

# CHAMBER REPORT

BUILD YOUR BRAND | EXPAND YOUR NETWORK | SHAPE YOUR COMMUNITY



November 2011 | Volume Twenty-Three | Issue Ten

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.

## 2011 CHAIRMAN'S CLUB WRAPS UP IN MILLYARD MEMBERS GATHER TO TOUR MANCHESTER'S NEXT STEP O & P

The final installment of the 2011 Chairman's Club was a huge success as Chamber members got to tour Next Step Orthotics & Prosthetics. Thanks to Next Step President Matt Albuquerque for hosting the program and to the 2011 Chairman of the Board of Directors, Alex Walker, President of Devine Millimet law firm.

Next Step Orthotics & Prosthetics provides orthotic and prosthetic devices to clients of all ages from pediatric to geriatric. Known for their innovation, Next Step prosthetists and clinicians work with research facilities and prosthetic manufacturers in developing new prosthetic technologies and components.

The Chairman's Club is a relationship

development program. Business leaders are so focused on building and maintaining a business or organization that they don't often have



the opportunity to talk with peers. Chairman's Club is an opportunity to do just that. This networking group includes other business leaders and connects members through unique

experiences and behind-the-scenes opportunities.

The Club is an exclusive group that draws together presidents, CEOs, proprietors, owners and board members three times a year for a networking program that seeks to highlight issues and programs in the community. If you are a member of the Greater Manchester Chamber of Commerce and a leader in business, this is your opportunity to network and develop relationships with some of the region's most influential men and women.

Andy Crews, President of AutoFair will host the 2012 Chairman's Club. If you are interested in joining the Chairman's Club please contact the Chamber at 603.792.4104.

## SHAPE YOUR COMMUNITY: JOIN A COMMITTEE CHAMBER COMMITTEES SEEK ADDITIONAL VOLUNTEERS

Are you looking for a way to get more involved in the community? The Greater Manchester Chamber of Commerce is actively seeking volunteers for all of its committees. Your involvement in the Chamber will support our goals of economic development, improvements in infrastructure, tourism and green business practices, along with safety and beautification. Committee work is a great way to give back to the community while building new relationships and making new business contacts through meaningful work. The Chamber has several committees that range from economic development to being an ambassador or "greeter" for the Chamber. A current schedule is listed on the back of this newsletter. If you have

questions please contact the Chamber at 603.792.4119. Here's a list of current committee opportunities:

The **Downtown Committee** works to promote and enhance downtown Manchester's economic vitality, cultural attractions, historic resources and overall quality of life.

The **Government Affairs Committee** works to establish the Chamber as a leading voice for the business community at the local, state and federal level.

The **Green Committee** acts as a catalyst to facilitate, educate, promote, and encourage sustainable green business

practices that will lead to positive and measurable business results.

The **Infrastructure Committee** seeks to educate and promote the infrastructure needs in the Greater Manchester area.

Members of the **Ambassador Committee** serve as hosts at various events, introducing our new members to our veteran members.

The **Metro Center Committee** exists to garner regional visibility and identity in order to attract business to the region.

There is also the opportunity to volunteer for one of the Chamber's numerous event committees.

### NOMINEE LIST FOR RATIFICATION

The Greater Manchester Chamber of Commerce Board of Directors was presented with the following list of Board nominees for ratification at their October meeting.

**Matt Albuquerque**, Next Step O & P, Inc.  
**Tom Boucher**, Great NH Restaurants Inc.  
**Frank Wells**, Hoyle, Tanner & Associates, Inc.

In accordance with the Chamber's by-laws, please consider this article your notification of the people nominated as candidates for members of the Greater Manchester Chamber Board of Directors. As a member of the Greater Manchester Chamber you have the right to petition for additional candidates. Those individuals may be nominated by petition bearing the genuine signatures of at least ten (10) Chamber members. Such a petition must be filed within 10 days of this notice. If no petition is filed within the designated period, the nominations will be closed and the Greater Manchester Chamber of Commerce Board of Directors will declare the elected slate of candidates at the December Board meeting. Our newly elected Board members will be seated at this Board meeting and will be participating Board Members thereafter.

