



Insider Newsletter

December 2018

Kennebec Valley Chamber of Commerce
KennebecValleyChamber.com

Upcoming Events December

- 12/04 **SBRT Workshop: How to Attract and Retain Great Employees**
8:00 - 9:30 am
@ Purdue University Global
- 12/11 KVCC Board of Directors
5:30 pm
- 12/12 **Women's Network Luncheon**
11:30 am - 1:00 pm
@ Senator Inn & Spa
- 12/12 **Ribbon Cutting**
4:00 pm
@ NAMI Maine
- 12/12 **Business After Hours**
5:00 - 7:00 pm
@ Longfellow's Greenhouses with Kennebec Land Trust
- 12/19 **Chamber Connection**
7:30 - 9:00 am
@ Senator Inn & Spa

January

- 01/02 **Ribbon Cutting**
10:00 am
@ Mix Maine Media
- 01/08 KVCC Board of Directors
5:00 p.m.
- 01/09 **Women's Network Luncheon**
11:30 a.m. - 1:00 p.m.
@ Senator Inn & Spa
- 01/23 **Business After Hours**
5:00 - 7:00 p.m.
@ Johnson Hall
- 01/25 **The Kenney Awards**
4:30 - 10:00 p.m.
Augusta Civic Center

*Bolded items are open to the public

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Year-End Checklist

The start of a new year signals new beginnings and a fresh start. Before the new year, make a list and check it twice to ensure your business starts the new year on the right foot. Below are 5 tasks to check off your end-of-year checklist.

Get your books in order: Close out the year by getting your recordkeeping and financial documents ready for an audit and fixing any problems you may find. Although you may not get audited, this task will help you pay detailed attention to the financial processes you utilize and how you can improve this process as well as ensure you comply with all payroll regulations. This is also a great time to evaluate your business' position by examining your balance sheet, income statement, and cash flow statement.

Evaluate your year-end taxes: Take a look at your tax situation and see where you stand with estimated tax payments for the year. After you have prepared your books, you may realize you have a larger profit than expected and are able to spend on additional expenses and purchases for your business before the year ends.

Hiring and training employees: Start the new year off right with an improved process and strategy for hiring, onboarding, training, and retaining employees. If you are in need of new employees, the end of the year is a great opportunity to add new members to your team as people are often looking for a better career at this time. It is also a great time to update Standard Operating Procedures and policies.

Compare yourself to competitors: Look at what you do and how you do it. Evaluate your competitors and identify the ways in which you can maximize the differences between you, make them more apparent to customers and clients, and utilize the differences to increase sales.

Review your goals and set new ones: Did you successfully meet the goals you made for the year? If not, evaluate the reasons why and what adjustments would need to be made to meet and exceed those goals. Once you've evaluated the past year's goals, set new goals for the coming year. Setting goals can help you stay motivated as your business grows and keep you on track.

Women's Network

CONNECT. LEARN. EMPOWER.



Anita Nored

Kennebec Savings Bank

Networking and what
"I've learned along the way"

December 12, 2018
11:30 a.m. - 1:00 p.m.
The Senator Inn & Spa

RSVP to Info@KennebecValleyChamber.com

Thank you to our sponsors!



CHAMBER CONNECTION

SERIES 2018



Julie Richard

Maine Arts Commission

Creative Economy in
the Kennebec Valley

December 19, 2018
7:30 - 9:00 a.m.

Governor Hill Mansion

RSVP to Info@KennebecValleyChamber.com

Thank you to our sponsor!



MEMBER ANNIVERSARIES

40+ YEARS

Augusta Fuel Company

30+ YEARS

- Bernstein Shur, Counselors at Law
- Delta Ambulance
- Peachey Builders

20+ YEARS

- Camden National Bank Ice Vault
- Reay Excavation & Trucking
- Retail Association of Maine
- Southiere Chiropractic Associates

10+ YEARS

- Beneficial Technologies
- Dairy Queen
- Dance Unlimited, LLC
- Friends of Lithgow Library, Inc.
- Milestone Communications
- Motivational Services Inc.
- Quirion Construction
- Sexual Assault Crisis & Support Center
- T-Mobile
- Value Housing

5+ YEARS

- Bar Harbor Bank & Trust
- Business Communications of Maine
- Maine Natural Gas Corporation
- Point Lookout Resort & Conference Center

ALSO RENEWING

- Day's Store
- Budget Blinds
- Bug Busterzzz Pest Control
- N.C. Hunt Lumber
- Paychex
- Pine Tree Fence & Stove Shoppe
- Sarah J. Dunckel & Associates
- Sobo-Tech Fitness Inc.
- Todd Mosher Executive & Life Coach
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Maine Bureau of Veterans' Services

Melissa Weston, (207) 430-6035

www.maine.gov/veterans

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Bill Mitchell at **207-873-5101**

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One of Waterville's busiest streets.
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to attract customers to your business

**222 MAIN STREET
DOWNTOWN WATERVILLE**



3 Family home currently
under renovations.
Apartments available fall 2018

FOR MORE INFORMATION PLEASE CALL (207) 873-5101

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Andrew Silsby, President & Chief Executive Officer

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Happy Holidays!

