

The background of the entire graphic is a dark blue stage floor with a bright blue light reflecting off the surface at the bottom. Three bright white spotlights are shining down from above, creating a triangular pattern of light. The spotlights are framed by heavy, draped red theater curtains that hang from the top of the image.

FALL 2019 GREATER  
NEWBURYPORT  
**BUSINESS  
SPOTLIGHT**

*The*  
**DAILY**  **NEWS**

Friday, September 27, 2019



# Dedicated to helping clients plan for the future

Some say that “failing to plan is planning to fail.” But we all know that life doesn’t always follow our plans.

In certain matters, having someone with experience and legal knowledge to help you map out a new strategy is necessary. We want to help you plan for your future and the future of your family. Whether it is through contract negotiation, wills, estate and trust planning or even prenuptial agreements, we are here for you.

We also help resolve delicate matters that may overwhelm you, including probating the estate of a family member.

If you find you need a professional and trusted hand to help guide you through sensitive legal circumstances, rest assured, our law office is here for you.

## Describe your practice’s focus.

The Law Office of Elaine M. Dalton specializes in wills, estates, trusts

## LAW OFFICE OF ELAINE M. DALTON

- **Owner:** Elaine M. Dalton, Esq.
- **Address:** 8 Federal Way, Suite 5, Groveland
- **Phone:** 978-373-1120
- **Website:** [www.elainedaltonlaw.com](http://www.elainedaltonlaw.com)

and probate; elder law and Medicaid applications.

## What makes your business stand out?

We provide services for the whole family. We believe difficult conversations held now can help prevent problems in the future. You should determine the state of your affairs so the state does not determine them for you.

## Who are your targeted clients?

Everyone. People think they don’t

have any assets because they don’t own property. That is not true. Everybody needs a will, a power of attorney and a health care proxy. The price of estate planning is a lot less expensive than not doing estate planning

## Why do you think your clients select you over your competitors?

Our office is friendly and comfortable. We are able to take care of the total family, guiding the decision-making process. Estate planning is important no matter what your age, health or financial status. But as we age, getting these key documents updated and in order ensures peace of mind for you and your loved ones. The Law Office of Elaine M. Dalton makes estate planning a relatively simple process. You’ll live the rest of your life without the burden of worrying about what tomorrow may bring.

## What makes you feel good about your business?

Our overall office environment and client approach combine to make us unique. We have relationships with our clients. During the holiday season, we send clients a Thanksgiving card, and another card arrives on their birthdays. We like to have a personal touch with our clients.

## How would you describe your team of employees?

They are professional, personable and I treat them like family. We laugh a lot in the office and we are also pet friendly. My dog, Skye, will sometimes come to work with me and greet our clients who are comfortable around dogs.

## How do you support your community?

I volunteer at the Councils On Aging in both Georgetown and Groveland and will often lead seminars on estate planning at their senior centers.



# LAW OFFICE OF ELAINE M. DALTON



## SPECIALIZING IN:

- WILLS
- TRUSTS
- PROBATE
- ELDER LAW
- MEDICAID APPLICATIONS

**978-373-1120**

**8 Federal Way • Groveland, MA**  
**[www.elainedaltonlaw.com](http://www.elainedaltonlaw.com)**



# FROM BRIDES TO BLOOMS

## Newburyport's award-winning wedding planner opens full-service floral shop

Newburyport entrepreneur Amy McLaughlin, of Amy McLaughlin Lifestyles, has been an innovator in the wedding industry for over 19 years, setting the standard for custom luxury celebrations, society weddings and elite nonprofit fundraisers.

Since founding her company in 2002, McLaughlin has planned and designed over 500 weddings, in California, Mexico, Europe and New England.

### AMY MCLAUGHLIN LIFESTYLES

■ **Owner:** Amy McLaughlin  
 ■ **Years in business:** Amy McLaughlin Lifestyles opened in 2002; Amy McLaughlin Flowers opened in September 2019  
 ■ **Address:** 23 Middle St., Newburyport  
 ■ **Phone:** 978-358-8063  
 ■ **Website:** amymclaughlinflowers.com  
 ■ **Email:** Flowers@amymclaughlin.com

She's worked with numerous A-list clients in the entertainment industry to plan their weddings and special events. Her work and expertise have been featured in publications and media outlets nationwide.

