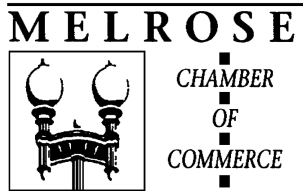

NEWSLETTER



Chamber

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Brad Hutchinson Celebrates 50 Years in Business in Melrose

By Joan Ford Mongeau, Executive Director

50 Years is a milestone to be celebrated. Whether you are turning 50 years old, marking a 50th wedding anniversary, or participating in a 50th Reunion, 50 years is something notable. Brad Hutchinson is celebrating a milestone here in Melrose; 50 years selling real estate in this city. Brad started in 1959 as a home based business which is now located on Green Street in the office of Brad Hutchinson Real Estate. Brad heads a company which is thriving and well known in our community for its generosity. I recently had the opportunity to talk with him about what has changed in the real estate business, what has remained the same, and what advice he can give to new business owners. Here is what Brad Hutchinson had to say about 50 years in business:

Joan: Tell me about what the real estate business was like in Melrose in 1959.

Brad: In many ways, the business was the same as it

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Transitions at the Chamber of Commerce

Change is an essential part of the development of organizations, and the Melrose Chamber of Commerce has witnessed many changes in 2008-2009. First, the Chamber hired a new Executive Director, Joan Ford Mongeau. Joan is looking forward to meeting the Chamber members, and hopes you will contact her with any questions or comments. Her phone is 781/665-3033 and her email is Joan@melrosechamber.org.

Secondly, our President, Joanne Schamberg, completed her two year term at the helm of the Board of Directors and Kevin DeVinney, Assistant Vice President of Eastern Bank, was elected to succeed her.

Finally, we welcome three new Board of Director members; Rick Price of Hallmark Health, Janice Mondalto of Sincerely Yours Embroidery, and James Halligan of Miter Biter Frame Company.

Both the staff of the Chamber of Commerce and the Board of Directors looks forward to working with you in 2009!

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is today. There were people who wanted to buy homes, and people who wanted to sell. It was our job, as it is today, to put these people together. In 1959, just as today, there were a variety of homes on the market, ranging in price from about \$14,000 to \$23,900. There were older homes for sale, some that needed work, as well as brand new homes available. What is different is the buying process. The buyers did not have the many sources of information available to them that today's buyer has. In fact, there were no home inspections done back then, and the whole industry operated with the attitude of "let the buyer beware." Less was committed to writing, and a few agreements were concluded with a word and a hand shake. Today, obviously, the use of computers and the internet have changed the way buyers and sellers are informed.

Joan: What are some of the ingredients to being a successful business owner?

Brad: There are several things I consider key to success. First, I think a business mentor is important for all people starting a business. Secondly, I think it is important to belong to and participate in professional organizations. I am a member of quite a few, including the Realtor's Association, The Realty Guild, and, of course, The Melrose Chamber of Commerce.

Joan: Do you have any advice for anyone starting a business in Melrose?

Brad: I can certainly tell new business owners what has been important to me over the years. I urge everyone to shop locally when they can and support local businesses yourself; use common sense; make decisions that are fair to all involved; remember those people who have been loyal to you; and, look for all the opportunities to get involved in Melrose.

Happy Anniversary as well to:

Miter Biter—35 years in business
Sweet Thoughts—10 years in business

WELCOME TO NEW MELROSE CHAMBER OF COMMERCE MEMBERS!

ABC Home Healthcare, Melrose. Home healthcare services, specializing in elderly and chronic care.

Fitness Together, Melrose. One on one personal training studio with private, fully equipped training suites.

Neapoli Café and Pizzeria, Malden. Pizzeria with a large and varied menu.

Sincerely Yours Embroidery, Melrose. Retail shop featuring embroidery, screen transfers, invitations, and personalized gifts.

Fit Lifestyle Studios, Melrose. A personal training/pilates studio that offers private training, spinning classes, yoga and nutritional counseling.

Steve Hamilton, Melrose. An organizer of marathons and other fund raising events to raise awareness and funds to fight strokes for Tedy Bruschi's Tedy's Team.

Marya Kukura, Melrose. In home massage therapist and bodywork services.

Ameriprise Financial; Michael Holden, Charlestown. Financial planner offering comprehensive services for individuals and small businesses.

