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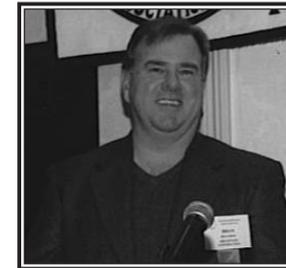


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THE CBA NEWSLETTER

CHELMSFORD BUSINESS ASSOCIATION • CHELMSFORD, MA 01824 • 978-250-3858 • www.chelmsfordbusiness.org Spring 2008



Brian P. Reidy
CBA President

Letter from the President

Spring is finally here and once again change is in the air. I want to thank our outgoing Selectman Sam Chase for his service to the Town. I know Sam put all his efforts into being a great Selectman. The CBA also welcomes Eric Dahlberg to the Board of Selectmen. Eric, in his first run at public office, has been elected to replace Sam. Good luck Eric, you certainly have an important job ahead of you. Along with a new face, the Chelmsford citizens voted to reject a Proposition 2½ override request. The Town will now be forced to make cuts in order to maintain a balanced budget. Planned reductions include the closing of a school and multiple layoffs. Today's economic challenges, facing towns and many people, offer some harsh realities. Seniors on fixed incomes may be unable to afford an increase to their tax burden and children in our schools face larger class sizes and fewer extracurricular activities. The future will certainly require the diligence of all our Town officials.

On a brighter note, the Bike Path construction is continuing to move forward. A Spring, 2009 completion is anticipated. We are also seeing several restaurants opening or enlarging this year. In our Town, the real estate market has shown signs of improvement, and really has not seen the drastic reductions that have plagued other parts of the country.

Plans for the Fourth of July Parade are moving along nicely. More bands have been added as well as new floats and a few surprises that you will have to wait for the big day to find out what they are.

The Parade Raffle is going to be bigger and better this year. The Parade Committee has allotted additional money for more and bigger prizes. The Red Sox Raffle Tickets will be available again this year – great seats to a great game. Every residence will receive a mailing with their raffle tickets inside. The raffle tickets will also be available at certain retail outlets up to parade day.

Once again, the CBA is looking for participants and volunteers to help before, and on the day of the parade. Please call one of our parade co-chairs – either Lynn Marcella at (978) 256-5268 or Jeff Hardy at (978) 250-1113. I want to thank the Parade Committee for all their hard work. The efforts of the Board and all the volunteers are sincerely appreciated.

For more information on the parade, please go to www.chelmsfordparade.org and feel free to email us at chelmsfordparade@aol.com.

This year's Town Wide Cleanup is on Saturday, April 19th. This coincides with Earth Day this year. There is an Earth Day Fair planned on the Town Common from 2:00 – 4:00 P.M. after the morning cleanup. For further information you can contact Jennifer Almeida at the Town Recycling Office. All volunteers are welcome. Please call (978) 250-5203 to offer your help.

Thanks for your time,
Brian P. Reidy, President
Chelmsford Business Association

THE 24 HOUR RELAY IS BACK!!

The ninth annual relay will be held on **May 31-June 1, 2008**. The Relay is an attempt to bring youth and adults together in a drug free environment for 24 hours to promote healthy lifestyles, relationships, and raise money for the **Chelmsford Community**. The Relay is made up of teams of 10 participants and two coaches. The success of the Relay depends on the involvement of the community organizations, adults, and students. Over the last seven years, the Relay has given back to the community over \$40,000.



Some of the groups we have given money to are:

- Chelmsford Police Department Crime Prevention Activities
- Chelmsford Fire Department's S.A.F.E. Program
- The Chelmsford Senior Center
- Chelmsford Youth Basketball League
- The Chelmsford Coalition to LIVESMART
- The Chelmsford High School Principal's Fund
- The Chelmsford High School Alumni Association.

