

A tall, white, cylindrical lighthouse with a black lantern room and a black metal railing. The lighthouse is illuminated from within, casting a warm glow. At the base of the lighthouse is a small, white, gabled structure with a red roof and a wooden door. The background is a dramatic sunset sky with shades of purple, pink, and orange.

THE BOARD OF  
DIRECTORS  
INVITES YOU  
TO JOIN THE ...

NORTH SHORE  
CHAMBER OF  
COMMERCE

NORTH SHORE CHAMBER OF COMMERCE, INC.  
5 CHERRY HILL DRIVE SUITE 100 DANVERS, MA 01923  
[WWW.NORTHSHORECHAMBER.ORG](http://WWW.NORTHSHORECHAMBER.ORG) • 978-774-8565



# Chairman's Welcome

**Bradley Small, Senior Vice President –  
Investment Officer, Wells Fargo Advisors**

On behalf of the Board of Directors, **I invite you and your firm to Join the North Shore Chamber of Commerce.**

We are a business organization that advances its members' profitability and prosperity. The Chamber **advocates** for and unites the business community, **conveys business interests to elected leaders** and is "dedicated to shaping policy and events so that decisions by business and government results in a better North Shore as place to live and work."

The Chamber serves as the Region's 'Voice' on issues impacting the North Shore such as: **Economic Development, Regional Cooperation, Education, Health Care, Energy, Global Trade Initiatives and Transportation, to name a few.**

Together we speak for the Region and your business, with **one powerful and respected Voice** in City and Town Halls, on Beacon Hill and on Capitol Hill.

In addition to vibrant committee work in Advocacy, we provide a variety of networking, advertising, educational, and social opportunities over the course of the calendar year. When you join, you become part of an organization that **works full time for and on behalf of its members.**

Following my letter, are Testimonials, Upcoming Meetings, who's on the Board of Directors and a special "Join Now" incentive package of free tickets and advertising with member dues schedule. If interested in learning more, please contact our president, Robert Bradford at 978-774-8565 or by email at [rgb@northshorechamber.org](mailto:rgb@northshorechamber.org).

Thank you for the opportunity to serve.

# Testimonials



"We have been proud members of the North Shore Chamber for many years. We have reaped the benefit of new relationships, collaboration, education and increased legislative awareness – all which have positively impacted our North Shore business." - **Hannah Ginley, chief people officer, Windover Construction**



"Our Chamber provides information and fights for small business on the key federal and state legislative issues that impact our companies and industries. We need this information and this advocacy for our businesses to plan and to prosper." - **Bill Tinti, partner, Tinti Quinn Grover & Frey P.C.**



I don't know why anyone on the North Shore, who is in business, is not a member of the North Shore Chamber of Commerce. The contacts that I have made at meetings and events have helped my business to grow and prosper exponentially." - **Brian Cranney, president, Cranney Home Services**



"For executives that are relatively new to the area, membership in the North Shore Chamber provides instant access to business leaders with long-standing presence in the area that can provide insight, feedback and support." - **Gloria Bouillon, C.M., ACE, Airport Director, Beverly Regional Airport**

# Testimonials



“Joining the North Shore Chamber is one of the best investments a business owner can make. Where else can you network with 250 business professionals each and every month?” - **Karen Andreas, regional publisher, North of Boston Media Group**



“We have been a proud member of the North Shore Chamber for many years. Membership will benefit anyone's business from entrepreneurial to corporation. I encourage everyone to join.” - **Joe Riley, Executive Vice President, Salem Five Bank**



“The North Shore Chamber is an important organization to belong to because its membership includes all of the region's leadership – chief executives of business, college presidents, and directors of the area's major non-profits – they all participate and work to improve the region.” - **Annie Harris, executive director, Essex National Heritage Commission**



“You get more done at the North Shore Chamber Breakfasts and other meetings, because everyone is always there that you need to meet.” - **Dave Gravel, president and CEO, GraVoc**

