



September 2016

Upcoming Events

September

- 9/7 KLI Alumni Committee, 11:00 a.m.
- 9/7 KLI Committee, 12:00 p.m.
- 9/13 KVCC Board Meeting
- 9/14 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ The Senator
- 9/21 **Business Insider Breakfast**
7:30 - 9:00 a.m. @ The Senator
- 9/22 **Cynergy Speed Networking Event**
5:00—7:30 p.m.
@ Bangor Savings Bank
- 9/28 **Business After Hours**
5:00 - 7:00 p.m. @ AFC

October

- 10/5 **Business Insider Breakfast**
7:30 - 9:00 a.m. @ The Senator
 - 10/5 KLI Committee, 12:00 p.m.
 - 10/12 **Business Expo**
4:00—7:00 p.m.
@ Augusta Civic Center,
 - 10/13 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ The Senator
 - 10/19 **Business After Hours & Chamber Annual Meeting**
5:00 - 7:00 p.m. @ Darling's
 - 10/27 **Cynergy CEO Panel**
5:00 - 7:00 p.m. Location TBD
- *bolded items are open to the public

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Business Insider

Kennebec Valley Chamber of Commerce
KennebecValleyChamber.com

Now we're just showing off!

By Ross H. Cunningham

Over the last few months, we have had the fantastic pleasure of highlighting the growth of new and established businesses throughout our region. Here are a few of the ribbon cuttings and ground breakings that we have celebrated. It's a great time to do business in the Kennebec Valley!



Connected Credit Union



United Fitness



Darling's



Rocky's Stove Shoppe



The Lithgow Library



Women's
Network
September
14th



"Volunteering is Really a Team Sport"
presented by **Sue Grenier**

Ask Sue Grenier and she will tell you that some of the most fulfilling hours of her life have been spent volunteering with others. As a ten year employee of G & E Roofing, Sue has taken many opportunities to get involved and help in the Kennebec Valley region with company support. Calling Augusta home for the last 20 years, Sue has gained knowledge, support and ideas from others while volunteering and has been recognized by several organizations. Sue looks forward to sharing some of the things she's learned from volunteering and how to get involved in community service.

RSVP to Info@kennebecvalleychamber.com

Business Insider sponsors:



Business
Insider
September
21st



Focus Maine
presented by
Andrea Cianchette Maker

Launched in the fall of 2014, Focus Maine is a private-sector-led group of Maine leaders focused on accelerating business development in Maine through the identification and growth of just a few select, key industries that have a high potential to create jobs and wealth in the state.

As the leader of Pierce Atwood's Government Relations practice, Andrea provides governmental relations services in Maine and in Washington, DC with Maine's Congressional delegation. Her advocacy focus includes issues in economic development, workforce development, and real estate.

RSVP to Info@kennebecvalleychamber.com

Women's Network sponsors:



**WELCOME
NEW MEMBERS!**

Please welcome & give your personal support to our newest members:

Seacoast Security
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www.seacoastsecurity.com

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Paul Lessard, 576-7002

Maine Summer Camps
Association & Organization
Ron Hall, 518-9557
www.maine camps.org

Mark & Deanna Photography
Photography
Mark & Deanna Walker, 242-7309

Maine Tourism Association
Association & Organization
Chris Fogg, 623-0363
www.maine tourism.com

Maine's Homeless Veterans Benefit Concert
Association & Organization
Debbie Myers, 712-2392
www.mhvb.org

Vinyl Medics
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David Mejia, 592-9181
www.vinylmedics.com

MEMBER ANNIVERSARIES

35+ YEARS

City of Augusta

30+ YEARS

Bernstein Shur, Counselors at Law
Century 21 Venture Ltd.
Downeast Energy
Greater Augusta Utilities District
Everett J. Prescott, Inc.
United Way of Kennebec Valley

20+ YEARS

Gagnon Home Improvements
Kenway Corporation
Maine Motor Transport Association
Maine State Museum

15+ YEARS

Connected Credit Union
Dube Travel Leaders
Kennebec Behavioral Health
Lawson Property Services, Inc.
Marancook Schools
Chris Vallee Real Estate

10+ YEARS

Augusta Armory Rental Program
Grondin's Certified Cleaners
Maine Staffing Group
Sam's Italian Foods

5+ YEARS

Androscoggin Bank
Kaplan Electric
Rotary Club of Augusta
ServiceMaster Fire and Water Restoration
Tallwood Design

ALSO RENEWING

Anytime Fitness
Atlee Gleaton Eye Care
Fieldstone Quick Stop, LLC
Free ME From Lung Cancer
Fuller Ink
Maine Forest Products Council
Maine Technology Group
National Safety Council of NNE
PGT Public Affairs



Kennebec Leadership Institute Openings

The KV Chamber and the University of Maine at Augusta are preparing for the Kennebec Leadership Institute's (KLI) 31st class. KLI is an intensive, three-month (80 hour) training program that requires 100% commitment from its participants. The class concept is to assure a continuing flow of leaders in the Kennebec Valley area. If you are interested in becoming a better leader, investing yourself in your community, and creating lifelong connections **call us at 623-4559 for an application or visit KennebecValleyChamber.com.**

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CEO Corner

Fall is my favorite time of year. It is a time of renewed energy towards work and a time when we in New England prepare for the long winter months. If you had half the summer I had, you are likely ready to relax after all that vacationing!

