



NCM Development Corp. has engaged 'green' source to lower utility costs for local manufacturing firms

The North Central Mass. Development Corporation (NCMDC), which is the economic development affiliate of the Chamber, has launched a new effort to support local manufacturers by lowering their electric bills. The key is a 5-acre solar farm--an array of solar panels--that started construction early this year and went online late last month.

Staff reached out to manufacturers in the Unitil service area that traditionally have high electricity usage--and each one

Fitchburg and chairman of the NCMDC. "The Development Corp. makes it possible to take advantage of opportunities like this, because it can do the research and then act quickly to link Chamber members with benefits that make a real difference in running their businesses."

Because the Lunenburg solar farm is in the Unitil service area, the electricity generated from the site will produce net metering credits that benefit manufacturers who are Unitil customers. Manufacturers participating in the program will purchase the credits for less than face value, giving them an instant savings on their electric bills. The solar farm produces a minimum of 1.2 million kilowatt hours per year.

"Electricity costs are a huge issue for manufacturers in Massachusetts, and particularly in our region," explained David McKeehan, president of NCMDC. "This opportunity is intended to offset those high costs, and provide an incentive for local manufacturers to remain and grow in the region. That's in Unitil's best interest, as well, and they have been very helpful in launching this project."



This solar array in Lunenburg is providing energy credits to lower the electricity costs for several manufacturing plants in the area which use high levels of electrical power.

that responded is now participating. The Development Corp. then essentially took on the role of manager of a "host meter" that distributes energy credits to each company.

Energy is fed back into the grid from the solar field which is located at 265 Pleasant Street in Lunenburg. Then the Development Corp. purchases net metering credits from the facility's owner, Nugen Capital Management, LLC.

"To the best of our knowledge, this type of arrangement has not been done before and it took time and commitment of several parties to get all the details worked out," stated Ray Martino, president & CEO of Simonds, International in

John Harden, staff economic development specialist pointed out, "Manufacturers will save about three- cents per kWh, which doesn't sound like a lot. But when you understand that even a small manufacturer may use 200,000 kWh per year, you realize how important it can be." The discount for participants is a fixed 15 percent off whatever the face value of the credits is at the time.

The six companies now receiving energy credits include plastics manufacturers, metal fabrication and a printing operation, and range in size from 15 - 150 employees. These firms will begin to see the credits on their September utility bills.

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Lunch 'n Learn Series

Lunch is included in these free, educational programs aimed at small business owners (non-members \$10). Held in the Chamber Conference Room, 11:45 a.m. to 1:30 p.m. Registration is available online for all events.

Register at www.NorthCentralMass.com/calendar or call Maria McCaffrey at (978) 353-7600 ext. 235 or mccaffrey@massweb.org.

'Continuing Ed. for Small Businesses' presented on Sept. 16

The importance of "Continuing Education for Small Businesses" will be examined in September. While Small Business Lunch 'n Learn encourages continued education for all our small business people, where do you find classes? What is offered in our region? Attendees of this presentation will learn about classes and programs offered by Monty Tech's adult programming, Mount Wachusett Community College and the North Central Career Centers.

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Join the Small Business Lunch 'n Learn for our Annual Taxes and Retirement Update! Let our sponsor, Fidelity Bank, help you sort through the business accounts and give tips and hints for your taxes, accounting and retirement planning.

Networking strategies through the holidays is Nov. 18 focus

With the holidays coming, everyone seems to put networking and business on hold with the assumption that people have better things to spend money or time on. But why start over in January? Attend the November Small Business Lunch 'n Lunch to evaluate your networking strategy during the holidays and keep your small business train moving.

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Good Morning Breakfast

Great Wolf Lodge to sponsor breakfast on September 12

We'll kick off our longest running program on September 12th at the Doubletree by Hilton in Leominster, with sponsor Great Wolf Lodge. The facility has now been open for almost four months after having done a massive, transformational renovation to the Holiday Inn and CoCo Keys property. Watch for upcoming announcements on topics and special guest speakers.

November 14 event sponsored by Hometown Bank

The last Breakfast before the holidays will feature sponsor, Hometown Bank – a Cooperative Bank. Did you know Hometown is celebrating their 125th year this year? Join us at the November Good Morning Breakfast and stay tuned for information coming on the guest speaker.

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Breakfast events start at 6:45 a.m. with coffee and buffet breakfast, at the Doubletree by Hilton Leominster 99 Erdman Way off Route 12 at Rte 2. Reserve online, or call Maria at 978-353-7600 x235 or mccaffrey@massweb.org

Save \$ with a Season Ticket

Season Tickets are now on sale for the Good Morning North Central Breakfast Series. With the generosity of our sponsors, we can keep the cost the same once again this year at \$25 for each event or \$100 for all five when purchasing a season ticket, a 20% discount for members--and they are transferable! To purchase your season ticket, use the form included with this newsletter.