McLaughlin's passion for floral design has grown beyond

her weddings and events, thus prompting her latest creation, Amy McLaughlin Flowers, a boutique floral design studio and flower shop in Newburyport.

"The inherent need to constantly be creating something new is what led me here. I am utterly obsessed with flowers, and designing my clients' wedding florals has been my absolute favorite part of what I do.

"After a lengthy career of coordinating all of the logistics of our weddings and events, I've re-evaluated what I can bring to the table as both an entrepreneur and designer. It was time for me to shift my focus a bit and listen to the little voice inside my head.

"I'm over the moon to be embarking on this new adventure! Along with the rest of the team at Amy McLaughlin Lifestyles, we are thrilled to announce the opening of Amy McLaughlin Flowers."

— Amy McLaughlin



Alison Ebacher photo

### ABOUT AMY MCLAUGHLIN

Amy McLaughlin is a native of the Berkshires of Massachusetts. After moving to California at 18 and earning a bachelor's degree in fashion design, Amy worked on large-scale events, movie premieres and celebrity weddings with Sharon Saks and Merv Griffin Productions.

Having also worked for famed fashion designer Ralph Lauren and, with a loyal following of celebrity clients, Amy created her brand – Amy McLaughlin Lifestyles – that is focused on creating beautiful weddings, events and interiors for her clients.

In 2009, Amy moved back to Massachusetts with her husband, Michael; daughter, Isabella; and King Charles spaniel, Emily.

Amy's brand is synonymous with beauty, and her divine studio in Newburyport is a reflection of her growing lifestyle business.

AML has been the recipient of Northshore Magazine's "Best of the North Shore" awards in both the "Event Planner" and "Wedding Planner" categories for the past six years in a row.

Amy McLaughlin Flowers' service offerings include:

**Delivery:** Custom-curated fresh floral arrangements, made to

order, with same-day delivery to Newburyport and surrounding North Shore communities.

**Design:** Complete floral design for

the grandest weddings and events throughout Boston, the North Shore and all of New England.

**Styling:** Event styling and design, inclusive of lighting; furnishings; floor plan; printed materials such as escort cards, menus, signage, etc.; and fabric treatments.

A unique signature offering is our "Flowers Membership," which is inclusive of:

Fresh floral arrangements, custom designed to each member's specific style and color preferences, delivered on a weekly, biweekly or monthly basis.

Plus, access to members-only events and workshops at AMF's studio in downtown Newburyport.



## THE FLOWERS MEMBERSHIP

### FOR HOME

Be ready for your next dinner party or even a surprise guest without having to think about going to the market. The floral subscription plans present a great way to cheer up your home and make it ready for special guests week after week.

### FOR BUSINESS

Your Corporate atmosphere is a client's first impression of your business. Our expert team will create tailored designs perfectly complementing your environment, company culture and brand.

STARTING AT \$39 FOR WEEKLY DELIVERY  
(BI-WEEKLY AND MONTHLY DELIVERY ALSO AVAILABLE)

*For More Info:*

[AMYMCLAUGHLINFLOWERS.COM](http://AMYMCLAUGHLINFLOWERS.COM)

# 'We are unlike any other'

Assisted Living Center — Salisbury has been a safe, caring, affordable home for seniors for 25 years

## What type of services do you offer?

We are here to offer our residents assistance with their medical necessities, to offer encouragement with life's challenges, to applaud their desires to maintain their independence and to be a friend every day. **What makes your business stand out?**

We are a small, non-profit organization with 30 private units. We assure our residents, "You are not leaving your home, but starting another chapter in your life in your new home." **How affordable are you compared to other assisted-living facilities in the region?**

Our costs are \$1,000 to \$5,000 less a month than others. We participate in MassHealth, Senior Care Options, and the Veterans Aid and Attendance program, all programs that are intended to assist with the monthly cost of assisted living at our facility.

