



Insider Newsletter

February 2019

Kennebec Valley Chamber of Commerce
KennebecValleyChamber.com

Upcoming Events February

- 02/05 KVCC Board of Directors
5:00 p.m.
- 02/06 **Cynergy: Behind the Scenes**
5:30 - 8:00 pm
@ Kennebec Valley Humane Society
- 02/08 **Ribbon Cutting, 7:00 am**
@ Huiskamer Coffee House
- 02/12 **Small Business Resource Team**
9:00 am - 12:00 pm
@ Purdue Global University
- 02/13 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ Senator Inn & Spa
- 02/19 **Cynergy Trivia Night**
5:30 - 8:00 pm
@ The Black + Tan
- 02/20 **Chamber Connection**
7:30 - 9:00 am
@ Senator Inn & Spa
- 02/21 **Ribbon Cutting, 4:00 pm**
@ The Meadows Golf Club
- 02/27 **Business After Hours**
5:00 - 7:00 p.m.
@ A-COPI Tennis & Sports Center

March

- 03/06 **Membership Refresher**
11:30 am - 1:00 pm
@ KV Chamber
- 03/06 **Cynergy: Behind the Scenes**
5:00 - 7:00 pm
Location TBD
- 03/12 KVCC Board of Directors
5:00 p.m.
- 03/13 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ Senator Inn & Spa
- 03/21 **Cynergy Spring Dodgeball League Starts**
- 03/25 **Business After Hours with the Maine State Chamber**
5:00 - 7:00 p.m.
@ Senator Inn & Spa

the kenney awards

Thank you to all who joined us at the SOLD OUT 2019 Kenney Awards! We had an amazing time celebrating the incredible achievements of the region's greatest organizations and exceptional individuals with over 900 people. These

finalists and winners represent hard work in both their personal and professional lives.

This event would not be possible without the support of our community, including our Headlining Sponsors, Central Maine Power, Central Maine Pyrotechnics, Headlight Audio Visual, and Skowhegan Savings!

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SBRT

SMALL BUSINESS RESOURCE TEAM

Legal Options When Forming A Business

When: February 12th, 9:00 am

Where: Purdue University Global, 14 Marketplace Drive, Augusta

Cost: FREE

In this free workshop, the presenter will cover the basics of entity formation: why to do it, the pros and cons of each entity type, effective agreements between and among the owners and managers of the various entities, costs associated with formation and maintenance, various exit strategies, and how to respect an entity separate from its owners.

Please bring questions and the energy to have a fruitful discussion about protecting your personal assets and through a limited liability entity.

To register, please call the Chamber at (207) 623-4559 or send an email to info@kennebecvalleychamber.com

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Maine

Women's Network

CONNECT. LEARN. EMPOWER.



**Leah Baldacci
Lipman & Katz**

**Business Disputes:
What's Discoverable?**

*February 13, 2019
11:30 am - 1:00 pm
The Senator Inn & Spa*

RSVP to Info@KennebecValleyChamber.com

Thank you to our sponsors!



MEMBER ANNIVERSARIES

WELCOME NEW MEMBERS!

Androscoggin Home Healthcare + Hospice

Kenneth Albert, (207) 777-7740
androscoggin.org

BNI - Capital Area Referral Source

Lisa Montagna, (207) 620-4015

Common Wealth Poultry CO LLC

Ryan Wilson, (207) 582-4900
www.commonwealthpoultry.com

Drive Maine

Steve Schorr, (207) 860-9019
www.experiencedrivemaine.com

Eyemart Express

Heather Perry, (207) 307-2780
www.eyemartexpress.com

First MRI

Pam McClung, (207) 945-4680
www.firstmribangor.com

Helene Farrar Art

Helene Farrar, (207) 485-5691
www.helenefarrar.com

Maine Dental Association

Alicia Beaulieu, (207) 622-7900
www.medental.org

Spectrum Reach

Stu Pruzansky, (207) 482-7610
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- Maine Instrument Flight
- Meadow Park Development Corp.
- Plummer Funeral Home
- Quality Inn & Suites
- Maine Evergreen Hotel
- Senator Inn & Spa
- Sprague & Curtis Real Estate
- The Copy Center

30+ YEARS

- Dead River Company
- G & E Roofing Co.
- J & S Oil Co., Inc.
- J.S. McCarthy Printers
- Lapointe Lumber Co.
- Maine Municipal Bond Bank
- Thayer Engineering

20+ YEARS

- Dube Travel Leaders
- Kennebec Valley Council of Governments
- Lamey Wellehan
- Macpage LLC
- Readfield Insurance Agency, LLC
- Richmond Insurance Agency
- Vickery-Downing Associates
- Windsor Fair

