

CHAMBER REPORT

BUILD YOUR BRAND | EXPAND YOUR NETWORK | SHAPE YOUR COMMUNITY



July/August 2010 | Volume Twenty-Two | Issue Seven

Greater Manchester Chamber of Commerce



GREATER MANCHESTER CHAMBER OF COMMERCE

It is the mission of the Greater Manchester Chamber of Commerce to be a member-focused organization that drives the greater Manchester business environment and the economic health and vitality of the region by supporting business growth, professional development, and networking opportunities, while advocating for our membership.

CHAMBER NAMES FIRST VOLUNTEER OF THE YEAR

RONNIE SCHLENDER HONORED AT VOLUNTEER APPRECIATION CELEBRATION

Every year the Greater Manchester Chamber of Commerce puts on dozens of events, supports numerous programs and works on many pieces of legislation that affects the business community. None of this could happen without the generous support from our more than 200 volunteers. These people are members of the business community who dedicate their time, talent and resources to make the Chamber work as efficiently and as productively as possible, all while supporting the Chamber's mission.



2010 Volunteer of the Year, Ronnie Schlender of NH Business Review poses with her two daughters, Kara Schlender & Katie Greev and Spiderman!

As a thank you to these volunteers the Chamber held its first annual Volunteer Appreciation Celebration on Thursday, June 17th at the Manchester Country Club. The event recognized all Chamber

committees and the important work that they do. Every volunteer received a Chamber lapel pin and the theme of the event was "Thanking Our Superheros." The Chamber also presented its first

ever Volunteer of the Year Award to NH Business Review's Ronnie Schlender. "She is hard working, and extremely dedicated and loyal, once a friend always a friend, she is a connector, she understands all of the threads of the community. And how to sew them together to make incredible things happen," said Robin Comstock, President and CEO, GMCC.

Special thanks to the sponsors that made the night possible, Marvel Sponsor, Ocean Bank. The Incredibles Sponsors: Benefit Strategies, Devine, Millimet, Howe, Riley & Howe, Liberty Mutual Personal Markets, McLane, Graf, Raulerson & Middleton, Public Service of New Hampshire, St. Mary's Bank, TD Bank, SMG Verizon

Wireless Arena. The Justice League Sponsors: Bentley Commons, Currier Museum of Art, Granite State College, North American Specialty Insurance Company, UNH Manchester Superhero Sidekick Sponsors: American Red Cross Blood Services, Four Points By Sheraton, Kalwell Corporation, Manchester Monarchs, NH Women's Leadership Institute, SilverTech, Inc., Texas Instruments, Wadleigh, Starr, & Peters, P.L.L.C. Special thanks to Double Midnight Comics for providing all of the superhero themed decorations for the evening.

Marvel Sponsor



RESTAURANT WEEK COMES TO GREATER MANCHESTER

SAMPLE SOME OF THE REGION'S GREATEST CUISINE AT A SPECIAL PRICE



Restaurant Week works as a cooperative marketing campaign that promotes all participating restaurants through a single event. Each restaurant agrees to offer its own unique three-course prix fixe menu for dinner priced at \$29.95. (does not include beverages, taxes or gratuity). Each restaurant has the flexibility to add additional items or courses to the menu at the restaurant's discretion.

Restaurants will post their menus on the Chamber website and on www.restaurantweekmanchester.com. The list of participating restaurants is rapidly growing and will be limited to only Chamber members. Restaurants wishing to participate can contact Caitlin Meaney, Program Director at 603.792.4106 or via email at programs@manchester-chamber.org.

The Greater Manchester Chamber of Commerce is pleased to present Greater Manchester Restaurant Week, October 17-24, 2010. This event will be an annual culinary event which will spotlight Greater Manchester as a culinary and cultural destination.

The event will encourage people to wine and dine, visit the theatre, museums and attractions or even plan to stay the night.

Restaurant weeks in other areas have brought in over 12,000 diners to the area during the event and the Chamber is confident that Greater Manchester has the same potential. The Manchester restaurant scene has been growing and it's time more people came out to experience the variety, quality and great culinary delights our city has to offer!

