

# Cranston Chamber News

A publication of the Cranston Chamber of Commerce




April 2007

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48 Rolfe Square, Cranston, RI 02910

Phone: (401) 785-3780

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## Citizens Bank Offers Low Interest Job Bank Loans To Local Companies

Joseph J. MarcAurele, Chairman, President and CEO of Citizens Bank of Rhode Island, and Gov. Donald L. Carcieri announced Residential Properties, a full-service real estate agency, has been awarded a Citizens Bank Job Bank loan for \$400,000 to create 20 new jobs at its new Cranston and Newport offices.

"Citizens Bank shares Governor Carcieri's commitment to job creation in Rhode Island and we're proud to serve as a financial engine to create new jobs in the state," said Joseph J. MarcAurele, Chairman, President & CEO of Citizens Bank of Rhode Island. "Residential Properties is creating 20 good jobs that will positively impact the local economy, which is our goal in creating the Citizens Job Bank."

This Job Bank loan requires borrowers to create a minimum of one full-time job for every \$40,000 borrowed at the fixed interest rate of 4.99 percent (3.26% percent below prime). The jobs must be created within three years after the funds are borrowed.

"From the first day I took office, I made job creation a top priority," said Carcieri. "Citizens is certainly playing a crucial role in helping us drive our economy. This initiative is a perfect complement to existing EDC loan programs. My thanks to Citizens



Michael F. Kenally Senior Vice President Corporate Banking Group of Citizens Bank, J. Michael Saul Managing Director of Finance of the RI Economic Development Corporation, Sally E. Lapidés, President, CEO Residential Properties, and the Mayor of the City of Cranston Michael Napolitano.

Bank for its continued commitment to growing Rhode Island's job force."

"We would like to thank Citizens Bank and Governor Carcieri for giving us the opportunity to grow our business here in Rhode Island," said Sally Lapidés, Co-founder and President of Residential Properties. "The loan from Citizens Bank will allow us to expand into markets around the state where we are trying to grow our business."

**Continued on Page 14**

## Annual Chamber Golf Tournament

- Prizes
- Dinner & Cocktails
- Golf & Cart Included

See back page

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www.cranstonchamber.com

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# A Letter From The President

**A**s we all wait for spring to begin, you will be happy to know that the benefits here in the chamber are blooming. The Legislative Reception held in March allowed many members the opportunity to meet their Local Representatives, the Cranston Chamber is committed to offering you our members the opportunity to have your voice be heard. I have heard your concerns regarding high health care costs and the rising cost of doing businesses in general. Please do not think that your comments have fallen on deaf ears. It is because of you that I have embarked on trying to find different products to bring into the chamber that can either reduce your costs or increase your bottom line.

On the issue of health care, as I continue to investigate different products available, I need to know if members are serious about wanting more affordable health care premiums. It is only through your help that we will be able to achieve this goal. The more I learn about what makes health care premiums rise the more I hope that member companies will become more proactive in their approach on healthcare. It is the goal of the chamber to provide educational programs for your employees to help educate them on techniques that can help contain the cost of health care.



**Susan Pagnozzi**  
President

Some solutions are quite simple such as visiting your primary care physician in his office rather than going to an emergency room. The cost of an office visit is a fraction of the cost of going to the emergency room. These small changes need to be universal and if practiced can help drive down the cost of health care. We are hoping through new partnerships and education that we will be able to provide a competitive product for both small and large businesses alike.

We are working with our state representatives as well to try to pass legislation that will help small businesses. But, until we are able to win that battle, we will be sure to investigate other solutions to help alleviate the heavy financial burden of health care put on our members.

We have re-invented the Cranston Chamber office and are now able to allow our members conference room space. Please stop by the office to see the transformation and learn more about all the new benefits we have added for you.

One of those new benefits added is Pre-Paid Legal. This new benefit offers every person including small business owner the opportunity to have a lawyer on staff for only \$25.95 a month. Pre-Paid legal has been in business for 34 years and has brought many businesses peace of mind. Below are some questions that you may have asked yourself.

#### Have you ever...

- Been overcharged for a repair?
- Received a speeding ticket?
- Been audited?
- Purchased a home?
- Tried to return a defective product?
- Lost a security deposit?
- Signed a contract?
- Prepared a will?

**Even though most people find themselves in these situations, the majority do not seek the advice or help of a qualified lawyer. Why?**

- It may cost too much.
- They may not know where to begin.
- The process is intimidating.

You only get as much justice as you can afford. If you don't know your rights, you simply don't have any! The top 10% of income earners can afford to have a lawyer on retainer and are accustomed to asking their lawyer for advice before making decisions. What about you?

#### The benefits of Pre-Paid Legal are:

- You know who to call.
- You're treated like the firm's most important client.
- A one year membership costs \$312 or less.
- You are empowered by knowing your legal rights.

#### Without Pre-Paid Legal:

- You may try to handle it yourself.
- You'll likely receive as much justice as you can afford.
- You may pay hundreds of dollars for ONE HOUR of a lawyer's time.
- If you don't know your rights, you don't have any!

Pre-Paid Legal "levels the playing field" in the justice system. With a Pre-Paid legal plan you can say, "I'm going to talk to my lawyer about this." — and mean it!

## Cranston Chamber News

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**Cranston Chamber of Commerce**  
48A Rolfe Square, Cranston RI 02910  
A501 (c) (6) organization

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# Mayor Napolitano's Letter

I am pleased to announce that the Park Cinema restoration project is underway!

This project, which involves restoring the theatre and adding an upscale restaurant, is critical to the revitalization of the heart of our City's Rolfe Street business district. Steel arrived last week and work is in full progress at the site. The project is anticipated to be substantially completed by the end of the summer.

I would like to congratulate TACO, a veteran Cranston-based business, on the recent grand opening of their expanded facility on Cranston Street. TACO, a family-owned business spanning three generations, is a manufacturing company for pumps and plumbing, and employs approximately five hundred people. I look forward to continuing a long and successful business relationship with TACO.

I would also like to extend congratulations to Residential Properties on the recent opening of their Oaklawn Avenue location. Residential Properties, in conjunction with Citizens Bank and the RI Economic



**Michael Napolitano**  
Mayor

Development Corporation, created twelve additional employment positions in our Cranston community.

