

Business Insider

Kennebec Valley Chamber of Commerce September 2010



Business Insider, September 15, Senator Inn

Habib Dagher, UM's Composites Guru

Dr. Habib Dagher, Professor of Civil/Structural Engineering at the University of Maine and BIW Professor of Structural Engineering, is also founding Director of the University's Advanced Structures and Composites Laboratory, a world leader in composites with some 140 employees and 200 clients worldwide. Dr.



Dagher is an enthusiastic advocate of off-shore wind generation and leads the DeepCwind Consortium to develop floating wind energy technologies. He will speak on composites and energy at our September 15 Business Insider. The award-winning professor holds a number of degrees and promotes growing Maine industry through technological innovation. RSVP enclosed. Major Sponsor: **Kennebec Savings Bank.**

Women's Network, Civic Center, Sept. 9

CPA Gibson Talks Tax Planning @ Net

"Can taxes be interesting? Sure thing," says Jeanne Gibson, CPA and Tax Partner of Gibson LeClair. She'll present a down-to-earth talk on "tax unknowns" and "applications to each taxpayer" and will offer some interesting anecdotes learned along the way.



With a BA from Swarthmore and MST from Thomas, Gibson earned her CPA in 1992.

Women's Network "it's all about business... and building relationships" is sponsored by **KeyBank** and **Central Maine Power Company.**

Augusta Micropolitan Taxable Consumer Retail Sales (\$1,000s)

	2007	2008	2009	Jan-May '09	Jan-May '10
Automotive	291,898	265,190	238,274	93,070	97,539
Bldg Supplies	101,328	106,733	93,585	32,316	32,594
Food Stores	89,050	90,087	94,106	35,818	36,862
Genrl Merch	234,184	238,322	227,778	80,729	80,788
Lodging	12,584	13,093	12,135	3,745	4,147
Restaurants	100,059	101,087	103,868	40,279	41,388
Other Retail	74,769	73,525	73,741	26,844	26,731
Totals:	903,872	888,037	843,487	312,801	320,049

(1) Augusta Micro Sales Grow in '10

Are we picking up... finally?

Augusta Micropolitan consumer retail sales may finally be rebounding some from the economic crisis of 2008. Capital area consumer retail sales peaked at \$904 million in 2007, dropped two percent to \$888 million in 2008, and dropped another five percent to \$843 million in 2009.

According to statistics compiled by the State Planning Office, there may be some hope for a rebound, based upon the first five months of 2010.

The Capital area has shown an increase of more than \$7 million in consumer retail sales in the first five months of 2010, compared to the first five months of 2009.

Automotive sales, January through May, contributed the largest increase, some \$4.5 million, while combined restaurants and lodging added another \$1.5 million.

Several categories—building supplies, food sales and general merchandise—showed slight increases through May of this year. Meanwhile, "other retail" sales dropped slightly, less than one-half of a percent.

Augusta Micropolitan includes 23 cities and towns mostly in the area.

(2) Two Decades of Strong Sales Growth

The Augusta region has outpaced Maine's growth significantly during the past two decades. From 1990 through 2009 the Augusta area grew 124 percent in consumer retail sales while Maine grew 89 percent.

Total Augusta sales rose from \$377 million in 1990 to \$843 million in 2009 (124 percent) and Maine's sales grew from \$7.463 billion in 1990 to \$14.134 billion in 2009.

A major factor in Augusta's growth has been new retail centers at the Augusta Marketplace (mid-1990's) and Augusta Crossing (2007) as well as strengthening of other shopping centers in the area. Another factor has been the increase of automotive sales.

The retail centers have helped boost General Merchandise sales in Augusta 193 percent since 1990, from \$77.7 million in 1990 to \$228 million in 2009. The 193 percent is double the 97 percent increase of Maine's General Merchandise sales, which rose from \$1.521 billion to \$2.960 billion.