Anyone interested in participating in the event can pick up packets in the Chelmsford High School Main Office, starting April 1, 2008. The Relay is also looking for sponsors for the event. The sponsors will get their names on our Tee Shirts and all publicity from the Relay. Any group who would be interested in sponsoring this worthy event that promotes healthy fun and community relations should call **Chelmsford High School 978-251-5111 ext 1136 or 1193** and ask for **Anne O'Bryant** or **Tammy Leary**. They can also contact by email at obryanta@chelmsford.k12.ma.us or learyt@chelmsford.k12.ma.us

It is critical that our community continue to promote opportunities for our youth to have drug and alcohol free events that support healthy lifestyles and a connection to their community.

If your business is interested in being filmed for our CBA local cable show, please contact us at 978-250-3858 or cba1990@verizon.net

FAMILY FIRMS LAX ON SUCCESSION, MANAGEMENT

In its first global survey of family-owned businesses, PricewaterhouseCoopers found almost half of family firms lack a succession plan; when it comes to companies founded in the last 20 years, the number jumps to 60%. Among businesses that had drawn up a plan, only 48% had chosen a successor.

Of the one-quarter of family businesses projected to change hands over the next five years, 51% were expected to remain in the family. But according to the survey data, this transition may not be so easy.

Other findings included:

- Fewer than 30% of family businesses had adopted conflict-resolution procedures.
- Two-thirds had no defined criteria for deciding which family members should be allowed to take active roles in the company.
- Almost three-quarters said hiring and training good, new employees was their first priority.

For the survey, PwC interviewed almost 1,500 small and medium-sized family businesses (defined as companies where family members comprise the majority of the senior management team, hold at least 51% of the shares and where owners have day-to-day management responsibilities) from 28 countries.

Source: Making a Difference: The PricewaterhouseCoopers Family Business Survey 2007/08, www.pwc.com.



Chelmsford Parade Committee, Inc.

hopes you will support our endeavors with the great Chelmsford 4th of July Parade being held on Friday, July 4th! For information please visit our web site at: www.chelmsfordparade.org e-mail us at: chelmsfordparade@aol.com or call: Jeff Hardy - 978-250-8415 or Lynn Marcella - 978-256-5268

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The Lowell Spinners vs. Oneonta Tigers (DET)

Monday, June 30, 2008
Tickets: \$8.00

We have ordered 75 tickets, they are first come, first served.

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CHELMSFORD HIGH SCHOOL ALUMNI HALL

"If you build it, he will come." A voice from an Iowa cornfield in the baseball movie "Field of Dreams". George Simonian, executive director of the CHS Alumni Association hears similar voices. Simonian who founded the organization 18 years ago, says the group needs to grow to endure – to attract new members. A sure fire way of doing that, he and many other alumni believe, is to build a permanent home for the association, the Chelmsford High School Alumni Hall. The planned one-story building (plus basement) overlooking the CHS track would have a function hall designed to comfortably entertain close to 200 people, making it available for many reunions, social gatherings on homecoming weekend and such. A draft design, donated by an alumnus, calls for a long central aisle filled with display cases for trophies, awards and other CHS memorabilia, a rotunda in the main foyer, meeting space, a library, offices and a sizeable basement area in which not only alumni association records could be stored, but School Department and historical town records as well. The organization wants the building to be used, so approximately two hundred parking spaces would be part of any plan submitted to the town for approval. Town Meeting voted last spring to transfer ownership of the parcel from the schools to the Town of Chelmsford, thereby enabling a building plan to follow the normal channels. Now the town is waiting for the group to raise the necessary funds. We are asking members of the business community, many who are Alumni, to consider making a donation to the Alumni Hall Fund when contacted. Thank you!

1ST ANNUAL CBA SKI DAY

First annual CBA ski day got off to a great start. Weather was wonderful and the snow was superb. About 10 members showed up at Mt. Wachusett out in Princeton, MA. Board member Rick Romano, a professional ski instructor at Wachusett, was on hand to give us all a few tips. He also led a few of us over to one of his favorite play grounds to practice our "aerial stunts." Now, being the oldest and wisest one there, I took the pictures while the "stunt pilots" did their stuff.



