

Business Insider

www.AugustaMaine.com

September 2015



I'm a Member, Now What?

By: Cynthia Ross

For some businesses, being a member of the KV Chamber is second nature. For others, they have a hard time seeing the value in their investment. What does the Kennebec Valley Chamber of Commerce actually *do*? The mission states: *The KV Chamber exists to enhance life quality by strengthening the regional economy.* Though seemingly simple, the mission is multi-faceted: it involves Business Networking, Education, Economic & Community Development, and Community Events.

1. Business Networking: This may be the most well-known opportunity for our members. Along with the monthly publication you are reading now, we also offer monthly Business After Hours events hosted by member businesses. The Chamber also has strong relationships with local media and a current and informative social media presence.

2. Education: The KV Chamber hosts eleven Business Insider Breakfasts and ten

Women's Network Luncheons each year, giving members an opportunity for networking and highlighting speakers that will enrich your mind. As a joint venture with UMA, the Chamber also organizes the Kennebec Leadership Institute (KLI) to develop leaders within our region. As the oldest program of its kind in Maine, KLI develops community leaders for generations to come.

3. Economic & Community Development: One of the main objectives of the KV Chamber is to make the Kennebec Valley a place where people want to live and work. The Chamber is the liaison between our region and the world, working to accentuate the many positive aspects of our region to those near and far.

4. Community Events: If you live or work in the Kennebec Valley, then you have most certainly been exposed to one of the numerous community events that the KV Chamber hosts. The *Annual Awards Dinner* in January and *Member Appreciation Day* in April are an opportunity for the Chamber to

recognize the many efforts of member businesses. The un-official start to summer is the *Whatever Family Festival Kids Day in Capitol Park* in which businesses can utilize sponsorship and exhibit booths to reach their community. If you missed out on those events this year, it is not too late to become involved. The Business EXPO, October 14th at the Augusta Civic Center from 4-7:00 p.m. is the best opportunity to gain EXPOSure in the area. Mark your calendar and be sure to attend, with business cards in hand, to meet other area business owners and make connections.

In conclusion I hope it is apparent that your membership is important to your community AND to your business – utilize it! Please, contact the Chamber staff if you need help accessing the many resources available to you.



Women's Network, September 9, Senator Inn



Sharon Abrams: "Historical Perspective of The Maine Children's Home for Little Wanderers"

The Maine Children's Home for Little Wanderers first opened its doors on April 10, 1899 in Augusta. It was founded during a time in our history when there were many displaced children living on the streets or in abject poverty.

Beginning her career with the home in 1974 as a Teen Parent School Teacher, Sharon Abrams has been Executive Director for the past 23 years. In 2004, she was honored to be inducted into Maine Women's Hall of Fame for her involvement in Teen Parent Education. Join us to hear about the vast history of The Maine Children's Home for Little Wanderers. RSVP to info@augustamaine.com

Women's Network sponsors: Anthem Blue Cross, Bangor Savings Bank and Summit Natural Gas.



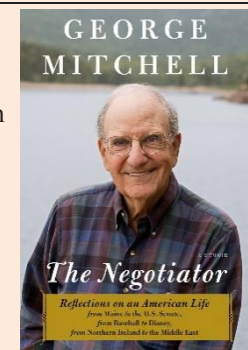
Business Insider, September 16, Senator Inn



George Mitchell: "The Negotiator"

In THE NEGOTIATOR: A Memoir, former Senate majority leader George Mitchell looks back on his eclectic career in politics, law and business, reflecting on his experience and valuable lessons he's learned. With warmth and wit, Mitchell tells his favorite stories about growing up in Maine, the last half century of politics – both domestic and international – and how we achieve our goals through negotiation and compromise. Join us to hear former Senator Mitchell recount a few of his tales and to share some of the secrets of negotiating. Make sure to block off some time to stay after to purchase a book and have it signed by the author. RSVP to info@augustamaine.com

Business Insider sponsors: Kennebec Savings Bank and Central Maine Power Company.



Welcome NEW Members!

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

The Gardiner Center for Stress Management

John Agee, 242-6271
thegardinercenter.com

Dreams Bridal Boutique & Tuxedo Center

Renee Adams, 480-1446
dreamsbridalme.com

Member Anniversaries

The following businesses and organizations recently renewed their investment support of the Chamber.

30 years and over

Bernstein Shur, Counselors at Law
Everett J. Prescott, Inc.
PERFORMANCE Foodservice - NorthCenter

25 years and over

Augusta State Airport
PretiFlaherty

20 years and over

Kenway Corporation
Maine Motor Transport Association
Town of Winthrop

15 years and over

Maranacook Schools

10 years and over

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CEO Corner

Fall is coming... The air will slowly become crisp again and the leaves to turn. It's a time to get in the last few weeks of outdoor enjoyment and prepare for the coming winter. Traditionally, New Englanders gather to celebrate the harvest. We gather at our Business Expo on October 14th to celebrate the Kennebec Valley Business Community. This is a fantastic opportunity to meet your neighbors, make new connections and generate new business leads. So take stock in your business, prepare for the coming winter and join us on the 14th of October. See you then!