## What is your background?

Arthur Signorelli has a Bachelor of Science degree in political science and English from Plymouth State University and a Master of Arts in American studies from the University of Massachusetts. He spent 15 years working at Northern Essex Community College in various capacities, before starting the Assisted Living Center — Salisbury 25 years ago. "I have always worked with populations that have so much to offer, but are often lost in the shuffle of life."

## How did you get started in this business?

This residence grew out of my years on the Salisbury Housing Authority as former Gov. Michael Dukakis' state appointee. We created this separate, private, not-for-profit assisted-living residence when there was only one other in the commonwealth of Massachusetts. Few knew what this new "assisted-living" concept was all about 25 years ago.



## What attracted you to this field?

I was attracted by the challenge of providing quality assisted-living opportunity with an affordable option for elders and the rewards of being successful at it.

## Who are your targeted clients?

Our residents are seniors 65 and over who are looking for an easier lifestyle in a place they can call their castle.

## Why do you think your clients select you over your competitors?

Our affordability and our ability to work with different financial situations and, second, the charm and personality of our residence

appeal to our residents. We are unlike any other. There is nothing institutional-feeling about us.

## What can you offer your clients that others cannot?

We offer an all-inclusive price without lots of add-ons each month. Also, a smaller staff and little employee turnover so residents can get to know them and feel safe and secure with them. We are able to provide more one-on-one attention because of our smaller size. We also offer personal interaction with our cook at every meal, just like mom's kitchen; more personalized

programs and services; and an ability to adapt to new populations and their needs and desires. All decisions are made right here on-site, not at some corporate office miles away where the operators never get to know the population. Several times a month, we present a piano cabaret bar with some of the best cabaret entertainers from Ogunquit, Maine, to Palm Springs, Florida.

## What can you tell us about your new services or features?

We have invested over \$1 million in the past five years in building and systems improvements, new technology, renovations

to resident living and socialization areas, and a new food prep kitchen and dining facilities, and the upgrades continue. We have expanded our garden areas and added several outdoor sitting areas and decks. Later this fall, we will be launching our new, interactive website. Every day is another step forward.

## What goals are you focused on?

We are always looking for opportunities to accomplish our fundraising goals and to increase our grant revenues to continue to welcome those who are shut out of other high-priced facilities.

## What are the biggest challenges facing your business?

Getting the word out that we are not one of the high-priced assisted-living residences and that we are a unique, affordable option for many. Fundraising to support special projects and enhance our resident programs and new initiatives.

## How would you describe your team of employees/staff?

A small community of dedicated, caring people where friendships happen. We are here when your family cannot be here.

## What provides the most satisfaction in your work?

Knowing that many of our

residents would be living at home — alone and unsafe, or placed prematurely in a long-term care facility if not for our affordable programs.

## Where do you see your business in the next five years?

I see us still going strong and hopefully as a model for more affordable assisted-living residences to open. There are plenty of high-priced, formal facilities.

## What is something about your business that might surprise the community?

We offer most of the amenities that the high-priced assisted-living residences offer, but we do it at half the cost. In some cases, we offer more.

## Can you share a unique or fun detail about your business?

Our current program nurse is the daughter of a former resident. She enjoyed the environment and our programs so much — she used to be seen at our piano cabarets almost as often as her mom. She kept hounding us for a job ... and finally one opened up. Also, a Newburyport family trusted and appreciated us so much that over the years that they have made Assisted Living Center — Salisbury home for their mother, father, mother-in-law and father-in-law.



## ASSISTED LIVING CENTER — SALISBURY

- **President/CEO:** Arthur Signorelli
- **Executive director for resident services:** Thomas Higgins
- **Years in operation:** 25
- **Number of employees:** 18 (including owner)
- **Address:** 19 Beach Road, Salisbury
- **Phone:** 978-463-9809
- **Website:** [assistedlivingcenter.org](http://assistedlivingcenter.org)
- **Hours:** Administration: Monday through Friday, 8:30 a.m. to 4 p.m.; 24-hour staff on duty in residential areas



# Assisted Living Center ~ Salisbury

The Affordable Solution for Your Assisted Living Needs — and Desires



Feel the warm fall ocean breezes and enjoy our wonderful decks and beautiful gardens.