Meanwhile, Automotive sales in Augusta increased 106 percent (from \$115 million to \$238 million) while State Automotive sales rose 83 percent (from \$1.764 billion to \$3.232 billion).

www.AugustaMaine.com

Member

Anniversaries

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

25 years and over

Bernstein Shur, Counselors at Law
Kirkpatrick's Service Inc
O'Connor Pontiac-GMC-Buick
Everett J. Prescott, Inc.
United Way of Kennebec Valley

15 years and over

Maine Motor Transport Association
PretiFlaherty
Super 8 Motel

10 years and over

KV Community Action Program
Maranacook Schools
NextEra Energy
Slates Restaurant

5 years and over

CMC Technology Group
Grondin's Certified Cleaners
LONGHORN Steakhouse
Maine Association of Retirees
Maine Education Credit Union
Maine Staffing Group

Also Renewing

American Red Cross
Black Diamond Consultants, Inc.
Burgess Computer
Holiday Inn - Waterville
Kennebec Performing Arts Co.
Mountain Wireless, Inc.
Sam's Italian Foods
Tallwood Design
Texas Roadhouse
Village Jewelers
Volunteers of America Northern NE
Whisperwood Lodge & Cottages

SHOP LOCALLY

Chamber Notes

Concentra Medical Center

Augusta is pleased to announce Kevin S. Flanigan, MD has joined their team as Medical Center Director. For nearly twenty years Dr. Flanigan has worked in the areas of Urgent Care, Primary Care and Occupational Health with the last thirteen years here in central Maine.

The American Red Cross will be hosting its Day of Remembrance blood drive honoring the first responders of 9/11. The blood drive will be held at the Augusta

Welcome NEW Members!

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

Fashion Bug, Augusta
Carmela Patriotti, 622-5065

Civic Center on the 11th of September from 9:00 am to 4:00 pm. If you would like to get an appointment sheet for your business, please contact Elizabeth at 775-2367 x25.

Amos M. Byron, Vice President & Trust Officer of **Kennebec Savings Bank** (KSB) recently announced that Danielle Moszczenski, who also works in the Bank's Investment Management & Trust Department, has successfully completed all the requirements of the Certified Trust and Financial Advisor (CTFA) designation from the American Bankers Association (ABA) Institute of Certified Bankers.

Kennebec Valley Art Association has issued an open call for exhibition proposals for the **Harlow Gallery** in Hallowell, Maine for the 2011 exhibition season. For proposal forms and further details, call 207 622-3813 or visit www.harlowgallery.org.

In other art news: In September the **Harlow Gallery** presents *One of a Kind - Monotype - the Unique Print*, an exhibition featuring the work of six Maine artists. Meet the artists at the show's opening on Thursday, September 2nd, from 5-8 pm. Call the gallery for more information – 622-3813.

Abby Thrower, MD, PhD, a medical oncologist/hematologist, has joined the Harold Alfond Center for Cancer Care in Augusta and is a member of **MaineGeneral Medical Center's** active medical staff. The center recently became one of the first oncology practices in the country to be recognized by the Quality Oncology Practice Initiative (QOPI®) Certification Program, an affiliate of the American Society of Clinical Oncology (ASCO).

Rodney Wohlford, store manager at **Lowe's** in Augusta is pleased to announce that Michael Raffia, a recent Erskine Academy graduate has been awarded a \$2,500 Lowe's Charitable and Education Foundation scholarship. Raffia plans to attend the University of Tampa.

Dan Audet of South China has accepted a position as Systems Engineer with **A Partner in Technology**. FMI, call 877-582-0888.



CYNERGY, a network of Capital area young people (ages 20-40), connecting to foster career, social and community betterment has great plans for August. Join Cynergy members and friends for:

Social Networking
@ Mike's Sidetrack Grill
Downtown Gardiner
Thursday, September 2
5-8:00 p.m.
FREE!

To sign up, complete form (pink-enclosed) or call the KV Chamber at 623-4559.

CYNERGY, a division of the Kennebec Valley Chamber of Commerce, is sponsored by Bangor Savings Bank and is affiliated with REALIZE!Maine.

Give the gift of choice...