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HUMAN RESOURCES COUNCIL HRC

HRC events are from 11:45 a.m. – 1:30 p.m. in the Chamber Conference Room and include lunch. Fee is \$20 for members; \$30 nonmembers. See Page 8 to reserve.

Fidelity Bank's generous sponsorship of HRC has allowed a decrease in registration fees, allowing more businesses in the area to take part in one of the Chamber's longest running programs. The HRC features nine seminars from September to June featuring expert (and otherwise expensive) advice from attorneys and consultants. This program provides considerable value for all members who participate.



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State labor law updates on Sept. 17

Join HRC for this special Mass. Labor Law Update and 'Ask the Lawyer' session with attorneys Corey Higgins and Kim Rozak of Mirick O'Connell. The two will update attendees on required implementation of the new minimum wage law and any changes that may be pending or be on the horizon. Attendees will also have the chance to ask questions to the lawyers about hot topics in their own offices. To offer suggestions of topics or questions for the experts, contact Maria McCaffrey. Registration available online.

Oct. 15 session looks at 'Discrimination & Harassment Training'

The NCMCC and HRC will provide a special training opportunity for all managers and supervisors in North Central on discrimination and harassment. This program will discuss compliance, general practice and preventive measures that can be taken in any workplace, all of which are vital to reduce the risk of complaints and workplace lawsuits. Please note, this program is for managers and supervisors only. Registration available online.

'Performance Reviews' topic on Nov. 19

Performance reviews seem to be a painful aspect of employment for both the employer and employee. Join us on Nov. 19 to learn how you can update your review policies and procedures to make a more productive review. This program will also discuss creative incentivizing with employees beyond merit and cost of living raises. Local business owners will present on their successful motivational practices.

For more information contact Maria McCaffrey at 978-353-7600, ext. 235. Reserve online at: northcentralmass.com

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QuickBooks training offered Oct. 20 & 21

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BUSINESS AFTER HOURS

October 2: Fidelity Bank will host Business After Hours on Thursday, October 2, at their Leominster Connector home office, from 4:30 - 6:30 p.m.

Bring clients and associates and make new contacts at this program year's first Business After Hours in a social setting while enjoying appetizers and beverages. Each guest will also receive a small gift on behalf of Fidelity Bank.

Fee is \$15 for members and \$25 for nonmembers. Registration is available on the Chamber website under "Calendar."

November 5: Team Effort - The NCMCC will team up with the Worcester Regional, Greater Gardner, Corridor Nine and Nashoba Valley chambers on Wednesday, Nov. 5 from 5 - 7:30 at Great Wolf Lodge with tasty appetizers, beverages and networking in a unique setting.

Admission for NCM Chamber members is \$20. Registration is available online or call Maria McCaffrey at (978) 353-7600 ext. 235.

Three Chambers convene for MegaNetworking Breakfast on Oct. 24

Join the Greater Gardner, Nashoba Valley and North Central Mass. Chambers of Commerce on October 24th for our Mega Networking Breakfast! This "speed dating" style networking event held at Great Wolf Lodge starting with registration at 7:30 a.m. will feature continental breakfast, 30 minute "How to Network" session and full hour of one on one networking. Please note, if you've attended this event in the past, you'll want to attend this one too! The format has been changed to offer efficient and effective networking for all attendees. Admission is \$20 and registration is available online at: northcentralmass.com.



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Group to focus on networking skills at morning session

Coffee With HYPE! (Helping Young Professionals Emerge) will meet from 7:30 - 9:00 a.m. on Thursday, Sept. 11 to focus on some specific strategies in the art of networking. It is sponsored by Enterprise Bank and will be in the Chamber Conference Room--coffee will be provided. Join the group for this special program which will give young professionals tips and tricks for expanding their business network.

The Coffee with HYPE! programs are free of charge and educational in nature and are completed by 9 a.m. Registration is available online.

Movie night to support United Way meal program

Each year, HYPE! sponsors a charitable mission by raising funds on one of our local charities behalf. This year, HYPE! has selected the United Way's meal packaging program which helps create 20,000 meals to be delivered across the North Central MA Community.

Join HYPE! on October 28th for a fun Halloween fundraiser at the Strand Theatre in Clinton! Networking for HYPE! attendees will occur from 5:30 pm to 6:30 pm with our feature presentation, Hocus Pocus, beginning at 7:00 pm. The cover charge will include ticket to the movie and popcorn (additional food and beverages available for purchase) with raffle tickets available as well! Movie showing open to general public including families. All proceeds will be donated to the United Way. The actual meal packaging session will take place in January and attendees are invited to volunteer.