Come join us in reminiscing of earlier days at the beach.



**Unique location.  
Outstanding care.  
Undoubtedly, the place  
you want to call home!**

**Where You Can Have It All  
Where You Can Afford it All**



**Call to find out how much we can save you over other assisted living options.**

**978 463 9809**

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

19 Beach Road • Salisbury, MA 01952

**25 YEARS**





## Christine Carey, Esq., guides clients in all areas of business, real estate and estate planning law

### Describe your office's specialty and mission.

My focus is to assist clients in starting and growing their businesses, from formation of their initial companies and throughout their growth. I assist clients with all aspects of their operations, including contracts, employee issues, loans, purchase of commercial property and the eventual sale of their business, as well.

### What type of services do you offer?

I provide services in the area of business law, corporate formation, real

estate and estate planning from incorporation, business assistance for any issues that may arise, real estate purchase and sales agreements (personal and commercial), real estate development, and estate planning.

### What makes your business stand out?

I am responsive to my clients and will address their questions as quickly as possible. I take a holistic approach to practicing law to make sure that my clients' intentions are met and do not act in cross purpose to another aspect or issue going on in their lives.

### What is your background?

I am a graduate of New England Law in Boston, and earned my undergraduate degree at Trinity College in Hartford, Connecticut.

### How did you get started in law?

I have always had my own practice and, like most attorneys, found the area of the law that I am most

### LAW OFFICE OF CHRISTINE CAREY

- **Owner:** Christine Carey, Esq.
- **Years in business:** 28
- **Address:** 8 Federal Way, Suite 5, Groveland
- **Phone:** 508-397-8167
- **Website:** [Christinecareylaw.com](http://Christinecareylaw.com)
- **Hours:** Weekdays, 9 a.m. to 5 p.m., and by appointment

passionate about, which is business law.

### What attracted you to the profession?

I always wanted to help people.

### Who are your targeted clients?

Small- and medium-size businesses and startups.

### Why do you think your clients select you over your competitors?

My responsiveness and ability to

look at their needs from a holistic manner sets me apart.

### What can you offer your clients that others cannot?

My experience over 28 years and responsiveness.

### What goals are you focused on?

Establishing my office in the Newburyport area since I just moved my firm.

### What are the biggest challenges facing your firm?

Getting my name out in a new area. Where do you see your business in the next five years?

Growing to where I have an associate or partner joining me.

### Can you share something unique about yourself?

I am an animal lover and love Pembroke Welsh corgis in particular. My little corgi is named Orry, and he is 13 months old.



Christine Carey, Esq.



# CAREY LAW OFFICE

SERVING CLIENTS IN GREATER BOSTON AREA SINCE 1991

## First Consultation Absolutely Free

- Corporate Formation
- Operating Agreements
- Buy/Sell Agreements
- Entity Determination,  
(C-Corp, Partnership or LLC)
- Stockholder Agreements
- Business Law

### Our firm provides services to our business clients that include:

Contract Review • Business Disputes • Sale of Business  
Purchase Agreements • Real Estate

Our Firm provides both residential and commercial services in the area of  
real estate. We help clients with:

- Purchase and Sales Agreements
- Leases
- Tenant Disputes
- Sale of Property
- Realty Trusts

**Christine Carey, Esq.**

8 Federal Way

Suite 8

Groveland, MA

(508) 397-8167

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[www.christinecareylaw.com](http://www.christinecareylaw.com)



Member: Mass Bar Association, Real Estate Bar Association and Lynn Area Chamber of Commerce.

# Putting patients' best feet forward

## Drs. DiResta and Barnes deliver custom care in a comfortable setting

### Describe your practice's specialty and mission.

Our office is here to provide you with modern podiatric medical and surgical services in a warm and caring environment. Our goal is to serve our patients in a comfortable and friendly manner and at the same time provide efficient and timely service.

