

CHAMBER REPORT

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September 2010 | Volume Twenty-Two | Issue Eight

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 TO PARTNER WITH AARP FOR FALL DEBATE SERIES CANDIDATES INVITED TO ADDRESS BUSINESS COMMUNITY

The Greater Manchester Chamber of Commerce and AARP New Hampshire will collaborate on a series of debates aimed at educating members on the candidates' positions in three of the top races in the Granite State this fall. Candidates for all three races have been invited to participate in general election debates hosted at the New Hampshire Institute of Politics at Saint Anselm College. All three debates will be held at 11:30 a.m. with registration at 11:00 a.m. on the following dates: Gubernatorial Debate on September 28th, First Congressional District Debate on October 4th and U.S. Senate Debate on October 18th. All three debates are open to members of the Greater Manchester Chamber of Commerce and AARP.

"There are unprecedented challenges for state and local government and we hope this debate series will allow members of the business community to make informed decisions when choosing elected officials," said Robin Comstock, President & CEO of the Greater Manchester Chamber of Commerce.

AARP New Hampshire and the Greater Manchester Chamber of Commerce strive to ensure their members have the information they need to make informed decisions. As diverse as both organizations may appear, the two share many common areas of interest and by collaborating on this debate can provide a diverse audience who want to learn more about candidates' policy positions. Topics of focus at the debates will likely include: economic development, health care, transportation, long-term care, taxes, and social services. Scott Spradling of the Spradling Group will moderate the hour long debates.

"We felt that this partnership between

the Chamber and AARP was a great way to make sure that the candidates make these debates a priority," said Comstock. "With AARP's membership of more than 225,000 together with the Greater Manchester business community, we are able to send a message to the candidates that our votes are important and our audiences want to hear what the candidates have to say on all of the important issues," said Comstock.

"We are working hard to ensure our members and the public have the non-partisan information they need to make informed decisions at the polls and to monitor public policy as our elected officials craft solutions," said Kelly Clark, AARP New Hampshire State Director. "We believe working with a respected business organization like the Greater Manchester Chamber of Commerce represents a great opportunity not just for our members but the candidates as well," said Clark.

For more information on attending one or all of these debates please contact Emily De Puy at 603.792.4122 or register online at www.manchester-chamber.org.

Gubernatorial Debate Sponsor



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U.S. Senate Race Debate Sponsor





Chamber Debate Series

Governor's Race
September 28, 2010 ~ 11:00 a.m.

First Congressional District Race
October 4, 2010 ~ 11:00 a.m.

United States Senate Race
October 18, 2010 ~ 11:00 a.m.



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**GREATER MANCHESTER
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ADVOCATING FOR YOUR BUSINESS

A new beginning...

School buses back on the roads to shuttle kids from here to there seem to exude excitement of a new beginning. Although well into our third quarter, September feels like a new year to us at the Chamber as well. We have many new programs and events that will provide excellent venues for you to promote your business and its brand, make contacts to build your network, and impact the community in which your business is located. I encourage you to review the fall calendar of events carefully to be sure to leverage the programming that best supports your strategic goals. Also, remember as we head into a jam-packed season of events that it is your business that's the member of the chamber, not just the person who filled out the paperwork, so all of the employees of the member business are welcome at all events and programs, at all times. To help you plan your priorities, and so that you can share information with your staff and co-workers, let me outline some of what we will bring to you this autumn.

Fall Debate Series: September 28, October 4, October 18 -- Yes...it's that time of year, and no one knows better than a New Hampshire citizen how important the races for the seats in the most powerful offices are. And, no one knows better than a local that anything can happen during the campaign that will mark the success or weakness of a candidate's ability to win an election. From the Governor's office to the White House, our elected officials shape policy and law that affects our personal lives and our businesses. There is much speculation about each of the races happening this fall, and there is no better way to get up close and personal with the candidates than at our debate series. Our debates will

focus on the economy, and the general business environment of your state, and our region. Please join us, and ask the questions you would like answered.

Tri-City Expo: September 30 -- We'll kick off our fall programming with the Tri-City Expo. This 30 year-old exposition is the best networking event and the largest business-to-business expo in the State. The Greater Concord, Greater Nashua, and Greater Manchester Chambers of Commerce join together to bring their shared members together to meet and greet, and display and distribute information about their businesses. There will be approximately 200 vendors, and 2,000 attendees that come together for one afternoon of good old fashioned business, one hand shake at a time building relationships with existing and potential customers. Also, what Chamber event is complete without some incredible food and drink? You can sample the area's greatest cuisine in the Tri-City Bistro -- it really is the business after-hours event of the year!