Ross Cunningham,
President & CEO



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KICK-OFF SOCIAL

What is Cynergy and what are the benefits?

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Are you new to the area or looking to meet other young professionals in the Kennebec Valley region? Cynergy is a great place to start!

Join us from **5:00-7:00 p.m.** on **Thursday, September 10th** at **Johnson Hall** located in beautiful downtown Gardiner. We are gathering to enjoy delicious food provided by **Steven Dumas Catering** and kick-off a year of events that are designed to bring young professionals (ages 21-40) together through networking, philanthropic involvement and economic development in our community. After the event, make sure to head down to Waterfront Park to see the Nikki Hunt Band as a part of Johnson Hall's waterfront concert series.

Cynergy is designed to cultivate relationships between young professionals and businesses in the Kennebec Valley region by providing you with tools to develop business skills and strategies, to grow personally and professionally, and to provide a way to meet with other motivated and social young professionals through monthly events and programs. You can RSVP to our Fall Kick-Off Social by emailing cynergy@augustamaine.com today.

For more information on Cynergy and the networking events planned for our 2015-2016 season, please visit www.augustamaine.com/Cynergy.

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Chamber Notes

Johnson Hall kicks off their 2015-2016 season in September. This month they will be showing the film, *In The Blood*, along with hosting Capital City Improv, The Ballroom Thieves, and Traveling Light. Call the Box Office at 582-7144 or visit johnsonhall.org for more information. Buy your tickets before you miss out on these great shows!

Children's Discovery Museum will be hosting the Run to Play 5K and Kid's Fun Run on September 12th. Whether you are a seasoned runner, a child, a 5K first-timer, a decorated marathon athlete, a stroller-pushing parent, or anyone in between, this 5K is for you! To print a registration form and get more information, call 622-2209 or visit childrensdiscoverymuseum.org.

Crisis & Counseling Centers invites families, individuals and teams to its Second Annual On Track to Recovery 5K Walk/Run on Saturday, Sept. 19 at the **Kennebec River Rail Trail** in Augusta. This professionally timed race had more than 170

participants last year, and includes access to the Kids' 1K Fun Run, free t-shirt, Race Expo, Raffle, Kid Zone and prizes. Proceeds support the agency's Client Emergency Fund to break down treatment barriers for clients in recovery. To register, visit www.crisisandcounseling.org/get-involved/5k.

American Red Cross is hosting a blood drive at the Augusta Civic Center on Friday, September 11, 2015 from 11:00 a.m. – 6:00 p.m. Please call the American Red Cross at 1-800-RED CROSS to make an appointment.

Augusta Downtown Alliance and **Augusta Fire Department** are hosting the 150th commemoration of the Great Augusta Fire. Join them Saturday, September 19th from 10:00 a.m.-2:00 p.m. for food, drink, and live entertainment. Antique firefighting equipment will be on display, including four pieces that actually fought the 1865 fire. For more information, contact the Augusta Downtown Alliance at 458-8757.

The Harlow Gallery's Education Committee hosts **SECOND SUNDAYS**, a monthly series of free community art-making events sponsored by The Bank of Maine.



These events bring artists and art lovers together to enjoy the process of making art as well as looking at art and discussing it.

Most events are perfect for families, and all are welcome. These sessions take place every 2nd Sunday from 2 to 4:00 p.m. at the Harlow Gallery, and are free and open to the public. The next event is September 12th and participants will be making Gelatin Prints with Lisa Wheeler. For more information, please call 622-2813.




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KV CHAMBER BUSINESS EXPO

Wednesday, October 14
4:00 – 7:00 p.m.
Augusta Civic Center
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The 2015 Kennebec Valley Chamber Business Expo is the best place to network, learn, and prospect your way to increased sales and contracts. This year's theme is **Halloween** and you can earn a prize for creatively incorporating the theme into your booth. Do not miss this year's KV Chamber Business Expo – it is sure to be the best yet!