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To reserve a table top contact Maria McCaffrey at (978) 353-7600, ext 235 or mccaffrey@massweb.org

Networking to Success is focus for Sept. 3

Join the Executive Women's Network for a networking social to kick off the fall!

Attendees will have a chance to network in partners while creating and enhancing working relationships in the community. Exhibitor Tabletops for this event are available and can be reserved by contacting Maria McCaffrey at 978.353.7600 ext. 235 or mccaffrey@massweb.org

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All new 'Women Mean Business' Conference is October 1

The Chamber's Executive Women's Network is pleased to announce the return of the *Women Mean Business Conference* on Wednesday, October 1, 2014. It will be at Great Wolf Lodge in Fitchburg, from 11:30 a.m. - 4:30 p.m. and admission is \$30.

This special event will feature lunch with special guest Laurie-Ann Murabito. She is an award winning speaker and author, and will join the women of North Central Mass. to champion change and growth on both the personal and professional levels.

Each attendee will be able to select from nine different seminar break out sessions. The sessions will include presentations for all demographic areas, whether the attendee is a small business owner or executive at a large firm. There will also be sessions geared towards the personal career development of attendees.

This Women Mean Business Conference is one way that the Chamber can offer various levels of education and programming to the area's business women in a single afternoon.

Contact Maria McCaffrey 978-353-7600 to be added to the EWN email list to receive updates or for sponsorship information.

Please note, this event does not offer exhibitor tabletops.

Legislators discuss E.D. on Nov. 5

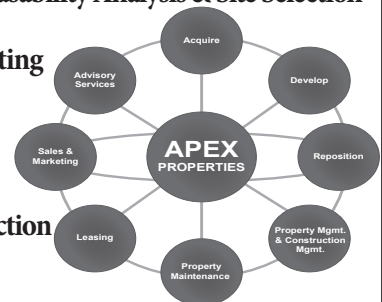
The November EWN will feature a discussion on local economic development and the business landscape of Fitchburg, Leominster and region by our local legislators. Topics will include Fitchburg's Working Cities Grant, business development in Leominster and the substance abuse and mental health work being championed by Senator Jennifer Flanagan. These presentations are important in helping all business women to understand the inner workings of their cities and how tax dollars are spent.

Exhibitor Tabletops for this event are available and can be reserved by contacting Maria McCaffrey at 978.353.7600 ext. 235 or mccaffrey@massweb.org



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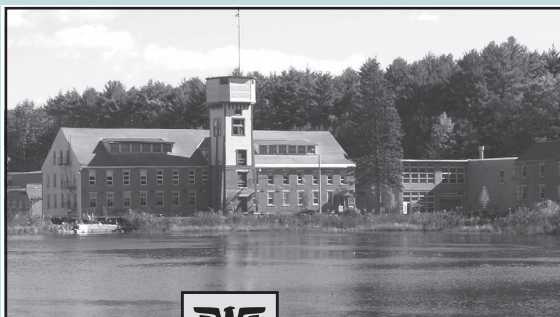
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Coming Events

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SEPTEMBER

3rd	EWN	11:45 a.m.
10th	Sales Leads at Chamber	7:45 a.m.
11th	Coffee with HYPE	7:30 a.m.
12th	GOOD MORNING Breakfast	6:45 a.m.
16th	Lunch 'n Learn	11:45 a.m.
17th	Human Resources Council	11:45 a.m.
24th	Sales Leads at Chamber	7:45 a.m.

OCTOBER

1st	Women Mean Business	11:30 a.m.
2nd	Business After Hours	4:30 p.m.
8th	Sales Leads at Chamber	7:45 a.m.
15th	Human Resources Council	11:45 a.m.
20th	QuickBooks training (2 days)	3 p.m.
21st	Lunch 'n Learn	11:45 a.m.
22nd	Sales Leads at Chamber	7:45 a.m.
24th	MegaNetworking Breakfast	7:30 a.m.
28th	HYPE	5:30 p.m.

NOVEMBER

5th	EWN	11:45 p.m.
5th	Business After Hours	5 p.m.
12th	Sales Leads at Chamber	7:45 a.m.
14th	GOOD MORNING Breakfast	6:45 a.m.
18th	Lunch 'n Learn at Chamber	11:45 a.m.
19th	Human Resources Council	11:45 a.m.
26th	Sales Leads at Chamber	7:45 a.m.

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please contact Yasmin Loft in the
Chamber office:
(978) 353-7600, ext. 234

Editor:
Marie N. Auger
chamber@massweb.org

phone: (978) 353-7600
fax: (978) 353-7610
www.northcentralmass.com

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