Special thanks to our growing sponsor list, Graphic Design Sponsor, Millenium Integrated Marketing, Print Sponsor, Morgan Press, and Major Sponsors M.S. Walker and Horizon Beverage.

Please check out restaurant week on Facebook www.facebook.com/weknowfood and follow the event on Twitter @weknowfood.

Please join the Chamber for this special culinary event!

Participating Sponsors



Visit us on the web at www.manchester-chamber.org - become a "fan" on Facebook - or follow us on Twitter @grtmanchester

This publication is underwritten by:



and



The Greater Manchester Chamber of Commerce is a non-partisan business advocacy organization. The Chamber is not a division or department of the U.S. Chamber of Commerce and the opinions and views of the U.S. Chamber of Commerce are not necessarily reflective of the Greater Manchester Chamber of Commerce.



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**GREATER MANCHESTER
CHAMBER OF COMMERCE**
ESTABLISHED 1911.

ADVOCATING FOR YOUR BUSINESS

Best buys with proven measurable results...

As the economy begins to turnaround, and we all start feeling more confident in making more purchases, expanding employee hours, and hiring new staff we can refocus our attention on building our businesses, marketing and advertising our products and services to reclaim with conviction our share of the market place. The decision to advertise and promote our business is only the first step. There is a proverbial jungle of choices and market place opportunities to choose from. Proper signage, technology infrastructure, e-messaging, social media, overdue web site improvements, print, radio, and television are all critical elements of a well thought out strategic marketing plan. All are ultimately critical to the success of a business. No matter how small or large, the foundation of good business practices is the same for all businesses. Good B2B marketing strategies and practices are essential for success.

Most businesses seek good solid business to business marketing opportunities as part of their overall plan. Those CEOs understand that the largest potential consumers of any of our products are in fact other businesses. But, B2B market penetration is an expensive and lucrative business in and of itself. It's hard to know how to properly target this market segment in a way that makes sense, supports your business plan, and is affordable at the same time.

In fact, this is one of the many ways being a Chamber member can serve you and your market interest with highly targeted, efficient, and affordable choices. The chamber boasts close to 4,000 contacts in its email data base, we enjoy around 8,000 visitors to our web site every month, and we see approximately 500 walk-in guest inquiries at our Merrimack and Elm street Welcome Center. We hold dozens of meetings and see lots more people at our 54 Hanover Street location. These aren't just any contacts, these are the business people you want to conduct business with. In addition these are the people who (by virtue of joining the chamber) have already indicated their interest in local business community based business, and most are members because they want you to know about them, and they want to know about you.

So, the stage is set better than any other venue or method could set it for you. The choices available to you through the Chamber, to market your business to other area businesses, are numerous. So if it's B2B marketing you want, remember you are half way there by being a Chamber member. There are no other options more affordable, and available to the exact audience you want to target. As you begin to put your marketing plans in place for the third and fourth quarters, let me overview some of the choices with you now:

We have several ways you can connect with the membership through Chamber lists, membership labels and our membership disk. We offer underwriting opportunities for all of our electronic and print communications. You have the opportunity to list your business in more than one category, or list an additional location or subsidiary or second business at a significant discount.

We also publish a quality of life magazine once a year called Manchester Advantage, and we hold the state's largest business to business expo called Tri-City. There are dozens of other ways to market your business through the Chamber. Please check our our website, attend an event, or simply stop by our offices to say hello. If you have any questions and would like more information about any of the opportunities available to you I invite you to contact our Vice President of Marketing & Public Relations, Gemma Waite and, she will guide you through the process.

Robin Comstock
President and CEO
GMCC



AMBASSADOR SPOTLIGHT

DENISE PETRIN
EDWARD JONES



Denise Petrin
Edward Jones

Denise Petrin is a new ambassador with the Greater Manchester Chamber of Commerce and a Financial Advisor with Edward Jones.

Denise was born and raised in Manchester and started her career as a banker at Merchants Savings Bank. Denise transitioned to financial advising over 15 years ago and last year took over the Edward Jones Office at 1361 Elm Street where she helps individuals and small businesses find financial solutions.

"Being a community oriented individual, it seemed only natural to join the chamber. As an Edward Jones advisor, I believe strong relationships are key and meeting people face to face builds the strongest relationships. As an Ambassador for the Chamber, I really feel connected to the community and have had the opportunity to form ongoing bonds and friendships with community leaders and businesses," says Petrin.