I am also pleased to welcome REI to the newly developed Chapel View site. REI is the nation's largest consumer cooperative for quality outdoor gear with over 80 stores. REI consists of more than 2.8 million members, and in addition to selling quality outdoor gear and clothing, REI donates millions of dollars to support conservation efforts nation-

wide. REI gives back to the community through grants and outreach programs, such as donating to community parks and promoting youth programs. I am honored that they have chosen to be a part of our Cranston community.

In the coming months, I will keep you advised of the many projects that are on the horizon. Paula Rocha, Director of Economic Development, and I have been working closely together to implement these ventures which will help enhance the business climate within Cranston. So, stay tuned for more exciting economic development news for our growing City!

## Tomorrow Fund Announces 5th Annual Stroll

The Tomorrow Fund, a local non-profit agency that helps children with cancer, will hold its 5th Annual Stroll on Sunday, April 29 at Garden City Shopping Center in Cranston. The Stroll is organized by a committee of volunteers who are all parents of local children with cancer.

Individuals and teams are encouraged to participate in the Stroll and collect as many pledges as possible. A minimum donation of \$15 per walker or team member is required. All walkers are asked to pre-register by Friday, April 20. The first 300 pre-registered walkers will receive a "Tomorrow Fund Stroll" t-shirt. Trophies will be awarded to the Team and Individual raising

the most money.

Stroll check-in will begin at 9:30 a.m. with the Stroll beginning at 10:00. Participants can walk as few or as many laps around the shopping center as they wish. Refreshments and entertainment, including clowns, face painters, and music will follow the Stroll.

All proceeds will benefit The Tomorrow Fund, the only local non-profit organization that provides daily financial and emotional support to children with cancer and their families.

For more information or to receive a Registration & Pledge Form, please call The Tomorrow Fund at (401) 444-8811.

[www.tomorrowfund.org](http://www.tomorrowfund.org)

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For the last 13 years, Dr. Robert A. L'Europa, D.C., R.P.T., has served patients in Cranston through the latest chiropractic and physical therapy techniques. His newly expanded facility at 1528 Cranston Street is a state-of-the-art facility, including a Swimex pool for swim and aquatic therapy, a therapeutic exercise center and professional staff who perform spine manipulation and muscle and joint rehabilitation.

Dr. L'Europa is an expert in spine-related disorders who focuses on rehabilitation of the spine and musculoskeletal system. A majority of his patients have been treated successfully for neck and back disorders. In this way, Dr. L'Europa brings patients back to functional health – and helps them stay that way.



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# Don't Sell Your Home Without a Specialist

**A**s you may know, seniors have special considerations as they age; finding reliable help in a real estate transaction is no exception. Fortunately there are specialists in this area called Seniors Real Estate Specialists® (SRES).

SRESs are real estate professionals qualified to meet the unique needs of aging Americans. Those REALTORS® holding this designation have demonstrated the necessary knowledge and experience to advise seniors through the transitions inherent in moving or selling their homes. Since 1998, the California-based Senior Advantage Real Estate Council (SAREC) has been certifying designees who have completed the required training.

Because a senior's circumstances can be

unique, they are much better off working with a realtor who specializes in helping older Americans with their real estate transactions. For instance, because of their experience and training, an SRES might be better equipped to handle a situation where a client needs to downsize due to the loss of a spouse or failing health. Having the expertise in this area makes an SRES prepared to instruct and advise their client as to the best course of action regarding their situation.

Seniors often come to a point in their lives where they would rather not be burdened by the upkeep and maintenance required of a big house. After their children are grown, there's no longer a need for a large familial home. Many seniors at this point have decided they want to spend their time doing the things they enjoy rather than having to worry about maintaining their

house and yard. These "rightsizers" are looking for a home that fits their current needs – perhaps a scaled-down home that offers less upkeep and more free time or a home in an active adult facility where they will be among others with similar interests. That's where an SRES comes in. A certified SRES can help you make the best decisions regarding buying, selling and financing a home. They keep themselves up-to-date on tax implications, capital gains issues, current trends and opportunities in real estate and everything else related to "rightsizing" your home.

Thank you to Gina Gould Howarth for this article. Gina is a licensed realtor in Rhode Island, is a certified SRES. Gina belongs to a referral network of more than 20 qualified service professionals whose focus is providing for the needs of seniors. They include an elder care attorney, a seniors moving specialist and a senior care manager. "I love working with seniors, and consistently go above and beyond helping them simplify their lifestyles. Whatever they need, they know they can rely on me to find a trustworthy, qualified professional to help them."

By using an SRES, seniors can be assured they are getting the expertise they



need to make the best financial and real estate-related decisions.

Gina Howarth is a Seniors Real Estate Specialist with Keller Williams Realty in Cranston. She can be reached at:

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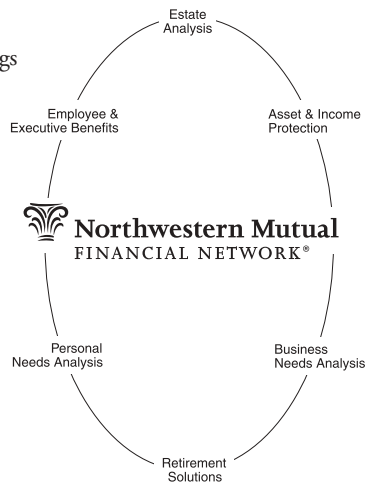
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# Learn the ABCs of Advertising

**F**or a small business, taking the first steps into advertising can be an intimidating and mysterious process. Even though we see advertising everywhere, creating and using ads ourselves can seem alien and expensive. Understanding how the medium works and what it can and cannot do for a small business is tougher than it seems. And there is always uncertainty over results.

Think of advertising as one element of the broader area of marketing. You recognize it in many forms, including magazines, newspapers, directories, online search engine ads, Web site banners, radio spots, TV, billboards, flyers, direct mail and others. Before you spend your hard-earned money on advertising, you'll want to investigate what to realistically expect. Only then should you draw up a plan for moving ahead.

#### Ads can do the following:

- Attract new customers, prospects and leads.

- Encourage existing customers to spend more on your product or service.

