



Chamber Events

CHAMBER OPEN HOUSE

Oct. 7, 5-7 PM
 99 Pleasant St. Sponsored
 by: [Crocker
 Communications,
 Innovative Business
 Systems](#) and
[Pioneer Training](#)

NAYP PARTY WITH A PURPOSE

Oct. 8, 5-8 PM
 dani fine Photography
 116 Pleasant St.,
 Easthampton

INFO SESSIONS FOR PROSPECTS

Oct. 16, 12-1:30 PM
 Oct. 27, 5-6:30 PM
 99 Pleasant St.,
 Northampton

NEW MEMBER ORIENTATION

Oct. 29, 12-1:30 PM
 99 Pleasant St.,
 Northampton

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OCTOBER 2009

[Open House](#) [NAYP Update](#) [Mayoral Forum](#) [Ask a Local](#) [Meet the
 Member](#) [Member Bulletins](#) [New Members](#)

Welcome to the first edition of the Chamber's e-newsletter! Now there are more possibilities for our members to get the word out to each other. This edition of our e-newsletter will go to 1375 members, 30% more than the print version and we're adding people to the mailing list at every event.

New features, like "Ask a Local," invite members to share their questions and expertise. The popular Member Bulletins and Member Spotlights can now link readers to our member web sites.

Spread the word! Forward this email to people you know who can sign up to receive the next edition! Also, I'd love to hear your comments and suggestions. Send them to me at Suzanne@explorenorthampton.com.

-Suzanne Beck

Our House is Your House



On October 7 from 5:00 to 7:00 PM the Chamber will once again welcome its members and prospective members to our Open House, our biggest event of the year. More than 300 people will come to enjoy delicious food and drink provided by our member

businesses. The people we invite who are not members get the experience of networking and can learn first-hand about the benefits of Chamber membership. This year guests will enjoy food and drink from more than a dozen restaurants (the list is growing).



This size tile ad is \$25 per month or three months for \$50. It includes a link to your web site and rotation on the Chamber's web site
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NEW MEMBERS

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Young Professionals Celebrate NAYP Milestone



The Northampton Area Young Professionals, or NAYP celebrated their 2nd anniversary at the Northampton Brewery in September. The Brewery, a perfect place for young professionals to gather, provided a festive atmosphere, tasty food and great beer. Beyond Green Construction, sponsored the event and recently

renovated the restaurant with a new roof, heating and air conditioning ductwork and insulation, using energy efficient and sustainable materials.

The NAYP is a great way for employees to network with other young professionals in the area. Encourage your employees to attend the next NAYP Party with a Purpose on Thursday, October 8 at dani.fine photography in Easthampton. To join the email list, check out the website at www.thenayp.com.

Photo: Mike Anmuth, TomatoSaas.com, Ian Vukovich, Florence Savings Bank, Chris from the Northampton Brewery and Owen Freeman-Daniels celebrate NAYP's second anniversary.

It's the Economy The Chamber's Mayoral Debate on Business

The Chamber and co-sponsor the Daily Hampshire Gazette will sponsor a forum for Northampton's mayoral candidates on Wednesday, October 21 at 8:00 AM at the Clarion Hotel and Conference Center. Titled The Mayoral Forum on Jobs, Business and the Economy, the debate will focus on economic development and the candidate's approaches to creating jobs and supporting local business. Chamber members can help draft the questions to the candidates. Submit your questions to Suzanne@explorenorthampton.com.

All Businesses Subject to New Mass Privacy Laws

In March 2010, a new law goes into effect that regulates the way businesses safeguard customer and employee data. The regulations affect all employers. In September, the Chamber sponsored a seminar to advise members on what changes the law will require. The law affects how personal information is stored, destroyed and notification in the event of a data breach. Attorney Amy Royal of [Royal & Klimczuk](#), Dave Flaherty of [eclecTechs](#) and Steve Bandarra of [Atlas Technology Consulting](#) gave a step-by-step review of how to comply with the new law. Most employers will require new technological and operational procedures both for written and electronic records as well as training programs for all employees.

For the Commonwealth's compliance checklist and more information,

CHAMBER MEMBERS

Sign up here to be included in our November 1st Holiday Mailing.

Cost is \$200. Call or email the Chamber to reserve your space.

This size tile ad is \$50 per month or three months for \$100. It includes a link to your web site and rotation on the Chamber's web site explorenorthampton.com

Sign Up for Holiday Mailing [here](#)

visit the Chamber's website at www.explorenorthampton.com.

