

# THE BEDFORD BANNER

October/November 2008

Volume 11, Issue 5

## Flavors of Bedford 2008: An Afternoon of Elegance

By Elizabeth Coules



On Sunday, November 2nd, 2008 from 4 to 6 p.m. the Doubletree Bedford Glen Hotel will be hosting the seventh annual Flavors of

Bedford. This event benefits the Bedford Chamber of Commerce and its programs in the Bedford community. A portion of the proceeds will go to the Heroes Homecoming Fund, an organization that helps families of deployed soldiers at Hanscom Air Force Base. Returning as premier sponsors are the Law Offices of Brown & Brown and the Doubletree Bedford Glen Hotel.

Each year Flavors welcomes both new and returning restaurant participants. Each restaurant participant generously donates appetizers, entrees, and/or desserts at the Flavors event. L'Andana Restaurant on Cambridge Street in Burlington and Asiana Bistro on Great Road in Bedford are two of the new Flavors restaurant participants.

Ms. Tova Litwak, Special Events Manager for L'Andana said, "The restaurant opened in October 2007 and is coming up on its one-year anniversary. L'Andana is excited about introducing its restaurant at Flavors to the local residents attending the event."

Ricky Ho, owner and manager of Asiana Bistro has lived in Bedford for the past 12 years. The restaurant focuses on Japanese sushi, Chinese, and

Thai cuisine. The chef of Asiana Bistro cooks in authentic Hong Kong style. Ricky said that, "He is looking forward to introducing popular dishes from his restaurant at the Flavors of Bedford event."

Three of the supporting and original Flavors participants are Bistro 44 at the Doubletree Bedford Glen Hotel, Dalya's, and Bedford Farms all located in Bedford. Jayson DeMarco, Executive Chef of the Bistro 44 Restaurant for the last two years says "Flavors has been a great experience. It just keeps getting better." To prepare its food, Bistro 44 uses the best ingredients. Fresh seafood is delivered every day. "Its fun when different restaurants are all together. You find out what your competitors are doing." Jayson views the Flavors event as a regional experience, and a great opportunity for folks to learn they don't have to go Boston to eat great food, especially now with the high gas prices.

*continued on page 4*

### 2008 Committed Sponsors as of 10/1/08

*A portion of the profits will be donated to "Heroes Homecoming Fund"*

**Law Offices of Brown & Brown  
The Doubletree Bedford Glen Hotel**

**Advanced Media Webs**

**DSA Printing**

**Bedford Florist**

**Edward Jones Investments**

**Hanscom Federal Credit Union**

**Middlesex Savings Bank**

**Sovereign Bank**

**Northup Gunman**

Brookline Bank \* Cambridge Savings Bank \* Carlton & Duran CPAs

Debbie Spencer/REMAX \* Great Road Gallery & Framing

Summit Health & Fitness \* TDBanknorth

Live Life Well \* Callahan Karate Studio, Inc.

### IN THIS ISSUE

Flavors of Bedford . . . . .	1
Chamber Calendar . . . . .	2
Business Spotlight . . . . .	2
What's New In Retail. . . . .	3
Tech Tenant's on Crosby Drive . .	3
Multi-Chamber Networking Event . . . . .	5
Welcome to New Members . . . .	6
Membership Renewals . . . . .	6
Navigating the Journey . . . . .	6



## Baldwin Insurance Agency

### Focus on Service Means More Choice and More Savings

The Magovern Office of Baldwin Insurance Agency has recently joined the Bedford Chamber of Commerce.

“The legacy of our agencies is built entirely on customer service and value,” says Steve Joyce, co-owner of the agency. “Insurance is all about service – the product is protection, and it’s our job to make sure our clients have adequate protection for their businesses, homes, and autos. We take the personal aspect of this very seriously. Imagine talking with your insurance agent and feeling like you were being treated like the agent’s mother, father, son, or daughter...you have confidence that your concerns are being taken to heart. It’s a good feeling.”