10+ YEARS

- Alternative Manufacturing Inc..
- C & C Realty Management, LLC
- Cornerstone Insurance Agency, Inc.
- Erickson Bonding & Insurance Associates
- Gosline Retirement Planning
- Kristie Rowell Insurance Agency
- Shop From Home Flooring

5+ YEARS

- Augusta Trails
- Gardiner Federal Credit Union
- Gary Crocker Maine Humorist
- Karen Johnson CPA, LLC
- The Harlow
- Wayne Ladner Maine Insurance

ALSO RENEWING

- All State Insurance
- Columbia Classic Cars
- Day's Jewelers
- Kennebec Valley Tourism Council
- LaRochelle Painting Company
- Maine Information Network
- Marie Spaulding Illuminent CBD
- Target Marketing Maine



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**Registration is now open!
Programs begin in March & April.**



See reverse side for program dates.

New in Spring 2019:

We are offering classes in Augusta at the Buker Community Center.

Augusta Programs:

- Leadership Symposium
- Grant Writing Boot Camp
- Effective Teamwork

Waterville Programs:

- Organizational Excellence
- Technical Writing
- High-Performance Sales
- Intro to Financial Statement Analysis for Non-Profit and Education Professionals

Register today at Thomas.edu/training

Augusta Programs:

Leadership Symposium (LA)

Wednesdays: March 6, 13, 20

April 3, 10, 17 (snow date May 1)

Meeting Time: 2:15-5:15 p.m.

Cost: \$225* (Value: \$450)

Room: Meeting Room #21

Instructor: Dr. Jeremy Pare

A six-week intensive program for managers, directors and executives. The program focuses on the aspects of leadership through influence without authority, high-performance teams, strategic planning, negotiation and conflict resolution skills.

Grant Writing Boot Camp (SC)

Thursdays: March 14, 21, 28 (Snow date April 4)

Meeting Time: 2:15 - 5:15 p.m.

Cost: \$112* (Value: \$225)

Room: Meeting Room #17 & #19

Instructor: Shonna Milliken Humphrey

This interactive, high energy course explores the steps necessary for successful proposal research, writing, and stewardship. During three concentrated sessions, participants will evaluate the readiness of a project, draft a proposal, and explore potential funding sources. Participants will leave class with a polished proposal draft, as well as a list of potential funding sources.

Effective Teamwork (SC)

Thursdays: April 11, 18, 25 (Snow date May 2)

Meeting Time: 2:15 - 5:15 p.m.

Cost: \$112* (Value \$225)

Room: Meeting Room #17 & #19

Instructor: Chris Toy, MAT

Become the quintessential team player! Learn individual and team building skills by completing interactive team challenges in this highly participatory and hands-on course. Learn how to contribute at a greater level to your work team, build better relationships and bring out the best in your teammates.

(LA) = Leadership Academy Program

(SC)= Skills Center Program

*Generous scholarship provided by:

The Harold Alford® Institute for Business Innovation

Waterville Programs:

Intro to Financial Statement Analysis for Non-Profit and Education Professionals (SC)

Tuesdays: March 5, 12, 19

Meeting Time: 2:15 - 5:15 p.m.

Cost: \$112* (Value: \$225)

Room: AD-126

Instructor: Dr. Ryan Wheaton

Are you passionate about the work that you do but don't come from a business background? This 3-week program will help you understand how to analyze financial statements and reports. This knowledge will help you report to your board, understand your financial position and better execute your mission.

Organizational Excellence (LA)

Mondays: March 4, 11 18, April 1. 8, 15

Meeting Time: 2:15 - 5:15 p.m.

Cost: \$225* (Value: \$450)

Room: AL-228

Instructor: Dr. Jeremy Pare

Organizational Behavior is one of the most important, yet overlooked aspects of business. This program will focus on creating a dynamic company culture and environment for learning and peak performance to help your organization succeed. Traditional businesses, nonprofit, and governmental enterprises can all benefit from this program. Topics covered include motivation, satisfaction, stress, trust, and learning through the lens of performance and commitment to enhance your teams and mission.

Technical Writing (SC)

Mondays: April 1, 8, 15

Meeting Time: 2:15-5:15 p.m.

Cost: \$112* (Value: \$225)

Room: AL-116

Instructor: Dr. Robert Bruce Kelsey

Learn how to present technical information to both technical and non-technical audiences, in both informational and instructional formats. The course surveys best practices in document design, documentation management, and internal review processes, with an emphasis on policies, procedures, and specifications.