2015 EXHIBITORS

If your business/organization is not listed below, we have not yet received your registration form. We need your registration form to confirm your participation. (Registrations as of 08/20/15)

A Partner In Technology
Aerus
AFC - Augusta Fuel Co.
Allen Insurance and Financial
American Lung Association
Augusta Country Club
Augusta State Airport & Cape Air
Bangor Savings Bank
Bar Harbor Bank & Trust
Best Western Plus Civic Center Inn & Comfort Inn
Boys & Girls Club of Greater Gardiner
Budget Blinds of Augusta
Burgess Computer
Business Communications of Maine
Camden National Bank
Capital Area Staffing Solutions, Inc.
Capitol Dental Care
Children's Center: Early Intervention & Family Support
Combined Benefits United
Concentra Urgent Care
Concord Coach Lines
Crisis and Counseling Centers
Cross Insurance
Delta Ambulance
Duncklee & Nott

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FairPoint Communications
Finance Authority of Maine
Gibson LeClair, LLC
IIS Financial
Johnson Hall
Kaplan University
Kat Beaudoin Consulting
Kennebec Behavioral Health
Kennebec Journal/MaineToday Media
Kennebec Networkers
Kennebec Savings Bank
Kennebec Valley Chamber of Commerce & Cynergy
Kennebec Valley Community College
Kennebec Valley YMCA
Kents Hill School
KV Federal Credit Union
Liberty Mutual Insurance
Macomber, Farr & Whitten
Main Security Surveillance/Capitol Computers
Maine DECD
Maine Department of Labor
Maine Savings FCU
Maine Staffing Group

Maine State Credit Union
MaineGeneral Health
MaineGeneral Workplace Health
Mattson's Flooring Center
Minuteman Signs
MK Orthodontics
Moody's Collision Centers
Natural Gas Conversion Company
New Dimensions Federal Credit Union
Oakes & Parkhurst Glass
Perry, Fitts, Boulette & Fitton, CPAs
Servpro of Augusta/Waterville
Skowhegan Savings Bank
Steven Dumas Catering
Steve's Appliance & Furniture
Sugarloaf
Summit Natural Gas of Maine
Townsquare Media
Training Center at Motivational Services
Transco Business Technologies
Turner Publishing
United Insurance
United Way of Kennebec Valley
University of Maine at Augusta
Wellness Connection of Maine



2015-2016 Event Calendar*

Mark these dates on your calendar and join Cynergy for a great year! Call 623-4559 for more information.

September 10th: Kick-Off Social

Join us at Johnson Hall to learn about the Cynergy and the benefits of joining.

October 22nd: CEO Panel

We host a panel of CEOs from our community who will be available to answer your questions based on their personal experiences.

December 9th: Co-Host Chamber Business After Hours

Network with members of your community as we co-host the KV Chamber's Business After Hours at Maple Hill Farm Inn & Conference Center.

January 14th: Entrepreneur Event

Join us as we discuss strategies and tactics to take your ideas and make them happen.

March 10th: Interviewing and Social Media

This event will provide you with tips and strategies to put your best foot forward during your next interview. We will also explore how social media can amp up your interview game!

April 25th*: Bowling Tournament (Annual)

Join us for one of our members' favorite events! Register your team (4 people) and have a blast!

*Tentative date

May 19th: Public Speaking

We will be providing tips and resources to ensure that you are at your best for your next speaking engagement.

June 4th: Summer Sendoff Social (Gala Event)

Join us for this social networking event as we wrap up our programming for the summer. We can't wait to see you there!

*Calendar does not include volunteer opportunities

Spotlight on a MEMBER

Gibson LeClair, LLC



Gibson LeClair, LLC was founded in May of 2003 by Jeanne Gibson and Steve LeClair, who have been employed in public accounting in the central Maine area since the early 1990's. As a small firm we are unique in having two main lines of business. Our nonprofit line specializes in nonprofit organizations, providing audits, reviews and compilations, taxation and consulting services. Our commercial/individual line specializes in full service taxation and accounting services, reviews and compilations for businesses and individuals.

What makes us different? Personal service. We get to know our clients well and try to leave each client with a better understanding of their financial position. We listen, we communicate.

Welcome to Gibson LeClair. As you walk in the door, you are greeted by *Min Miller*, our receptionist and administrative assistant, the person behind the cheerful voice on the phone. Introducing our professional staff, the bean counters:

- *Jeanne Gibson*, CPA, MST, is the firm's managing partner and tax partner, and oversees all areas of tax compliance.
- *Stephen LeClair*, CPA, the firm's audit partner, directs the firm's quality control and peer review programs and is responsible for the firm's nonprofit engagements.
- *Scott Nivus*, CPA, serves in both the audit and tax areas of the firm preparing and reviewing tax returns, as well as working on audits of our larger nonprofit clients.
- *Jim Wilson*, an expert with nonprofit organizations, provides valuable experience in auditing, internal controls, and nonprofit taxation.
- *Rebecca Hayward*, CPA, is our go-to person for any kind of tax and accounting issues, assisting clients by preparing and reviewing tax returns and consulting on small business accounting.
- *Melissa Perkins*, CPA, specializes in the audit area of the firm, responsible for planning and coordinating audits of many of our nonprofit clients.
- *Kristin Guerette*, CPA, MSA, energizes the audit and tax areas of the firm, working on all aspects of audit engagements and providing tax preparation services for all areas of tax.
- *Michael McKenney* brings his talents to the audit and tax areas of the firm as a member of our auditing team as well as preparing tax returns for individuals and small business clients.