### 2012 EXECUTIVE COMMITTEE ANNOUNCED

*Chairman of the Board*  
**Andy Crews**, AutoFair Automotive Corporation  
*Chairman-elect*  
**Dianne Mercier**, People's United Bank  
*Past Chairman*  
**Alex Walker**, Devine, Millimet and Branch P.A.  
*Treasurer*  
**Paul Ramsey**, Public Service of New Hampshire  
*Legal Counsel*  
**Tom Donovan**, McLane Law Firm  
*Secretary*  
**Beth Roberts**, Harvard Pilgrim Healthcare of NE  
*At Large*  
**Rick Brenner**, NH Fishercats  
*At Large*  
**Russ Ouellette**, Sojourn Partners

All Chamber members are invited to attend the Chamber's Annual Meeting held on Tuesday, January 24th at 7:30 a.m. in the Chamber Board Room at 54 Hanover Street. Please RSVP to Charlene Courtemanche at 603.792.4104.

Visit us on the web at [www.manchester-chamber.org](http://www.manchester-chamber.org) or follow us on Facebook [www.facebook.com/grtrmanchester](http://www.facebook.com/grtrmanchester) or Twitter @grtrmanchester

This publication is underwritten by:



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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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## 2011 BOARD OF DIRECTORS

### Officers

#### Chairman

Alexander Walker, President  
Devine, Millimet & Branch, P.A.

#### Chair-elect

Andy Crews, President & CEO  
AutoFair Automotive Corporation

#### Secretary

Cathy Champagne, President  
Jutras Signs Inc.

#### Treasurer

Paul Ramsey, VP Energy Delivery  
Public Service of New Hampshire

#### Past Chairman

Beth Roberts, V.P. of NNE Operations  
Harvard Pilgrim Health Care of NE

#### Legal Counsel

Joseph DiBrigida, President  
Sheehan Phinney Bass + Green PA

#### At-Large

David Roedel, Partner  
Roedel Companies

#### At-Large

Russ Ouellette, Managing Partner  
Sojourn Partners

### Directors

Maureen Beaugard, Families in Transition  
Richard Brenner, New Hampshire Fisher Cats  
Mark Brewer, Manchester-Boston Regional Airport  
Ronald Covey, St. Mary's Bank  
Tom Donovan, McLane, Graf, Raulerson & Middleton  
Robert Duval, TFMoran Inc.  
Jeff Eisenberg, Eisenberg, Vital & Ryze Advertising  
Joe Graham, WGIR Radio AM/610 FM/101.1  
David Mara, Manchester Police Department  
Marie McKay, Bigelow & Company, CPA/PC  
Dianne Mercier, People's United Bank  
Jazmin Miranda-Smith  
Sean Owen, wedü  
Dr. Steven Paris, Dartmouth-Hitchcock Manchester  
Tom Puskarich, Z food & drink  
Michael Reed, Stebbins Commercial Properties LLC  
Nick Soggu, SilverTech, Inc.  
James Thomforde, Wiggins Airways, Inc.  
Frederick Urtz, Lavallee/Brensinger Architects  
Judi Window, Granite State Ambassadors

### Staff

Robin Comstock, President & CEO  
Ann Makowski, Chief Financial Officer  
Gemma French, VP of Marketing & Public Relations  
Will Stewart, VP of Economic Development & Advocacy  
Shawnda Misina, Membership Director  
Julie Picard, Program Director  
Charlene Courtemanche, Office Manager  
Alex Amadeo, Customer Relations Specialist  
Tammy Boucher, Leadership Greater Manchester

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GREATER MANCHESTER  
CHAMBER OF COMMERCE  
ESTABLISHED 1911.

## ADVOCATING FOR YOUR BUSINESS

# The value of comparative analysis...

The truth is that I am much more of a right brain than a left brain person, but at the same time I also understand how important it is to know where my business is as it compares to its history so that I can plan and anticipate the future. The Chamber cannot provide either you the member or the communities it serves the benefits and services we promise unless the organization is healthy, vibrant, viable and profitable. Therefore, I have always taken the numbers seriously and I have always been passionate about comparative analysis.

