



Insider Newsletter

August 2019

Kennebec Valley Chamber of Commerce
KennebecValleyChamber.com

Upcoming Events

August

- 08/07 **Cynergy Behind the Scenes**
5:30 - 7:00 pm
@ Maine Instrument Flight
- 08/13 KV Chamber Board Meeting
5:30 pm
@ Augusta Country Club
- 08/28 **Business After Hours**
5:00 - 7:00 pm
@ Boys & Girls Club of
Kennebec Valley

September

- 09/04 **Cynergy Behind the Scenes**
5:30 - 7:00 pm
@ Kennebec Land Trust
- 09/10 KVCC Board of Directors
5:00 pm
@ KV Chamber
- 09/11 **Women's Network Luncheon
with Sarah Newell, Eaton
Peabody**
11:30 am - 1:00 pm
@ Senator Inn & Spa
- 09/25 **Business After Hours**
5:00 - 7:00 pm
@ Maple Hill Inn & Conference
Center

*Bolded items are open to the public



Wednesday, October 9, 2019
2:00 - 7:00 PM, Augusta Civic Center
FREE Admission

Register NOW for your favorite trade show of the year! **#KVEXPO19** will be filled with representatives from all industries in our region. Make sure **YOUR** business is represented by registering to exhibit!

Standard Booth Price \$500
Member Rate \$345 | Premium Booth \$425

What makes KV Chamber Business EXPO so special? Local businesses showcasing local products and creating local demand! Join over 100 businesses and organizations of the Capital Area in exhibiting your services and products. EXPO runs from 2:00 to 7:00 pm on Wednesday, October 9th and includes great food and a cash bar. More than \$6,000 in prizes are offered to attendees, including a \$1,000 cash Grand Prize!

Network & Grow Your Business!

This year's EXPO runs in conjunction with the KV Chamber's Business After Hours for the month of October to offer more networking opportunities!

Additionally, there will be three sessions of speed networking available, giving you the opportunity to grow your business at great speed! Each session is an hour and will include 24 participants. You will have three minutes to meet with each participant and exchange information on your business. Sessions will begin at 2:30, 3:30, and 4:30.

Learn from Business Leaders & Grow Your Team!

Not only is the EXPO a great opportunity to network and showcase your business, it is also a chance to learn from business leaders in the community. Speakers will have discussions on a variety of topics from stages located on the trade show floor. Stay tuned for the announcement of a full schedule of speakers.

The EXPO is an opportunity for employers and individuals seeking jobs to meet and interact. Balloons will be available to indicate each exhibitor who is hiring. Interview rooms will also be available to conduct interviews during the EXPO.

THANK YOU to the 2019 EXPO Major Sponsors!



**Kennebec
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REACH**

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Inside this issue:

- Business Expo
- New & Renewing Members
- Member Spotlight
- Past Ribbon Cuttings
- KLI Golf Tournament
- Meet KLI Facilitator
- Member News
- Business After Hours



Register NOW by visiting

www.KennebecValleyChamber.com/index.php/business-expo

WELCOME NEW MEMBER!

Babe's Garage

Ben Fredette, (207) 872-9429

Belgrade Lakes Golf Club

Kyle Evans, (207) 495-4653
belgradelakesgolf.com

Judy's Jewels

Judy Haar, (207) 592-5362
judysjewelsme.com

One River CPAs

Michael McKenney, (207) 873-1603
www.onerivercpas.com

Riley's Re-Find Designs

Rebecca Riley, (207) 272-4678
rileysrefinddesigns.com

Vaillancourt Corporate Training LLC

Katie Vaillancourt, (207) 712-8897
www.vcorptraining.com

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- Pine Tree Veterinary Hospital

30+ YEARS

- Northeast Bank, FSB
- Spectrum Generations

20+ YEARS

- Charlie's Honda
- Homestead Realty
- Kennebec Behavioral Health
- Maranacook Schools
- Markham Tent Rentals
- Salvation Army