Nevertheless, we need to prepare for the coming months. For some that will mean a slow down in retail sales and for others it will mean preparing for winter weather hardships.

Whatever it means to you, take the time to make adjustments and let us know if we can help!



**Ross Cunningham,
President & CEO**

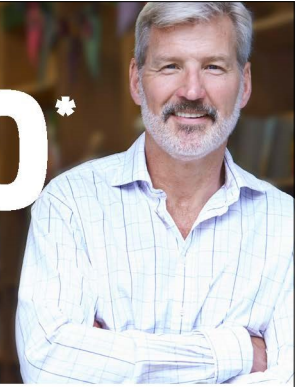
NEWSLETTER INSERT POLICY CHANGE:

The Chamber offers an insert in their newsletter for \$250. This cost covers inserting each 8.5 x 11 sheet of paper (provided by advertiser) into 1,450 newsletters. All insert placements are on a first-come first-served basis and are limited to a total of 5 each month. Inserts in excess of 5 are considered on an individual basis and will be subject to an additional \$100 surcharge. Inserts are due at the Chamber office before the 15th of the month prior (i.e. July inserts are due June 15th). You must confirm your spot in the newsletter before dropping any inserts off.

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Kennebec Valley Chamber of Commerce

Cynergy is back!

Join this motivated group of young professionals as they kick off their new season of programming with a Speed Networking event at Bangor Savings Bank on Thursday, September 22nd from 5-7:30 p.m. The event is open to all Chamber members and will serve as a way for you to meet professionals from every industry in the Kennebec Valley region.

And there's more—on Thursday, October 27th the popular CEO Panel is back. This moderator-led event features 4 CEOs from the Greater Augusta Area and beyond that come together to share their experiences through the trenches and ultimately to success. The panel is then opened up to the audience to ask questions of the group.

In December, you can join Cynergy for their 1st Annual "A Night at the Theater at Monmouth"—a holiday celebration filled with networking, refreshments, and a showing of the theater's featured holiday play.

Events in 2017 include everything from trivia nights, educational topics on new manager skills, public speaking, and so much more. Join us on September 22nd to learn more about everything Cynergy has to offer to you and your employees!

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Wednesday, October 12, 2016

4:00pm to 7:00pm

Augusta Civic Center

Standard Booth Price \$500

Member Rate \$345 • Premium Booth (members only) \$425

New this year! Online registration available:
KennebecValleyChamber.com/business-expo

Visit website for the most up to date registrations
 and booth assignments.

Thank you to our amazing MAJOR sponsors!



THANK YOU!!!

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Current Exhibitor List

As of 8/19/16

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Augusta Airport/Cape Air

Augusta Civic Center

AFC - Augusta Fuel Company

Augusta Homewood Suites by Hilton

Aunt Gin's Resturant

Bangor Savings Bank

Better Business Bureau

Boys & Girls Club of Greater Gardiner

Burgess Technology Services

Camden National Bank

Capital Area Federal Credit Union

Capital Area Staffing Solutions, Inc.

Capitol Computers

Central Maine Power Co.

Children's Center Early Intervention & Family Support

Combined Benefits United

Concord Coach Lines

Cross Insurance

Delta Ambulance

Disability Rights Maine/Maine Relay

Downtown Yoga & Healing Arts

Emery's Meat + Produce

Evergreen Dental Associates

Finance Authority of Maine

Gibson LeClair, LLC

Gosline Retirement Planning

Johnson Hall Performing Arts Center

Kaplan University

Kennebec Behavioral Health

Kennebec Networkers

Kennebec Savings Bank

Kennebec Valley Board of REALTORS

Kennebec Valley Chamber of Commerce

Kennebec Valley Community College

Kennebec Valley YMCA

Kents Hill School

KV Federal Credit Union

Lapointe Lumber Co. Inc.

Liberty Mutual Insurance

Macomber, Farr + Whitten

Maine Staffing Group

Maine State Credit Union

Maine Technology Group

MaineGeneral Health

Mattson's Flooring Center

Minuteman Signs Inc.

Modern Pest Services

Mountain Wireless

New Dimensions Federal Credit Union

Oakes & Parkhurst Glass

Pathways

Pinkham Insurance Agency

Premier Marketing Group, Inc.