- Build credibility, establish and maintain your "brand" or unique business identity, and enhance your reputation.

- Inform or remind customers and prospects of the benefits your business has to offer.

- Promote your business to customers, investors or others and slowly build sales.

#### But here's what advertising probably cannot do:

- Create an instant customer base.
- Solve your cash flow or profit problems by producing an immediate sales windfall.

- Cure poor or indifferent customer service.

- Create benefits that don't really exist or sell products and services that nobody wants.

In short, advertising won't guarantee quick sales for your product or service by itself, but it will get you noticed, if you do it right. That means

you must know, as precisely as possible, the demographics of your target audience and craft a precise message about your product or service that will touch them. You must give customers a compelling reason to call, visit your Web site or stop by your business.

Your ad must also stand out in some way. If it fails to grab your potential customers, they are not likely to respond. Frequency is also key. A single ad in one place won't do much. Getting people to see your ads as often as possible in different places will deliver better results.

To learn more about advertising your small business, contact SCORE "Counselors to America's Small Business." SCORE is a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners. Call 1-800/634-0245 for the SCORE chapter nearest you, or find a counselor online at [www.score.org](http://www.score.org).

## Would you gamble on your teen?

**T**he Cranston Substance Abuse Prevention Task Force & CODAC Behavioral HealthCare presents "Teen Gambling: The Silent Addiction" from 6:30 p.m. to 7:30 p.m. on Monday, April 30, at the Cranston Library; 140 Sockanosset Cross Rd.

Featured speaker will be Dr. Thomas Broffman (MSW, Ph.D., LICSW, LCDP, LCDS, CEA, assistant professor of social work, Eastern Connecticut

University), an expert on problem gambling and addictions. Broffman will help the parents take an eye-opening look at an emerging and growing problem among adolescents in our community.

For more information, contact Cranston Task Force Coordinator Dana Deverna at 461-4640 ext. 113 or CODAC Grant Program Coordinator Carolyn James at 635-2560.

## 3 RI Companies Join Forces

Three local companies have joined forces to provide businesses with a combination of marketing strategies, all in one place.

The companies in The Marketing Alliance are Richard Coren Design, of Providence, graphic design; Terrapin

Art & Design, of Lincoln, web design; and theCurrier, words & events, of Cranston, public relations services.

Together, the companies develop strategies to help businesses bring in customers, increase sales and grow their revenues.

The services of The Marketing Alliance include press releases, advertising, newsletters, graphic design and web design.

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**CRANSTON ROTARY PRESENTS**

 **The Pancake Breakfast** 

**WHAT:** An all you can eat breakfast to benefit Cranston youth, charities and non-profit organizations

**WHEN:** Sunday, May 6, 2007 - 8:00 AM to 11:00 AM

**WHERE:** Cranston High School East Cafeteria  
899 Park Avenue, Cranston, RI

Donation: \$5.00 Per Person  
Children 5 & under FREE

**Big Screen TV  
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# Times of Your Life

Patsy Peterson

Who's counting year? What does count is being comfortable in your own skin. Some guidelines to keep those years in check:

## 20's

Use a gentle cleanser that won't dry out your skin. LUXIVA? Foaming Cleaner Normal / Dry or Oily.

balance an oily T-zone with a deep cleansing mask or spot treatment. (Miricol Revitalizing Lotion; or LUXIVA??Shine Control Lotion.

Keep a youthful appearance by using products with screen, like a tinted moisturizer or Preventage Moisturizer.

LUXIVA? Sheer Defense SPF 15 will do wonders for your skin.

## 30

Revive and brighten skin with a gentle scrub and moisture treatment. LUXIVA? Polished Perfection; or Moisture Rich facial Treatment.

Add an eye treatment to your beauty routine with LUXIVA? Triple Action Eye Gel.

## 40's

Help diminish fine lines with products containing retinol and anit-oxidants. Our LUXIVA? Fine Line Minimizer is the only choice.

Using a firming eye cream on the top and bottom of the eye lids such as LUXIVA? Preventage Firming Eye Cream with SPF 15 is a must.

Gently exfoliate to even out skin tone and help keep pores appear less obvious with LUXIVA??Renew or LUXIVA??AHA Intensive Complex.

## 50+

Offset the effects of hormonal changes on the skin with a soothing day cream, and provide the delicate eye area with extra moisture. Use Luxiva? Changing Skin Treatment SPF 15 and Changing Skin Eye Complex.

Benefit from an intensive nighttime moisturizer with an encapsulated, time-released delivery system, using LUXIVA? Changing Skin Night Cream.

*These products can be found at Merle Norman Cosmetics & Day Spa, Garden City, Cranston, 401-942-6200. If you have health and beauty questions you may email me at ppeterson@merlenormanstudio.com*

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## CHAMBER GATEWAY TESTIMONIAL



February 28, 2007

Susan Pagnozzi, President  
Cranston Chamber of Commerce  
48A Rolfe Square  
Cranston, RI 02910

Re: Chamber Gateway Website

Dear Susan,

I would like to thank you personally for your efforts to bring Gateway to our Chamber.

I think it is a wonderful way to have an affordable website for members who either don't have a website as well as for those who do have a website. It has enhanced our personal website by allowing us to customize the information we would like to have available regarding our agency and the services we provide.

Being somewhat "computer illiterate" I have found Gateway to be user friendly and easy to navigate. I can revise, edit or make changes in just a few short minutes. The initial set-up was fairly simple as well. Anyone with good computer skills will find it very easy to configure and maintain.

I urge all fellow chamber members to take advantage of the Gateway website. Having your company information available through the Chamber website not only gives you higher visibility in the community but also brings credibility to those seeking information, product or services through the Cranston Chamber of Commerce website at a very affordable price.

Thank you again Susan for your tireless efforts and commitment to the Cranston Chamber of Commerce membership. You're awesome!

Sincerely,

*Brendalee Vallante*

President

A Peace of Mind Home Care, Inc.

50A Maple Street

Warwick, RI 02888

401.432.7999

# Meet the Chamber's Newest Members

## McDonald's

**Mr. Stephen Walach**  
**1099 Reservoir Avenue**  
**Cranston, RI 02910**  
**(508) 476-3101**

## Rolfe Street Station

**Mr. Ismael Loeza**  
**104 Rolfe Street**  
**Cranston, RI 02910**  
**(401) 781-0980**

Rolfe Street Station Restaurant is under new management. They would like to first thank their customers for their continued patronage. They would also like to welcome their new customers who have recently visited the restaurant for the first time and look forward to serving you for many years to come.