Join the Chamber for a Breakfast Forum Greater Manchester PechaKucha!

We'll explore multiple hot topics/issues with 20 images x 20 seconds

PechaKucha was devised in Tokyo in February 2003 as an event for young designers to meet, network, and show their work in public. It has turned into a massive celebration, with events happening in hundreds of cities around the world, inspiring creatives worldwide. Drawing its name from the Japanese term for the sound of "chit chat", it rests on a presentation format that is based on a simple idea: 20 images x 20 seconds. It's a format that makes presentations concise, and keeps things moving at a rapid pace.

Wednesday, August 11th
7:30-9:00 a.m.

The Derryfield
625 Mammoth Road, Manchester
\$25 Chamber Members
\$30 Not-yet Members

Visit www.manchester-chamber.org to register or call 603.792.4122

EVENT SPONSORED BY:



Public Service
of New Hampshire
The Northeast Utilities System

"PechaKucha - devised and shared by Klein Dytham architecture"



Save the Date for The Green Summit

Wednesday, August 18th
7:30-9:00 a.m.

New Hampshire Institute of Politics at Saint Anselm College

\$30 Chamber Members
\$35 Not-yet Members

Visit www.manchester-chamber.org to register or call 603.792.4122

EVENT SPONSORED BY:



Public Service
of New Hampshire

The Northeast Utilities System

JULY

NETWORK PM

TOMORROW'S WORK STARTS TONIGHT.

Come join us at Stonebridge Country Club, a highly-acclaimed golf course with spectacular 360 degree views of the New Hampshire countryside.



Most recently Stonebridge was rated number 37 in the top 100 New England golf courses by the New England Golf Journal. Don't miss this "Caddy Shack" Party with putting green contests, golf-pro's advice and great food!

Cost is \$5 for Chamber Members
\$10 for not-yet-members
Payable at the door

Thursday, July 22nd
Stonebridge Country Club
161 Gorham Pond Road, Goffstown
5:00-7:00 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org

AUGUST

NETWORK PM

TOMORROW'S WORK STARTS TONIGHT.

TFM Cookout

The Meat House will once again be grilling up steak tips, burgers & dogs. TFM's Field Operations Manager John Myhaver & The UBG Orchestra will entertain us with live music under the tent.



This Year's Theme:

"Looking Up!"

The economy is looking up and we are busy with new projects! Come share your stories of the improving economy.

Cost is \$5 for Chamber Members
\$10 for not-yet-members
Payable at the door

Thursday, August 26, 2010
TFMoran Inc.
48 Constitution Drive, Bedford
5:00 - 7:00 PM
Call 603.792.4122 to register or visit
www.manchester-chamber.org

VALUE-ADDED PROGRAMMING

Brought to you by



JULY SPOTLIGHT ON BUSINESS

Join us at Executive Health & Sports Center for Spotlight on Business. Executive Health Center is a private, full-service facility, conveniently located next to the Manchester Airport. For Chamber members who join the day of the event the club will offer: NO JOINING FEE - \$150 savings!! AND a Reduced Monthly Rate of \$68/month.



Tuesday, July 13th

Executive Health & Fitness
1 Highlander Way, Manchester
12:30-1:30 p.m.

Call 603.792.4122 to register or visit
www.manchester-chamber.org

AUGUST SPOTLIGHT ON BUSINESS

Our tradition and philosophy has been the same for over 78 years, "Keeping it simple and affordable, as well as plentiful and delicious." We have two function rooms that can accommodate up to 100 people. Come join us and see what three generations of experience can create, you don't want to miss it!



Tuesday, August 10th

Belmont Hall
718 Grove Street, Manchester
12:30-1:30 p.m.

Call 603.792.4122 to register or visit
www.manchester-chamber.org

JULY LUNCHTIME CONNECTIONS

Come and share your lunch hour with other Chamber members. Z Food & Drink will generously provide us with a wonderful spread of food for this intense networking program.

This program occurs on the fourth Tuesday of every month from 12:00-1:30 p.m. Paul Donehue of Paul Charles and Associates will be on hand to help facilitate the conversation. Space is limited. RSVPs only.