RFB Advertising

SCORE

Seacoast Security

Servpro of Augusta/Waterville

Skowhegan Savings Bank

Smart EyeCare Center

Snow Pond Center for the Arts

Sugarloaf

Summit Natural Gas

The Breathable Home

The Foster Agency

The Sherwin-Williams Co

Thomas College

Time Warner Cable Business Class

Townsquare Media

Transco Business Technologies

Tri-State Staffing, Inc.

United Fitness and Martial Arts

United Way of Kennebec Valley

University of Maine at Augusta

Vinyl Medics

Wellness Connection of Maine

Workplace Health/MaineGeneral Medical Center

VOLUNTEER SPOTLIGHT—BY CYNTHIA ROSS



Recently, on my morning commute, I got a call from the office to detour over to Togus VA Hospital. We had received a note from Rodney Wohlford, the Augusta Lowe's store manager, to come take a few photos of a project they were finishing up there.

I arrived on the third and final morning of their work on the Memorial Garden project just outside the hospice floor. Surrounded by Lowe's Heroes – volunteers from both the Brunswick and Augusta locations – I soaked in the impressive undertakings of their crew. Already they had painted the Gazebo, installed a beautiful arbor over the walkway, converted a large green area to a lush garden, and installed over 1,500 pavers along the path.

This memorial garden came together as a serendipitous result of the connections of families and friends of Veterans in the hospice care. Togus Community Living Center staff Courtney Oliver, CTRS

and Lisa Munzing, LCSW had been working with the Kennebec Valley Garden Club each spring to slowly spruce up the garden space. During the tree lighting last December, a visitor from the Boothbay American Legion connected Togus staff with Lowe's for more lights. The Brunswick and Augusta Lowe's, in conjunction with the American Legion Post 36 in Boothbay, the Kennebec Valley Garden Club and VA staff, then adopted the Community Living Center as a part of their Lowe's Heroes program. Over the course of 3 days, the CLC garden area was transformed into a serene, tranquil space to be enjoyed by the Veterans, their families and VA staff and volunteers.

With the Memorial Garden now complete, the pavers will be utilized as memorial pieces in the coming years. This project is a tremendous example of the generosity in our community. Way to go Lowe's, Togus, and volunteers!




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Meet the Board:

Andrew Silsby

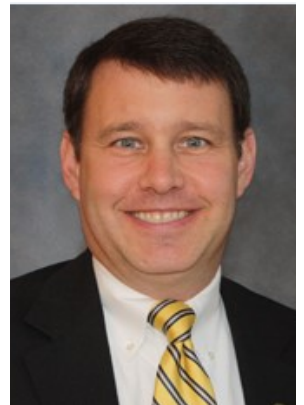
Andrew Silsby is an Augusta native well-known for his civic involvement, community leadership and commitment to the Kennebec Valley.

Following graduation from the University of Maine at Orono, Andrew worked for a time at Fleet Bank and several of its predecessors before joining Kennebec Savings Bank in 1993. He graduated the National School of Banking in 1997 and recently celebrated his 30th year in banking.

Andrew began his KSB career as a Loan Officer and successively rose through its ranks. In the process, he held many positions, from lending to finance to operations. Andrew became Kennebec Savings Bank's President in 2014 and CEO in 2015.

Of the many local organizations that have benefited from Andrew's generosity and resources, there are several where he has been significantly involved. He currently serves as a member of the Kennebec Valley Chamber's Board of Directors. He also serves on the Board of Visitors at University of Maine at Augusta, and on the Augusta Board of Trade.

Andrew has been both Board Chair and Treasurer of the Lithgow Library Board of Trustees and has been involved with the fundraising effort behind the library's recent expansion and renovation project. He is the incoming Vice-Chair of the Maine Bankers Association and recently agreed to serve on the Travis Mills Foundation Board. It is a source of pride that the neighborhood where he grew up as a child is just a mile away from where he now works each day. When not in the office working, Andrew enjoys time outdoors hiking, camping or fishing - especially if those activities include his wife or any of his four children. He and his family live in Manchester.



Come see what's new!

		
Community Participation	Going Green(er)	New Products



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Johnson Hall Upcoming Events

Ellis Paul — 9/16 @7:30pm
Capital City Improv — 9/24 @7:30pm
Cheryl Wheeler — 10/7 @7:30pm

Maine Savings Federal Credit Union

continued its tradition of support for local students by awarding \$4,500 in scholarships to nine college-bound Maine seniors of the class of 2016. The students, all from high schools across central and eastern Maine, each plan to pursue higher education in a diverse range of studies, including Horse Management, Engineering, Nursing, Physical Therapy, Education, among others.