10+ YEARS

- American Lung Association in Maine
- Axell's Scandinavian Inn
- College Carry-Out
- Grondin's Certified Cleaners
- Kennebec Valley Community Action Program
- Kents Hill School
- Samoset Resort
- The Boulos Company
- Turner Publishing

5+ YEARS

- Camden National Bank
- Cape Air
- Free ME from Lung Cancer
- Kennebec Physical Therapy

ALSO RENEWING

- A2Z Computing Services, Inc.
- Augusta Natural Gas
- Finance Authority of Maine
- Fortin & MacDonald Real Estate
- Otto's on the River
- Wag Rags

MEMBER SPOTLIGHT: WAYNE LADNER INSURANCE

WLI

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Wayne Ladner Insurance assists individuals, families, self-employed, and small employer groups with options and enrollment assistance for health insurance, life insurance, disability (income replacement) insurance, dental, vision, and more. Due to an aging population, an ever-growing segment of the business is helping people with Medicare supplements and prescription plan or in many cases Medicare Advantage plans. The choices in insurance can be daunting and overwhelming to a lot of folks; especially those who've never had to choose their own coverage. Wayne's motto is 'Making insurance make sense for you'.

As an independent broker Wayne has access to many insurance carriers with plenty of 'back office' support, and works to ensure that the proposed solution matches the needs of the client. Wayne's preferred mode of doing business is eye-ball to eyeball across the kitchen table. He has clients from Biddeford to Bethel to Belfast, and so a 'bricks and mortar' office doesn't really make sense; Maine is such a beautiful state to explore and he would rather meet clients on their 'home turf'. There is no direct cost for his services as he is compensated by the insurance companies with which he places a client's business.

Ideal clients include working professionals who don't have insurance coverage other than that provided by their employer, small business owners looking to attract and retain employees, 'solopreneurs', and those who are about to retire and need help with insurance options. To explore your options give Wayne a call at (207) 737-4995 or email him at Wayne@WayneLadnerIns.com.

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—Craig Stewart

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When Craig Stewart wanted to expand his family business, Andes Variety, it was a significant commitment of time and resources. Bar Harbor Bank & Trust helped him overcome his challenges, and partnered with the SBA to make this \$3.2 million undertaking a reality. To see this and other success stories, go to www.bhbt.com/success-stories.

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Past Ribbon Cuttings

We have had the fantastic pleasure of highlighting the growth of new and established businesses throughout our region. Here are the Ribbon Cuttings we have celebrated so far in 2019.

It's a great time to do business in the Kennebec Valley!



Eyemart Express
254 Western Ave., Augusta



Huiskamer Coffee House
216 Water St., Augusta



MaineGeneral Workplace Health
21 Enterprise Dr., Augusta



Mix Maine Media
295 Kennedy Memorial Dr., Waterville



Riley's Re-Find Designs
164 Water St., Hallowell



The Meadows Golf Club
495 Huntington Hill Rd., Litchfield



Traverse Coffee House
140 Water St., Hallowell



Wander Pizza Co.
265 Western Ave., Augusta

24th Annual KV Chamber Golf Tournament

to benefit

K E N N E B E C
LEADERSHIP
I N S T I T U T E



Thank you to our generous sponsors, volunteers and teams!

Congratulations to the 1st Low-Gross team Granite State Development Corporation and the 1st Low-Net team Wipfli and all those who took home great prizes!



THANK YOU SPONSORS!

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MEET OUR KLI FACILITATOR

K E N N E B E C LEADERSHIP I N S T I T U T E



Please join us in welcoming the facilitator for the XXXII Class of the Kennebec Leadership Institute, Jamie Morin! Jamie is the president of Synchrony Point Coaching & Consulting. The company provides executive and leadership development coaching for individuals and teams, as well as operational consulting services for organizations. Jamie's approach to coaching is grounded in deep business experience, an academic foundation in organizational psychology, and Gestalt

principles. She employs strengths-based and evidence-based methodologies to help leaders achieve professional and personal goals. She has extensive experience coaching clients through professional transitions, such as taking on a leadership role for the first time or moving from mid-level management into a senior leadership role. She has developed and delivered successful year-long training programs tailored to the needs of emerging leaders. Her clients come from a wide variety of industries including financial services, health care, specialty pharmacy, retail, technology consulting, business services, non-profit leadership, and higher education.



