

THE BEDFORD BANNER

December 2008/January 2009

Volume 11, Issue 6

Letter from the President

Dear fellow Chamber members,

As my tenure as your President draws to a close, I just wanted to share a few last-minute thoughts with you.

First, I thank each and every one of you for your participation in Bedford's Chamber of Commerce. I know that many of you have multiple networking and community organizations to which you could belong. I have enjoyed working with many of you on a variety of Chamber events and projects and so appreciate your feedback and insight during my term on the Executive Board.

Second, I would appeal to you to continue, and even increase, your involvement in the Chamber. Over the past 2 and 1/2 years, the Executive Board has strived to expand on the Chamber's capabilities and support for local businesses. We want the Chamber to be meaningful to you as well as to the town of Bedford as a valuable resource; and the only way the Chamber can continue to promote the voice of business in Bedford is for each one of you to be an active participant.

Whether you joined the Chamber in hopes of getting referrals, networking with other small business owners or to raise the profile on a business issue of importance to you, your membership will not be a successful and fulfilling one unless you actively make it so.

With the difficulties of our current economy, there is no time that is more critical to build a strong and cohesive Chamber of Commerce in Bedford. If our town is not competitive for, and appealing to, growing businesses we will all be impacted. Bedford should be a great place to work and live and it is up to each one of you, as Chamber members, to make it happen!

And finally, have a joyous holiday season and I look forward to working with many of you as a fellow Chamber member in 2009.

Lea Ann Knight

Annual Award Nominations Wanted

Bedford citizens, business owners and community leaders are invited to submit nominations to the Chamber for several prestigious awards to be given in February to honor local business representatives.

Each year the Chamber names a Business Person of the Year, Business of the Year, Diversity, and Outstanding Service to the Chamber Award.

- **Business Person of the Year:** Conducts their business and themselves with regard to their business dealings in a highly ethical and exemplary manner. Is a good citizen within the community, taking time and effort to serve the community in productive and volunteer efforts.
- **Business of the Year:** The business is conducted in a highly ethical and exemplary manner. The business is a

continued on page 3

IN THIS ISSUE

Letter from the President	1
Annual Award Nominations	1
Business Spotlight	2
Chamber Calendar	2
Flavors of Bedford	2
Chamber Connections	3
BLC Offers Winter Courses for Small Businesses	3
From the Chamber Office	3
2009 Officers and Directors	4
What's New in Retail	6
Welcome to New Members	6



Bedford Acupuncture Center



*Practitioner
Yoko Kajiwara Chun,
M.S., L.Ac.*

Yoko Kajiwara Chun is servicing the greater Bedford-Lexington community since 1999. She specializes in Japanese acupuncture techniques, well known for its effectiveness and gentle nature. After living her childhood overseas in Singapore, Brazil, and Japan, she attended the University of Oregon and earned a bachelors of science degree in Kinestheology, also known as Exercise & Movement Science. After graduating from University, Yoko pursued her career in Acupuncture by enrolling in a Master degree program at the Northwest Institute of Acupuncture and Oriental Medicine in Seattle. There, she earned the school's highest class honors and passed the National Board Exam for Acupuncture in the 90 percentile range for both theoretical and practical examinations. Yoko believes in providing the highest level of attention and professional service to her clients. She has had much success with treating a variety of chronic and acute health disorders, including, but not limited to, infertility, pain management, arthritis, sciatica, migraine, high blood pressure, sleep disorders, depression, and anxiety. During treatments, she integrates acupuncture, moxabustion, shiatsu massage, and very unique pendulum work to give her client maximum opportunity to relax, heal themselves, and be at peace.