### What type of services/care do you offer?

Dr. James J. DiResta and Dr. Angela M. Barnes offer individual medical and surgical care of all foot and ankle disorders, including diabetic at-risk foot care; diabetic inserts and diabetic custom shoes; custom orthotics and custom foot and leg bracing; injection treatments; minor surgical in-office treatment; and outpatient and in-hospital surgery

### What makes your practice stand out?

We offer thoughtful, comprehensive care for each individual patient centered in a warm family atmosphere.

### What is your education and experience?

Dr. Barnes studied biology at the undergraduate level at Indiana University — Purdue University Indianapolis before she earned her medical degree at Kent State University School of Podiatric Medicine in Ohio. She completed 36 months of medicine and podiatric surgical residency and was chief of podiatry at the Hunter Holmes McGuire Veterans Affairs Hospital in Richmond, Virginia. She has more than 11 years of surgical experience and is dual-board certified by the American Board of Podiatric Medicine and is a fellow at the American College of Foot and Ankle Surgeons (ACFAS).

Dr. DiResta is a graduate of Boston College. He received his Doctorate in Podiatric Medicine from the Temple University School of Podiatric Medicine in Philadelphia and he completed his residency training in podiatric surgery at Northlake Hospital in Illinois. Dr. DiResta received a master's in public health from Dartmouth Medical School in Hanover, New Hampshire. He is board certified by the American Board of Foot and Ankle Surgery and is a fellow of the American College of Foot and Ankle surgeons. He is past chairman of the Podiatric Health section of the American Public Health Association. He is the president of the Community Service Foundation of



Courtesy photo

**Drs. James J. DiResta and Angela M. Barnes treat a variety of foot and ankle conditions in patients of all ages, from children to teen athletes to seniors.**

the Massachusetts Podiatric Medical Society, where he serves as a member of the Board of Trustees and secretary-treasurer of the society. Dr. DiResta has more than 40 years of surgical expertise.

**How did you get interested in podiatry?**

Dr. Barnes was inspired to learn more about the field of podiatry as diabetes directly affected her family members and she could see firsthand how foot/lower limb loss can affect your life. In our practice, we treat our patients with a foot preservation mindset. Foot

**JAMES J. DIRESTA, DPM, DPH**  
**ANGELA M. BARNES, DPM & ASSOCIATES**

- **Practice:** Podiatry practice with two associate physicians
- **Years in operation:** Established July 1979
- **Address:** 37 1/2 Forrester St., Newburyport
- **Phone:** 978-465-2122
- **Website:** newburyportpodiatrist.com
- **Hours:** 8 a.m. to 5 p.m. weekdays; evening appointments available upon request

viability is essential to overall health.

Dr. DiResta has an interest in public health issues related to podiatry practice and enjoys working in connection with the Massachusetts Foot and Ankle Society.

### What types of patients do you treat?

We treat patients of all ages, shapes and sizes, including pediatrics and children, athletic patients and athletes, and aging and elderly patients. We specialize in caring for at-risk diabetic patients, pediatrics and children, working professionals, students and retirees alike. We have the education and expertise available to treat the foot and ankle needs of all ages and needs of our community.

### What can you offer your patients?

Our surgical services include joint replacement surgery, reconstructive forefoot surgery, plantar fascial or endoscopic plantar fasciotomy surgery, hammertoe correction, bunion correction surgery, heel spur surgical correction, tendon repair, and other services. We treat patients with a comprehensive plan that is individual and tailored to their needs.

### Where do you see your practice in five years?

We see ourselves continuing to embed in the greater Newburyport community, serving all podiatry needs of our population.

### Share a pearl of wisdom or motto that encapsulates your practice.

Dr. Barnes always says, "Let your feet do the talking! Listen to what your body is telling you about your health and wellness. Wear healthy shoes that feel good to your feet, stretch daily, and avoid exercises that cause pain to your feet."



# Step in the Right Direction

Dr. James DiResta and Dr. Angela Barnes are board-certified podiatrists on the medical staff of Anna Jaques Hospital. The podiatrists at Anna Jaques combine years of experience with the latest advances in medical technology to treat a wide range of injuries and get you back on your feet.

