 million to employer UI costs. And, we were one of only 10 signors and on of only two chambers of commerce to support the successful petition to repeal the so-called "tech tax," a sales tax on technology that would have crippled our region's technology sector.

And we have been successful in our efforts against a rapid and steep increase in the minimum wage and ensuring it not be tied to future increases to inflation. And we have been successful in ensuring that IF a wage increase was adopted, that increase MUST be coupled with unemployment insurance reforms.

We continue to oppose efforts to mandate paid sick leave, mandate a nurse-patient ratio, limit hospital margins and cap CEO compensation. We may see some of these on the November ballot, and we urge you to vote against them.

While our accomplishments have been great, I must admit the icing on the cake was the ACCGS being named by members and the public alike as the Best Chamber of Commerce in *The Republican*/MassLive Reader Raves online poll. THANK YOU!



We have much to be proud of and I thank all of our members for your giving of your time, talents and energies on our boards and committees, your commitment to our cause and your investment in our organization. I would be remiss, as well, if I did not acknowledge



**Member Appreciation Night  
with the Western Mass. Pioneers  
5:30-7:30 p.m.  
Lusitano Stadium  
400 Winsor Street, Ludlow**



**ACCGS Annual Golf Tournament  
July 14, 2014  
10:30 - 11:30  
Practice/Registration  
11 a.m. - Noon  
Course-Side Lunch  
12:30 p.m.  
Shotgun Start  
The Ranch Golf Club  
65 Sunnyside Road, Southwick**

**REGISTER**



**Welcome These New  
Members!**

[180 Fitness Inc.](#)  
[Bentley's Bistro](#)  
[Center Square Grill](#)  
[Century Limousine](#)  
[Community Music School of  
Springfield](#)  
[In White](#)  
[Insurance Center of New  
England](#)  
[VertitechIT](#)

Download the quarterly supplement to our Membership Directory to keep up with all of our new members!

**Download**

the tireless efforts of our staff, and for their unwavering support and steadfast commitment to do what is right for our members.

Thank you to you all for another great year! I hope you can see just how active your Chamber is on your behalf and encourage you to become more involved. Until next time, thank you for your investment in the Chamber, and we hope to see you at the ACCGS Golf Tournament July 14.



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## Celebrating Our Members

In this [special supplement](#) to e-Channels, look for news from FIT Solutions, Horace Smith Fund, Square One, Jewish Lifecare 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](#), [180Fit Gym](#), [ConstantContact](#).

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

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## It's Almost Super 60 Time!

Sharpen your pencils nominators! It's almost Super 60 time!

Now in its 25th year, Super 60 celebrates the success of the fastest-growing, privately-owned businesses in the region, saluting those companies which continue to make significant contributions to the strength of the regional economy.

Later this month, we will be making our Call for Nominations. To be considered, companies must be based in Hampden or Hampshire counties or be a member of the ACCGS, produce revenues of at least \$1 million in the last fiscal year, be an independent and privately-owned company, and be in business for at least three full years. Companies are selected based on their percentage of



**Chamber  
Health  
Coop**



## Congratulate These Members on their Chamber Anniversary!

### 1 Year Anniversary

Erland Construction  
Kelly Services  
Residence Inn by Marriott  
Springfield/Chicopee  
Springfield Label & Tape Co.

### 5 Year Anniversary

*The Republican*

### 10 Year Anniversary

Gandara Mental Health  
Center, Inc.

### 15 Year Anniversary

Bank of America  
Carr Property Management,  
Inc.

### 20 Year Anniversary

The Charles C. Lewis  
Company  
The Communications Group  
Inc.

### 25 Year Anniversary

Elegant Affairs/The Glass  
Room

### 35 Year Anniversary

Work Opportunity Center, Inc.

## MEMBER BENEFITS

revenue growth over a full three-year period or total revenues for the latest fiscal year.

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

Look for information and the nomination form in your inbox soon!