CHAMBER CALENDAR



December 7 1-4 p.m.	Holiday House Tour <i>Town of Bedford</i>
December 11 7:30 a.m.	Chamber of Commerce Directors Meeting <i>Bedford Police Station</i>
December 18 12 noon	Working Women's Alliance <i>Town Center</i>
January 8 7:30 a.m.	Chamber of Commerce Directors Meeting <i>Bedford Police Station</i>
January 15 12 noon	Working Women's Alliance <i>Town Center</i>
January 21 5:30 -7:30	After Hours @ L'Andana <i>Burlington, MA</i>



Flavors Proves to be Just as Favorful in 7th Year

We wish to thank the many people and companies that made the 7th Annual Flavors of Bedford a grand celebration and fall tradition in Bedford. The event is key to the financial stability of the Bedford Chamber of Commerce and the events and support we bring to the Bedford community. This year we made a donation to the Heroes Homecoming Fund; an organization that supports our deployed soldiers on their return to Hanscom Air Force Base.

We greatly appreciate the sponsors, restaurants, volunteers, community groups and guests that make this afternoon such an all round success. The Doubletree Bedford Glen Hotel and the Bistro 44 staff set the stage for an afternoon of elegance. The Bedford High School Jr. ROTC cadets greeted guests as the Madrigals filled the air with their beautiful voices. The

following restaurants returned with their delicious offerings, Bedford Farms, Bistro 44, Café Luigi, Carriage House, Dalya's, Lester's Roadside Bar-B-Q, Naked Fish, Trader Joe's, Legal Sea Foods, Margaritas, Starbucks Coffee, Summer Winter and Whole Foods Market. Max Stein's, L'Andana, Homeplate Cafe and Asiana Bistro expanded the venue and brought additional offerings.

We greatly appreciate our Premier Sponsors the Doubletree Bedford Glen Hotel and Brown and Brown PC who continue to sustain the event. In addition, Mark Abrams of Advanced Media Web showcased his commitment as community partner. Additional sponsors, for whom we salute, are Bedford Florist, Brookline Bank, Cambridge Savings Bank, Carlton & Duran CPA's, DSA Printing, Edward Jones Investments, Great Road Galleries & Framing, Hanscom Federal Credit Union, Middlesex Savings Bank, Northrop Grumman, REMAX/Debbie Spencer, Sovereign Bank, Summit Health & Fitness, and TD Banknorth. This event would not be possible without the volunteers who begin their work in March. We offer a round of applause to Liz Coules, Christine Pinney, Barb Davis, Angela Marcucci, Cindy Iovino and Mike Puglise and the employees at Great Road Galleries and New England Nurseries for the great job they did to make Flavors such a success.

Chamber Connections Television Show

By Christine Pinney, Christine Pinney Marketing

Chamber Connections is a local television show on Bedford Community Access Television, BCAT. The format includes interviews and information about and for the Bedford Community and showcases services from local companies and non-profits. The Bedford Chamber of Commerce is basically "In Business for Business" however a strong component is the advancement of civic and cultural projects. With a commitment and a strong connection, host Maureen Sullivan, asks insightful and entertaining questions.

Previous guests/programs have included:

- Carrie Endicott, Director Elm Brook Place
- Barbara Sardzinski, Owner, Bedford Jewelers
- Arthur Costa and Janet Wilson, Sovereign Bank
- Christine Pinney, Christine Pinney Marketing/E-Newsletters
- Larry Carlton, Carlton and Duran
- Drs. Francine M. Hennesy and Dr. David S. Geller, Patriotic Pediatrics
- Joan Turnberg, Live-Life-Well
- Flavors of Bedford/ Nat & Pam Brown, Law Offices of Brown & Brown
- The Sovereign Prom Stroll
- The Holiday House Tour
- Kim Barber, Director, Bedford Community Access Television, BCAT
- Lea Ann Knight, Edward Jones Investments

Other video information provided by the Bedford Chamber of Commerce includes Public Service Announcements and informational messages on the Working Women's Alliance, a women's business group sponsored by the Chamber of Commerce, the Holiday House Tour, and the Flavors of Bedford.

Chamber Connections is a local television show on Bedford Community Access Television, BCAT. It is broadcast on BCAT's Comcast channel 8 and Verizon Channel 38 on Sundays at 7 PM and 10 PM. A new show is broadcast each week, so tune in regularly. The full schedule is at <http://www.bedford.tv/>

BLC Offers Winter Courses for Small Businesses

This winter (January – March), the Bedford Learning Connection is offering several courses of interest to small businesses.