Tuesday, July 27th

Chamber Board Room
54 Hanover Street, Manchester
12:00-1:30 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org

AUGUST LUNCHTIME CONNECTIONS

Come and share your lunch hour with other Chamber members. Z Food & Drink will generously provide us with a wonderful spread of food for this intense networking program.

This program occurs on the fourth Tuesday of every month from 12:00-1:30 p.m. Deb Titus of Dale Carnegie, NH will be on hand to help facilitate the conversation. Space is limited. RSVPs only.



Tuesday, August 24th

Chamber Board Room
54 Hanover Street, Manchester
12:00-1:30 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org

WHAT ARE VALUE-ADDED TUESDAYS?

Value-added programs are a benefit of Chamber membership and are held on the second, third and fourth Tuesday of every month. These programs are free of charge and exclusive to Chamber members. These programs are all held during the lunch hour 12:30-1:30-p.m. and are designed as a small networking group.

Spotlight on Business is held every month at a different location. Members may sign up to host the event, or simply attend. The goal of this program is to bring people to your business and see that business's products and services.

Member-led Workshops are held monthly at the Chamber office. Each month a Chamber member is invited to host a workshop that may be of value to other Chamber members.

Lunchtime Connections is an intense networking program. This event is held at the Chamber office and is limited to 30 participants. This program is a sit-down, facilitated networking program around a lunch table. Bring your elevator speech and be prepared to make referrals.

For more information on hosting or attending one of these programs please contact us at programs@manchester-chamber.org or call 603.792.4106.

MEMBER-LED WORKSHOP

Recovering and Preserving Your Health

- Why is food so nutritionally deficient?
- Why are supplements so important?
- Learn how to tell the difference between beneficial nutritional supplements from those that can actually be harmful to your health.

Join us for this informative workshop presented by:



Lunch provided by



Tuesday, August 17th

Chamber Board Room
54 Hanover Street, Manchester
12:30-1:30 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org
Space is limited to 35.

22nd Annual Tri-City Expo



September 30, 2010

3-7pm @ Center of NH Expo Center at the Radisson Hotel Manchester

A sure bet for social networking!

RESERVE YOUR BOOTH TODAY



Exhibitor Info: Greater Concord Chamber of Commerce, 224-4508
Attendance Info: Greater Manchester Chamber of Commerce, 666-6600
General Info: Greater Nashua Chamber of Commerce, 881-8333
OR VISIT www.tricityexpo.com
*DEADLINE: Register by July 31st to be included in the Expo program!



Don't miss the 2010 Chamber Golf Classic

Friday, August 13th
Stonebridge Country Club

\$175 per player
\$700 per foursome

Includes:
Greens fees and cart
Lunch on the course
Afternoon buffet and cocktails
2 raffle tickets
Hole-in-one awards
Silent & Live Auctions

Call Caitlin at 603.792.4106 to secure your place in the tourney today!

MEMBER BRIEFING

Meet the Chamber staff and learn about the benefits of membership and Chamber programming.

Presented by:



Wednesday, September 1st
7:45 to 9:30 a.m.

Chamber Board Room
54 Hanover Street, Manchester
Please reserve your place by calling (603) 792-4122, or visit
www.manchester-chamber.org

CHAMBER REPORT

Share this
newsletter with
the rest of your
staff...
Route to:

HELP US REACH YOU IN A TIMELY MANNER...
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Chamber.

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GMCC JULY/AUGUST COMMITTEE MEETINGS

7/1	Thu	Tri-City Committee - 12:00 p.m. - 54 Hanover Street
7/14	Wed	Green Steering Committee - 7:30 a.m. - 54 Hanover Street
7/15	Thu	Golf Committee - 12:00 p.m. - 54 Hanover Street
7/22	Thu	Ambassador Committee - 4:00 p.m. - Stonebridge Country Club
7/28	Wed	Metro Steering Committee - 3:00 p.m. - 54 Hanover Street
8/5	Thu	Tri-City Committee - 12:00 p.m. - 54 Hanover Street
8/11	Wed	Green Steering Committee - 7:30 a.m. - 54 Hanover Street
8/25	Wed	Metro Steering Committee - 3:00 p.m. - 54 Hanover Street
8/26	Thu	Ambassador Committee - 4:00 p.m. - TF Moran, Bedford