Due to the fact that the restaurant is still a work in process, Ismael and the staff of Rolfe Street Station want to thank both new and seasoned customers for their understanding and patience while they continue working on bringing you a new and improved dining experience. They would also like to thank Michelle Parenteau of Michelle Lee Designs for her services and design expertise during this remodel.

They would like to invite all who have not had the pleasure of dining in their restaurant to bring their families and friends along to come and experience their newly creative and innovative menu, which again is still under construction. They promise that this menu will be fascinating and unforgettably delicious. Since this menu is still under construction, if you do not see something you would like to eat on the menu please ask the wait-staff if you could have a special request, I am sure the chef would be happy to accommodate your request.

It is the hope of Rolfe Street Station Restaurant that they will become your neighborhood gathering spot. The staff of Rolfe Street Station looks forward to serving you whether you are stopping in for your first cup of coffee and a quick breakfast, or a business lunch meeting since they now have wi-fi available, or better yet an afternoon rendezvous with special friends.

Remember the Rolfe Street Station is not just a place for breakfast; lunch will also be a memorable experience. They serve fabulous seasoned steaks; spicy and savory chicken along with Ismael's Mexican style seafood. You will be extremely surprised by the generous portions and tantalizing tastes available. They offer American, Mexican, Italian and

Brazilian delights. In addition to these delightful items they also have daily specials including soups, salads and so much more these specials sure to satisfy any taste buds at affordable prices. Rolfe Street Station Restaurant also provides catering on or off site. So next time you plan a party or celebration of any kind be sure to give them a call.

They are open 7 days a week and late on Friday. Stop in and give them a try they promise you will not be disappointed.

## Rebeca Enander, M.A.

**Interpreter/Translator**  
**Rebeca14@cox.net**  
**H: 401/392-1218**

Rebeca Enander (Ramírez Alcalá, maiden name) is a professional interpreter (Spanish-English), translator (group training). Born and raised in El Salvador, her native speaking ability in Spanish—coupled with her educational background and cultural heritage, provides a distinct advantage to clients regarding proper linguistic form.

Mrs. Enander obtained her Master of Arts degree in Spanish from the University of Rhode Island in 2000. Her unique academic background in Spanish and Biology (undergraduate degree) has allowed her to undertake technically challenging interpreting and translation assignments in the health care, legal, and scientific/engineering fields.

She has provided professional interpreting services for a diverse range of organizations including a world leader in home medical products, the University of Rhode Island Center for Pollution Prevention (Department of Chemical Engineering), a landscape/architectural firm, cabinet manufacturer, painting company, and—through the International Institute of Rhode Island—the Harvard Community Health Center, Providence Superior Court, and the Women & Infants Hospital Prenatal Diagnostic Center.

Additionally, Mrs. Enander taught Biology and Organic Chemistry at Bay View High School the year following her graduation from Trinity College, and served as a substitute teacher in Spanish, Biology, and Pre-algebra at the Chester Barrows and Father John Doyle Schools.

## Marjorie Roblin, LICSW

**Cranston, RI 02910**  
**(401) 942-5093**

Marjorie L. Roblin, LICSW has counseled children and adults with a broad spectrum of

issues for over 28 years. Working from her private practice in Cranston, Marjorie offers individual, couple, and family psychotherapy, and counseling, and accepts most major health insurance.

For those seeking a better understanding of themselves, guidance for relationship problems, or therapy to relieve the symptoms of anxiety, depression, substance misuse, or life-stage issues, Marjorie has effective clinical techniques that get to the heart of the matter.

For an appointment, or a consultation, please call (401) 942-5093. Sometimes we all need assistance with our lives, and knowing you are being seen by a highly skilled, seasoned professional, who values you as an individual, helps get that process started.



## Paws at Rest, LLC

**Maureen McNamara**  
**25 Starline Way, Unit 6**  
**Cranston, RI 02921**  
**(401) 615-0252**

Maureen McNamara is the owner and operator of Paws At Rest, a full service pet crematorium and after care service in Cranston. Paws At Rest is dedicated to the memory of all pets that have filled our lives with joy. Friendship and love. Maureen is keenly aware of the pain and grief of losing a beloved pet. Just walk into her office on Starline Way and you will see picture after picture of the wonderful pets that she has shared her life with.

Maureen prides herself in giving individualized care to pet owners and offers them her "preplanning, not prepaying option." Preplanning assures peace of mind in knowing that such an important decision is not made when you are grieving, but before you have to say goodbye to your "best friend".

Paws At Rest offers free caring pick up of your beloved pet either at your veterinarian's office or your home for private individual cremation. Paws At Rest is unique in that the caring staff will return your pet's remains to your home at no charge. Burial arrangements can also be made through the staff at Paws At Rest.

If you would like to visit Paws At Rest, call 401-615-0252. Maureen and her staff is available M-F 8am-5pm, emergency visits and after hours care can be arranged with just a phone call.

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 Cranston  
 Chamber News  
 Call 401-785-3780

# CRANSTON CHAMBER OF COMMERCE

## UPCOMING CALENDAR *of Chamber Events*

RSVP for all events at 401-735-3780

April 20, 2007

### **Blood Drive**

**Citizens Bank Parking Log  
Rolfe Street, Cranston  
9:00 am - 1:00 pm**

Join the Cranston Chamber in giving the gift of life this spring! DJ's Deli and Catering will provide lunch for all those who donate! Take a small amount of time to make a huge difference in someone's life. For more information please call the Chamber Office at (401)785-3780 or email [katie@cranstonchamber.com](mailto:katie@cranstonchamber.com)

April 26, 2007

### **Business After Hours**

**Bank RI, Cranston  
5:00 pm - 7:00 pm**

Contact the Cranston Chamber of Commerce at 401-785-3780 for registration or more information.