THE CHAMBER STAFF SENDS WARMEST WISHES TO YOU
AND YOUR LOVED ONES FOR A WONDERFUL HOLIDAY
SEASON AND A HAPPY, PROSPEROUS NEW YEAR!



the kenney awards

Friday, January 25, 2019

4:30 - 10:00 pm

Augusta Civic Center

Tickets & Table Reservations now on sale!

Peter G. Thompson Lifetime Achievement Award

This award is named for community leader Peter G. Thompson. Like Peter, nominees in this category have been active leaders in the Kennebec Valley region for many years. These business/professional leaders have made a lasting impression on the business climate in our area. Congratulations to this year's recipient, **John Fallona!**

Large Business of the Year Award

The Large Business of the Year recipient is a KV Chamber members that has been in business for at least 4 years and has 10 or more employees. Throughout its history in the Kennebec Valley, it has demonstrated revenue growth and job creation. This business is recognized for excellence in its industry through its innovation, unparalleled customer service, staff development, and marketing practices. Its impact on the Kennebec Valley is measured through its community involvement and economic impact. Congratulations to this year's winner, **O'Connor Auto Park!**

Small Business of the Year Award

The Small Business of the Year recipient is a KV Chamber members that has been in business for at least 4 years and employs 9 or less people. Throughout its history in the Kennebec Valley, it has demonstrated revenue growth and job creation. This business is recognized for excellence in its industry through its innovation, unparalleled customer service, staff development, and marketing practices. Its impact on the Kennebec Valley is measured through its community involvement and economic impact. Congratulations to this year's winner, **Clark Marine!**

Special Service Award

The Special Service Award is awarded to an individual or organization who has shown exemplary leadership in the previous two-year period and is recognized for long-term commitment to the community. This award is not given each year but rather when an individual or organization goes above and beyond for the community and is deserving of special recognition. For his efforts to bring the Great Race and his continuous leadership in and commitment to the Kennebec Valley, **Peter Prescott** is awarded the Special Service Award.

President's Choice Award

Nominees in this category are KV Chamber members that have been in business for at least two years. Their impact on the Kennebec Valley is evident through their revenue growth and job creation. They are leaders in their industry and maintain an exemplary business image in our community. Congratulations to this year's nominees, **Gardiner Federal Credit Union, Merrill's Detector Dogs Services, and Maine Isshinryu Karate Academies!**

Community Service Award

Nominees in this category are active in bettering the Kennebec Valley. They are recognized by their peers for their integrity and performance. Throughout their history, their track record of community leadership is evident. Congratulations to this year's nominees, **First Amendment Museum, The Harlow, and Viles Arboretum!**

Cynergy Young Professional Award

Nominees in this category are Kennebec Valley professionals between the ages of 21 and 40. For at least the past two years, they have shown exemplary leadership throughout our region. These individuals are recognized for their long term commitment to the betterment of the Kennebec Valley. Congratulations to this year's nominees, **Craig Garofallo, Dr. Jessilin Quint, and Courtney Yeager!**

EMCEED BY MICHAEL MICLON



Michael Miclon is the Executive/Artistic Director of Johnson Hall in Gardiner where he produces over fifty performances annually as well as waterfront concerts and Johnson Hall's artist in the schools program. Michael is also

leading the charge on the renovation of the second and third floors of the historic Johnson Hall Opera House, due to reopen in 2020.

As an entertainer, Michael has built an international reputation that has brought him to some of the finest theaters and special events across the United States and Europe, with such highlights as the Kennedy Center and the White House in Washington D.C., The Keller Theater in Germany, The Victoria Jungfrau Hotel in Switzerland and the Festa Americana in Italy.

LIVE MUSIC PERFORMANCE BY THE SCHOOL STREET BAND

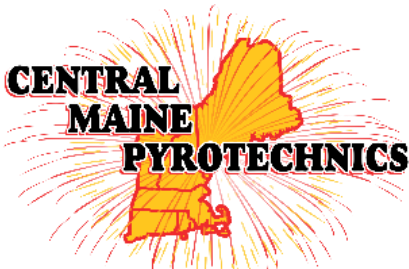


The School Street Band is an Augusta based group that has played throughout the state of Maine for nearly 30 years. Blending a mixture of classic rock, pop rock, rhythm and blues, as well as country, the band has been able to provide diverse audiences with entertaining music for their dancing and listening pleasure.