As my staff and I prepare the 2012 budget and consider the possibilities for next year. I want to first thank our Treasurer Paul Ramsey of Public Service of New Hampshire, and Marie McKay of Bigelow & Company who with my CFO, Ann Makowski, form the GMCC Finance Committee. Second, I want to share with you some of the comparative data which speaks to the status of your chamber of commerce in relationship to national trends and patterns. I hope you find it as interesting and rewarding as I do. Given that the chamber is on the eve of closing its second year of operation in the new "tiered model," comparatives are particularly important. We've never before operated on the membership delivery model we are now using, and I would be lying if I didn't admit to you that although we all believed moving to the tiered model was the right and best thing to do for our members, we took a leap of faith to do so. Here is what we have learned.

The first month of the tiered model rolled in with an unprecedented renewal rate of 94 percent, and despite the worst economy since the Great Depression, we hovered at an 84 percent renewal rate for the next several months and we will close out 2011 with a solid 82 percent renewal rate. By national standards this puts us squarely in the center of a "healthy average." This budget cycle we also did a lot of research on our market penetration rate. We found it very difficult to get data on the surrounding communities we serve; however we did learn that if you only factor in Manchester, we come in at an 18 percent market penetration rate. This means that one out of every five businesses in Manchester is a member of the Greater Manchester Chamber of Commerce. This puts us slightly below the national average for a healthy chamber of commerce of our size, which is about 21 percent. The good news is that there is room for improvement and growth in this area.

In the area of programs, we have seen a significant increase in event support, and national trends show a 10 to 19 percent drop in event attendance and program financial support too. Also according to the national data, the last year saw 75 percent of chambers of commerce tap into reserves to ride the blows of a fluctuating economy, clearly (although it would not be our preference) we are in good company.

Another national study shows that 59 percent of consumers think being active

in the local chamber of commerce is an effective business strategy. That study also shows that those businesses that are members of a chamber of commerce are perceived as being more "trustworthy industry leaders," and 26 percent believe that chamber members are more reputable and use good business practices. Twelve percent of those same consumers think chamber member products are better than non-member products. Most notable is that 44 percent of consumers are more likely to think favorably about a business that is a member of a chamber than one that isn't. Plus, they are 63 percent more likely to purchase products from businesses that are chamber members. On the heels of restaurant week, I am interested to learn that patrons are 50 percent more likely to eat at a restaurant that is a member of a chamber of commerce. For business that are chamber members national data shows significant percentage increases in consumer favorability, consumer awareness, local reputation and patronage. None of this is to make any of us cocky, only to affirm that the changes we have made are in fact, resonating with you the member, and that our direction is on target with our sister organizations. We are happy to know our numbers; this is especially true when the information is positive!

Robin Comstock  
President and CEO  
GMCC



## CITIZEN OF THE YEAR NOW ACCEPTING APPLICATIONS

The Greater Manchester Chamber of Commerce is now accepting applications for Citizen of the Year. The Citizen of the Year award recognizes an individual with outstanding leadership and citizenship in the community, while demonstrating exemplary vision, civic pride and commitment to the betterment of society. The individual should live in the greater Manchester area, and/or his/her activities should be centered in the same area. Recognition will be given for leadership and performance in several areas of community service over a period of years. The individual recognized does not have to be a member of the Greater Manchester Chamber of Commerce or the business community. It may be an individual from any walk of life, and there are no requirements or restrictions relating to gender, race, religion or ethnic background.

Applications are available at the Chamber of Commerce offices at 54 Hanover Street and on the Chamber website at [www.manchester-chamber.org](http://www.manchester-chamber.org). Evaluation of the nominees will be based essentially upon the degree of completeness of information that is submitted. If a candidate is not selected this year, the nomination will be automatically resubmitted next year. All nominations will be kept confidential. The award will not be given posthumously. No seated elected official will qualify as Citizen of the Year.

Nomination forms should be submitted to the Greater Manchester Chamber of Commerce at 54 Hanover Street, Manchester NH, 03101 no later than December 15, 2011. The Citizen of the Year Award will be presented at the Annual Dinner on Thursday, April 19, 2012.

## MEMBER BRIEFING

Are you new to the Chamber of Commerce? Or are you a longtime member feeling a little disconnected? Come to Member Briefing and learn about all of the ways you can get involved. At this orientation we'll not only serve a continental breakfast and introduce you to at least a dozen new friends, we'll also explain all of our committees and programs and tell you a little about the organization. Plus you can meet our friendly and fun staff and ask as many questions as you'd like!