April 27, 2007

### **CPR & AED Certification Heart Saver Class**

**Network, RI  
One Reservoir Ave., Cranston  
1:00 pm - 4:00 pm  
\$65 per person**

May 10, 2007

### **Cigar Scotch Social**

**Sharx Bar and Grill  
Atwood Ave, Cranston, RI  
5:30 pm - 9:00 pm**

To register or for more information contact the Cranston Chamber of Commerce at (401)785-3780 or email [Katie@cranstonchamber.com](mailto:Katie@cranstonchamber.com).

May, 2007 (Date to be announced)

### **Business After Hours**

**Kent Hospital  
465 Tollgate Road, Warwick, RI  
5:00 pm - 7:00 pm**

Date to be posted on our website at [www.cranstonchamber.com](http://www.cranstonchamber.com). Contact the Cranston Chamber of Commerce at 401-785-3780 or email [Katie@cranstonchamber.com](mailto:Katie@cranstonchamber.com) for registration or more information

# Business

## A Very Special Thank You Luxurious Spa Treat



Cranston Mayor Michael Napolitano poses with the City's new Director of Economic Development Paula Rocha (left) and Chamber President Susan Pagnozzi (right).



Darren Jodoin of Cox Media, Gil Lantini of Focus Business Solutions and Rich Epstein of Residential Properties enjoy a bubbly beverage while sampling the full line of men's products that Merle Norman has to offer.

# Business After Hours

## Thank You to Merle Norman for a Night of Treatments, Decadent Desserts and fun!



Owner of Merle Norman, Patsy Peterson Picks the first raffle prizewinner!



Former Chamber Chairman Michael Saccoccio picks the next winner in the evenings Raffle.

*Merle Norman Would Like to Congratulate the Winners of The Merle Norman Cosmetics and Day Spa Kissable Lips Contest!*

**Helen Avizinis**  
Warwick, RI 02888  
Winner of \$50 Spa Treatments

**Teresa Bairos**  
Pawtucket, RI 02860  
Winner of \$50 Makeup Spree



Marcia Lopresti from the Office of Economic Development, Janice Pascone and Dina Campbell of Garden City Center browse the wonderful products that Merle Norman has to offer.

## RI Chamber Coalition's March 1st Legislative Reception at the State House



Chamber Heads from the 13 Participating chambers pose for a picture following a press conference at the State House.

# Chamber Study Was Off the Mark on R.I. Educational Progress

**To:** Providence Journal Editorial Board  
**From:** James A. DiPrete and Peter McWalters

**Date:** March 9, 2007

**Re:** Op-ed submission

*Response to editorial of March 8th, "More F's for Rhode Island"*

A recent report from the U.S. Chamber of Commerce, which was the subject of a Providence Journal editorial, was misinformed about the state of public education in Rhode Island. Contrary to what the report had to say, we are indeed making progress.

As readers of the Journal are aware, we have seen extraordinary gains in student achievement over the past year. As reported by the Journal a month ago ("R.I. students improving in math, English," Jan. 31), our latest test results showed significant improvement at all grade levels, among all student groups (including low-income and minority students), and in nearly all school districts in both mathematics and reading.

As the Journal reported, these gains can be "attributed to major changes in education in the past few years," including the establishment of clear standards for each grade level, creating new tests that determine whether students are meeting those standards, providing more professional development for teachers, and increasing support for districts in need of help. All of this was achieved through partnerships among Rhode Island educators, families, labor leaders, superintendents, and elected officials, including school-committee members, members of the General Assembly, and Governor Carcieri.

Although we do not intend to respond to every point raised in the Chamber report, we are particularly troubled by the low grade given to the Rhode Island "teacher workforce." The grade was low because, to quote the report, Rhode Island "does not test incoming teachers on their basic skills." That is simply not true. All new elementary-school teachers must pass two national teacher tests (the Elementary Content Knowledge Test and the Elementary Content Area Exercises Test). All new secondary-school teachers must have a major in their subject area and pass

a national teacher test (the Principles of Learning and Teaching).

We are troubled as well by the low grade received for "rigor of standards." Our state standards – what students should know and be able to do – are shared in common with New Hampshire and Vermont (cited in the Journal editorial as among the top six states in the nation) and have been reviewed and benchmarked by organizations such as Achieve, Inc.

Achieve, a business-sponsored organization, is working with the National Governors Association and the American Diploma Project on a "Benchmarking Initiative." Last year, Achieve was asked to examine the Rhode Island mathematics standards to see if they were sufficiently clear and rigorous. The conclusion: the Rhode Island mathematics standards "are comprehensive in scope and rigorous in their level of cognitive demand."

You can read about our state standards and about requirements for educator certification on our Web site, [www.ride.ri.gov](http://www.ride.ri.gov)

The report from the Chamber of Commerce suggests several reforms, such as expanding access to charter schools, that the Regents and the Governor have endorsed. But overall we believe the report fails to recognize the extraordinary work under way in Rhode Island regarding the development of standards and curriculum, stronger instructional support, improved testing, professional training for educators, increased support and intervention for districts in need of help, and better public reporting of information.

We cannot help but note that the report from the Chamber gave Rhode Island high grades on our data quality and our "truth in advertising" about student results. As you can see from that, we always welcome dialogue and criticism about our education initiatives, but we feel compelled to respond when these critiques are not based on fact.

We will continue working with our partners in the community to fulfill our goal of bringing all students to proficiency.

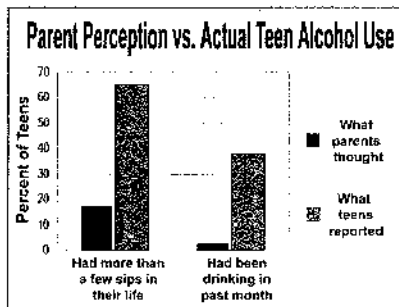
*James A. DiPrete is the Chairman of the Board of Regents for Elementary and Secondary Education. Peter McWalters is the Commissioner of Elementary and Secondary Education.*

## KEEP ALCOHOL OUT OF THE HANDS OF KIDS

**Underage drinking leads to motor vehicle crashes, homicides, suicides, unprotected sex, and injuries such as falls, burns, and drownings.**

**"1 in 4 teens say they got alcohol from parents"**

**Don't purchase alcohol for teens or allow them to drink in YOUR home.**



National Research Council & Institute of Medicine (2003) Reducing Underage Drinking, A Collective Responsibility.