Chamber Gift Certificates

Want to give your friends, family, co-workers and employees a gift that has special meaning to them? Let us help you out. The KV Chamber sells KVCC Gift Certificates in \$10, \$25 and \$50 denominations. Give *everyone* the gift of choice...*save some money* in the process, *and enjoy the feeling* of knowing that all of your shopping for the holidays is complete!

CHAMBER MEMBERS!!

Did you know that the gift certificate program is a FREE program designed to send business your way? Are you familiar with the KV Chamber gift certificate program?? Do you accept our gift certificates? (an actual check!) Visit our website for a gift certificate participating members' list/registration form. If you don't see your business or organization listed, and wish to be added, simply sign the form and fax back to us at your earliest convenience. Feel free to call the KVCC office for additional information: 207-623-4559.





Don't Wait Until It's TOO Late!

Space for 2010 EXPO Filling Up Fast!

The Kennebec Valley Chamber of Commerce **Business-To-Business EXPO** is taking place from 4:00 – 7:00 p.m. on Wednesday, October 13, 2010 at the Augusta Civic Center North Wing.

The relaxed atmosphere keeps folks coming back – and there's always something new and different to see, learn and do. Special thanks to major sponsors **FairPoint Communications, Kennebec Savings Bank** and **Maine Beverage Company** for their support and to **Oxford Networks** for sponsoring the \$1000 GRAND PRIZE drawing.

We are anticipating another sold out show and want to get as many of our members in as possible. There are just 6 exhibit spots left. *Don't delay – Complete the bright yellow insert in this newsletter and register today!*

Join these exhibitors:

- 92 Moose/B98.5/KOOL-AM
- A Partner in Technology
- AAA Travel and Insurance
- A-COPI/Kinney
- Allies, Inc.
- Augusta CareerCenter
- Augusta Fire + Rescue
- Augusta Fuel Company
- Bangor Savings Bank
- BONNEY Staffing Center
- Bryant Dental Care
- Capital Area Staffing Solutions, Inc.
- Child Care Options-SKCDC
- Children's Center
- The China Dine-ah
- City of Gardiner
- CMC Technology Group
- Concentra Medical Center
- Concord Coach Lines
- Crisis & Counseling Centers, Inc.
- Cross Insurance
- Dave's Appliance, Inc.

- Delta Ambulance
- Downeast Energy
- Doyle & Nelson
- Dube Travel Leaders
- Eastland Park Hotel
- FairPoint Communications
- Fielding's Oil and Propane
- Fieldstone Media
- Finance Authority of Maine
- GHM Insurance Agency
- Gibson LeClair, LLC
- Goodwill Industries
- Holiday Inn - Comfort Inn
- Holiday Inn - Waterville
- The Internet Educator
- Dennis Keller – State Farm Insurance
- Kennebec Behavioral Health
- Kennebec Journal
- Kennebec Networkers
- Kennebec Savings Bank
- KV Community College
- KV Council of Governments
- Kennebec Valley HR Association
- Kennebec Valley YMCA
- Liberty Mutual
- Macomber, Farr & Whitten
- Main Security Surveillance
- Maine and U, LLC Seal Coating
- Maine Beverage Company
- Mattson's Flooring & Lighting
- Motivational Services Training Center
- Mountain Wireless Radio Group
- Oakes & Parkhurst Glass
- Oxford Networks
- Pine Tree Society
- Senator Inn & Spa
- Servpro of Augusta/Waterville
- Sexual Assault Crisis & Support Center



- Smart EyeCare Center
- Sugarloaf Resort & Conference Center
- Time Warner Cable
- Tranco Business Technologies
- Uncle Henry's
- United Insurance/Tilton Agency
- United Way of Kennebec Valley
- University of Maine Augusta
- Well-Fit for Life
- Workplace Health/MaineGeneral
- Medical Center

Kennebec Leadership Institute Openings

The KV Chamber and the University of Maine at Augusta are preparing for the Kennebec Leadership Institute's (KLI) 25th 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. Participants gain the knowledge and skills necessary to become more effective community leaders. Interested? Call us at 623-4559 for an application. KLI Corporate Sponsor is *Kennebec Savings Bank*.