Specializing in family foot and ankle care:

- Great toe joint replacement surgery
- Pediatric foot conditions
- Sports and tendon injuries
- Computerized, prescription orthotics



Now accepting new patients of all ages.

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Beth Israel Lahey Health   
**Anna Jaques Hospital**

Drs. DiResta & Barnes Office  
37 ½ Forrester Street, Newburyport  
[newburyportpodiatrist.com](http://newburyportpodiatrist.com)

# Recycle, reuse and renew for charity

The Leeward Charitable Foundation is a 501(c)(3) corporation operating charitable thrift stores in Salisbury and York, Maine.

Our mission is to recycle, reuse and renew for charity. Our objective is to feed, clothe and comfort our neighbors in need.

Through the generous donations of the community, The Leeward Charitable Foundation turns unwanted/surplus clothing, furniture and household items into funds for worthy local charities.

We are a unique retailer, valuable recycler and sustainable source of critical funding for important local charities.

“Many people find it difficult to donate money, but nearly everyone has a box of perfectly good things they no longer need or want. We turn those items into funds to help those most in need.”

*Rob Werner, president  
The Leeward Charitable  
Foundation*

## What types of products and services do you offer?

We offer gently used clothing, furniture and household items at incredible prices. The proceeds from thrift store operations directly support charities that offer food, home heating assistance and critical supplies to local families in need.

## What makes your business stand out?

We are a unique retailer; valuable recycler; sustainable source of critical funding for local charities; and a fun place to shop, donate or volunteer.

## What is your background?

Founder Rob Werner was a sales and marketing executive for several technology companies before launching The Leeward Charitable Foundation.

## How did the business get started?

The severe economic



Courtesy photos

The Leeward Light Thrift Store in Salisbury is located at 126 Bridge Road and has ample parking.



From left, Leeward Light Thrift Store team members Elizabeth Paskowski, Laurice Haines, Brenda Burack, Deb Daulton, Jack Saulzman and Shauna Werner pose for a photo inside the store.

downturn in 2008 made it difficult for many people to donate cash to critical local charities. As a result, these charities were forced to underserve the community. Rob wanted to find an alternative way to keep these charities funded without asking for cash donations. What created the attraction to this field?

Many thrift stores had a “do the best you can” approach to business. They may be open only a few

days a week and may take donations only a few hours a week. This approach had a direct impact on the quality of merchandise and the shopper’s experience. Rob wanted to run the stores with a “real business mentality” and change how thrift stores were viewed. Who are your targeted customers?

Our customers cover a wide range, from antiquers to bargain hunters and upscale shoppers to folks

needing to stretch a dollar. Why do you think your customers select you over your competitors?

We provide incredible merchandise, unbelievable prices and a fun shopping experience with a happy and helpful staff.

## What can you offer your customers that others cannot?

We offer a unique and one-of-a-kind shopping experience. We want our customers to be pleasantly surprised each time they

visit our stores.

## What can you tell us about your new services or features?

We are working with local youth organizations and individuals with intellectual and developmental disabilities to improve their work, life and social skills.

## What are your plans for growth?

We would love to open additional stores, but suitable facilities/locations are very hard to come by.

## What are the biggest challenges facing your business?

Dealing with ever-increasing costs, improving quality donations and attracting dedicated volunteers.

## What provides you the most satisfaction in the business?

Every now and then, someone will come into the store and tell us how the clothes we gave them helped them land a job. Or, how we helped a family rebound from a near-disastrous house fire. Or, someone starting out with a first apartment was able to find the basic necessities they would not have been able to afford any other way.

## Where do you see your business in the next five years?

We continue to grow our business in three ways: One, by improving our recycling effectiveness; two, by promoting the value of upscaling/repurposing; and three,

## LEEWARD LIGHT THRIFT STORE

- **President:** Robert Werner
- **Vice president:** Shauna Werner
- **Years in business:** 10
- **Address:** 126 Bridge Road
- **Phone:** 978-465-1141
- **Website:** leewardfoundation.org
- **Hours:** Tuesdays through Saturdays, 9 a.m. to 5 p.m.; Sundays, 10 a.m. to 4 p.m.

by finding more effective ways to help our neighbors in need.