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CHAMBER MEMBER NEWS

Camden National Bank announced that they are now accepting nominations for the 2019 Leaders & Luminaries Awards. This year, the bank will award a total of \$20,000 to four local nonprofits on behalf of board directors who demonstrate passion, innovation and resourcefulness in their board service, fostering organizational success and sustainable board governance. Since 2011, Camden National Bank has awarded \$130,000 to Maine nonprofits on behalf of 37 outstanding board leaders. An independent selection committee, including the Executive Director of MANP, two executives of Camden National Bank, and two additional Maine leaders who are active in the nonprofit community, will review all nominations, which are due August 30th, 2019.

Fort Western Living History Museum & National Historic Landmark was the grateful recipient of a generous donation from the Society of Colonial Wars, a social, genealogical and historical organization whose members are descendants of those who assisted the Crown in a Civil or Military capacity prior to the Revolutionary War. The Society's representatives, Jim Blanchard and Edwin Garrett of Bar Harbor, ME visited Fort Western on July 22, 2019 to present Director/ Curator, Linda Novak, with a check. The check was a grant from the Society's national headquarters in Baltimore, MD matching the donation of the local Maine chapter earlier this year.

Kennebec Behavioral Health is pleased to announce its 2019 college scholarship recipients. This year, the eight students will each receive a \$1000 scholarship upon successful completion of their first semester at their chosen college or university. The scholarships are made possible through KBH's College Scholarship program which developed in order to invest in our communities' future mental health professionals. The program

is the recipient of KBH's annual fall fundraiser comedy show, "A Night Out" which will be held this year on Saturday, November 2nd at the Calumet Club in Augusta.

The Kennebec Valley YMCA and the **Friends of Lithgow Library** are partnering again this year on a raffle fundraiser. The cost to enter is \$100 per ticket. Each ticket may be purchased by an individual or by a team of up to ten individuals. Those listed on the winning ticket will receive the grand prize of \$10,000. The money raised through the raffle will go toward the YMCA's Strong Kids Annual Campaign and Lithgow's Annual Campaign. Raffle entry forms can be completed online at www.kvymca.org/raffle or in-person at the KVYMCA or Lithgow Library. The grand prize will be drawn on October 22, 2019 from 5:30 – 8pm at the Lithgow Library in Augusta. The ticket drawing event attendance will be limited to one representative, plus guest, for each ticket sold.

The Kennebec Valley YMCA will honor Jim Nichols with The John Bridge award on October 5th at the KVYMCA's 12th Annual Auction. Join the KVYMCA at the annual event to recognize Jim and to bid on silent and live auction items. All money raised will go toward KV YMCA scholarships, including memberships, camperships, learning center education and swim lessons, in addition to many other scholarship opportunities that the KV YMCA provides to those in our community who could otherwise not afford it. Tickets are \$45 per person or a table of 8 for \$350. The Auction will be held on October 5th at 5pm in the KV YMCA Harold Alfond Gymnasium in Augusta.

MaineGeneral Health is one of three health systems in the U.S. to be named 2019 Patient Financing Top Performers by patient financing service provider ClearBalance® in conjunction

with the Healthcare Financial Management Association (HFMA). MaineGeneral began using the ClearBalance program in 2018 and is being recognized for Top Performer – Greatest Impact to Patients. In seven months, the ClearBalance program helped patients manage their medical costs for nearly 16,000 hospital visits. During that same time, an average 290 patients per month used the ClearBalance program to manage their costs for additional services at MaineGeneral Health, either for themselves, their spouse or dependents.

MaineGeneral Medical Center has launched a new service aimed at improving care in its Emergency Departments. MaineGeneral is in the process of bringing on medical scribes to document patient visits while medical staff care for patients. MaineGeneral plans to employ a total of 30 medical scribes from the local area to join the Emergency Departments in both Augusta and Waterville. Sixteen have been hired thus far and are already working with medical and nursing staff, who are happy with the early results.

