

# THE BEDFORD BANNER

April/May 2006

Volume 10, Issue 2

## TOWN MEETING UPDATE

Zoning Bylaw Amendment-Depot Park Mixed Use Overlay District was adopted by two-thirds vote (Yes-258, No-22). Article 7-Zoning Bylaw Amendment-Amend Zoning Map Designating Depot Park Mixed Use Overlay District was adopted by two-thirds vote. Article 8-Zoning Bylaw Amendment-North Road Mixed Use Overlay District was adopted by two-thirds vote (In Favor – 205, Opposed-60). Article 9-Zoning Bylaw Amendment-Amend Zoning Map Designating North Road Mixed Use Overlay District was adopted by two-thirds vote. Article 10-Zoning Bylaw Amendment-Town Meeting Approval of Industrial Mixed Use Special Permit was postponed indefinitely by unanimous vote. A motion was made to discuss Articles 11, 12 and 13 together and vote on them separately. The motion was adopted unanimously. Article 11-Zoning Bylaw Amendment-Establish Industrial C Zone was adopted by two-thirds vote (In Favor-241, Opposed-6). Article 12-Zoning Bylaw Amendment-Transportation Demand Management in Industrial C Zone was defeated (In Favor-141, Opposed-117). Article 13-Zoning Bylaw Amendment-Amend Zoning Map Designating Industrial C Area was adopted by two-thirds vote (In Favor-256, Opposed-6). The Annual Town Meeting adjourned to April 3, 2006 at 7:30 p.m. **Articles 15 & 16 are Chamber member Vince O'Neil's proposal for a mixed use industrial development of the former Raytheon site. The Board of Directors voted to support this development and we urge all Bedford residents to attend town meeting and vote! You can make a difference.**

## Business Forward 2006

### To Give Businesses One-Stop Access to Answers

Are you a small business owner who wants answers that will propel your business to the next level of success? You'll find them at the Business Forward 2006 Expo ([www.business-forward.com](http://www.business-forward.com)) to take place on Thursday, June 1 from 7:30 a.m. - 12:00 p.m. at the Arlington Town Hall, Arlington, 730 Mass Ave., Arlington Center.

Organized by more than a dozen Chambers of Commerce, this event will give small business owners one-stop access to regional and state organizations

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## Working Women's Alliance



The Working Women's Alliance, an off-shoot of the Bedford Chamber of Commerce, provides a unique networking opportunity for local businesswomen from Bedford and surrounding communities. Alliance membership is open to all women who want to benefit from the camaraderie, friendship, support, and business potential that results from an affiliation with other business-focused women.

The group's interesting, intelligent and vibrant women range from solopreneurs to successful contributors

to a variety of local organizations and businesses. Members meet monthly at noon on the third Thursday of the month in Bedford, usually at the newly renovated Town Center and sometimes at a member's place of business. Attendees are encouraged to

bring a lunch and join the discussions.

Meetings begin with informal networking and move into a five-minute member business spotlight, followed by a featured speaker presentation (member or special invited guest). Past topics have included organizing tools for the home and office, tax tips, and Bedford Cable Access offerings. The meeting wraps up by 1:00 pm.

All are welcome and you don't have to be a member of the Chamber to attend.

For more information, contact Maureen Sullivan, Chamber Executive Director at 781-275-8503, Bedford Chamber of Commerce Website or Alliance Director, Joan Turnberg at 781-223-8555.

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## Bedford Community Access Television, Inc. Invites You to Our Annual Meeting

**Wednesday, May 10th 7:30 pm at BCAT Old Town Hall 16 South Rd. 2nd Floor**

BCAT is Bedford's local access television station. Residents, organizations and businesses of Bedford can learn video production to produce programs. Support your community, develop creativity or enhance your organization's outreach efforts. Classes in digital camcorders, studio production and digital editing are offered on an on-going basis. Learn what BCAT is all about at our Annual Meeting and be a part of our future! Logo contest information will be released. The public is welcome. Refreshments will be served. Visit us at our web site [www.bedford.tv](http://www.bedford.tv) for information on membership, classes, program schedule, volunteer opportunities and more! Or for more information please call: 781-275-5004