Rick Romano, Hank Hamelin, Joan Lessard, George Burliss, Lynn Marcella, Brian Reidy, Jeff Hardy

It being a Monday the mountain had no crowds to deal with nor did the "lounge" which, by the way, is always the après ski stop with good friends and fellow CBA members. While I'm thinking of it, thanks to George Burliss for picking up the bar tab that day. Good reason for more of our members to sign up for next year's trip. We're thinking of starting a "tradition" drinks will be on George Burliss after skiing. Hope he doesn't read this!

Thanks to all that came along. We had a fantastic time so next year lets get a few more of you out there. See you on the slopes.

- Hank Hamelin

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Electronic Hooky

Supervisors beware – an Oklahoma company has taken fake excuses to a new level.

The Excused Absence Network produces software templates to create legitimate-looking excuse notes that appear to come from local doctors and hospitals, available for purchase for about \$25. Other forms offered include a phony jury summons and funeral notices.

While the company's disclaimer states the notes are "for entertainment purposes only," at least one customer did not take the warning to heart. The Associated Press reported that a New Jersey woman was arrested after using one of the company's notes to avoid an appearance in traffic court.

A CCH survey found an unscheduled absenteeism rate of 2.3% for 2007, down from 2.5% in 2006, though there were no exact figures on the cost of fake absences to companies.

-Joseph T. Wells, CPA, CFE

Source: Journal of Accountancy, March, 2008

WORK/LIFE BALANCING ACT

In studying hiring trends for 2008, CareerBuilder.com found that almost 40% of employers plan to increase their offerings of flexible work arrangements (60% currently offer some form of flexible scheduling). These arrangements include:

- Alternate schedules (78%)
- Compressed work weeks (38%)
- Telecommuting options (33%)
- Summer hours (21%)
- Job sharing (18%)
- Sabbaticals (8%)

Other trends included the rehiring of retirees from other companies, screening job candidates using online search engines and social networking sites, and hiring freelance or contract workers.

Source: CareerBuilder's Job Forecast 2008, www.careerbuilder.com.

DATA POINT 1

85 percent of privacy and security professionals reported at least one data breach of personally identifiable information of customers or employees within the past 12 months.

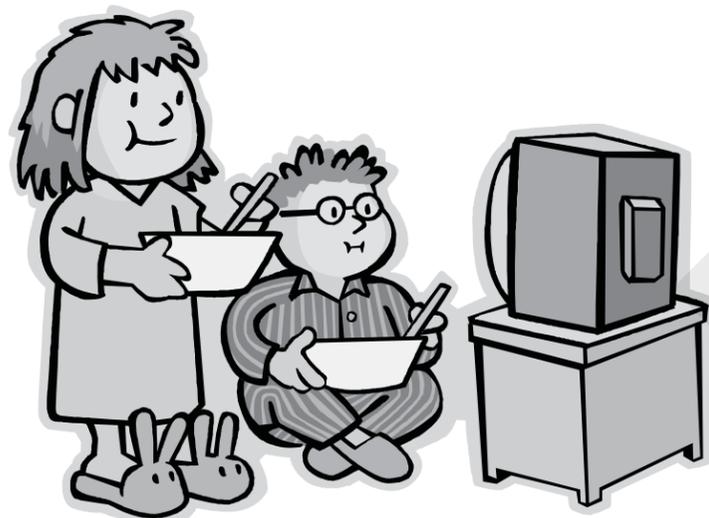
Source: Enterprise@Risk: 2007 Privacy & Data Protection Survey, Deloitte & Touche LLP, www.deloitte.com, and Ponemon Institute, www.ponemon.org.

DATA POINT 2

It costs \$134 million to produce 8 billion pennies, worth \$80 million.

It costs \$124 million to produce 1.3 billion nickels, worth \$65 million.

Source: CBS News, www.cbsnews.com.



IMPORTANT INFORMATION TO CLARIFY THE FUTURE OF TV IN THE USA.

On February 17th 2009 the US government is requiring all television broadcasts in the USA to be in "digital format". Digital format does NOT mean that all programming will be broadcast in high definition (HDTV) it just means that the way the TV signal is transmitted and received will change.