Marketplace at Augusta National Night Out will be held on Tuesday, August 6th, from 5:00-7:00 PM. Augusta's National Night Out is part of a national celebration held throughout the United States to promote crime prevention and substance free community programming. The event will feature at no charge hamburgers from Elevation Burger, US Cellular sponsored Beverage Center, chips, desserts, touch-a-truck with 1st Rescuers, US Army rock wall, back-to-school supply drive for Augusta Schools, Augusta Boys & Girls Club display with prizes, Maine Bureau of Highway Safety seat belt checks, games, music, and giveaways.

New Dimensions Federal Credit Union would like to thank the participants, businesses, and community for their

CHAMBER MEMBER NEWS

continued support of the Cruisin' For A Cure Car Show. Additionally, they are excited to announce that this year's event raised \$11,741.55 for the cancer program. With an additional \$5,000 award from the Children's Miracle Network, the new total raised is \$16,741.55. Each year the proceeds from the car show benefit the Maine Children's Cancer Program (MCCP), an affiliate of The Barbara Bush Children's Hospital at Maine Medical Center, and is located in Scarborough, Maine. This year's event was the biggest event yet with a record-breaking 160 participants who entered their cars into one of the 24 car classes offered.

SERVPRO of Augusta/Waterville received the MILLIONAIRE'S Bronze award at SERVPRO's recent 50th Annual Convention. SERVPRO of Augusta/Waterville is proud to be part of SERVPRO's team of dedicated disaster remediation professionals, and to

know that they have both the tools and the knowledge to serve home and business owners in our community should the need arise.

Spectrum Generations hosts the 7th Annual Celebrity Chef Challenge on Monday, August 12th at the Cohen Community Center in Hallowell. A group of chefs will create a delectable dish based on the Meals on Wheels guidelines with attendees sampling each chef's creation and voting for their favorites. The evening will begin at 5:00 p.m. with cocktail hour, cash bar and passed hors d'oeuvres created by the chefs, and feature a silent/live auction. Tickets are \$75 per person or \$300 for a table of 4 or \$550 for a table of 8. Funds raised from the event will support Spectrum Generations' programs and services, like Meals on Wheels.

In honor of the **Theater at Monmouth's** 50th Season, Cumston

Area Quilters have created a beautiful, handmade quilt to be raffled off as part of TAM's 50th Anniversary Celebration. Raffle tickets are \$10 for one; \$25 for three. Raffle tickets can be purchased at the Theater at Monmouth Box Office before and during intermission for all performances of the 2019 Season. The winner will be drawn at the final performance of Sense and Sensibility on September 22. All proceeds will benefit Theater at Monmouth's Artistic, Education, and Community Engagement Programs.

Waterville Creates!, a non-profit supporting and promoting high-quality, accessible arts and cultural programs and institutions in Waterville, Maine, announces a gift in the amount of \$25,000 from **Golden Pond Wealth Management** in support of the community capital campaign for the Paul J. Schupf Art Center.



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Our Mission:

The KV Chamber exists to enhance life quality by strengthening our regional economy.

BUSINESS after HOURS

Join us at the Boys & Girls Club of Kennebec Valley!

The August Business After Hours will be hosted by **Boys & Girls Club of Kennebec Valley** located at **14 Pray Street in Gardiner** on **Wednesday, August 28th** from **5:00 to 7:00 pm**. KV Chamber members and guests are welcome to join us for networking with business professionals from the 23 communities we service!

Delicious hors d'oeuvres will be served and beer, wine, and refreshments will be available. Complimentary wine will be available courtesy of Cellardoor Winery.

Every Business After Hours is an incredible opportunity to win amazing door prizes and take part in the 50/50 raffle.



To RSVP contact the Kennebec Valley Chamber of Commerce by calling (207) 623-4559 or by emailing info@kennebecvalleychamber.com

Thank you to our Business After Hours Sponsor: **MaineGeneral Health**