# Testimonials



"The North Shore Chamber makes certain that the business point of view is heard and understood on key legislative issues affecting the economy of our region, both at the state and federal levels." - **Paul Kurker, Senior Vice President & Regional Team Leader, Eastern Bank**



"Where else do the leaders of private business, public institutions and political leaders gather to learn about, to discuss, and ultimately address the most formidable challenges they face day in and day out? The Chamber." - **Heidi T. Riccio, Ed.D, Superintendent, Essex North Shore Agricultural and Technical School**



"Being a member of the Chamber has been one of our best business investments. Not only does it offer great networking opportunities, but the Chamber has proven to be a great resource for my clients - from staffing needs to assisting with government officials." - **Greg Klemmer, Senior Vice President, Colliers International**



"The North Shore Chamber provides a constant presence for those of us that are like minded in our desire to make our community the very best place to live and work. Because our Chamber is large and diverse, there is a strong presence and voice speaking for all of us." - **Patricia Ahern, president & CEO, Care Dimensions**

# What is a chamber of commerce?

A chamber of commerce is an organization that looks out for business interests in a particular geographic area. The North Shore Chamber is a **regional chamber** which represents the **34 cities and towns** of Essex County.

If you're not a member of the North Shore Chamber of Commerce,  
**You need to Be.**

**Why?** Because you can't afford not to be. Your investment will stretch further than you imagined.

**We are your connection to thousands of contacts** who may be your next customer, supplier, strategic partner, mentor or advocate.

In an environment dominated by digital communication, membership guarantees you **person-to-person** access to the people who can help your business thrive. From personal introductions, to informal **relationship-building** events and gatherings of the Region's most prominent leaders, your growth opportunities are boundless.

You won't just be a member of an independent business association. You will be part of a **like-minded business community** from all corners of the North Shore including: sole proprietors, startups, long-time local businesses, non-profits, colleges and universities and global Fortune 500 companies.

**Our members are dedicated to helping each other succeed** and to using our collective voice to shape an economically vibrant and competitive North Shore.

Are you ready to **dive in**? Are you ready to **build tomorrow** together?  
Are you ready to **make your mark**?

Then **Join the most influential business organization north of Boston**, and start **making the right connections** today.

# Business Advocacy



The North Shore Chamber of Commerce represents the **unified voice of the Regional business community**. It is the advocacy arm for businesses in the development and promotion of strong public policy that ensures future **economic growth** for North Shore businesses, employees and families.

You deserve a voice in the future of North Shore's economy. As an advocate with the Chamber, you join a collective of thought leaders and a full-time, dedicated chamber team with strong relationships across the state and region. You take an active role in the policies that affect your business—with a partner that protects your interests.

We partner with other organizations, businesses and policymakers to accomplish our shared mission, finding amicable solutions across party lines.

## Legislative Priorities

**ECONOMIC DEVELOPMENT** - The Chamber advocates for and encourages continued business expansion and job growth within the region. Economic development must be performed in a managed way, so growth does not degrade our competitiveness or reduce our overall attractiveness as a nationally-ranked community to live, work and play.

**TRANSPORTATION AND INFRASTRUCTURE** - The Chamber supports the systematic development of regional and state infrastructure and roads in order to provide for the needs of our growing population.

# Your Legislative Voice



**BUSINESS REGULATION & OPERATIONS** - The Chamber works to ensure policies are created that benefit the employer-employee relationship and allow businesses to be competitive with their workforce. We address regulatory issues affecting daily operational activities and support legislation that allows market force principles to work in the state's economy.

**EDUCATION, TECHNOLOGY AND WORKFORCE DEVELOPMENT** - The Chamber undergirds programs and initiatives directed at providing a unified, seamless, and world-class system of education, training, research and development. The Chamber is focused on meeting the talent needs of business employers, as well as public and private organizations. A highly educated and well-trained workforce serves to attract quality, high-wage jobs, increasing the quality of life for all residents.