## Multi-Chamber Women in Business Meeting Features Speed Networking

Join members from over ten area chambers for this informative and relaxing networking opportunity generously sponsored by Marty's Furniture at 99 Washington Street. Modeled after speed dating, this innovative way to network with fellow business people involves rotating groups of attendees who each spend five minutes with new contacts. It's fun and is bound to increase your circle of potential customers or associates. Enjoy appetizers and beverages while networking. This event runs from 5:30-7:30 PM on Tuesday, May 9th. Cost is \$10 for Chamber members, \$15 for non-members. To make a reservation for this Multi-Chamber Program, please call the Chamber Office at 781-275-8503 or send your name, address, company and a check made out to the Bedford Chamber of Commerce, 12 Mudge Way, Bedford, MA 01730 by Friday, May 5, 2006. You can also pay online at [www.bedfordchamber.org](http://www.bedfordchamber.org)

Take advantage of this great opportunity!

## CHAMBER CALENDAR



<b>April 13</b> 7:30 a.m.	Chamber of Commerce Directors Meeting <i>Bedford Police Station</i>
<b>April 20</b> 12:00 noon	Working Woman's Alliance Meeting <i>Town Center</i>
<b>April 25</b> 5:30-7:30 p.m.	Spring Multi Chamber Networking Event <i>Hilton Garden Inn, Waltham, MA</i>
<b>May 2</b> 8:00-10:00 a.m.	The Economy and Your Business <i>Holiday Inn, Peabody MA</i>
<b>May 9</b> 5:30-7:30 p.m.	Woman in Business Speed Networking Event <i>Marty's Furniture, Melrose MA</i>
<b>May 12</b> 7:30 a.m.	Chamber of Commerce Directors Meeting <i>Bedford Police Station</i>
<b>May 19</b> 12:00 noon	Working Woman's Alliance Meeting <i>To Be Announced</i>
<b>June 1</b> 7:30 a.m.-noon.	Business Forward 2006 EXPO <i>Arlington, MA</i>
<b>June 6</b> 4:45 p.m.	Sovereign Senior Prom Stroll <i>Town Common</i>
<b>June 9</b> 8:00 a.m.	Chamber of Commerce Golf Tournament <i>Patriot Golf Course, Springs Road</i>

## From the Chamber Office

- Callahans Karate is relocating to 20 North Road (the 2 story office building behind Bedford Farms and Dalys). They bought the building and currently have 5000 sq ft of very nice office space for lease at a reasonable rate. It can be used as one space or divided into two spaces. If you know of any Chamber members in the market for a new location, please contact Rich Callahan at 781-275-1199.
- Massachusetts Small Business Development Center are providers of **FREE** business counseling, assistance and training to Massachusetts small businesses The Network is a partnership program with the U.S. Small Business Administration and the Massachusetts Department of Business and Technology under cooperative agreement 6-603001-Z-0022-26 through the University of Massachusetts Amherst. SBDCs are a program supported by the U. S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance. The following workshops are currently being offered. At North Andover NECC Corporate and Community Education Center at 1600 Osgood Street, North Andover 03/22/2006 from 8:30 a.m. to 10:30 a.m. **Financing Your Business**
- Get involved with the chambers upcoming spring events! Volunteers are needed to be part of the golf committee and the Senior Prom Stroll. Both are great opportunities to network and have fun at the same time.



## BUSINESS SPOTLIGHT

### How Are You Doing With Your New Year's Resolutions?

Written By Christine Pinney, Christine Pinney Marketing



L I V E - L I F E - W E L L

Joan Turnberg, of Live-Life-Well in Bedford helps people get out of those winter doldrums and gets them back to feeling great! Her goal is to help people to feel good in their own skin. **As your body ages, you know how hard it is to live a healthy lifestyle.** You know you should exercise and you know you should eat right. You probably made New Year's resolutions to loose some weight and exercise more. How are you doing with that? How do you make that happen? Joan has several programs to help you achieve your goals and feel good. You don't have to do it all alone. Joan provides: Wellness Coaching, Therapeutic Massage, Nia fitness classes, and Pantry Purgin<sup>TM</sup>.