VOLUNTEERS... We Need YOU!

The **KVCC Membership Drive** will be held on **Wednesday, October 20** and **Thursday, October 21**. Come share your sales skills with us - we need volunteers to work three-hour shifts helping us solicit new members. Great prizes and thank you gifts to ALL volunteers. Sign up today!



Photos from 2009 EXPO. Clockwise from left: Jessica Norton shows of her \$1000 grand prize; A chair massage for the boss (Peter T.) and first prize exhibitor winners, Smart EyeCare Centers.



2010 KVCC Board of Directors

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FairPoint Communications

Richard J. Smart, O.D.

Smart EyeCare Center

George R. Woods

Maine Beverage Company, LLC

**Director Emeritus

Our Mission:

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

www.AugustaMaine.com

Newsletter Inserts

Consider your Business Insider newsletter to announce a special program, service, product, promotion, you-name-it, to some 1,300 business and professional recipients. Important: The Chamber will insert preprinted literature – unfolded 8 1/2" x 11" sheets only – in the monthly newsletter for a basic fee of \$200.00. Insert space must be reserved in advance - call the Chamber for more information @ 623-4559.

Business Insider

Kennebec Valley Chamber of Commerce

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www.AugustaMaine.com



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WHAT'S HAPPENING?

KVCC Calendar

September & October 2010

September 2010

- 09-02** **CYNERGY Social Networking @ Mike's Sidetrack Grill,**
5-8:00 p.m.
- 09-06** **Labor Day Holiday**
- 09-09** **Women's Business Network**
11:30 a.m. @ Augusta Civic Ctr.
- 09-13 KLI Comm. 12 p.m. @ KVCC
- 09-14 KVCC Board of Directors
5:30 p.m.
- 09-15** **Business Insider Breakfast,**
7:30 a.m. @ Senator Inn
- 09-22 Membership, 11:30 a.m. @ KVCC
- 09-22** **Business After Hours,**
5-7:00 p.m. @ Mattson's
Flooring & Lighting

October 2010

- 10-04 KLI Comm. 12 p.m. @ KVCC
- 10-06** **Business Insider Breakfast,**
7:30-9:00 a.m. @ Civic Center
- 10-07** **CYNERGY Social Networking @ Higher Grounds,**
5-8:00 p.m.
- 10-11 Columbus Day Holiday
- 10-13** **KVCC Business-To-Business EXPO & Annual Meeting,**
4-7:00 p.m. @ Augusta Civic Center North Wing
- 10-14** **Women's Business Network**
11:30 a.m. @ Augusta Civic Ctr.
- 10-20+** **KVCC Membership Drive**
- 10-21** 9:00 a.m. - 4:00 p.m. @ KVCC
- 10-27** **Business After Hours & New Members Reception, 5-7:00 p.m. @ Children's Discovery Museum w/ US Cellular**

Free reception September 22

Mattson's Flooring & Lighting Hosts

Mattson's Flooring & Lighting is pleased to invite all KV Chamber members and guests to a fantastic business after hours.

Join us on **Wednesday, September 22nd** from **5-7:00 p.m.** for an incredible networking reception.

Delicious hors d'oeuvres and drinks catered by White Flour Catering, tours of the facility... and (our sources tell us) *numerous quality*

door prizes! Our friends at Mattson's have been busy planning lots of fun additions to this reception, including raising money for emergency response/trauma medical kits for the Hallowell Police Department..

After Hours receptions are where some of your best Chamber networking happens. Be sure to bring along your business cards to share with all your new friends and acquaintances. Our fabulous hosts are planning to give away gift bags to all attendees so *please* RSVP on the enclosed form, or call 623-4559.

Volunteers needed for Fall Membership Drive!



KVCC Staff

Peter G. Thompson, President & CEO
Patricia M. Paquet, Office Manager & Staff Admin.
Lynne M. Burney, Program Director
Deborah R. Camporale, Information Coordinator