The Sexual Assault Crisis and Support Center will be hosting its 17th Annual Celebrity Dinner on September 17, 2016 from 5:30 to 10pm at the Augusta Civic Center. This year's theme is "The OSCARS" A Night of Glamour and Gratitude! This is the agency's major fundraiser of the year and is a fun way to help support those affected by sexual violence. Festivities will include a Live & Silent Auction, Live Band, and Fun Celebrity Shenanigans! Tickets are available by calling 207-377-1010 or visiting <http://www.silentnomore.org>

Crisis & Counseling Centers (C&C) will celebrate recovery from mental health and substance abuse issues at the agency's family-friendly Third Annual On Track to Recovery 5K Walk/Run, held Saturday, Sept. 17 at the Kennebec River Rail Trail in Augusta. All proceeds will help clients without a funding source who are in recovery from mental health and substance abuse issues access outpatient counseling services.

This professionally timed event is open to the public and includes a Kids' Fun Run obstacle course, free event T-shirts, prizes, raffle items, a post-event recovery celebration, and a Kid Zone featuring an ice-cream sundae bar, face painting, photo booths and games. More than 225 people participated in last year's event. Registration is \$25 for adults and \$7 for youth, but all participants are encouraged to fundraise in lieu of the registration fee. To register, visit crisisandcounseling.org/get-involved/5k.

Congrats to the Chamber Team (**KVCC and Mid Maine**) for winning the C3 Steps Challenge. We had 22 people participate in

the Challenge; 12 for the Chambers and 10 for **KV Credit Union**. Collectively we accumulated 8,517,823 steps. That is an average of 387,174 steps per person over 6 weeks or an average of 9,218 steps a day for the 42 days. Based on the # of steps we took, we travelled 4,033 miles. Pretty much we walked back and forth from Waterville, ME to Key West, FL! I avoided highways where possible when trying to figure this out! The Chamber won by 219,525 steps; a difference of only 522 steps a day per person or 208 feet!

Sexual Assault Crisis and Support Center is holding its 1st Annual Cash Raffle with a Grand Prize (1 Winning Ticket) of \$10,000 Cash! Tickets are \$100 each and may be purchased by an individual or by a team of up to ten individuals. Only 300 tickets will be sold and all proceeds will benefit SAC&SC. For more information visit: <http://www.silentnomore.org/assets/cash-raffle-form.pdf>

Homewood Suites is proud to announce the opening of its new hotel, at 377 Western Ave, which offers a combination of studio, one and two bedroom accommodations, featuring fully-equipped kitchens, and separate living and sleeping areas. Guests are also provided all the essentials they need for a comfortable and convenient stay – complimentary daily full

-hot breakfast, evening social Monday-Thursday, Wi-Fi and a fitness room and indoor pool. Two meeting rooms that can accommodate up to 60 guests for small meetings or social gatherings are available.

Golden Pond Wealth Management announces the retirement of Beryl Lord, Office Manager. Beryl has provided 18 years of devoted service, her attention to detail, while keeping the broader picture in mind, has been invaluable. Beryl's willingness to put in extra time and effort has demonstrated a commitment to excellence that has been instrumental in the growth and success of Golden Pond over the last two decades. We owe her a debt of gratitude for all the times she has helped keep us all on track, on time and online! In addition to her incredible competence and skill, she has been an amazing colleague and friend to all of us. Please join us in wishing Beryl well as she starts a new chapter in her life. We know she is eager to catch up on the traveling and reading she loves so much.



A LITTLE BIGGER & A LOT BETTER



We've grown quite a bit over the last few months. We've officially welcomed all the J&S Home Heating employees to the AFC family as well as 2 new KVCC graduates, a Master Electrician and experienced HVAC technician, plus two summer interns!

These new employees are as eager as ever to do their part in providing you with the best customer service around. As always, we want you to...

Feel comfortable With Us.

From Left to Right: Valerie Fredericks, Daryl Sawtelle, Laurie Hopkins & Spencer Cayer



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Katie L. Doherty, Program Director

Deborah R. Camporale, Information Coordinator

Our Mission:

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



Fall into fall with AFC!

Augusta Fuel Company will host the **September Business After Hours** on **Wednesday, September 28th** from **5:00 – 7:00 p.m.** at AFC in Augusta. KV Chamber members and guests are welcome to join us for networking and great food!

This unique After Hours celebrates the recent joining of two great local brands (AFC & J&S Home Heating) and will be held at the Mill Park Pavilion (weather permitting). Tours of the AFC facility will be provided as well.

Every Business After Hours is an incredible opportunity to win amazing door prizes and take part in the 50/50 raffle. Delicious hors d'oeuvres will be available and guests are welcome to partake in the cash bar.

Be sure to bring a large stack of *business cards* to share with your new business contacts.

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

Look forward to the next Business After Hours at Darling's, on October 19, 2016.