This attention to service hasn’t gone unnoticed. Baldwin Insurance was recently selected as a national “Best Practices Agency” by the Independent Insurance Agents & Brokers of America (IIABA). Each year the IIABA and Reagan Consulting study the leading insurance agencies in the United States. Only 195 agencies in the country merit this distinction from more than 800 nominations out of 26,000 member agencies. Only twelve are in Massachusetts. The award is based on a number of factors, including customer service, growth, stability, and financial management.

Baldwin has ten insurance carriers for homeowners insurance and five carriers for auto insurance. Most agencies have only two or three carriers, limiting the options that can be offered to clients. “With our wide range of carriers and our agents’ dedication to service, we are able to find our personal and business insurance clients the best possible coverage at the lowest cost,” says Joyce. “In addition to

## CHAMBER CALENDAR



<b>October 3</b> 8:30-5:00 pm	eBusiness Symposium <i>Arlington Town Hall, Arlington, MA</i>
<b>October 9</b> 7:30 a.m.	Chamber of Commerce Directors Meeting <i>Bedford Police Station</i>
<b>October 16</b> 12 noon	Working Women’s Alliance <i>Town Center</i>
<b>October 21</b> 5:30-7:30 pm	Multi-Chamber Networking Event <i>Trade Center 128 Woburn, MA</i>
<b>October 22</b> 8:00-4:00 pm	Navigating the Journey <i>Borders, Burlington, MA</i>
<b>November 2</b> 4:00-6:00 pm	Flavors of Bedford <i>Doubletree Bedford Glen Hotel</i>
<b>November 13</b> 7:30 a.m.	Chamber of Commerce Directors Meeting <i>Bedford Police Station</i>
<b>November 20</b> 12 noon	Working Women’s Alliance <i>Town Center</i>
<b>December 7</b> 1:00 -4:00 pm	Holiday House Tour

homeowners and auto insurance, we work with all kinds of businesses, from restaurants to contractors to large commercial real estate clients.”

The Magovern Office of Baldwin Insurance Agency is settling into their new home at 131 Great Road in Bedford Center. According to Bob Magovern, “We hope our move to this more central location will make it easier for Bedford residents to take advantage of our commitment to serving their needs.”

Baldwin Insurance Agency has been in business since 1959. It shares ownership with the Welsh & Parker Insurance Agency, which has been in business in Hudson since the late 1800’s, making it one of the oldest insurance agencies in Massachusetts. Having recently joined the Bedford Chamber, Baldwin is looking forward to getting to know other Bedford businesses, finding ways to help each other, and contributing to strengthening the Bedford business community.



## What's New In Retail

By Adam Schwartz

- **Cuzz's Candy and Novelties** located at 72 Great Road (next to Ken's NY Deli) opened on August 23rd. I recently spoke to the owner, Kevin Stewart. Kevin a Bedford resident who works in the Lexington School Department, has had a dream for 30 years to open a penny candy store. As a kid he grew up with fond memories of Penny Candy stores. Recently he decided to try to sell Novelty items at flea markets. However with the price of gas going up, he figured it was cheaper to just rent a place and sell candy as well. He thought Bedford needed a candy store so he went ahead and opened the store. Most of the Candy is "penny candy" in that you take a basket and fill it with candy from different containers. The price of the candy varies by individual item. Most of the Candy are ones you remember as a kid such as Bull Eyes (aka Caramel Creams). According to Kevin, the kids tend to gravitate towards "gross items", the grosser the better. Along with penny candy items, Cuzz's also puts together custom gift baskets for occasions such as Birthday Parties, Weddings and raffles.
- **Northside Convenience and Gas** replacing the old Gammy's General Store General Store has reopened at 44 North Road. The store appears to carry the typical convenience store items and currently offers a 5 cents a gallon discount if you are paying with cash. The store is open 5:30am-10pm during the week and from 7am-10pm on weekends. With the opening of Northside Convenience, Bedford is back up to 5 gas stations.
- **Gulf** replaced the Bedford Exxon at 349 Great Road. Workers quickly replaced the old Exxon Signs with Gulf. The gas station recently become part of the Cumberland Farms Dealer Network. Cumberland Farms bought close to 500 Gulf Stations in 1985. In 2003, Cumberland Farms purchased 200 Exxon Stations from ConocoPhillips. According to a Bedford store manager, Cumberland Farms is now in the process of converting most of the Exxon stations