**If you provide alcohol to underage youth, you can be:**

- charged with a misdemeanor
- fined up to \$1000
- sentenced to 6 months in jail

**FOR MORE INFORMATION:**

[www.DontServeTeens.gov](http://www.DontServeTeens.gov)



**Contact your local prevention coalition**

Cranston Substance Abuse Task Force  
 Coordinator: Dana DeVerna 467-9610 ext 113  
 Email: [ddeverna@comcap.org](mailto:ddeverna@comcap.org)

# Bank Rhode Island Names Senior Vice President Joseph P. Hindle Commercial Real Estate Lender

*East Greenwich resident has depth of lending and banking experience.*

Joseph P. Hindle, a senior vice president for Bank Rhode Island, has been named a commercial real estate lender at the bank. In this position, he is responsible for generating new commercial real estate loans, collecting deposits and fees, and handling the day-to-day administration of his existing portfolio.

Hindle, who most recently served as head of small business lending for Bank Rhode Island, joined the bank when it was formed in 1996. He brings more than 20 years of banking experience to his new position and plans to utilize his contacts in the marketplace to enhance his overall performance as a commercial real estate lender.

Hindle is a member of the Cranston and East



Joe Hindle

Greenwich Chambers of Commerce, and is a past board member of the Richmond/Hopkinton Chamber of Commerce. Additionally, he was named the 2006 Rhode Island Financial Services Champion of the Year by the Rhode Island District Office of the U.S. Small Business Administration.

Hindle resides in East Greenwich.

*Bank Rhode Island, a wholly owned subsidiary of Bancorp Rhode Island, Inc. (NASDAQ:BARI), is a full-service, FDIC-insured financial institution headquartered in Providence, Rhode Island. The bank operates 16 branches in Providence, Kent and Washington Counties.*

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# McDonalds Ribbon Cutting

Located at 1099 Reservoir Avenue in Cranston  
**NOW OPEN FOR BUSINESS**



Steve and Lynn Walach along with their sons show their generosity within the community by giving a donation to CCAP and the boy scouts.



Mayor Michael Napolitano addresses those in attendance.

Cranston Mayor Michael Napolitano joined by Owner Steve Walach and his family and representatives from the City of Cranston's Office of Economic Development and the Cranston Chamber of Commerce President, Susan Pagnozzi, cuts the ribbon for the newly renovated McDonald's on Reservoir Avenue in Cranston.

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**Annual Charity Raffle – Sunday, May 6, 2007 at 10:30AM**

**WIN A SHARP 42" AQUOS LCD HDTV**  
**ONLY 200 TICKETS WILL BE SOLD!!**  
 \$50.00 per ticket  
 (Make checks payable to Cranston Rotary Club)

All proceeds will benefit local charities and scholarships.  
 Winner need not be present to win.



The boy scouts raised the flag at the McDonald's Ribbon Cutting

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RECIPE  
CORNER

# Something Special: Springtime Minestrone

Spring time is a time of rebirth, cleansing, and re-evaluation. There are few things more grounding and satisfying than waking up and breathing deeply, taking in the fresh air, and taking notice of the beauty our Earth offers us this time of year. Here is a recipe for a healthy, balancing, and warming soup that uses spring vegetables, is low in sodium and almost fat free. Offer it up with a loaf of fresh bread, a wedge of cheese for a lunch or light dinner.

*Created by Robin Haas.*

Serves 6.

Preparation time: 45-50 minutes includes cutting and cooking

Non-stick cooking spray  
2 teaspoons extra-virgin olive oil  
4 cloves garlic peeled, minced  
1 teaspoon salt  
1 ½ teaspoons ground black pepper  
1 large white or yellow onion, coarsely chopped

## Easiest Quick Bread Ever

### Carrot Herb Quick

- 1 cup all-purpose flour
- 1 cup whole wheat flour
- 2 teaspoons baking powder
- ¼ teaspoon baking soda
- 1 teaspoon salt
- 1 tablespoon sugar
- 1 tablespoon dried dill weed
- 2 large eggs
- 1 cup fat-free plain yogurt
- 1 tablespoon vegetable oil
- 1 large peeled and grated carrot
- ½ cup unsalted sunflower seeds

3 dried bay leaves  
2 medium parsnips, washed, coarsely chopped  
8 ounces sliced button mushrooms  
1 medium zucchini squash sliced or coarsely chopped  
2 stalks celery, sliced  
2 teaspoons dried dill weed

- ½ cup grated parmesan cheese

### Preheat oven to 350 degrees

In a large mixing bowl, whisk together flours, baking powder, baking soda, salt, sugar, and dill weed. In another bowl, beat eggs, yogurt, and oil together, fold in carrots, sunflower seeds, and grated cheese.

Fold egg mixture into flour mixture until just combined and pour into a greased 9"x5" loaf pan.

Bake for 45 minutes and allow bread to cool for 10 minutes before removing from pan. This bread is wonderful sliced and toasted with peanut butter, cheese, or just plain butter.

1 tablespoon dried parsley  
2 teaspoons dried basil  
6 cups low-sodium chicken broth  
1 15.5 ounce can cannellini beans (or other small white beans) rinsed and drained  
1 cup frozen baby peas  
½ cup frozen shelled edamame\*

6 ounces fresh, washed baby spinach  
1 cup cooked ditalini pasta  
½ cup grated Parmesan cheese

1) Spray a 3-4 quart stockpot with non-stick spray and heat oil, garlic, salt, and pepper over medium heat for 1 minute. Add onion, bay leaves, parsnips, and mushrooms and continue cooking 5 minutes, or until parsnips begin to soften. Add zucchini, celery, dill weed, parsley, basil and sauté for an additional 3-4 minutes.

2) Add chicken broth and beans, bring to a boil, and reduce heat and simmer, uncovered for 25 minutes. Add peas, edamame, and spinach and return to simmer, heat thoroughly. Taste and add additional salt if desired.

3) Remove bay leaves and serve topped with cooked pasta and Parmesan cheese. Makes 6 servings.