Janet Terzano of The Higgins Group, realtor in Lexington, Massachusetts takes fitness classes with Joan. "I have fallen in love with Nia. It was love at first sight. Nia is the only exercise I like to do!" She's been practicing since September of 2005 in two of Joan's classes. Janet was so enchanted with Joan that she asked her to do a class at her office. Real Estate agents get pretty stressed. They get pulled in every direction. "I created a special class just for them," said Joan. "They were so appreciative. They used it to unwind and recharge their batteries." On another occasion, Janet invited Joan to an employee appreciation event. Joan gave the employees each a chair massage. "This was a great way to say thank you to our employees," says Janet. "They really enjoyed it."

Joan Turnberg is also Certified Wellness Coach, and helps individuals

make lifestyle changes in exercise, weight management, nutrition, health, and stress so that individuals can feel comfortable in their own skin, leading to more joyful living. Joan has a gift for shifting a person's focus from feeling overwhelmed to feeling a sense of ease. People who have worked with Joan have experienced increased vitality, aliveness, and weight loss.

Tom, an Operations Manager at Comcast and a Bedford resident, recently began his coaching program with Joan. He was eager to make changes to his health. "I'm a dad, and a working professional. I'm used to doing things for other people. I just never found the time



PHOTO ©HOLLY BLOOMFIELD 2006

to do things for me. Joan asked me what I really needed for my health and well being. We sat down and made a very detailed plan of action. **I am already seeing results** and I only had my first session," said Tom.

Kim Hodder, an Expressive Therapist who specializes in grief counseling moved to Bedford in April of 2005. She's a continuing Nia student of Live-Life-Well. "I'm hooked," says Kim. Kim is a very self-motivated person who loves to ski and do strength training. But being new to the area, she wanted to meet more people. "Nia provides a physical and a social place for me. " Kim also bridged into wellness coaching. **"As a holistic practitioner, I appreciate Joan's approach.** She looks at the whole person." I have found that "coaching is very powerful. Together we took steps to improve the health of my body, mind and spirit."

**In the area of nutrition,** Joan offers Pantry Purgin<sup>TM</sup> – a food ingredient awareness program educating individuals on how to read food labels by walking them through their own pantry, refrigerator, and freezer, identifying undesirable ingredients and offering healthier options.

Joan also hosts classes for people who want to know more about the food ingredients that they are putting into their bodies. Watch for her on BCAT as she presents a seminar on Pantry Purgin<sup>TM</sup>. Listen closely and you will hear about her consumer savvy tip on how you can eat chocolate and be and think healthy. She also offers one on one consultations.

Joan Turnberg worked with Inch By Inch Child Development Center's Director Paula Salvucci and Bedford Whole Foods to create a new snack food criteria to introduce children to healthy eating and address the rampant problem of obesity. "The previous snack labels were analyzed to see how they stacked up to the healthier criteria that Paula and I agreed upon," Joan said. This led to a

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## BUSINESS SPOTLIGHT

*continued from page 3*

meeting with Bedford Whole Foods Representative Tina Ford who presented healthy snack options and, along with Joan, helped Inch By Inch select healthier alternatives for the children. As a result, Bedford Whole Foods is now the primary supplier of snacks for Inch By Inch. "This was the right thing to do in order to have a positive impact on children's health and eating habits. Working with Bedford Whole Foods has made that possible," Salvucci said. "Joan pulled it all together and made it happen. She has had long lasting impact on the nutritional values of our children and our families. For that we are all thankful," said Paula.

Recently, Keyspan Energy invited Live-Life-Well to participate in their **Health Awareness Day**. Imagine someone coming to your office to talk with you about how to decipher food labels and help you to understand trans fats and other confusing food ingredients. Joan created a special presentation for Keyspan Energy, including a live demonstration with Nia and a special segment on relaxation.