High-Performance Sales (SC)

Thursdays: April 4, 11, 18

Meeting Time: 2:15-5:15 p.m.

Cost: \$112* (Value: \$225)

Room: AL-228

Instructor: Mike Duguay

Designed for sales professionals, administrators or managers. The program will focus on value-added sales activities and an empathy-based sales approach. Become skilled in listening to your customer, understanding their needs and making a winning sales pitch.



Register today at [Thomas.edu/training](https://thomas.edu/training)

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-Steve White

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the kenney awards

Congratulations to the 2019 Kenney Award Winners!

Peter G. Thompson Lifetime Achievement Award
John Fallona



Mark & Deanna Photography

Large Business of the Year Award
O'Connor Auto Park



Mark & Deanna Photography

Small Business of the Year Award
Clark Marine



Mark & Deanna Photography

Special Service Award
Peter Prescott



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President's Choice
Maine Isshinryu Karate Academies



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Community Service
Viles Arboretum



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Cynergy Young Professional
Craig Garofalo



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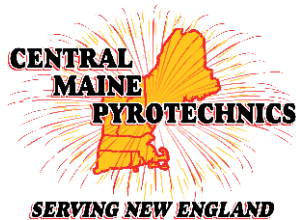


Mark & Deanna photography-2019



THANK YOU TO THE 2019 KENNEY AWARDS SPONSORS!

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CHAMBER MEMBER NEWS



Bar Harbor Bank & Trust is pleased to present donations from its employee-driven charitable giving program, *Casual for a Cause*. After pooling all contributions from employees and directors, collected during third quarter 2018, and tallying employee votes for non-profit beneficiaries, the following organizations each received a generous gift: Next Step Domestic Violence Project in Maine, Second Growth in New Hampshire and BROCC Community Action in Vermont.

The Kennebec Valley Art Association (KVAA) recently received two grants to sustain and develop an expanded art workshop program to educate and enrich the public while building organizational capacity, including \$4,000 from the Expansion Arts program of the Maine Community Foundation and \$2,000 from the Margaret E. Burnham Charitable Trust.



Marshall Communications was awarded the Maine Public Relations Council's top honor, Best in Show, for the third consecutive year at the council's 2018 Golden Arrow Awards ceremony on Dec. 12. The agency also took home two gold awards and an honorable mention for its work, while the agency's social media strategist was honored with the Rising Star award. Marshall Communications won gold for Orvis Look Books and for media relations work for Orvis's 50/50 On the Water campaign. The Orvis campaign was also awarded Best in Show and the agency's work on the Skowhegan Moose Festival garnered an honorable mention. In addition, Marshall's social media strategist, Megan

Crowder, won the council's Rising Star award recognizing a young professional who has exhibited achievement and outstanding work in public relations.

Snow Pond Center for the Arts is hosting an Ice Fishing Derby and Winter Carnival on Saturday, February 23rd. The Ice Fishing Derby will be taking place all day on all Belgrade Lakes. Tickets are \$5 (one ticket per fish) and can be purchased at www.snowpond.org or local bait and tackle shops. Weigh in is from 3 to 5pm at Snow Pond Center for the Arts. Break the state record Northern Pike and win a new 2019 snowmobile! The Snow Pond Winter Carnival is a free event that takes place from 1:00 to 4:00 pm. Activities include skating on the lake, guided snowshoeing on Snow Pond's community trails (snowshoes provided by Snow Pond or bring your own), sledding, games and crafts for the kids, and a bonfire and smores by the lake. Dinner will be served in the lodge 4:00-6:00 pm with fish and chips, pasta bar, salads, and sweets. Did you participate in the fishing derby? Chef will cook your catch! Dinner tickets are \$5 per person.

Woodlands Senior Living invites practiced healthcare professionals, as well as people who are ready to jumpstart their careers, to visit them and learn about employment opportunities available at the senior living community. Woodlands will be holding a job fair on Thursday, February 7th from 10 am to 6 pm at their location at 141 West River Road in Waterville. For more information, contact Brooke Chapman, HR Coordinator, by calling (207) 861-5685.

To submit Member News, send your press release to: info@KennebecValleyChamber.com

MEMBER SPOTLIGHT: Jennifer Day, Coldwell Banker Rizzo Mattson



Jennifer Day is the sales manager for Coldwell Banker Rizzo Mattson Realtors and a full service Broker licensed since 1996. With more than two decades of real estate experience and over 750 transactions in her portfolio, Jennifer has a wealth of knowledge to call upon while representing her clients and sound guidance to share when supporting the success of her office mates.