*\*edamame are young soy beans found in the frozen section of most grocery stores, feel free to substitute frozen lima beans or additional frozen peas.*

# Do you think you can't afford to have a web-site?

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**We are excited to announce a new benefit for Cranston Chamber Members!!!**

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**Call the Cranston Chamber at 785-3780 to learn more about the informational seminar being held this month!**



# Citizens Bank Offers Low Interest Job Bank Loans

Continued from Page 1

Under the requirements for the Citizens Job Bank, the minimum loan size is \$240,000 and the maximum is \$5 million. Companies eligible for the program include any public or privately owned business in a broad array of industry sectors, including manufacturing, information technology and life sciences.

"Today's announcement represents the continued progress of the Citizens Job Bank program," said Saul Kaplan, Executive Director of the Rhode Island Economic Development Corporation. "The spirit of this program is being realized in all corners of the state. Residential Properties is a wonderful example of the vibrancy of Rhode Island's small business community and the growth these companies are experiencing in our state."

The Rhode Island Department of Economic Development (RIEDC) will conduct audits to certify that borrowers fulfill job creation commitments. The agency also will market the unique program to companies already in Rhode Island and those businesses considering relocating to the Ocean State.

"I am proud that Residential Properties, as a Cranston based business, qualified for this innovative program," said Mayor of Cranston Michael Napolitano. "The Citizens Job Bank in conjunction with the Rhode Island Economic Development Corporation has created a highly effective mechanism to reward businesses within the community for their contribution to stimulating job growth. As a result, the Cranston community as a whole benefits from the creation of these additional jobs. I look forward to the program's continued success."



J. Michael Saul, Managing Director of Finance of the RIEDC speaks.

For more information, visit [www.citizensbank.com](http://www.citizensbank.com) or call 1-888-358-0100 (Citizens Bank) or 401-278-9100 (RIEDC).

### About Citizens Bank of Rhode Island

Citizens Bank of Rhode Island, with \$14 billion in assets, 78 branches and 147 ATMs, has the largest branch banking network in Rhode Island. It is a subsidiary of Citizens Financial Group, Inc., a \$164 billion commercial bank holding company headquartered in Providence, R.I. Citizens has more than 1,600 branches, approximately 3,200 ATMs



Representatives from Residential properties are recognized.

and more than 26,000 employees in a 13-state retail branch network and has non-branch retail and commercial offices in about 40 states. Citizens is the eighth-largest commercial banking company in the United States ranked by deposits and ninth in assets as of March 31, 2006. Citizens is owned by RBS (The Royal Bank of Scotland Group plc). Citizens' Web site is [citizensbank.com](http://citizensbank.com).

### About Rhode Island Economic Development Corporation

Rhode Island Economic Development Corporation (RIEDC) works to strengthen the Rhode Island economy

through policies, programs, and projects, which enhance and enrich the business environment for public and private sectors in order to create prosperity for all Rhode Islanders. RIEDC provides support, advice, services and programs efficiently and effectively. Our goal is to set the standard of excellence for fiscal integrity, technical knowledge, asset management, economic project development and creation of substantial incremental revenue to the State.



Cranston Mayor Michael Napolitano addresses those in attendance.

### About Residential Properties

Residential Properties Ltd. has been serving sellers and buyers of distinctive properties since 1981 through service, innovation and sheer hard work. The company has more than 150 full-time agents seven offices located in Barrington, Cranston, Cumberland, East Greenwich, Newport, Providence and South County and services all of Rhode Island, the Connecticut shoreline, and southeastern and central Massachusetts. Our award-winning relocation department services buyers and sellers throughout the country.

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50 Networks available to advertise your company or organization
- Data Depot** Web Site Developer
- Ocean State Golf Publications**
- Providence Business News**
- The Cranston Herald**
- the Currier words & events**
- WPRI Channel 12**
- Y2 Marketing**

For more information about these discount programs contact Cranston Chamber at 401-785-3780


Dinner at China Tang: \$215

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Dinner at Nobu Berkeley: \$250

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401-732-3100

#### Hermes Jewelry

10% off purchase for members  
401-463-3400

#### IAN Group, Inc.

25% off logo setup on our promotional & award products  
401-941-9200

#### IDEAL Autobody, Inc.

FREE Estimate  
401-942-1150

#### Jaclyn M. Lanni

**The Law Offices of Stephen A. Moretti**  
\$150 Closing credit on refinances and purchases  
P: (401)946-0200  
F: (401)946-6333

#### James Dutra, CPA, MST

Free Initial Tax Consultation  
401-383-9694

#### James Saflund - Coldwell Banker

Real Estate Advantage  
Tax Free Rebate Program  
401-822-0900

#### James P. Ventriglia, CPA, Inc.

Free review of prior year tax returns and file any amended returns necessary.  
401-942-0008

#### JLS Mailing Services Inc.

10% Off Mailing Services excludes postage  
401-383-8470

#### Katharine White

Get a Free Coaching Session  
401-474-0092

#### Keller Williams - Marc Bibeault

Free home warranty with any property listing, covers all major home components and appliances for the life of the listing and is transferable to the buyer. 401-785-1700 x489 or marcb@kw.com

#### Kids Kingdom

Free Registration Fee for Children ages 4 months - 12 years  
(401) 464-9665

#### Knightsville Super Svcs. Center

10% off purchase or repair of \$50 (gasoline excluded)  
401-942-9859

#### Lady of America

50% off Membership  
401-223-3444

#### Lawn Beauticians, Inc.

10% off nursery stock  
401-942-4400

#### Lenders Title Services, Inc.

Real Estate Title and Closing Credit \$100 on refinances; \$200 on purchases  
401-861-8855  
suzanne@lenderstitle.com

#### LightHouse Financial Group

Complimentary Financial Plan  
401-827-6270

#### Lannon Realty, Inc.

5% Reduced Commission Rate for members. 401-461-7788

#### Mailing Solutions

20% off print & mailing package  
401-822-2513

#### Michelle Lee Designs

Free consultation  
401-954-2065

#### Mike Saccoccio - Coldwell Banker

Free Marketing Analysis of home  
Free video of listings On-line  
401-946-9700

#### Nardone Painting

Free Estimates  
401-943-1675

#### Ocean State Golf

10% off advertising rates  
401-464-8445

#### The Optical Shop

20% off complete pair of prescription eye-glasses (frame & lenses), 10% off lenses only, 10% off non-prescription sunglasses and 10% off contacts  
401-737-2020