## What is something about your business that might surprise people?

We have had some very valuable items donated to the stores, such as Tiffany lamps, priceless historical documents and artwork valued at thousands of dollars. Can you share a unique detail about your business?

Our customers use the word “fun” more than any other word to describe their Leeward shopping experience. Whether it is hearing someone yelling, “OMG, my grandmother had one of these”; chatting with an old friend; trying on funky clothes; or dancing to the ever-present music, it’s clear that having fun is part of the Leeward lure.

# Leeward Light Thrift Store

***Recycle, Reuse & Renew for Charity***



**Over \$2.0 million  
raised for local  
charities since 2009!**

- Fun place to shop and save money
- Clean and organized environment
- Unique “one-of-a-kind” items
- New merchandise every day



## FOOD



**\$115,000 (2018)**

The Leeward Foundation provides food assistance in the form of critical funding to 12 local food pantries in Maine, Massachusetts and New Hampshire.

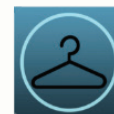
## HEAT



**\$50,000 (2018)**

The Leeward Foundation provides home heating assistance in the form of critical funding to 4 home heating programs in Southern York Co. and Northern Essex Co.

## GEAR



**\$12,000 (2018)**

The Leeward Foundation provides critical supplies to local families in need.

- Winter coats
- Children's school clothing
- Children's school supplies
- Furniture
- Housewares

## SKILL



**\$25,000 (2018)**

The Leeward Foundation is working with local youth organizations and individuals with intellectual and developmental disabilities improving work skills, life skills, and social skills.

**Visit our store at 126 Bridge Road, Salisbury, MA**  
**DONATE - SHOP - VOLUNTEER**

### Store Hours:

**Tues-Sat 9:00 AM - 5:00 PM**  
**Sun 10:00 AM - 4:00 PM**

### Donation Hours

**Tues - Sat 9:00 AM - 4:00 PM**  
**Sun 10:00 AM - 3:00 PM**

Learn more by visiting [www.leewardfoundation.org](http://www.leewardfoundation.org)



# Take your first step toward better hearing today



Dierdre Anderson, Au.D., is the owner and director of Audiology Network Services.

Audiology Network Services has been in operation for the past 25 years. Located in Salisbury and Methuen, Dierdre Anderson, Au.D., and her entire staff are assembled for one purpose: to serve patients.

Our goal is to provide you with the best possible hearing care we can, based on your individual needs. We provide a comprehensive array of services related to evaluation, rehabilitation and prevention of hearing impairment.

Attuned to the latest advances and products, the staff of Audiology Network Services ensures we provide our patients with state-of-the-art technology. Additionally, every product we sell includes the highest level of customer service from our experienced, trusted team.

## How did you get started in this business?

My oldest brother began wearing a hearing aid at age 3 and became a candidate for a cochlear implant at age 30. For the past 30 years, he has been succeeding with a CI. I also have a twin sister who lost her hearing in the left ear at age 4 due to the mumps. I learned quickly to always walk on her right side so she could easily participate in our conversations.

## What is your background?

I started my private practice in 1995 with one location at Holy Family Hospital in Methuen. In 2000, I opened my second office, in Newburyport. In April 2011, I moved that office over the bridge to Salisbury. My patients enjoy the easy parking, handicapped accessibility into my office, and the sunny, pleasant atmosphere. I look forward to being in both locations.



Courtesy photos

## AUDIOLOGY NETWORK SERVICES

- **Owner/director:** Dierdre Anderson, Au.D.
- **Years in business:** 25
- **Address:** 158 Bridge Road, Salisbury
- **Phone:** 978-465-5321
- **Website:** [www.audiologynetworkservices.com](http://www.audiologynetworkservices.com)
- **Hours:** Tuesdays and Fridays, 8:30 a.m. to 4:30 p.m.; Wednesdays and Thursdays, 11 a.m. to 4:30 p.m.

## Who are your targeted patients?

Every day, I meet people who are struggling with hearing loss. It is my sincere pleasure to do all I can to improve their hearing.