Wednesday, December 7th  
7:45 to 9:30 a.m.

Northeast Delta Dental  
Conference Room  
54 Hanover Street  
Manchester

Please reserve your place by  
calling (603) 792-4122  
or visit  
[www.manchester-chamber.org](http://www.manchester-chamber.org)

Presented By:



Breakfast Provided By:



Thursday, November 17th  
Currier Museum of Art  
150 Ash Street, Manchester  
5:00 - 7:00 p.m.

## CURRIER MUSEUM of ART

Join us for Network PM  
at The Currier Museum of  
Art. The Currier will host a  
rockin' Manchester Chamber  
of Commerce Network PM  
event! Guests are invited to  
explore the Backstage Pass:  
Rock & Roll Photography  
exhibition and enjoy samples  
from Z food & drink, the  
Currier's exclusive caterer.



Cost is \$5 for Chamber Members  
\$10 for not-yet-members  
Payable at the door  
Call 603.792.4122 to register  
or visit  
[www.manchester-chamber.org](http://www.manchester-chamber.org)

The Greater Manchester Chamber of Commerce presents

# PechaKucha™

## Arts, Culture & Tourism

The Greater Manchester Chamber of Commerce invites you to the third in a series of PechaKucha breakfast forums to explore issues affecting Manchester and the region in a new creative format.

**PechaKucha** was devised in Tokyo in February 2003. 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. [www.pecha-kucha.org](http://www.pecha-kucha.org)

**Wednesday, December 14th**  
**7:30-9:00 a.m.**

The Derryfield  
625 Mammoth Road, Manchester

**Cost**  
\$25 for Chamber members  
\$30 for not-yet members  
Breakfast will be provided

To resigister for this event email:  
[customerservice@manchester-chamber.org](mailto:customerservice@manchester-chamber.org)  
Or call the Chamber:  
(603) 792.4122  
Or register online:  
[www.manchester-chamber.org](http://www.manchester-chamber.org)

Sponsored by



**Presenters include:**

**Judi Window, Presents "Who Are the Granite State Ambassadors."** Window is the President & CEO of the Granite State Ambassadors.

**Suzanne Lenz Presents "A Look Inside the NHIA"** Lenz is the Vice President of Development at the New Hampshire Institute of Art.

**Katie York Presents "I Love It Here!"** York is an Account Executive with Rumbletree.

**Gerri Moriarity Presents "Segway's First Retail Store"** Moriarity is the Manager of the Segway Manchester store.

**Peter Ramsey Presents "The Palace Theatre turns 100."** Ramsey is the President and CEO of the Palace Theatre.

**Pete Gustafson Presents "A Look Inside the SEE Science Center."** Gustafson is the Development Coordinator at the SEE Science Center.

**Christopher Riendeau Presents "Wine 101."** Riendeau is a Certified Sommelier at Napa East Wine Lounge and Shop.

## VALUE-ADDED PROGRAMMING

Brought to you by



### BUSINESS BOOK CLUB

Join us for this new and exciting Chamber program. Our second Business Book Club will discuss *The Social Animal: The Hidden Sources of Love, Character, and Achievement* by David Brooks. Come for an hour, enjoy a free lunch and facilitated discussion. This is a members-only program and is limited to the first 30 people to sign up.

Lunch provided by: Books provided by:



**Tuesday, December 6th**

Northeast Delta Dental Conference Room

54 Hanover Street, Manchester

**12:30-1:30 p.m.**

Call 603.792.4122 to register or visit [www.manchester-chamber.org](http://www.manchester-chamber.org)

### SPOTLIGHT ON BUSINESS

Join us for Spotlight on Business and experience Manchester's NEWEST apartment community! Eleven free standing houses with five bedrooms and 3-1/2 bathrooms. 195 apartment homes with one and two bedroom floorplans. These pet friendly, new construction, energy efficient apartments are close to all major highways, the Mall of New Hampshire and the Manchester Airport. Don't miss this free lunch!