**HEALTH CARE REFORM** - We believe in meaningful health care reform that allows employers to best meet the needs of their employees. We oppose mandated health benefit demands, as well as regulatory oversight and requirements. We also address issues in legislative interaction in the pharmaceutical discovery and development processes.

**ENERGY & ENVIRONMENT** - The Chamber supports community and business endeavors that sustain, enhance, protect and conserve the Region's natural resources for present and future generations. At the same time, we work to maintain the balance between economic need and environmental concern.

**LABOR, EMPLOYMENT & TAXATION** - The Chamber seeks to maintain a balance in the relationship between employees and employers within the state. We work to ensure policies are created that promote fairness, reduce excessive mandates and protect employer interests. We also support tax policy reform that reduces the cost of doing business. It is our goal to strengthen the state's competitive tax climate to help attract and retain businesses, talent and investment.



# Benefits of Belonging

## Advocacy - Networking - Visibility - Education - Referrals

**Advocacy** - The Public Policy division acts on behalf of your legislative interests to help create an environment that contributes to your growth and success. You worry about your business, while we work with local, state, and federal governments to protect it.

**Networking** - Networking is the most basic of Chamber benefits. You can meet decision makers from across the region at nearly 100 annual programs, events, and meetings. As a member of the North Shore Chamber, your circle of influence just got larger.

**Visibility** - Members have exclusive opportunities to spread the word about their business through special 'Member-Only' Advertising, Sponsorships and Events, as well as online, email blasts and through social media.

**Education** - Gain valuable information on timely issues and legislation impacting business.

**Referrals** - The sky is the limit with the number of referrals you can make through Chamber programs and events. When involved, our members generate guaranteed return on investment.

# Join during our 2019 Drive & Receive



Two Free Tickets to any Breakfast Forum - \$94 Value  
Two Free Tickets to any After Hours Event - \$50 Value  
Two Free Tickets to an Educational Seminar - \$50 Value  
Free Banner with Link on Two Email Blasts - \$200 Value  
**A \$394 Value - When You Join Now**

## Upcoming Events

- September 11th - 'State of the Region' Breakfast
- September 25th - After Hours at Montserrat College
- October 2nd - Legislative Breakfast Forum
- October 11th - Leads & Referrals Group
- October 16th - After Hours at Wenham Museum
- October 24th - Employment Issues Seminar
- November 6th - Executive Breakfast Forum
- November 21st - Annual Dinner Meeting
- December 5th - Holiday & New Member Reception

# North Shore Chamber Of Commerce

Join Online - [www.northshorechamber.org/join](http://www.northshorechamber.org/join)



## Membership Dues Investment Chart

# Full-time Employees	Annual Investment	2-Year Discount (Save 20%)
1-5	\$450	\$720
6-10	\$550	\$880
11-15	\$650	\$1,040
16-20	\$750	\$1,200
21-25	\$850	\$1,360
26-50	\$1,000	\$1,600
51-75	\$1,500	\$2,400
76-100	\$2,000	\$3,200

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

\$ Amount \_\_\_\_\_ Credit Card: VISA MC Amex

Card # \_\_\_\_\_ Exp \_\_\_\_\_

**Fax Completed Form to (978) 774-3418 or Email to [info@northshorechamber.org](mailto:info@northshorechamber.org)**

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Wells Fargo Advisors

George Carey  
Finz Seafood Restaurant & Grill

Nick Harron  
REV Kitchen & Bar

Mary Sarris  
MassHire NS Workforce Board

Robert Bradford, President  
North Shore Chamber

Dr. Mark Carlson  
Children's Center for Communication

Jeanne Hennessey  
Beauport Hospitality Group

Jo Ann Simons  
Northeast ARC

Darren Ambler, Treasurer  
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Benefits

Dennis Cataldo  
Cataldo Ambulance

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Dr. Kurt T. Steinberg  
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William Tinti, Legal Counsel  
Tinti, Quinn, Grover, & Frey

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Group

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