If you know someone who is interested in being a member of largest organization devoted to business in Melrose, please contact Joan at the Chamber office.

For our complete membership and a list of member benefits, visit

www.melrosechamber.org.

DID YOU KNOW?

The Melrose Chamber of Commerce was established in February 1900 at the Temple of Honor Hall. The Temple of Honor Hall is now the Greenwood Building, the current home of the Melrose Chamber of Commerce!

Mark Your Calendar with these
Important Dates:

More events will be added through out
the year

January 20: Networking Event at
Fitness Together

445 Franklin St. 5:30 pm – 7:00 pm

February 24: Breakfast at Oak Grove
Village

Featured guest: Mayor Dolan 7:30 am –
9:00 am

March 17: Celebrate St. Patrick's Day at
our 3rd Annual Comedy Night at Prince
Pizza

April 25: Spring Event to be announced

June 16: Breakfast at The Melrose
YMCA

September 13: Victorian Fair

October 30: Halloween Trick or Treat
in Melrose

December 4–5: Home for the
Holidays

**A Letter from the President
of the Board of Directors**



Dear Chamber Members,

I want to first thank you for your membership in the Melrose Chamber of Commerce and let you all know how excited I am to be leading such a vibrant and active organization.

Secondly, I urge you to renew your membership in 2009. This is going to be a difficult year for many of us, and we all will have to make choices about where we spend our money. Let me take this opportunity to remind you that the Melrose Chamber of Commerce is the largest organization in Melrose devoted to the needs of the business community. We offer a variety of benefits, including:

Advertising: *We offer many ways to advertise your business, including event sponsorship, web links and web advertising.*

Communications: *We will keep you in touch with your local business community by our newsletter, which will be offered in both hard copy and in electronic form.*

Networking: *The Chamber of Commerce provides many opportunities to meet the other 250 members of the Chamber. Dates for upcoming events are listed in this newsletter.*

Advocacy: *The Melrose Chamber of Commerce serves as your link to local government.*

Benefits: *The Chamber offers access to many benefits for our members, including health insurance, member to member discounts, membership credits (see page 4), mailing list, and other business services.*

As you can see, we are a Chamber of Commerce committed to your success. Remember, our business is to highlight the Melrose business community!

I hope to see you in 2009.

Kevin J. DeVinney

The Chamber of Commerce Needs Your Help

We are planning for 2009, and we are updating our records and revising our programs to meet the needs of this ever-changing business environment.

Would you take a moment and answer the following **Survey**? Either return your answers via traditional mail, email, fax or phone.

Thank you!

1. Do you prefer to receive your newsletter in email format? Yes / No
2. What is the best email address for you?

3. Do you offer, or want to offer, Chamber Member to Member discounts or promotions? Yes / No

Please describe these discounts or promotions.

Member Name: _____

Address & contact phone:

Return to 1 W Foster Street, Melrose, MA 02176
fax to 781/665-5595; **phone** to 781/665-3033
OR **email** to joan@melrosecchamber .org

News from Our Members

Some of our Melrose Chamber of Commerce members have been doing some extraordinary things lately. **Dr. Joseph Scola of Exquisite Dentistry** dedicated three days of dental services to Melrose citizens who could not afford it any other way. Working in conjunction with the **Council on Aging, the Mayor's Office and the Red Cross**, Dr. Scola treated dozens of residents free of charge. Dr. Scola said that this act of generosity was just his way of giving back to our community.

An important division of the Melrose Chamber of Commerce was created in 2008. **The Melrose Merchants' Group** was formed to send a critical message to Melrose - to support our city's shops, restaurants and services. Among their creative initiatives is "Alive After Five" where shops stay open later than normal on Thursday nights. Entertainment and incentives are all part of a very vibrant "Alive After Five." Among the members of the Merchant's Group are **Periwinkle's II, Hourglass, Sincerely Yours Embroidery, Melrose Drug Center and Brad Hutchinson Realty.**

New Membership Referral Program:

Did you know that you can earn your next year's Membership dues by referring other Business owners to join our Chamber?

For each new member you successfully refer, you will earn \$40 credit towards your next dues.*

Refer just 4 new members and next year's dues are free!

* Credit cannot extend beyond your next year's dues, after 4 referrals, no additional credit can be earned or carried over.