Joan is also an enthusiastic **Nia Instructor** (an exercise form combining dance, martial arts, and yoga). She teaches Nia at a variety of venues:

- Corporate locations,
- Town Recreation Departments,
- Yoga Studio, and
- private classes

When she attended her first Nia class, she resonated with the movements immediately. Less than a year later, Joan became a Certified Nia Instructor. With previous experience in Tae Kwon Do and Kenpo, Nia embodies elements of martial arts she enjoys and blends it with music and dance. After class, individuals consistently remark that they feel energized and relaxed at the same time.

In addition, Joan is a licensed and nationally certified Massage Therapist specializing in reducing muscular tension and increasing relaxation.

Joan is a 1996 graduate of the **Muscular Therapy Institute in**

**Cambridge, MA** and has advanced training in massage for pregnant women, labor, and postpartum period and Reiki. Joan offer stress resiliency workshops called "Are You Breathing?" in which participants learn grounding and relaxation techniques using visualization. She is a member of the American Massage Therapy Association (AMTA).

Previously, Joan was the Training and Development Manager at Abbott Laboratories, MediSense Products and she has a degree in Medical Technology.

**Joan's Professional Affiliations include:**

- Bedford Chamber of Commerce Member. [www.bedfordchamber.org](http://www.bedfordchamber.org)
- Director, Bedford Working Women's Alliance- a networking group supporting local businesswomen. [www.bedfordchamber.org](http://www.bedfordchamber.org)
- IDEA Health & Fitness Association [www.ideafit.com](http://www.ideafit.com)
- American Massage Therapy Association (AMTA) [www.massagetherapy.org](http://www.massagetherapy.org)
- The Last Word Toastmasters Club, Burlington, MA [www.thelastwordtm.org](http://www.thelastwordtm.org)
- Boston Women's Network, [www.bostonwomensnetwork.org](http://www.bostonwomensnetwork.org)

If you would like more information about Joan Turnberg, Live-Life-Well and how she can help you to keep your New Year's resolutions you may visit her on the web at [www.Live-Life-Well.com](http://www.Live-Life-Well.com) or by phone at 781-223-8555. Ask her about a **free Nia class or complimentary coaching consultation**, or about her "**Secret Ingredient**" brownies.



*Christine Pinney, Christine Pinney Marketing helps you to create marketing communication to promote and grow your business. E-Newsletters are our specialty. [www.ChristinePinney.com](http://www.ChristinePinney.com)*

## BUSINESS FORWARD 2006

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that offer expertise and funding that can help them move their businesses forward to the next level of success. Hear keynote speaker and serial entrepreneur Robin Chase, founder and former CEO of Zipcar and now CEO of Meadow Networks. Throughout the morning, attendees will be able to network, visit the Expo and attend seminars. Everyone is welcome to attend. The fee for Chamber members is \$10 and \$20-for non Chamber members.

The consortium includes the following Chambers: Arlington, Bedford, Billerica, Concord, Lexington, Malden, Melrose, North Suburban Regional, Peabody, Reading-North Reading, Stoneham, Waltham, Wilmington and Winchester. Expo attendees will walk away with first-hand knowledge of how to tap into these valuable resources such as:

- **Health insurance**—find out how the state can help pay for your employees' health insurance
- **Grants and funding**—get the facts on how you can capture grant money for your business
- **Government contracts**—get expert advice on how to secure government contracts
- **Advertising and exposure**—find out how to maximize your advertising results
- **Staffing**—let the state help you with your job searches to find qualified candidates

Get all the details at [www.business-forward.com](http://www.business-forward.com). Chamber members: \$10, non-Chamber members: \$20.





The Small Business Development Center and  
the Enterprise Center  
at Salem State College

Present

## THE ECONOMY AND YOUR SMALL BUSINESS

John Bitner, Economist, Eastern Bank Advisors

“The economy is to business what water is to a fish. The environment in which it lives,” explains John Bitner, noted economist. In this seminar, Mr. Bitner will review current trends in the local, regional and national economy and how they affect small businesses in this region.