**Tuesday, November 8th**

Legacy Park Apartments

10 Sentinel Court, Manchester

**12:30-1:30 p.m.**

Call 603.792.4122 to register or visit [www.manchester-chamber.org](http://www.manchester-chamber.org)

### MEMBER-LED WORKSHOP

#### "Stress Management For the Business Professional"

Prolonged stress due to the busy lifestyle of business professionals can take its toll. Attendees of this workshop will learn the biochemistry of stress in the body and its impact on weight, mood, and productivity. Simple lifestyle interventions to reduce your stress level and fight stress and function at your best. Presented by

Jaclyn Chasse of



Lunch provided by:



**Tuesday, November 15th**

Northeast Delta Dental Conference Room

54 Hanover Street, Manchester

**12:30-1:30 p.m.**

Call 603.792.4122 to register or visit [www.manchester-chamber.org](http://www.manchester-chamber.org)

### 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. Paul Donehue of Paul Charles & Associates and Armand Hebert of the Referral Institute will be on hand to help facilitate the conversation. Space is limited.



Lunch provided by:



**Tuesday, November 22nd**

Northeast Delta Dental Conference Room

54 Hanover Street, Manchester

**12:00-1:30 p.m.**

Call 603.792.4122 to register or visit [www.manchester-chamber.org](http://www.manchester-chamber.org)

## MEMBER NEWS & UPDATES

### Christine Grenier promoted to VP and Community Investment Director at Citizens Bank

Christine Grenier has been promoted to Vice President and Community Investment Director at Citizens Bank. In her new role, Grenier is responsible for maintaining the bank's "outstanding" Community Reinvestment Act rating in New Hampshire, assessing community credit needs and developing programs and investment opportunities that meet the bank's community development objectives. An employee of the bank since 1997, Grenier has more than 14 years of experience in public affairs and community relations, most recently serving as Community Relations Manager.

### wedü Recognized as Business of the Year by Local Young Professionals Organization

The Manchester Young Professionals Network(MYPN)recognized Manchester marketing agency wedü as the 2011 Business of the Year at their recent birthday celebration at the Manchester Country Club. The annual award recognizes a local business that has made considerable contributions to furthering the mission of MYPN and area young professionals.

### Cut-a-thon Fundraiser Raises \$3,400

Arcadya Salon & Spa raised \$3,400 during its 2nd annual Cut-a-thon fundraiser on Sunday, Oct. 9, to be donated to Families in Transition. Families in Transition will use the money raised to provide nutritious meals for the families at its Lowell Street Housing Program in Manchester.

### Manchester Sings to End Homelessness

Notable Granite State talent Katie Rose and Miss NH Regan Hartley have already made plans for the evening of Thursday, November 17th. For one night only, The

Way Home will host Sing Your Way Home: A Karaoke Experience to End Homelessness at Boynton's Tap Room in Manchester from 6:30 to 10pm. Please contact Levi Kafka (lkafka@thewayhomenh.org) at The Way Home for information on tickets or sponsoring Sing Your Way Home.

### Empower Employers to Effectively Manage Employee Performance

Do today's employment law requirements and constraints leave you feeling confused about what you can do as an employer? Do fear of lawsuits make you hesitant to actively manage your workforce and address issues directly? Get the answers to these questions and more at an hour long workshop at noon on Wednesday, November 16th at the abi Innovation Hub. This workshop is free and open to the public. Call (603)629-9511 to register.

### T-BONES and Cactus Jack's Fundraise for Local Firefighters

T-BONES and Cactus Jack's are raising money for local firefighters in their annual Thanks for Giving fundraiser. For every \$5 guests donate at the restaurants for the cause, they will receive a \$5 dining certificate valid on their next visit. This year's Thanks for Giving fundraiser runs from Monday, Oct. 17, through Sunday, Nov. 13. All donations will go toward fire department needs in the Great NH Restaurants' communities: Bedford, Derry, Hudson, Laconia, Manchester and Salem.

### Roedel Companies & Rok Builders Receive National Industry Awards

New Hampshire based hotel owner/operators, Roedel Companies and their wholly owned hotel construction management subsidiary ROK Builders, LLC were recently honored by two national publications. Roedel Companies was named by Lodging Hospitality Magazine as Top

Owners & Operators. ROK Builders, LLC was recognized as Top General Contractors by Commercial Construction & Renovations Magazine for excellence in managing hotel renovation and new construction.