#### Pawtuxet Sunoco

\$3 off Ultra-Lube Oil Filter Change  
401-467-9210

#### Pay Day Inc.

First month free; no set-up fees  
401-245-8900

#### Paula Metivier

**Independent Beauty Consultant**  
Free Consultation With Complimentary Skin Care & Glamour Makeover  
401-467-3837

#### RE/MAX Cranston

Free Expert Home Evaluation  
\$250 Value  
401-943-6111

#### Rofle Street Station Restaurant

Free Cup of Coffee w/breakfast  
Free can of soda w/lunch (4.95 & up)  
Phone: (401)781-0980

#### The Saccoccio Group - Coldwell Banker

Free Market Analysis of Your Home Along With 1% Discount Off Standard Commission  
401-486-2911

#### Sal Carbone General Contracting Inc.

Free Consultation  
(401) 639-4786

#### Scampi's of Course

1 FREE Beverage with order  
401-467-5770

#### Shur-Az Chemical Mfg.

25% off all janitorial supplies  
401-723-0116

#### Stamas Auto & Truck Center

75% OFF Oil Changes for 1 Year on vehicle purchase  
401-946-9594 - Ask for Steve

#### SuperCoups

\$100 off first emailing  
401-732-2425

#### RI Counseling and Hypnotherapy Center, Inc.

(401)751-8600

#### theCurrier, words & events

10% off writing, editing and event coordination contract 401-467-1896

#### 2 Paws Up

\$10.00 off our newest de-shedding program, The Furminator - Guarantees to substantially reduce shedding.  
401-941-PAWS

#### Waddell & Reed - Greg Silva

Complimentary retirement planning & investment workshop for your employees

Comprehensive financial plan at no charge for company owner or head of human resources  
Call 401-885-2342 for details

#### Winkleman Travel

75% off passport photos: \$3 per pair (regularly \$12)  
401-943-7700

#### WPRI Channel 12

Contact Chamber office for Representative Information  
401-785-3780

#### Y2 Marketing

Everything you've learned about marketing is wrong... Free audio CD offer  
401-270-6494

Members! List your discount here FREE! Call the Chamber office for details.  
For more information on the Member Discount Club, contact Susan the the Chamber 785-3780.

**Let your chamber work for you!**  
 Advertise in the  
**Cranston Chamber News**  
 Call 401-785-3780

## Annual Cranston Chamber of Commerce Golf Tournament

**Registration**  
10:30 am

**Shotgun Start**  
12:00 – Noon





Includes:  
 18 Holes of Golf  
 Golf Cart  
 Lunch  
 Cocktails/Dinner

**Modified Best Ball Format**  
 Prizes Include  
 1st, 2nd, 3rd place  
 Mens/Ladies  
 Longest Drive  
 Closest to the Pin  
 Putting Contest  
 50/50 Hole  
 Hole in One Prizes

Dinner Immediately following with Awards Ceremony

Names

1. \_\_\_\_\_ Signature: \_\_\_\_\_  
 2. \_\_\_\_\_ Name: \_\_\_\_\_  
 3. \_\_\_\_\_ Co Company: \_\_\_\_\_  
 4. \_\_\_\_\_ Address: \_\_\_\_\_  
 City: \_\_\_\_\_  
 State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-mail: \_\_\_\_\_

Sub-Total \$ \_\_\_\_\_

Please make check payable to:  
 Cranston Chamber of Commerce

MC, Visa, AMEX, Discover # \_\_\_\_\_ Exp: \_\_\_\_/\_\_\_\_/\_\_\_\_



Please mail to:  
 Cranston Chamber of Commerce  
 48A Ralfe Square  
 Cranston, RI 02910  
 401.785.3780

Fax to 401-785-3782  
 Email Susan@cranstonchamber.com  
 www.cranstonchamber.com

Cranston Chamber of Commerce | 48A Ralfe Square | Cranston, RI 02910 | Tel: 401.785.3780

### Sponsorship Opportunities

- **HOLE-IN-ONE Sponsor \$2,500**  
 Includes prominent advertising on all collateral material, front page logo on Program of the day, 1/2 page ad in the newsletter, two golf foursome's, banner hung prominently at the Alpine all day, tee sign, newsletter recognition
- **EAGLE Sponsor \$1,250**  
 Significant advertising on all collateral material, 1/4 page ad in the Chamber newspaper, golf foursome, hang your banner at the Alpine, tee sign, mention in our newsletter
- **BIRDIE Sponsor \$750**  
 Golf foursome and a tee sign with a listing on collateral materials
- **Foursome \$500**
- **Individual Golfer \$150**
- **Tee Sign \$100**
- **Putting Green Sponsor \$250 (Exclusive signage on hole all day)**

Company: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Billing Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Payment Type: Check# \_\_\_\_\_ in the amount of \$ \_\_\_\_\_  
 Credit Card: AMEX, MC, VISA, Discover (circle)  
 Name Appearing on Card: \_\_\_\_\_  
 Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

The Cranston Chamber of Commerce  
 Cordially Invites you to attend our  
**Cigar Scotch Social**  
**May 10th 2007**  
**Sharx Bar and Grill**  
**505 Atwood Avenue**  
**Cranston, RI**  
**5:30-8:30pm**  
**Cost \$75/Person**

Come Join members professionals and Friends of the Cranston Chamber for a fun spring evening! Menu for the Evening is under construction, please watch the website for updates or call (401) 785-3780 or email [Katie@cranstonchamber](mailto:Katie@cranstonchamber.com) to register or for more information.

**SPONSORSHIP OPPORTUNITIES AVAILABLE!**  
**CALL THE CHAMBER FOR MORE INFORMATION!**

30 WALNUT GROVE . CRANSTON  
 401.223.1111  
[www.cranstoncollision.com](http://www.cranstoncollision.com)



**cranston collision center**

*Authorized Direct Repair Facility for the following Insurance Companies:*

• Amica	• Liberty Mutual	• USAA
• Allstate	• One Beacon	• AIG
• Nationwide	• Sentry	• Geico
• Metropolitan	• Casco	• Prudential
	• Progressive	

100% LIFETIME GUARANTEE