to the Gulf brand. While the pumps have been changed over to Gulf Gas and some very minor revisions are planned, the Dunkin' Donuts will remain. The Gas Station is expected to be open the same hours (Mon-Sat 5AM-11PM and Sun 5AM-10PM) as before. Now that the Exxon name is available again, it will be interesting to see if the recently re-opened old "Citgo" station switches over to the Exxon or Mobil brand.

## Bedford is Quietly Collecting Tech Tenants Along Crosby Drive

By Christopher Calnan

Reprinted from www.masstech.com

When **iRobot Corp.** moved its headquarters from Burlington to Bedford in April it became the latest tech company to migrate from the tech hotbeds of Waltham and Burlington to the cheaper rents and more abundant space available on Bedford's Crosby Drive.

Tucked into a corner of Bedford east of Route 3, and a couple miles north of the Burlington Mall, Crosby Drive doesn't feature the flash and ease of access associated with the shiny steel and tinted glass office complexes dotting Route 128. But it also doesn't feature the high rents found in those locales, local tech executives said.

In February, **Polaroid Corp.** spinout **Zink Imaging Inc.** relocated to the Bedford Business Park from Waltham when Polaroid closed its Waltham campus. Last year, directory assistance service provider **Jingle Networks Inc.** relocated from Burlington to the Crosby Corporate Center, which was built in the late 1990s.

The activity is being attributed to both Crosby Drive's access to Route 3, which leads to Route 128 and Interstate 495, and rents that track about 30 percent lower than those in Waltham.

And, it's turning Bedford into what **Data Intensity Inc.** CEO Kevin Kennefick calls part of a "high-tech alley," which includes neighboring Burlington and longtime tech hotspot Waltham.

The three-quarters-of-a-mile-long Crosby Drive is dominated by the Crosby

Corporate Center and the Bedford Business Park. Crosby Corporate Center is managed by New York-based **RREEF Americas**, a real estate division of **Deutsche Bank**, and Bedford Business Park is run by Boston-based **Boston Properties Inc.** (NYSE: BXP).

The square-foot costs of office space along Crosby Drive range between \$18.50 to \$26 compared with \$28 to \$45 in Waltham, and \$27 to \$35 in Burlington, said Rich Reggerio, a senior director of commercial real estate services firm Cushman & Wakefield Inc., the Crosby Corporate Center's local agent.

The center, which was built in two phases ending in 1968 and then 1998, now includes nine buildings that have typically housed tech companies, he said.

Data Intensity, a managed service provider founded in 2000, moved from Waltham to the Crosby Corporate Center in November 2007 to keep its monthly rent payment level while growing operating space from 15,000 square feet to 25,000 square feet, Kennefick said.

IRobot (Nasdaq: IRBT) moved into a 158,000-square-foot space at the Bedford Business Park with access to an adjacent state-owned property where the company can test its products. Boston Properties bought the 475,978-square-foot office park in 1976 and renovated it as recently as 2001.

But the Crosby Drive locations are not along Route 128, so tenants lose out on the chance for high-profile logos on their buildings. They're also further from the Massachusetts Turnpike compared to Waltham.

Meanwhile, two new office parks, the **TradeCenter 128** in Woburn and the **Westwood Station**, southwest of Boston — both adjacent to Route 128 — are offering tech companies alternatives. TradeCenter 128's vice president of leasing, Eric Anderson, said he's attempting to lure companies away from pricier Waltham and Cambridge to his 400,000-square-foot building with lower rental rates. TradeCenter 128, which is 30 percent leased, has signed 11 tenants paying \$28 to \$34 per square foot. However, it still hasn't attracted its first technology tenant, Anderson said.