**DATE:** TUESDAY, MAY 2, 2006

**TIME:** 8:00am–10:00am

**LOCATION:** HOLIDAY INN PEABODY

ROUTE 1 / ONE NEWBURY ST  
(Accessible from Routes 95 & 128)

**FEE:** \$15 (Chamber Members \$10)  
Please register in advance & pay at the door

**FOR REGISTRATION & DIRECTIONS TO THIS SPECIAL EVENT:**

Visit [www.MSBDC.org/Training](http://www.MSBDC.org/Training) or [www.enterprisectr.org](http://www.enterprisectr.org)  
Email [sbdc@salemstate.edu](mailto:sbdc@salemstate.edu)  
Or Call 978-542-6343

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and

CHAMBERS OF COMMERCE

Amesbury	Arlington	BEDFORD	Billerica
Concord	Cape Ann	Lexington	Malden
Medford	Melrose	North Suburban	Peabody
Reading-North Reading	Salem	Stoneham	Wakefield
Waltham	Wellesley	Winchester	Wilmington

## Middlesex Meetinghouse

294 Concord Rd.  
Billerica, MA 01821  
(978) 663-9666  
[www.middlesex.mass.edu/historic/](http://www.middlesex.mass.edu/historic/)

Is your company looking for a special place for off-site meetings? Consider the Middlesex Meetinghouse – a charming historic home suitable for corporate gatherings. Its white, clapboard exterior has been preserved, while the interior has been tastefully remodeled and updated. The house features a professional kitchen, meeting rooms, the original parlors and dining room, as well as spacious porches. It is easily accessible from Routes 3 and 95.

**Suitable for:**

- Entertaining clients
- Small seminars, business meetings, and corporate training
- Small formal lunches and dinners
- Buffet lunches/dinners
- Cocktail receptions

**Amenities:**

- MCC staff will assist with event planning.
- All events will have an MCC staff person on hand to assist where needed.
- Flip charts, white board, data projector, VCR monitor and conference calling are available.
- Internet and cable connections are available throughout.
- China, flatware, glassware and linen service are provided.
- Handicapped accessible.

**Approved Caterers:**

- Bianco’s and Sons
- Buffets Inc.
- Currier & Chives
- Two Chefs are Better than One

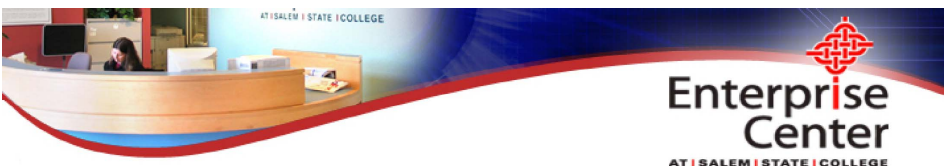
**Bar Service:**

- Backstage Concessions

To tour the house, contact Betty Digangi at (978)663-9666

To schedule an event, contact Maureen Spinney at (978) 656-3106  
Fax: (978) 656-3150

E-mail: [spinneym@middlesex.mass.edu](mailto:spinneym@middlesex.mass.edu)



The Bedford Chamber of Commerce presents a

# Multi-Chamber Program Network Business Card Exchange

*Arlington, Bedford, Billerica, Concord, Lexington, Malden, Medford,  
Melrose, North Suburban, Reading-North Reading, Stoneham,  
Wakefield, Wellesley, Winchester, Wilmington*

**TUESDAY, April 25, 2006 5:30 – 7:30 P.M.**

\$10.00 Member; \$20.00 non-member

*Hosted by the*

**Hilton Garden Inn Boston/Waltham  
420 Totten Pond Road**

Mark your calendars, gather your business cards, Company brochures and make your reservation for another great networking event. Tables are shared and provided at no additional cost on a first come, first served basis. Over 200 people typically attend our multi-chamber events. Bring a friend or business associate.

## **SPECIAL ADDED BONUS!**

### **NETWORKING AND MARKETING SKILLS SEMINAR**

*Presented by Street Smart's Jay Wallus*

Jay has promised to come back and present all new material that he will share with us!

**www.streetsmarttraining.com**

Jay Wallus is an entrepreneur who tripled his business through referrals.

At this seminar Jay will reveal:

- The 3 ways to grow your business that most people overlook!
- His referral system that gets continuous referrals from current clients!
- His fully automated process that will put your referral marketing on autopilot!