Using the Internet to Market Your Business is a 3-week course, beginning January 8, taught by Nina Braun, who has 15 years of marketing experience for large and small corporations, using press coverage, television, internet, and publications. She is currently redeveloping the AARP web site.

Carlton SooHoo is teaching a 3-week course in Digital Photography for Your Business, beginning February 26, and Christine Pinney will present a workshop on E-Newsletters on January 20. There will also be a course on Intellectual Property team taught by Charles Urso, a prize winning inventor, and Erik Heel, a patent attorney on January 13.

In addition to courses taught in Bedford, The Bedford Learning Connection offers over 200 instructor-led online courses that can be taken at your leisure. Business courses that are available include: Writing Your Business Plan, Accounting, Debt Elimination Techniques That Work, and How to Start Your Own Home Based Business.

To view all courses and to register online, go to: www.BedfordLearningConnection.org. For more information, call 781-275-6562.

Annual Award Nominations Wanted

continued from page 1

good citizen to the town by financial and/or resource support to community activities and operations.

- **Diversity Award:** Has significantly contributed to the diversity awareness in the town. Demonstrates an attentiveness and a willingness to continually improve the atmosphere to work, shop and live in Bedford.

Anyone wishing to make a nomination for any of these awards is encouraged to send the name, address and a brief one page description of the nominee to the Chamber. Deadline for all nominations is January 10, 2009. Awards will be presented at the Chambers' Annual Dinner.

From the Chamber Office

- A special thanks to outgoing president Lea Ann Knight and second VP Christine Pinney as they finish their terms on the Executive Committee. The Chamber is a better organization due to your leadership.
- Membership renewals will be mailed this week. Please note there is a form included to update your current information. Membership dues can also be paid on line at www.bedfordchamber.org with a credit card.
- Looking to put yourself and business on cable? It's easy and painless and I promise to make you look good. Give the Chamber a call if you are interested on being part of Chamber Connections.

Happy Holidays

2009 BEDFORD CHAMBER BOARD OF DIRECTORS

Officers 2009

PRESIDENT

Arthur Costa
Sovereign Bank
94 Great Road
Bedford, MA 01730
781-275-7133

CHAIRMAN

Lea Ann Knight
Edward Jones Investments
138 Great Road
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FIRST V.P.

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SECOND V.P.

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SECRETARY/TREASURER

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Directors, Terms ending 12/31/2011

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Commander 66th ABW/CC
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Great Road Gallery & Framing
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Georgette Moquin
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Directors, Terms ending 12/31/2009

George Waggoner
Hanscom Federal Credit Union
325 The Great Road
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186 Great Road
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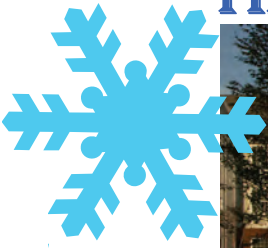
Sal Monaco
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80 Ashby Road
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PO Box 486
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781 223-8555

Mike McNeill
Doubletree Bedford Glen Hotel
44 Middlesex Turnpike
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THE VILLAGE AT
TAYLORPOND

From Route 3 South: Take Exit 26. Make left off exit onto Route 62, then take first left at light onto Crosby Drive. Turn right onto Middlesex Turnpike. Property entrance will be on the left in approximately 1/4 mile.



What's New in Retail

By Adam Schwartz

Corner Antiques Opens In Bedford

The Corner Antiques store opened earlier this month on the Blake Block at 88 Great Road. I spoke to Jan McGrath, the owner. Jan has always loved antiques. As a child she remembers her mother dragging her around antique stores. Jan grew up in Lexington, then moved to Texas and Florida and finally moved back to the area 10 years ago. She has been a Bedford resident for 5 years.

About 10 years ago, she started doing group shots with other antique dealers in the Sterling area (about 35 miles west of Bedford). With the price of gas going up and her inventory of antiques increasing, she began to look at other options. In September she saw a space for rent sign on the Blake Block. She thought the rent was very reasonable so she decided to open a store.