Restaurant Week: October 17-24 -- Our first Greater Manchester Restaurant Week is a great opportunity for you to sample some of greater Manchester's finest eateries. You will be able to visit any one of the 26 participating restaurants to enjoy a fixed price menu of \$29.95. Some restaurants will offer a three-course meal, others will offer dinner for two, and some may even include signature drinks or beer and wine pairings with the meal. Participating restaurants are required to be Chamber members. Manchester and the surrounding towns have too many terrific restaurants to count, each has a unique atmosphere and special expertise, and we hope you will each enjoy one for

lunch, and one for dinner every day of the year, but especially during Restaurant Week.

The Infrastructure Summit: October 20 -- This incredible program found its beginning as a roundtable couched in the philosophy of regional citizenship--regional thinking, practices, and guiding principles for about a dozen planners, architects, and engineers in economic development. They represented several communities in our service area, and before that meeting they did not have a mechanism to meet and discuss shared interests or concerns. Today, nine years later, this roundtable has grown into a forum that attracts several hundred people and speaks to the top economic development issues of our region. If I say so myself, it's a remarkable event that brings together in one room our state's public and private experts in civil, federal, municipal, private sector infrastructure, environmental and commercial projects.

There are many other events happening this fall from Member-Led Workshops to Lunchtime Connections and our monthly Network AM and PM events. It's a great time to get involved in your chamber of commerce, mix and mingle with other members of the business community, promote your products and services and come out to see what our great region has to offer. I hope to see you at an event soon!

Robin Comstock
President and CEO
GMCC



AMBASSADOR SPOTLIGHT

JENNIFER LANDON
SOUTHERN NH UNIVERSITY



Jennifer Landon became an Ambassador in February of 2009, shortly after she assumed her role as the Director of Southern New Hampshire University's Career Development Center. Landon is a graduate of Leadership Greater Manchester, and currently serves on the Steering Committee for the William S. Green Manchester Youth Leadership program through Makin' It Happen.

"One of my favorite things to do while wearing my Ambassador hat is to help members make meaningful connections while attending our many engaging networking events," says Landon. "Facilitating connections among members, securing professional contacts and developing new friendships has made serving as an Ambassador a beneficial and positive experience for me on both a professional and personal level," says Landon.

LEADERSHIP GREATER MANCHESTER CLASS OF 2011 ANNOUNCED

The Greater Manchester Chamber of Commerce is pleased to announce the Leadership Greater Manchester Class of 2011. The Leadership program strives to cultivate leadership resources within the greater Manchester community by giving potential leaders a well-rounded, in-depth look at issues facing the region and the opportunities that exist. The program is spread out over the course of ten months and is kicked off with a two-day team-building retreat. Topics covered during the program include history, communication and media, education, government and politics, arts and culture, economic development, health and human services, and criminal justice.

The 2011 Leadership Greater Manchester class include the following individuals representing their respective companies and organizations: Katie Andrews, Girls Inc.; Jennifer Beaudet, Wiggin & Nourie; Stephen Boyd, Wadleigh, Starr & Peters; Thelma Brown, Public Service of New Hampshire; Lisa Merrill-Burzak, Catholic Charities; Pubali Campbell, Bikram Yoga; Cathy Champagne, Jutras Signs; Rebecca Couture, MVP Healthcare; Emily DePuy, Greater Manchester Chamber of Commerce; Melissa DiOrio, Dartmouth Hitchcock Manchester; Paul Durham, Sheehan Phinney Bass & Green; Jonathan Eck, Devine Millimet; Francis Fernando, Total Solutions; Steve Friedman, The River 92.5; Lyn Gelinas, Citizens Bank; Kristin Hagerman, Eisenberg Vital & Ryze; Anna

Haigh, World Affairs Council; Debra Hallett, Centrix Bank; Preston Hunter, Eckman Construction; Katie Kiernan, McLane Law Firm; Amanda Kimball, Moore Center Services; Court Klein, Berry Dunn McNeil Parker CPA; Brendan Krebs, Merrill Lynch; Kraig Lamper, Manchester School District 21st Century; Scott Legasse, Manchester Police Department; Tony Matos, Altos Marketing; Serge Nadeau, CertaPro Painters; Donna Parker, Make-A-Wish; Erin Presseau, Silvertech; Joel Rozen, Baker, Newman, Noyes CPA; Stephanie Allain Savard, Families in Transition; Ryan Taylor, Fairpoint Communications; Jarad Vartanian, Vachon Clukay & Co.; Chris Wellington, City of Manchester Economic Development Department; Mark Whitney, Merrill Lynch; Matthew Whitney, TD Bank.