*continued on page 4*

## Flavors of Bedford 2008: An Afternoon of Elegance

*continued from page 1*

Mr. Frans van Berkhout owner and manager of Dalya's says that, "Flavors of Bedford has been a fun event for his restaurant to attend over the years." He added, "it is a great event with exposure to Bedford residents and a quick and friendly way of sizing up the restaurant competition. " Part of Dalya's and his experience is to taste other restaurant's foods. He also gets a chance to reconnect with other restaurant staff, owners, and chefs, like Richard Stoicco, from Café Luigi.

Dave Venuti one of the owners of Bedford Farms and a Flavors original and continuing restaurant participants, said that "his experience with Flavors has been a very positive and good one during the seven years including 2008 that Flavors has been in existence. The experience has been good in terms of feedback, people, and new ice cream flavors."

For more information on how to get tickets for Flavors, visit [www.flavorsofbedford.org](http://www.flavorsofbedford.org). or contact the Bedford Chamber of Commerce, 781-275-8503. Flavors of Bedford will be held at the Doubletree Bedford Glen Hotel, located at 44 Middlesex Turnpike in Bedford, MA on Sunday, November 2, 2008. See you there!

## Bedford is Quietly Collecting Tech Tenants Along Crosby Drive

*continued from page 3*

"Tech is definitely one of those sectors we're focusing on," he said.

In Bedford, town manager Richard Reed said the widening of Route 3 and its access ramp to Crosby Drive three years ago, and state and town tax breaks, have made the area more attractive to prospective tenants. Yet he wants a mix of tenants, both tech and nontech, rather than a dominance of software companies, to avoid a recurrence of the vacancies that followed the dot-com bust in 2001.

The Crosby Corporate Center is now about 28 percent vacant, but Reggerio expects that figure to drop to 10 percent by the first quarter of 2009.

Officials at two former Burlington-based companies, **TimeTrade Systems Inc.** and Jingle Networks, said they saved rent or got more space by moving to Crosby Drive last year.

Anthony Gardner, CFO of **iRacing.com Motorsport Simulations LLC**, which moved into 34 Crosby Drive 14 months ago, said the additional technology companies have had a symbiotic effect without creating overcrowding.

"It's laid back," he said, "but you still have plenty of companies in the area we do business with."



## BEYOND GOOGLE: BUSINESS INFORMATION FROM THE LIBRARY

**Tuesday, Oct. 21  
8 A.M. – 9 A.M.  
Cary Memorial Library  
1874 Mass. Ave.  
Lexington**

**Learn how to find reliable business information – news, statistics, financials, and a whole lot more – on a rich assortment of databases from the Minuteman Library Network and Boston Public Library. Many are accessible remotely as well as in the library. Reference librarians from Bedford, Concord, Lexington, and Lincoln will present a one-hour demo. Free continental breakfast included.**

**RSVP to  
[cjohnson@minlib.net](mailto:cjohnson@minlib.net)**



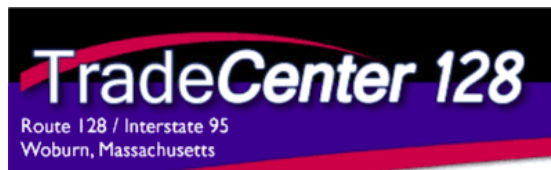
# The Bedford Chamber of Commerce, Inc. Cordially invites you to a Multi-Chamber Business Card Exchange

Arlington, Bedford, Billerica, Concord, Lexington, Malden, Medford, Melrose, Needham-Newton, North Suburban, Reading-North Reading, Stoneham, Wakefield, Waltham, Watertown-Belmont, Wellesley, Wilmington, Winchester

**Tuesday, October 21, 2008**  
**5:30 – 7:30 p.m.**

\$10.00 Member – \$20.00 Non-Member

Hosted by the



**\*\*\*\*\* FEATURED GUEST \*\*\*\*\***

**Speaker of the House Sal DiMasi**  
*The Legislature and Small Business*  
**6:30 p.m.**



Mark your calendars, gather your business cards and company brochures and make your reservation for another great networking event. Tables are shared with up to three organizations 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. The evening will also include tours (for those who would like to participate) of the recently opened TradeCenter 128, a beautiful new building located on Route 128 in Woburn and brief remarks from Speaker of the House Sal DiMasi, an articulate and entertaining speaker, sharing his views of the Massachusetts Legislature and Small Business and how the two work together.