Important information for the consumer.

If you currently subscribe to Cable TV or Satellite TV and you also have a "cable box" or converter hooked up to your TV, there is NOTHING for you to be concerned about. The TV you have right now will operate just fine with no interruption in service. If you do not have a "cable box" or Satellite converter box, your TV will not operate come February 17th 2009. If you view television using an outdoor antenna or rabbit ears, your TV will not operate come February 17th, 2009 unless you purchase a converter box from an electronics retailer. These converter boxes are expected to sell for approximately \$50.00. To offset the cost of these converter boxes, the government will provide, upon request, up to two \$40.00 coupons per household to be redeemed toward the cost of a converter box. No more than one coupon can be used per converter box.

With this converter box, you'll be able to connect it between your TV and antenna and view television in the same manner you did prior to February 17th 2009.

Again, if you have cable or satellite and also use the converter box provided by your cable or Satellite Company, February 17th 2009 will come and go and you'll notice no changes.

There have been reports of unscrupulous scam artists trying to tell people, especially senior citizens, that they need "special equipment" with rental fees of \$10.00 to \$20.00 per month on top of what they already pay for cable. **THIS IS TOTALLY UNTRUE.** There have also been reports that the so called "big box" stores have been using scare tactics saying that all older TVs will not operate after February 17th 2009 in an attempt to sell the customer a new TV. Again, this is totally **UNTRUE.** If you have any questions or concerns please contact a local electronics service center that you trust.

This information is accurate as of January 18, 2008 but like anything overseen by the government, changes can be expected.

Electronics Associates Inc. is not responsible for any errors or omissions.

Regards,
Electronics Associates, Inc.
4 Fletcher St. Chelmsford, Ma. 01824
978-256-5588
visit us at www.electronicassociates.net

4th OF JULY PARADE ACTIVITIES ARE SHAPING UP!!

Members of CBA who formed the Chelmsford Parade Committee, Inc. have been working on putting together a great parade for the Town of Chelmsford! We have secured a great selection of bands and will have Raffle Tickets out soon and the 4th of July Banners will be going on the light poles in the center around Memorial Day! Your donations are tax deductible. We need support from the membership and would appreciate a call if you can help with any of the following:

Raffle Tickets – Will be mailed out to all Chelmsford homes and businesses soon, please purchase these tickets that have great prizes or pass on to someone who would like the chance to win any of our great prizes:

Super Red Sox Raffle - \$10.00 per ticket (donated by Lampert, Hausler & Rodman, P.C.)
Front Row Red Sox Tickets for July 9th – Minnesota Twins at Fenway Park

Cash Raffle Prizes

1st Prize - \$1,500.00; 2nd Prize - \$1,000.00; 3rd Prize - \$500.00
5 prizes of \$100.00; 5 American Flags (including pole and hardware)

Flag Banners – For those who had banners on green light poles in the center, you can renew or anyone who would like to have one can contact us – price is \$500.00. Will be on green poles from (approximately) Memorial Day thru Labor Day! Great visibility and great cause!

Band Sponsorship – We have secured the following great bands and are looking for sponsorship. If you would like to sponsor a band please contact us. You will have a banner in front of the band you sponsor in the parade with your business/family name and also for those over \$1,500 you will receive a Flag banner on the light poles in the center.

Bands we are inviting you to sponsor are: Spartans Drum & Bugle Co. (\$3,800.00); Boston Crusaders Drum & Bugle Corp (\$3,500.00); Muchachos Senior Drum & Bugle Corp. (\$2,250.00); Chelmsford Community Band (\$1,500.00); Lexington Minutemen Company (\$1,500.00); Stuart Highland Pipe Band (\$1,500.00); NH School of Scottish Arts Pipes & Drums (\$1,500.00); Italian American Band (\$1,150.00); William Diamond Jr. Fife & Drum Corp. (\$1,000.00); 7th Massachusetts Regiment (\$1,000.00).

To help with any of the above, please contact:
Jeff Hardy at 978-250-8415 or Lynn Marcella at 978-256-5268.