This program would not be possible without our Presenting Sponsor, Citizens Bank, and Corporate Sponsors, Catholic Medical Center and Dartmouth-Hitchcock Manchester. For more information on the Leadership Greater Manchester Program please call 603.792.4110 or email leadership@manchester-chamber.org

Special thanks to our sponsors:



GMCC SEPTEMBER COMMITTEE MEETINGS

9/2	Thu	Tri-City Committee - 12:00 p.m. - 54 Hanover Street
9/2	Thu	GMCC Policy Roundtable - 2:00-4:00 p.m. - 54 Hanover Street
9/8	Wed	Green Steering Committee - 8:00 a.m. - 54 Hanover Street
9/9	Thu	GMCC Policy Roundtable - 8:00-10:00 a.m. - 54 Hanover Street
9/16	Thu	Ambassador Committee - 4:00 p.m. - Manchester Country Club
9/17	Fri	Infrastructure Committee - 7:30 a.m. - 54 Hanover Street
9/21	Tue	Executive Committee - 7:30 a.m. - 54 Hanover Street
9/22	Wed	Leadership Steering Committee - 8:00 a.m. - Location TBD
9/22	Wed	Metro Steering Committee - 3:00 p.m. - SNHPC
9/23	Thu	Downtown Committee - 2:00 p.m. - 54 Hanover Street
9/28	Tue	Board of Directors - 7:30 a.m. - 54 Hanover Street

GMCC SEPTEMBER EVENTS

9/1	Wed	Member Briefing - 7:45 a.m. - 54 Hanover Street
9/9	Thu	Network AM - 7:30 a.m. - Boys & Girls Club of Manchester
9/14	Tue	Spotlight On Business - 12:30 p.m. - Red Arrow & Beacon Building
9/16	Thu	Network PM - 5:00 p.m. - ARS, Manchester Country Club
9/21	Tue	Economic Forecast Luncheon - 11:30 a.m. - The Derryfield
9/21	Tue	Member-led Workshop - 12:30 p.m. - 54 Hanover Street
9/28	Tue	Gubernatorial Debate - 11:00 a.m. - NHIO, Saint Anselm College
9/28	Tue	Lunchtime Connections - 12:00 p.m. - 54 Hanover Street
9/30	Tue	Tri-City Expo - 3-7 p.m. - The Radisson, Center of New Hampshire
10/4	Tue	Congressional Debate - 11:00 a.m. - NHIO, Saint Anselm College

Network AM

DOING BUSINESS OVER BREAKFAST.

Join Bank of America as the host of Network AM at the Boys & Girls Club of Manchester. Tour the Club's new facilities and hear how the Club is fulfilling its mission to reach out to all youth, especially those who need us most, inspiring them to realize their full potential as "productive, responsible and caring individuals."



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

Thursday, September 9th
Boys & Girls Club of Manchester
555 Union Street, Manchester
7:30-9:00 a.m.

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

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SPOTLIGHT ON BUSINESS

Come take a tour of the Beacon Heights Building at 814 Elm Street, while enjoying lunch from the catering division of the Red Arrow Diner. Plus learn more about franchise opportunities with the Red Arrow.



Tuesday, September 14th
Held at the Beacon Heights Building
814 Elm Street Manchester
12:30-1:30 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org

Join us for the Annual Economic Forecast Luncheon

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The Greater Manchester Chamber of Commerce annual Economic Forecast Luncheon regularly draws 150+ of the state and region's top business and community leaders. The program features a panel of New Hampshire's top economists who each provide their perspective on the status of the U.S. and New Hampshire economies and an economic forecast for the next 12 months. Audience members will have a chance to ask their questions of New Hampshire's economic experts.

Tuesday, September 21st
Economic Forecast Luncheon
The Derryfield
625 Mammoth Road, Manchester
11:30-1:30 p.m.
\$35 Chamber Members \$40 Not-yet Members
Call 603.792.4122 to register or visit
www.manchester-chamber.org

NETWORK PM

TOMORROW'S WORK STARTS TONIGHT.

Summer is slippin' away! Come join us for a free evening of networking, food, drinks and prizes. We look forward to making new friends, answering questions about staffing and watching everyone relax and have a great time. See you at the Manchester Country Club!



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

Thursday, September 16th
American Resource Staffing hosted at
the Manchester Country Club
180 South River Road, Bedford
5:00-7:00 p.m.
Call 603.792.4122 to register or visit
www.manchester-chamber.org

MEMBER-LED WORKSHOP

Introduction to Inbound Marketing

- What is inbound marketing?
- Why is it superior to outbound marketing?
- What are the five steps to successful inbound marketing?

Join us for this informative workshop presented by:



Lunch provided by



Tuesday, September 21st
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.

MEMBER BRIEFING

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

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

Chamber Board Room
54 Hanover Street, Manchester
Please reserve your place by calling
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GCCC 2010

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 Associates will be on hand to help facilitate the conversation. Space is limited. RSVPs only.



Tuesday, September 28th
Chamber Board Room
54 Hanover Street, Manchester
12:00-1:30 p.m.
Call 603.792.4122 to register or visit
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CHAMBER REPORT



and



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