GMCC JULY/AUGUST EVENTS

7/13	Tue	Spotlight on Business - 12:30 p.m. - Executive Health & Fitness
7/22	Thu	Network PM - 5:00 p.m. - Stonebridge Country Club, Goffstown
7/27	Tue	Lunchtime Connections - 12:00 p.m. - 54 Hanover Street
8/10	Tue	Spotlight on Business - 12:30 p.m. - Belmont Hall
8/11	Wed	PechaKucha Breakfast Forum - 7:30 a.m. - The Derryfield
8/13	Fri	Chamber Golf Classic - 8:00 a.m. - Stonebridge Country Club
8/17	Tue	Member-led Workshop - 12:30 p.m. - 54 Hanover Street
8/18	Wed	Green Summit II - 7:30 a.m. - NHIOF, Saint Anselm College
8/24	Tue	Lunchtime Connections - 12:00 p.m. - 54 Hanover Street
8/26	Thu	Network PM - 5:00 p.m. - TF Moran, Bedford
9/1	Wed	Member Briefing - 7:45 a.m. - 54 Hanover Street



and



WELCOME NEW CHAMBER MEMBERS!

Bikram Yoga Manchester

Yoga Instruction
195 McGregor Street
Manchester, NH 03102
Ms. Pubali Campbell
(603) 669-7711
www.bikramyogamanchester.com

Chen Yang Li Restaurant

Restaurant
124 South River Road
Bedford, NH 03110
Mr. Frank Zhang
(603) 641-6922
http://chenyangli.com/Bedford

DCU - Digital Federal Credit Union

Credit Union
369 South Willow Street
Manchester, NH 03103
Ms. Janine Larose
(978) 649-0265
www.dcu.org

JTD Financial Services, LLC

Financial/Investment Services
33 South Commercial Street
Manchester, NH 03101
Mr. Frank G. DeMaio
(603) 641-1010
www.jtdfinancial.com

KL Jack and Company

Industrial Fasteners and Supplies
145 Warren Avenue
Portland, ME 04103
Mr. Joseph Dunne
(603) 627-6300
www.kljack.com

LPL Financial

Financial/Investment Services
686 Chestnut Street
Manchester, NH 03104
Mr. Sean P. Riley
(603) 296-1352

Lyne V Interiors

Interior Design
641 Howe Street
Manchester, NH 03103
Ms. Lyne Verfaillie
(603) 315-6947
www.lynevinteriors.com

Pitarys Plumbing & Heating LLC

Plumbing & Heating Contractors
34 Shasta Drive
Londonderry, NH 03053
Mr. Antonios D. Pitarys
(603) 289-9732

Polymath Business Systems

Computer Consultant
Computers-Education/Training
52 Cortland Drive
Bedford, NH 03110
Mr. David Swain
(603) 494-3420
www.omnistraining.com

Prudential Verani Realty

Real Estate/Residential/Relocation
1 Verani Way
Londonderry, NH 03053
Ms. Lisa Lacombe
(603) 845-2174
www.agent-by-design.com

Republic

Restaurant
1069 Elm Street
Manchester, NH 03101
Ms. Monica Poulin
(603) 666-3723
www.republiccafe.com

Signature Digital Imaging

Printing/Graphics Design/Color Separations
PO Box 16328
Hooksett, NH 03106-6328
Mr. Bill Baker
(800) 440-4025

SkyVenture NH LLC

Entertainment
3 Poisson Avenue
Nashua, NH 03060
Ms. Laurie Greer
(603) 897-0002
www.skyventurenh.com

Susan Terzakis

Friends of the Chamber
Ms. Susan Terzakis
(603) 488-5942

The Way We Cook

Restaurant
1361 Elm Street
Manchester, NH 03101
Mr. Jim Borbotsina, DDS
(603) 625-5454
www.waywecooknh.com

Wings Your Way

Restaurant
1181 Elm Street
Manchester, NH 03101
Mr. Rudy Nadilo
(603) 828-5622
www.wingsyourway.com



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