Meet the Member Kumon Northampton



Kumon is a learning center that was founded in Japan 50 years ago and is now in 46 countries. The Northampton location was recently opened by Celia Pastoriza. Celia was familiar with Kumon from family members that had participated in the programs. When she decided she

would like to open her own business, Kumon was the perfect solution in the perfect community.

At Kumon, students focus on reading or math programs. Students range from pre-school to high school. For those students that have fallen behind on the learning track, Kumon can catch them up to where they need to be. Because a classroom as a whole cannot be taught at the pace of one child, Kumon gives the student the opportunity to learn at their own pace with instructors who are trained to ask the appropriate questions to get the child to the correct answer. For those students who are looking for enrichment, Kumon offers programs that will challenge the student who is not challenged enough in their classroom. They offer math skills up to the calculus level.

In addition to the homework that the child receives at school, students at Kumon also receive an additional half hour of homework from Celia. This homework is designed to concentrate on the area where the student needs the most help or hopes to expand their knowledge. During the time they are in the Kumon classroom, students work on their homework while Celia and her assistants come around and assist the students. This allows each student to work at their own pace and for the staff to ask the right kind of questions that get the student thinking about the answers.

The goal of Kumon is to help all children live up their potential.

Photo: Celia Pastoriza

ASK A LOCAL

Here's an opportunity for you to ask advice from other Chamber members. Members can submit your questions here and we'll publish the answers the following month.

OCTOBER QUESTION

What's your best source of Sales Leads?

Email your Best Answer to this question or email us another question for a future edition of CHAMBER MATTERS to News@explorenorthampton.com

Member Bulletins

LABOR AND LAW

[Royal & Klimczuk](#) is pleased to announce Women in Labor, a blog authored by partners Amy Royal and Kimberly Klimczuk devoted to the very latest issues in labor and employment law. You can access the blog on the website www.rkesq.com/blog. Comments and contributions to the blog are welcome and encouraged, so please feel free to get a dialogue going.

MORE OF WHATEVER YOU NEED!

Personal Assistant service [Whatever You Need!](#) welcomes Handyman Charlie Lessard to their team of WYN-ers. After more than 15 years in the medical supplies industry, Charlie decided to pursue his love for carpentry and established a multifaceted handyman and home improvement service based in Southampton. This past summer, Charlie merged with WYN to share resources and expand the services available to their combined list of regular clients.

BODYSENSE

[Alison Bent](#), licensed massage therapist and craniosacral therapist, has finished the process of renewing her National Certification in Massage Therapy and Bodywork. The training she received in the renewing process took her to the Advanced level of Craniosacral Therapy. She maintains her national certification as well as state license to keep her standards of care at an advanced level.

DECEMBER 5 ANNUAL HOT CHOCOLATE RUN

Support the Sixth Annual Hot Chocolate Run to benefit [Safe Passage](#). Safe Passage is a Northampton agency that provides services, shelter, and support to women and children who have experienced domestic violence. Chamber members can contribute a cash or in-kind donation for prizes to sponsor the event, sign up a team and encourage employees to run or walk. Or display a poster or postcards in your store or a lawn sign outside your business. Contact Sarah at sarah@safepass.org or at 586-1125 ext 19.

WINTER FARE

[CISA](#) is organizing a Winter Fare market in Northampton this year, building on the success of their winter farmers market in Greenfield. The first organizing meeting will take place at River Valley Market on Tuesday, October 6 at 6:30 PM in the second floor meeting room. The goal is to form a volunteer committee to help with planning the market. Anyone with an interest in the market or ideas for making it great is welcome to attend. For more information please contact Claire Morenon at CISA - claire@buylocalfood.org

A NEW LOOK FOR AN OLD FRIEND



The new marquee goes up at the Academy of Music.

Chamber and Visitor Center: Hours: Monday - Friday, 9:00 to 5:00 year round. Open on weekends May through October, Saturday and Sunday, 12:00 to 4:00 PM. *Phone:* 413-584-1900

Contact Us:

[Suzanne Beck](#), Executive Director

[Kristin Cole](#), Manager of Operations

[Cat McGaffigan](#), Membership Services Manager

[Jenna Lloyd](#), Bookkeeping and Billing Questions

[Allie Egan-Sherry](#), Visitor Center and Gift Card Information

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