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## Springfield Chamber Launches New Bene"FIT"



Now through December 31, 2014, members of the Springfield Chamber (and your employees!) can take advantage of a discounted rate at Springfield's newest fitness facility, 180 Fit Gym, located right in downtown Springfield on the 9th floor of One Financial Plaza.

Overlooking the Connecticut River and the bustling downtown streets, 180 Fit Gym boasts 10,000 square feet of state-of-the-art equipment featuring a cardio space with treadmills, ellipticals and arc trainers; a weight room with free weights, power racks, a full TRX-S frame, hammer strength circuit and more. It offers personal training and spinning, TRX, Yoga, Zumba, and X-Series Hybrid classes to keep you fit and motivated, and members can enjoy abundant amenities including tower service, a healthful menu, wellness bar, lounge and dining seating,

When you sign up for a year membership, Springfield Chamber members will pay only \$35 per month for full access to the equipment, unlimited classes and all amenities - 30% off the regular membership price!

For more information or to register, visit [www.180fitgym.com](http://www.180fitgym.com) and contact Brian Roach at (413) 887-9899 or by [email](#).

*This special membership price is exclusive to Springfield Chamber members in good standing and their employees. Membership will be verified upon registration.*

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## We Appreciate You!

The ACCGS affiliate, East of the River Five Town Chamber of Commerce, will hold a member appreciation night for ERC5 members with the Western Massachusetts Pioneers at Lusitano Stadium, 400 Winsor Street, Ludlow on July 9 from 5:30-7:30 p.m. There'll be food, contests, surprises, an exhibition game and more!



Save on Credit Card Transactions



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



Reservations are complimentary for members; \$5 for general admission. For information, contact [Dianne Fabrocini](#).

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## Springfield Named One of Best Small Cities



AARP recently named Springfield one of the top ten small cities for retirement. It noted the city's culture, educational opportunities for retirees, historical sites, and outdoor recreation for its placement on the list, specifically highlighting the five world-class Springfield Museums, the Dr. Seuss National Memorial Sculpture, Springfield Symphony Hall, CityStage, the Five College Learning in Retirement, Springfield College's Learning in Later Life, boating, fishing, hiking and golfing.

Springfield joined Burlington, VT; Athens, GA; Bellingham, WA; Portsmouth NH; Bloomington, IN; Winchester, VA; Corvallis, OR; Napa, CA and Lewiston, ME on the list.

Congratulations to the "City of Firsts!"

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## ESE Significant Contributor to Region's Economy



In a recent study conducted by the Regional Economic Models, Inc. (REMI) of Amherst, MA, Eastern States Exposition attracts more than 2.5 million people to its 120 year-round events including 1.4 million visitors to The Big E, the fifth largest fair in North America, contributing \$479 million in overall economic impact with a Gross Regional Product (analogous to the national Gross Domestic Product) of more than \$299 million annually.

Among the other findings in the report, the Exposition:

- Accounts for 3,000 jobs in Hampden County
- Generates \$91.9 million in personal income
- Adds \$1.4 million to the Massachusetts sales tax revenues
- Generates \$427,000 in hotel tax revenue
- Generates \$3 million in income tax revenue
- Represents \$3.3 million in food and beverage tax revenue
- Represents 4.9% of all Hampden County performing arts and spectator sports spending
- Generates 11.5% of the annual sales in the accommodations & food services & drinking places sector

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## Calling All Artists

The Springfield Museums have received a \$5,000 grant from the Xeric Foundation to present *Art Picnic*, a public arts project designed to beautify Springfield and give local art students from Distinctive Art Studio the chance to collaborate with established artists. The project will help to boost the creative economy of Springfield by providing a vehicle for local artists to display their work, while also allowing local art students to expand their skills, build their resumes and feel motivated to pursue a career in the arts. *Art Picnic* was first launched in the summer of 2014, when over 24 artists and students worked to create unique artwork on tables at the Museums.