The group consist of four primary members: Bruce Cameron, vocals, acoustic guitar; Derek Gannett, vocals, drums, acoustic guitar, and harmonica; Tim Leighton, lead guitar, vocals; Greg Lindholm, bass guitar; and other various guests, including Laura Hudson, Marcia Gallagher (one of the original members of School Street), Lefty, the "sax man", David Thibodeau, and Jeff Farnsworth.

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Visit our website to view Sponsorship Opportunities for the 2019 Kenney Awards!

CHAMBER MEMBER NEWS



Bar Harbor Bank & Trust announced Beth Woods has joined as Vice President, Compliance Manager. Working from the Bank's Topsham branch, Beth helps coordinate the Bank's overall compliance management system. She oversees the work of team members, monitors and responds to new and changing regulations, and ensures policies and procedures are up to date so banking operations run smoothly.

Camden National Bank was presented the Lender at Work for Maine Award at the Finance Authority of Maine annual *Showcase Maine* event in Portland. The award category was reserved for lenders with over \$1.5 billion in assets. This is Camden National Bank's ninth time as a FAME awardee, recognizing the Bank's outstanding commitment to supporting Maine businesses and jobs. Over the past year, Camden National Bank partnered with FAME on 57 loans totaling over approximately \$18 million. This, in turn, helped to create 79 Maine jobs and retain an additional 566 jobs.



Camden National Bank recently announced the Grand Prize winner of its eight-week fall sweepstakes, Spend & Win. Regan Cahalan won \$5,000 for using her debit card for everyday purchases throughout the promotional period, and she celebrated her win this month with the Camden Main Office banking center. Over the course of the two-month sweepstakes, Camden National Bank awarded 40 customers with \$100 each, totaling \$9,000 in prizes. The other winning customers ranged from 18 to 73 years old and were living across Maine and as far away as Arkansas.

The Kennebec Historical Society is hosting a Victorian Tea Party on Sunday, December 9, 2018 2:00-4:00 pm at its headquarters, 107 Winthrop Street in Augusta. There will be a variety of goodies to sample including cookies, snacks, coffee and of course tea! Enjoy the festive decorations and holiday musical selections by Christopher Faris. Anyone interested in decorating, serving or who would like to bring in some tasty treats are asked to contact Anne Cough, either by email at acough60@aol.com or by phone at 582-2823.

Lamey Wellehan (LW) was honored by the National Shoe Retailers Association (NSRA) as its 2018 Retailer of the Year during NSRA's Annual Leadership Conference, held October 31-November 1 in National Harbor, MD. Lamey Wellehan is a second-generation owned retail shoe store with six stores in Maine. Lamey Wellehan was recognized for its conservatism and efforts to reduce its impact on the environment through the recycling 95% of solid waste that enter LW properties, a carbon reduction program, a switch from plastic to paper shopping bags, which allowed the company to open a scholarship fund with the money saved, and the donation of gently-used shoes to people in need.

MaineGeneral Prevention & Healthy Living received a three-year, \$750,000 grant from the Health Research and Services Administration's Rural Health Opioid Program to address the opioid epidemic in the Central Public Health District (Kennebec and Somerset County). There were 418 overdose deaths in Maine in 2017, more than twice the number of deaths recorded in 2014. Emergency Department visits for opioid overdoses jumped 34 percent in 2017. MaineGeneral works with many community partners to address the opiate epidemic and with this grant intends to expand these partnerships.

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Elizabeth Johnston and her family wanted to start a new brewery. They talked with other banks, but only Bar Harbor Bank & Trust had the solution to help them achieve their goal. To see how Bar Harbor Bank & Trust worked with Lake St. George Brewing to write their success story, go to www.bhbt.com/LSGB. Let Bar Harbor Bank & Trust help you write your business success story.



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-Elizabeth Johnston

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SBRT

SMALL BUSINESS RESOURCE TEAM

How to Attract and Retain Great Employees

When: December 4th, 8:00 - 9:30 am
Where: Purdue University Global, 14 Marketplace Drive, Augusta
Cost: FREE

Is your business facing the challenge of finding and retaining great employees? If it is, please join us for "How to Attract and Retain Great Employees," a workshop designed to help small businesses find the right people for their businesses, and how to keep them in this tight labor market.

Presented by Mary Joan Kozicki LaFontaine, Regional Director for the Maine Department of Labor and Bill Card, Economic Development Specialist for the U.S. Small Business Administration, this workshop will provide specifics on how to identify prospective employees, how to make the best hiring decisions for your company, and how to get employees to maximize their value to your firm.

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RSVP by contacting the Chamber at info@kennebecvalleychamber.com or by calling (207) 623-4559

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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 Longfellow Greenhouses with co-host Kennebec Land Trust!

The December Business After Hours will be held at **Longfellow Greenhouses** in Manchester on Wednesday, **December 12th** from **5:00-7:00 p.m.** with co-host the **Kennebec Land Trust**. KV Chamber members and guests are welcome to join us for networking and great food!

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.

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



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Business After Hours events sponsored by:



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