All of us at Gibson LeClair are very active in numerous community organizations in central Maine. We live, work and play in the Kennebec Valley and enjoy finding ways to give back to our communities.

This section, dedicated to highlighting a member business, is given away at the monthly Business After Hours!

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Kennebec Leadership Institute

Training for Tomorrow's Leaders

January 30-May 4, 2016

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The concept of a leadership program is to assure a continuing flow of able, vigorous, and resourceful leaders in the Kennebec Valley area. As the oldest such leadership program in the state, the Kennebec Leadership Institute (KLI) draws prospective leaders from a cross-section of businesses, organizations, and the community at large.

KLI is an intensive, three month (80 hour) training program that requires 100% commitment from its participants. It is designed to give participants the knowledge and skills necessary to become more effective community leaders. KLI is a joint effort of the Kennebec Valley Chamber of Commerce and the University of Maine at Augusta.

Program Content:

1. *Leadership Skill Building:* Taught in two weekends (opening & closing) and four full-day sessions that focus on building participants leadership skills and talents.
2. *Kennebec Valley Issues:* Taught in eight Wednesday evening sessions. A series of panel discussions with top business and community leaders, each focusing on a specific topic or aspect of life and work in the Kennebec Valley.

2016 Program Information

The deadline for completed applications is **September 15, 2015**. Tuition for the 2016 program is \$1400 and KLI may have partial scholarships available – call the KV Chamber for details. The applications will be reviewed as they are received and a screening committee will interview finalists.

For additional information, please contact
The Kennebec Valley Chamber of Commerce
PO Box 676, Augusta, ME 04332-0676
207-623-4559 info@AugustaMaine.com

Meet the Board: Eric Stinneford



Eric Stinneford has been the Vice President, Contoller, Treasurer & Clerk for Central Maine Power Company since 2007. After receiving a Mathematics degree from Colby College, Eric started as an Operating Assistant with CMP. Since then

he has held several positions with the company and served on a variety of boards.

Eric was appointed to the KV Chamber board in 2013 and elected in 2014. Eric and his wife of 31 years reside in Wayne and have 2 adult daughters. In his spare time, he enjoys travel, golf, boating, skiing, and fishing.

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2015 Hosts

September 23...Dube Travel Agency

October 28...UMA 50th

November 4...Stained Glass Express

December 9...Maple Hill Farm Inn & Conference Center

Business Insider

Kennebec Valley Chamber of Commerce
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WHAT'S HAPPENING? KVCC Calendar September & October

September 2015

- 09/02 KLI Comm., 12 p.m. @ ADA
09/08 KVCC Board of Directors, 5:30 p.m.
09/09 **Women's Network Luncheon,**
11:30 a.m. @ Senator Inn
09/16 **Business Insider Breakfast,**
7:30 a.m.-9:00 a.m. @ Senator Inn
09/16 Membership Comm., 11:30 a.m. @
KVCC
09/23 **Business After Hours, 5-7:00 p.m.**
@ Dube Travel Agency

October 2015

- 10/07 **Business Insider Breakfast &**
Annual Meeting,
7:30 a.m.-9:00 a.m. @ Senator Inn
10/07 KLI Comm., 12 p.m. @ ADA
10/08 **Women's Network Luncheon,**
11:30 a.m. @ Senator Inn
10/14 **KVCC BUSINESS EXPO**
4-7:00 p.m. @ Augusta Civic Center
10/28 **Business After Hours, 5-7:00 p.m.**
@ UMA 50th Richard Randall
Student Center

Free reception 09/23/15

September Host: Dube Travel Agency



Dube Travel Agency will host the **September Business After Hours** on **Wednesday, September 23** from **5:00 – 7:00 p.m.** KV Chamber members and guests are welcome to join us for networking and great food!

There will be a chance to win the 50/50 raffle and many other raffles for door prizes. Delicious food, catered by **White Flour Catering**, will be available to all in attendance along with a cash bar.

KVCC Business After Hours receptions are where some of your best Chamber networking happens. Be sure to bring along extra *business cards* to share with all your new friends. Please RSVP by calling us at 623-4559 or emailing info@augustamaine.com.

Are you following us?

Stay up to date on Chamber events, enter contests, and learn more about the Kennebec Valley region!



KVCC Staff

Ross H. Cunningham, President & CEO
Patty M. Hewett, Vice President, Operations
Lynne M. Burney, Program Director
Deborah R. Camporale, Information Coordinator
Cynthia M. Ross, Marketing & Membership Coordinator

Our Mission:

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

www.AugustaMaine.com