Jennifer is proud of her association with Rizzo Mattson Realtors, a well-regarded family owned company that has been meeting the real estate needs of their clients since 1981. With a friendly office staff and a connected team of full-time agents, they offer expertise in Residential, Commercial, Vacation and Investment real estate. As an affiliated agency of the Coldwell Banker Network, they are able to utilize national and international connections, assisting buyers and sellers regardless of where their move may take them. Being involved in the Kennebec Valley business community is important to the agency, and they are abundantly qualified to be the "go-to" source for sound local real estate advice.

On a personal level, Jenn Day is passionate about her family, the community and advancing quality of life for everyone. Jennifer is a current Councilor At-Large for the city of Augusta, Chair of the Childhood Hunger Working Group and past Ward 1 representative for the Augusta Board of Education. Jennifer lives by the philosophy to always make effort of leaving things better by having been a participant.

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location.

Units ranging from
1,000 - 10,000 sq. ft.

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parking



For more information please call
Bill Mitchell at 207-873-5101

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270 KENNEDY MEMORIAL DRIVE, WATERVILLE



One of Waterville's busiest streets.

Great mix of tenants in KMD Plaza to attract customers to your business

220 MAIN STREET DOWNTOWN WATERVILLE



Great downtown location for
office, retail or restaurant
Plenty of off-street parking.

222 MAIN STREET DOWNTOWN WATERVILLE



3 Family home currently
under renovations.
Apartments available fall 2018

FOR MORE INFORMATION PLEASE CALL (207) 873-5101

PANHANDLING IN OUR COMMUNITY

A Message from Augusta Police Department Chief, Jared Mills



The Augusta Police Department has always viewed “panhandling” as an activity protected under the first amendment and an action similar to any person who attempts to solicit money. Whether it be a co-worker asking for a few dollars for lunch or an individual who knocks on your door asking for a donation to their cause, these actions are protected under the Constitution of the United States and would never necessitate enforcement action by the police.

These types of solicitations cross the line of acceptability and legality when a person knowingly or intentionally blocks the path of the individual being solicited refusing their ability to continue walking; blocks the entrance to a building or motor vehicle; uses profane or abusive language during a solicitation or after being declined; makes a statement, gesture or other communication that would cause an individual to fear for their safety or feel compelled to donate; follows or accompanies the solicited individual without that individual's consent after the solicited individual has declined to donate money. The decision to give to someone who solicits money is purely an individual decision.

If you choose not to donate the best response is to politely say "no" and walk away. If the solicitor engages in any of the aforementioned conduct I recommend the local authorities be contacted immediately. The same action can be initiated by a property or business owner who witnesses or receives any reports of this nature by their customers. I always encourage a call to the authorities so the matter can be addressed accordingly.

Some alternatives are to donate your money to legitimate organizations dedicated to helping homeless and low-income families in our community. Volunteer your time to organizations and service agencies who address these issues. By visiting local social service agencies we can gain knowledgeable about panhandling and homelessness while learning about other ways you can help.

Supporting Community We Make It Easy

“Banking with us makes a deposit back into the community.”

Andrew Silsby, President & Chief Executive Officer

Open our Premier Checking (business or personal) today and you'll support our local community. We target 10% of our income each year to go back to the communities we serve. Doing business with us really does make a deposit back into our community.



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(207) 865-1550

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Winthrop
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www.KennebecSavings.Bank



Business to Business

showcase

Thursday, March 28, 2019
Colby College Field House
4000 Mayflower Hill, Waterville
12:00 to 6:00 PM



www.MIDMAINEB2B.COM

Contact person (*please*

print): _____

Company Name: _____

Phone: _____

E-mail: _____

Booth #: 1st Choice _____ 2nd Choice _____ 3rd Choice _____

Please circle one: Booth \$225.00 Booth & Tablecloth \$260.00

I DO NOT NEED A TABLE

If using a table, tablecloths are required. Companies requesting tablecloths the day of the event will be charged \$50

Are you hiring? YES NO

Signature of Authorized Individual _____

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Are You Ready To Party???