The store not only features her items but also antiques and collectibles from other dealers in the area. The focus of the store is affordable antiques. Most of her items are in the \$20-40 range. Jan is not interested in selling items that cost thousands of dollars.

According to Jan, business has been very good so far. She had advertised in several papers and been pleased with the results so far. She also notes that while there have been consignment stores in Bedford, hers is currently the only antique store. She notes that most of her customers are buying items to give as gifts. In addition to antiques, she sells a lot of collectibles and gift items, especially to younger customers.

Since her store stocks merchandise from multiple dealers, her inventory is always changing so Jan implores her customers to check back frequently for new items. She also offers a wish list service where she will let you know when a specific item is available.

In addition to selling antiques and collectibles, she does accept some high quality items on a consignment basis and does estate liquidations. The store is currently open 11am-5pm from Thursday - Sunday and by appointment. She is planning to extend the hours for the holiday shopping season.

Besides her interest in antiques, Jan has spent 20 years in the direct marketing industry and currently owns a direct mail company.

It's interesting to note that with the very reasonable rates that Bruce Blake has been offering, almost all of the retail space has been filled in just a few months. What's also interesting is that many of the businesses are being run by Bedford residents and the rental rates have been a major factor in getting them to open up their first retail business. Currently the leases on the Blake Block are scheduled to run through next spring when demolition for the "new" Blake Block is scheduled to begin. With the tightening credit market it's unclear if that will occur. I do think it's a positive thing that most of the block has been rented out. The new tenants have all updated their storefronts to greatly improve the appearance of the block.

Youn's Taekwondo Studio Opens on North Road

Youn's Taekwondo Studio at 55 North Road opened on October 1st. The studio is run by Jung H. Youn, a 6th degree black belt in Taekwondo and a 7th degree black belt in Hapkido. Master Youn was originally trained in Seoul Korea and is now a Bedford resident. Prior to opening the studio Master Youn taught at a studio in Marblehead and is currently a mixed martial art instructor at Winchester High School.

The Studio has open classes from 9:30am-Noon Monday through Saturday and 3:30pm-8:30pm Monday through Friday. Each open class can hold up to 45 students and is designed to meet the varying skill levels of individual student. In addition to teaching Taekwondo, Youn's classes are also designed to develop Respect, Leadership, Balance, Focus, Endurance, Confidence and Concentration in children. Master Youn's classes are designed to teach children as young as 3 years old.

In addition to Traditional Taekwondo, Master Youn also teaches Hapkido self defense classes. Private lessons are also available. Currently Master Youn is the only instructor although he is looking to add instructors in the future. As a resident, Master Youn really likes Bedford and so decided to open his studio in town. In addition to Youn's Taekwondo, Bedford also has Callahan's Karate Studio a few blocks down at 20 North Road.



Welcome to New Members

Bedford Optical Center
200 Great Road
Bedford, MA 01730
781-275-0054
Full service optical center

Dr. Kiana Kaymanesh

200 Great Road
Bedford, MA 01730
781-275-1828
Member of American Optometric Association & Massachusetts of Optometrists

Bedford Center for the Arts

PO Box 404
Bedford, MA 01730
781-276-0700
Encouraging community through the arts, and supporting the local arts community

BASCAS, LLC

Barry A. Solomon
394 North Road
Bedford, MA 01730
781-223-5213
Primarily involved in Financial Portfolio and Real Estate Investments and Management

Law Offices of Gould & Moore, LLC

Karen Moore, Esq.
60 Great Road
Bedford, MA 01730
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The Village At Taylor Pond

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Bedford, MA 01730
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A village neighborhood of luxury apartments filled with every imaginable amenity. Shops, services and eateries right outside your door

The Bedford Chamber of Commerce, Inc.

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Office Hours:
Monday, Wednesday, Thursday
8:00 a.m.-2:00 p.m.

President: Lea Ann Knight
Executive Director: Maureen Sullivan