## Why do you think your patients select you over your competitors?

Improving someone's hearing is a process, not a quick visit to purchase a product. I have lifelong relationships with my patients. This is difficult to find in today's health care system.

## What can you offer your patients that others cannot?

I work closely with my patients to help them adjust to better hearing. It is my lifelong commitment to my patients that ensures success. It is always rewarding to be an audiologist.



Pauline Riccio, patient coordinator at Holy Family Hospital.

RIGHT: Ann Catalano, patient coordinator in Salisbury.



# THE BENEFITS OF BETTER HEARING

- **IMPROVED** hearing power
- **IMPROVED** interpersonal relationships
- **IMPROVED** emotional stability
- **IMPROVED** sense of control over life events
- **IMPROVED** physical health

## TAKE CARE OF YOUR HEARING

1. Use earplugs around loud noises
2. Turn the volume down
3. Give your ears time to recover
4. Stop using cotton swabs in your ears
5. Take medications only as directed
6. Keep your ears dry
7. Get up and move
8. Manage stress levels
9. Get regular checkups



*Call (978) 465-5321  
to schedule your  
appointment today.*

Audiologist and owner of Audiology Network Services, Dr. Anderson has been improving her patients' hearing since 1987. She has successfully dispensed hearing devices to adults and children in the North Shore, Greater Newburyport and Merrimack Valley.



**Dierdre Anderson,**  
Au.D.

### **Audiology Network Services**

158 Bridge Road, Salisbury, MA 01952

**(978) 465-5321**

[www.audiologynetworkservices.com](http://www.audiologynetworkservices.com)

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# Hastings Floor Covering: Your local flooring professionals

Since opening its doors in Groveland in 1976, Hastings Floor Covering has been family owned and operated, and serving customers from the Merrimack Valley, North Shore and Southern New Hampshire.

It's our philosophy to treat every customer with personalized service along with quality products — that's what keeps our customers coming back.

#### What types of products and services do you offer?

Our product lines include pre-finished hardwood, sheet vinyl, luxury vinyl, carpeting, area rugs, braided rugs, natural stone, ceramic and porcelain tile.

#### HASTINGS FLOOR COVERING

- **Address:** 919 Salem St., Groveland
- **Phone:** 978-521-8848
- **Website:** [www.hastingsfloor.com](http://www.hastingsfloor.com)
- **Hours:** Mondays through Fridays, 9 a.m. to 5:30 p.m.; Saturdays, 9 a.m. to 4 p.m.

#### What makes your business stand out?

Our sales, service and installations are all performed by in-house employees.

#### Who are your targeted clients?

We service both residential and commercial clients who need prefinished hardwood, sheet vinyl, luxury vinyl, carpeting, area rugs, braided rugs, natural stone,

ceramic and porcelain tile floors, as well as tile walls, backsplashes, showers and tub surrounds.

#### Why do you think your clients select you over your competitors?

Our staff is well versed and knowledgeable in the flooring products we sell and in their installation. They are courteous, conscientious and take pride in their craft.

#### What is something about your business that people might be surprised to learn?

Over the last 20-plus years, we have employed several students from Whittier Regional Vocational Technical High School in Haverhill from a variety of shops, such as masonry, carpentry and marketing. This is a way that we

can help our communities and share our passion for tradesmanship. A few of the students have stayed on with us and continued in their fields. Those who have chosen something different still stop by to say hello.

#### What motivates you in your business?

What motivates us is seeing the improvements to a client's home after we complete an installation.

#### Can you share a unique detail about your business?

Because most of us work in different areas of the family business, Linda and Hank Hastings always host a family dinner on Sundays. This allows us to step away from being coworkers and gives us all a chance to catch up as a family.

CARPET ♦ TILE ♦ HARDWOOD ♦ LINOLEUM ♦ RESIDENTIAL & COMMERCIAL



## HASTINGS Floor Covering

*Turning a house into a home — one room at a time*

**919 Salem St. ♦ Groveland, MA ♦ 978-521-8848**

*Family owned since 1976*

**[www.hastingsfloor.com](http://www.hastingsfloor.com)**