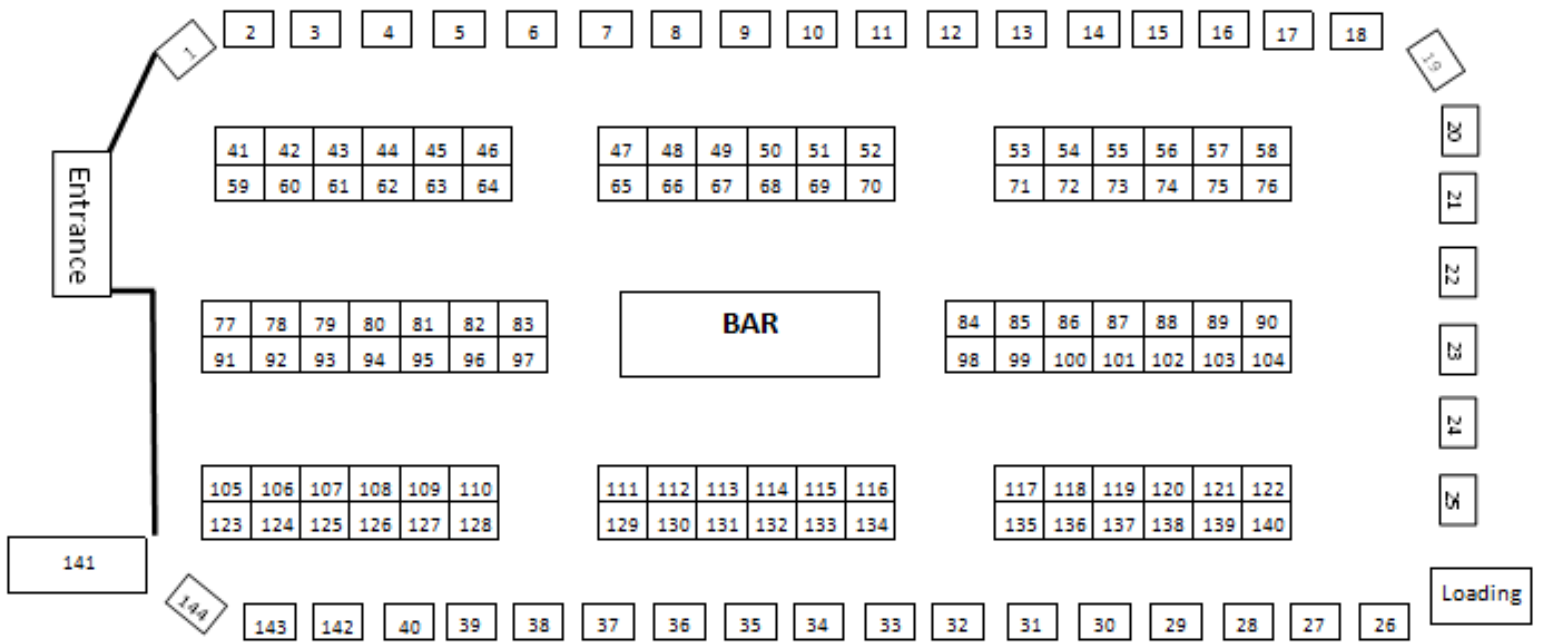
\$1,000 Cash sponsor

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Northern Light Inland Hospital



- | | | | |
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Underlined Businesses Denote Hiring

KVCC Board of Directors

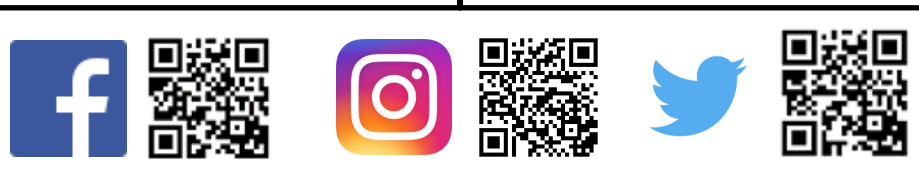
Nathan Cotnoir, Chair*
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Leon Emery, Vice Chair*
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Katie Doherty, President & CEO*^

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Earl Kingsbury
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Stacey Morrison
Ganneston Construction Corp.
Richard Parkhurst
Stained Glass Express
Lynn Quirion
Macomber, Farr & Whitten
Andrew Silsby
Kennebec Savings Bank
Eric Stinneford
Central Maine Power Company
Rebecca Wyke
University of Maine at Augusta

Insider Newsletter
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Lindsay L. Corbett, Office Manager
Chris A. Voynik, Events & Membership Director
Caroline A. Saban, Marketing Director



Our Mission:

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

BUSINESS after HOURS

Join us at A-COPI Tennis & Sports Center!

February's Business After Hours will be held at **A-COPI Tennis & Sports Center** in **Augusta**, on **Wednesday, February 27th** from **5:00-7:00 p.m.** 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 by Maple Hill Farm Inn and a cash bar will be available. A complimentary drink ticket will be given to all attendees.

Attendees are encouraged to bring a pair of sneakers to try out the game of Pickleball! First time attendees to the A-COPI Tennis & Sports Center will be given a complimentary 30 minutes of free court time.

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

To RSVP call 623-4559 or
Email info@kennebecvalleychamber.com



23 Leighton Road, Augusta