For directions, go to <http://tradecenter128.com/directions.htm>.

Please complete and return with check/credit card approval payable to  
Stoneham Chamber of Commerce, 269 Main Street, Stoneham, MA 02180 or fax to 781-438-0007

Sign me up for MCBCE on October 21 At TradeCenter 128. Enclosed is my check for \$\_\_\_\_\_ ( \$10/member, \$20/future member)

I plan to bring \_\_\_\_\_ guests. Enclosed is my payment of \$\_\_\_\_\_ (\$10/member, \$20/future member)

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

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

Address \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Please return to Bedford Chamber of Commerce 12 Mudge Way Bedford, MA 01730

YOU MAY ALSO PAY ONLINE AT [WWW.BEDFORDCHAMBER.ORG](http://WWW.BEDFORDCHAMBER.ORG)

PLEASE NOTE - PROGRAM FEES ARE NON-REFUNDABLE BUT TRANSFERABLE AND WILL BE ASSESSED ONCE THE RESERVATION IS RECEIVED.



## Welcome to New Members

### Strategic Financial Partners

Josh Cohen  
800 South Street, Suite 505  
Waltham, Ma 02453  
(781) 788-4680

Provides products and services that are used in developing creative financial solutions

## Membership Renewals

Fitch & Pomeroy Law Offices

## Navigating the Journey...

Affinity-Hospice of Life will be holding its first annual resource fair, entitled "Navigating the Journey. . . A Book and Resource Fair for Holistic and Traditional Approaches to End of Life Care". The fair is an allday event, being held on Wednesday, October 22, 2008, at Borders book store located at 6 Wayside Drive, Burlington.

The fair is free and open to the public. There will be a variety of end-of-life care and caregiver resources and vendors at the event. They include representatives from Creative Memories, Serenity Yoga, Live-Life-Well, The Isle at Emerald Court, Prayer Shawl Ministry, Reikki, massage therapy and acupuncture, as well as a stock of books readily available for purchase or ordering. In addition, Affinity clinicians and staff will be on hand to help answer any questions you may have and to provide information about the different aspects of hospice.

Speakers are scheduled throughout the day. The current schedule is as follows:

- 10:00 am Louis Labella, Bereavement and Volunteer Coordinator, Affinity-Hospice of Life "Grief as a Journey"
- 11:00 am Lynn Murphy and Maryann Barry, The Isle at Emerald Court "Brain Health"
- 12:00 pm Senator Richard Moore, Joint Committee on Health Care Financing - Chairman "Nothing is Certain, But Death...Too Often with Needless Pain and High Cost"
- 1:00 pm Maureen Sullivan, Executive Director, Bedford Chamber of Commerce "The Midwifery of Death "
- 2:00 pm Toni Bradley, Executive Director, Serenity Yoga "Yoga Practices for End of Life Care. Benefits for the patient and the Caregiver"
- 3:00 pm Dr. Wayne Saltsman, Chairman of Geriatrics, Lahey Clinic "Cognitive Impairment"

Please contact Robyn Scott, Community Educator, Affinity Hospice of Life at (508) 817-7042 for additional information.



### The Bedford Chamber of Commerce, Inc.

12 Mudge Way  
Bedford, MA 01730  
Tel. (781) 275-8503  
Fax: (718) 275-8501  
www.bedfordchamber.org

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

President: Lea Ann Knight  
Executive Director: Maureen Sullivan