**Yes I plan to attend on April 25 , 2006**

**Yes I plan to attend the Marketing Seminar**

Enclosed is my check for \$\_\_\_\_\_ (\$10 pp for members, \$20 pp for non-members)

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

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

Email \_\_\_\_\_

Please clip and mail with a payment to the:

*Bedford Chamber of Commerce, 12 Mudge Way 2-2, Bedford, MA 01730 Telephone 781-275-8503*

*You can also pay on line at: [bcoc@bedfordchamber.org](mailto:bcoc@bedfordchamber.org)*

## Bedford Gets “In the Know” as the Newest KNOWFat! Lifestyle Grille® Franchise Location Opens

*Fast-Casual Restaurant and Nutrition Center Franchise Brings “Better for You” Eating Options to the Bedford Area*

KnowFat! Lifestyle Grille®, a Massachusetts-based fast-casual restaurant and nutrition center concept, is now providing consumers in and around Bedford a unique place to enjoy quick, healthy dining options that taste great. Hank Smith of Woodstock, VT, and Scott Kalter of Lyme, NH, franchisees of the newest KnowFat! Lifestyle Grille location at 347 Great Road, in Bedford, are opening their doors this week and are offering a full menu of better-for-you breakfast, lunch and dinner options.

“The two-in-one concept of KnowFat! Lifestyle Grille was too innovative of a business idea to pass up,” said Bedford KnowFat! Lifestyle Grille Franchisee Hank Smith. “I was thrilled at the idea of opening a restaurant that offers a healthier alternative to traditional fast food, and I am delighted to invite not only Bedford residents, but our neighbors from surrounding communities as well, to our exciting new restaurant.”

The Bedford KnowFat! Lifestyle Grille is the first to feature an all-new breakfast menu. With delicious offerings such as the hot breakfast burritos, protein-packed pancakes, and sides dishes like crispy turkey bacon and maple chicken sausage, this is one meal not to be missed. In addition, KnowFat! Lifestyle Grille is also unveiling the Proccino™, at the Bedford location. Proccinos are a new protein-packed coffee shake that is available in the following four great flavors: Mocha Java Jolt, Peppermint Pump, Peanut Butter Boost, and Caramel Kick. The Bedford Knowfat! Lifestyle Grille location, which will open just in time for breakfast Monday through Friday from 6 a.m. – 9 p.m., Saturday 7 a.m. – 9 p.m., and Sunday 7 a.m. – 8 p.m., will employ approximately 30 local residents.

## Membership Renewals

Baudanza Electric Company  
 Baystate Financial Services  
 Bedford Jewelers  
 Bond Associates  
 Brookline Bank  
 Cambridge Savings Bank  
 Christine Pinney Marketing  
 Designs Unlimited  
 Edward Jones Investments  
 Elm Brook Place  
 Latady Design Associates  
 Law Offices of Robert H. D’Auria  
 Mead Bros. Tree Service, Inc.  
 Milestone Federal Credit Union  
 New England Nurseries  
 REMAX /Jack McGrath  
 Richard A. Egan Insurance Agency  
 Shoemaker, Inc.  
 Town Planner of Middlesex  
 Virtual Tour & Panorama Photography  
 North Road Chiropractic  
 Millipore Corporation  
 Harold F. Nichols Insurance Agency, Inc.  
 Renaissance Bedford Hotel



**CHAMBER OF  
 COMMERCE**

**GOLF TOURNAMENT**

**JUNE 9, 2006**

**MORE INFO  
 TO FOLLOW**

### **The Bedford Chamber of Commerce, Inc.**

12 Mudge Way  
 Bedford, MA 01730  
 Tel. (781) 275-8503  
 Fax: (718) 275-8501  
[www.bedfordchamber.org](http://www.bedfordchamber.org)  
 Office Hours:  
 Monday, Wednesday, Thursday  
 8:00 a.m.-2:00 p.m.

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 Executive Director: Maureen Sullivan  
 Newsletter Design/Printing:  
 Partnership Resources