### Mt. Ascutney Hospital and Health Center Enlists Eisenberg, Vital & Ryze Advertising For Marketing Communications Projects

Mt. Ascutney Hospital and Health Center, a not-for-profit community hospital, has selected Eisenberg, Vital & Ryze Advertising (EVR) for marketing communications projects. EVR will develop a comprehensive strategy, marketing campaign and new website for Mt. Ascutney. The agency will also cultivate ongoing public relations activities for the organization.

### Naturalizer Store Opens At Tanger Outlet Center In Tilton

Tanger Factory Outlet Centers, Inc. (NYSE:SKT) is pleased to announce the opening of another brand name outlet store in Tilton. Naturalizer has a new 2,200 square foot store at the Tanger Outlet Center in Tilton, NH.

### Kirk B. Leoni, Muriel D. Schadee, And Kenneth C. Wolfe of Nathan Wechsler & Company, P.A. to Present At 29th Annual Nhscpa/Nhba Tax Forum

Nathan Wechsler & Company, P.A., certified public accountants, is pleased to announce that Kirk B. Leoni, Managing Director; Muriel D. Schadee, Principal, CPA, MST; and Kenneth C. Wolfe, Principal, CPA will be presenting at the 29th Annual Tax Forum. The event, which is co-sponsored by the New Hampshire Society of Certified Public Accountants and the New Hampshire Bar Association, is a continuing education seminar designed for CPAs and attorneys. It will be held at the Grappone Conference Center in Concord on Friday, November 18th.

Member news is published monthly. Submissions are based on space availability and may be submitted to [marketing-pr@manchester-chamber.org](mailto:marketing-pr@manchester-chamber.org).

# CHAMBER REPORT

## WELCOME NEW CHAMBER MEMBERS!

### Ads On Wheels, Inc.

Advertising/PR/Marketing  
1 Crosswoods Path, 2nd Floor  
Merrimack, NH 03054  
Mr. Chris Dyson  
(800) 237-6694  
www.adsonwheels.com

### Ami Cadugan

Advertising/PR/Marketing  
61 Grapevine Road  
Bedford, NH 03110  
Ms. Ami Cadugan  
(774) 275-0521

### Couptopia, Inc.

Marketing Services  
PO Box 3485  
Manchester, NH 03105  
Mr. Marc Sexton  
(603) 587-0254  
www.couptopia.com

### Divots on the River at Intervale Country Club

Restaurant  
1491 Front Street  
Manchester, NH 03103  
Mr. Stan J. Misina, Jr.  
(603) 232-0665  
www.divotsontheriver.com

### E. Nicholl Marshall

Friends of the Chamber  
26 North Reading Street  
Manchester, NH 03104-5811  
E. Nicholl Marshall  
(603) 628-6393

### Energy Efficient Investments

Energy Conservation  
26A Columbia Circle  
Merrimack, NH 03054  
Mr. Michael Davey  
(603) 423-6000 Ext:4  
www.eeiservices.com

### Extreme Pita

Restaurant  
1500 South Willow Street  
Manchester, NH 03109  
Mr. Rashmi Junye  
(603) 661-9719  
www.extremepita.com

### Gourmet Painting & Restoration

Painting/Drywall  
517 Montgomery Street, #3  
Manchester, NH 03102  
Lealyn Burbank  
(603) 657-6625  
www.gourmetpaint.com

### H&R Block

Taxes - Consultants & Representatives  
865 Second Street  
Manchester, NH 03102  
Ms. Carol Zimmerman  
(603) 622-7892  
www.hrblock.com

### Jokers Sports Bar & Bistro

Restaurant  
1279 S. Willow Street  
Manchester, NH 03103  
Mr. Josh Durand  
(603) 935-9947  
www.jokerssportsbarandbistro.com

### L&M Grand

Entertainment  
61 Canal Street  
Manchester, NH 03101  
Ms. Jessica Wayashe  
(603) 703-9782  
www.grandmanchester.com

### Labor Ready, Inc.

Employment Services/Outplacement/Recruiting  
16 Willow Street  
Manchester, NH 03103  
Mr. Dave Gallipeau  
(603) 647-1237  
www.laborready.com

### Legacy Park Manchester, LLC

Apartments  
10 Sentinel Court  
Manchester, NH 03103  
Mr. Kevin Silva  
(603) 851-4971  
www.legacyparkapartments.com/manchester

### NH To Do Magazine

Publications  
PO Box 586  
Londonderry, NH 03053  
Mr. Harvey Keye  
(603) 475-2292  
nhtodo.com