For this year's project, four picnic tables on the Quadrangle green will be transformed into unique works of art through a selective process that is scheduled to begin later this month. Phase one of the project involves a call to local artists to submit original mural designs for consideration by an advisory panel led by Heather Haskell, Director of Art Museums and Collections, Rosemary Tracey Wood, owner of *Art for the Soul* Gallery, Evan Plotkin, arts advocate and president of N.A.I. Plotkin, and Don Blanton, former *Art Picnic* participant and winner of the People's Choice Award. The advisory panel will select the four designs, and the winning artists will receive a stipend of \$1,000 to cover the cost of their time and materials. ***The deadline for submitting designs is July 11, 2014*** - complete information is available on the Museums [Web site](#).

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## Photo Gallery

- **ERC5/ACCGS Feast in the East:** Hungry? Check out these [pics](#) from the ERC5/ACCGS Feast in the East. AND, you might even see someone you know! Photos by Michael Epaul Photography.
- **PWC Woman of the Year:** Congratulations to Carol Campbell, this year's Woman of the Year! View our online [photo gallery](#) to watch her cut a rug and more scenes from this year's celebration! Photos by Denise Smith Photography
- **ACCGS Business@Breakfast:** Some of the most creative minds in the region were at the June Breakfast, featuring John Chandler, MassMutual's Chief Marketing Officer, and honoring NEPR on its expansion and growth into Springfield and *The Republican* on 190 years in print. Were you one of them? Review our [photo gallery](#) and see!
- **ERC5 Annual Meeting:** Made in America and Overcoming Business Myths. Were you there? Relive the event through this [photo gallery](#)! Photos by Underwood Photography.

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## Affiliated Chambers of Commerce of Greater Springfield

**Enter the registration code: ACCGS and take 10% off!**



**Baystate Health**  
**DIVERSITY™** Includes Everyone

### Baystate Health Diversity & Inclusion Conference

*A conference offering the region's diversity champions and leaders inspiration and direction to build and support diversity and inclusion as a business imperative.*

**September 17, 2014**  
**8 AM – 6 PM • MassMutual Center**  
**\$160 per person**  
 (10% discount for groups of 8 or more)

*Online Registration:*  
<http://baystatediversity2014.eventbrite.com>

*Conference Partners*

- Big Y
- Freedom Credit Union
- Hampden Bank
- HRMA of Western New England
- Pioneer Valley Credit Union
- The Hartford
- Travelers
- United Way of Pioneer Valley
- Upward Synergy
- Women's Fund of Western Massachusetts
- YMCA of Greater Springfield

The one-day event will feature keynote speakers, skill development, best practice sessions, networking and will cover the following topics:

- Leveraging ERGs to Execute your Diversity Strategy
- Mentoring Across Difference
- Tracking Barriers
- Building Collaborative Relationships Across the Organization
- Creating a Diversity and Inclusion Strategy: A How-to-Guide
- LGBT, but what about a Q? Considerations about the use of "Queer"
- Disability Etiquette and Awareness

**Working Sessions and Roundtable Discussion Topics Include:**

- Building Bridges – Corporate, Community & Education
- Ensuring Students Success through Multicultural Education
- Unconscious Bias and Workplace Implications
- White Allies and the Importance of Everyone's Involvement
- Board Responsibility Around D&I
- Intergenerational Communications
- Sustaining Diversity & Inclusion on a Limited Budget
- Taking D&I to the Next Level in Small and Community-based Organizations
- Retaining Talent in the Region Working Session

*For more information:*

**Tel: 413-794-7722**  
 Email: [Diversity@Baystatehealth.org](mailto:Diversity@Baystatehealth.org)  
 Website: [baystatehealth.org](http://baystatehealth.org) > About Us >  
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 Chamber membership extends to all employees!  
 Just another benefit of Chamber membership!**

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