### North East Freightways, Inc.

Transportation/Shipping  
PO Box 6004  
Manchester, NH 03108  
Mr. Paul Lessard  
(603) 537-0164  
www.northeastfreightways.com

### NUThin' but GOOD TIMES!

Attraction  
746 DW Highway  
Merrimack, NH 03054  
Ms. Lisa Campbell  
(603) 429-2200  
www.NUThinbutGOODTIMES.com

### PMG Resources

Energy Conservation  
4 Riverside Avenue  
Hudson, NH 03051  
Mr. Donald Layden  
(603) 809-7620  
www.pmgresources.com

### Prudential Verani Realty, Inc.

Real Estate/Residential/Relocation  
One Verani Way  
Londonderry, NH 03053  
Mr. Thomas Duffy  
(603) 303-3039  
http://www.pruverani.com

### RMS Mortgage - Stan Makowski

Mortgages  
1 Verani Way  
Londonderry, NH 03053  
Mr. Stan Makowski  
(603) 860-5860  
www.rmsmortgage.com

### SendOutCards - Pamela Fariole

Marketing Services  
28 Webster Street  
Milford, NH 03055  
Ms. Pamela Fariole  
(603) 801-8025  
www.sendoutcards.com/54541

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## GMCC NOVEMBER COMMITTEE MEETINGS

11/4	Fri	Government Affairs Committee - 7:30 a.m. - 54 Hanover Street
11/15	Tue	Executive Committee - 7:30 a.m. - 54 Hanover Street
11/16	Wed	Green Steering Committee - 8:00 a.m. - 54 Hanover Street
11/17	Thu	Ambassador Committee - 4:00 p.m. - Currier Museum, Manchester
11/18	Fri	Infrastructure Committee - 7:30 a.m. - 54 Hanover Street
11/22	Tue	Board of Directors - 7:30 a.m. - 54 Hanover Street
11/23	Wed	Leadership Steering Committee - 8:00 a.m. - 54 Hanover Street
11/30	Wed	Metro Steering Committee - 3:00 p.m. - SNHPC
12/2	Fri	Government Affairs Committee - 7:30 a.m. - 54 Hanover Street
12/1	Thu	Downtown Committee - 2:00 p.m. - 54 Hanover Street

## GMCC NOVEMBER EVENTS

11/1	Tue	Business Book Club - 12:30 p.m. - 54 Hanover Street
11/2	Wed	Member Briefing - 7:45 a.m. - 54 Hanover Street
11/3	Thu	Network AM - 7:30 a.m. - Service Credit Union, Bedford
11/8	Tue	Spotlight On Business - 12:30 p.m. - Legacy Park Apts., Manchester
11/9	Wed	PechaKucha Breakfast - 7:30 a.m. - The Derryfield, 625 Mammoth Rd.
11/15	Tue	Member-led Workshop - 12:30 p.m. - 54 Hanover Street
11/17	Thu	Network PM - 5:00 p.m. - Currier Museum Manchester
11/22	Tue	Lunchtime Connections - 12:00 p.m. - 54 Hanover Street
12/6	Tue	Business Book Club - 12:30 p.m. - 54 Hanover Street
12/7	Wed	Member Briefing - 7:45 a.m. - 54 Hanover Street

### Shop Estella, LLC

Retail-Specialty Stores  
52 Hanover Street  
Manchester, NH 03101  
Ms. Andrea Lessard  
(603) 315-7627  
www.shopestella.com

### Siterelish Marketing, LLC

Marketing Services  
6 Country Club Drive #29  
Manchester, NH 03102  
Ms. Doreen DeRose  
(603) 315-6021

### Sowa Entertainment

Entertainment  
PO Box 69  
Auburn, NH 03032  
Mr. Greg Sowa  
(603) 685-4229  
www.sowaentertainment.com

### Statement, A Shop Estella Boutique

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34 Hanover Street  
Manchester, NH 03101  
Ms. Andrea Lessard  
(603) 315-7627  
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Ms. Christina Davidson  
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### Vino Aromas

Retail-Specialty Stores  
997 Elm Street  
Manchester, NH 03101  
Mr. Dan Villafranca  
(603) 626-8466  
www.vino-aromas.com

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